



NESsT mission: NESsT is an international nonprofit organization dedicated to finding lasting solutions to systemic poverty and social injustice in emerging market countries.

We achieve our mission by supporting “**social enterprises**” -- mission-driven businesses that achieve a double bottom line: generating sustainable, financial resources for nonprofit organizations addressing critical social problems in emerging markets while also creating other direct public benefits – employment for low income/marginalized people, conservation of the environment, etc.

NESsT strategy: Through our NESsT Venture Fund, we use a unique “philanthropic investment” approach that applies the best practices of the business and investment worlds, providing both financial support and one-on-one mentoring and consulting support to emerging market social enterprises. As the *Dow Jones Newswires* said it, “*NESsT isn’t about charity. It’s into business plans, management skills, long-term strategy, business ethics and efficiency. It’s into running a tight ship. The idea is to make the business side of an organization profitable, allowing it to fund its social agenda.*”

Examples of the types of emerging market social enterprises NESsT supports:

Indigenous women	Environment	Disabilities
		
<p>Corporacion Educacional RUF Cunco</p>	<p>Agrupacion de Ingenieros Forestales por el Bosque Nativo</p>	<p>Pentru Voi</p>
<p>Mission: RUF Cunco promotes community and economic development of low income rural indigenous women.</p>	<p>Mission: Ingenieros Forestales promotes the conservation and sustainable management of native forests.</p>	<p>Mission: Pentru Voi provides employment and other community services to people with severe intellectual disabilities in Romania.</p>
<p>Social Enterprise: NESsT is helping RUF Cunco develop a line of beauty products made from locally-grown herbs and native plants. The product line consists of lotions and soaps and caters to a high-end market of female consumers.</p>	<p>Social Enterprise: NESsT is helping Ingenieros Forestales to create a replicable business model for the sustainable harvesting and sale of certified firewood as a renewable resource in Patagonia.</p>	<p>Social Enterprise: NESsT is helping Pentru Voi to expand its bakery employing clients with intellectual disabilities.</p>
<p>Impact: The social enterprise provides high-wage employment for rural indigenous Mapuche women, covers operational costs of RUF Cunco, and increases awareness of problems facing indigenous people.</p>	<p>Impact: The social enterprise supports the local economy by guaranteeing farmers a higher price for certified wood, reduces air pollution by encouraging the burning of dry wood, and educates the community on maintaining native forests.</p>	<p>Impact: The social enterprise creates jobs for people with intellectual disabilities allowing them to lead productive independent lives, creates revenue for Pentru Voi, and provides an alternative to the current government policy of institutionalization.</p>

“The social enterprises in NESsT’s portfolio stand out for their professionalism and variety . . . Being a recipient of NESsT venture funding also acts as a sort of ‘Good Housekeeping Seal of Approval’ . . . NESsT’s requirements are so strict other funders know they can trust the social enterprises in the NESsT portfolio with more funds.”

- Dr. Herrmann-De Luca, in USAID project review of NESsT Venture Fund portfolio

NESsT Initiatives

Over the last decade, NESsT has served as a catalyst of the social enterprise movement worldwide, supporting hundreds of social enterprises in over 38 countries through four main initiatives:

- NESsT Venture Fund: philanthropic investment fund providing capital (venture grants) and capacity-building support to portfolios of social enterprises in the emerging market countries. We also involve hundreds of emerging market business professionals each year to provide in-kind advice and expertise to our portfolio of social enterprises;
- NESsT University: promoting accountability, innovation, leadership and professionalism in the social enterprise field through a combination of research, conferences/workshops, and publishing;
- NESsT Consulting: providing professional training and consulting services in social enterprise development to clients worldwide on a fee-for-services basis (clients include Soros Foundation, World Bank/IFC, Inter-American Development Bank, etc.);
- NESsT Marketplace: enabling social enterprises to reach a wider consumer market for their products and services through a global on-line shopping portal (*in development*).

What makes us unique?

The NESsT approach is unique and innovative on several levels:

- since 2000, NESsT has supported over 900 nonprofit organizations in emerging markets through a combination of grants, consulting on planning, starting up and/or managing social enterprises;
- we are an accomplished, respected market leader in the nonprofit sector in emerging market countries (with a nearly 10-year track record and experience in more than 35 countries);
- we are an innovator in the field of “philanthropic investment” focused on long-term sustainability and impact of nonprofits (and committed to sharing the lessons we learn through NESsT University);
- we have a strong local presence through regional offices in Budapest (Hungary), Santiago (Chile) and representative office in California (USA);
- we maintain low overhead/operating costs (we don’t have high “headquarters” costs and cover our operating costs through self-generated income, allowing donor funds to go directly to programs);
- we “practice what we preach” (35% of annual revenue is self-generated through NESsT Consulting);
- we are an experienced, diverse international team of professionals evenly split between nonprofit & business expertise (10 staff; 6 nationalities; 9 languages);
- we provide donors greater assurance of accountability/transparency due to financial reporting/auditing obligations and boards of directors in USA & EU and performance management system;
- we are recognized: recipient of 2004 Skoll Award for Social Entrepreneurship by Skoll Foundation; a finalist for both the Schwab Foundation Award for Social Entrepreneurship and the Fast Company/Monitor Institute Social Capitalist Awards in 2005.

See the NESsT 2000-2005 report at: www.nesst.org/annualreport. For more information, visit www.nesst.org or contact Lee Davis, NESsT Co-Founder & CEO at ldavis@nesst.org.