

Social Enterprise Associates – Company Information

SOCIAL ENTERPRISE ASSOCIATES is a consulting firm with a network of experts located around the globe. We offer professional services – business acumen, market research, strategy, and practical research – for development initiatives and businesses. The company fosters market oriented “triple bottom line” solutions which generate financial, social, and environmental returns in the for-profit, non-profit, public and donor sectors. It is a registered B Corporation.



COMPANY CORE COMPETENCY

Expertise	Development finance, post-disaster/conflict, private sector development (PSD), small & medium enterprise (SME), business development services (BDS), building enabling environments (BEE), microfinance, value-chain, agriculture, rural, financing new ventures, risk management, social investment, social enterprise
Activities	Evaluation/monitoring, impact measurement, country assessments, market research, policy, standards, product development and documentation, IT/MIS, compliance, accounting, business/strategic planning, proposal development, public/private partnerships, financial projections, marketing materials, donor relations, change management initiatives, training development / delivery

Lead consultants have worked in 50+ countries around the world, publish and present widely. Our efforts have led to clients raising more than \$200 million. Firm has deep familiarity with donor & private investor due diligence and reporting.

SAMPLE INTERNATIONAL DEVELOPMENT ENGAGEMENTS

- Environmental Defense Fund (Mexico): On a team, conducted a national review of all fisheries markets, including government agency activity and private investors.
- GFA Consulting Group, GTZ (Mozambique): Researched national market assessment on agricultural resources for national trade association. Wrote market study and made recommendations.
- JBS International, USAID (Haiti): Conducted national assessment of growth industries for 25,000 new jobs in five years. Identified cost structures, competitiveness and market dynamics in five sectors.
- Katalysis Fund, Central America: researched enabling environment, local pricing for agricultural finance.
- Organic Exchange, BP Foundation (40 countries): Developed comprehensive report of world organic cotton market, market dynamics, pricing, alternative comparisons and trends.
- Plan International, MasterCard Foundation (West Africa): Conducted desk research in West Africa agricultural markets. Reviewed 12 value chains to understand market dynamics and growth potential.
- SEEP Network, Gates Funded Initiative (India, Pakistan, the Philippines, Indonesia, Bangladesh, Kenya): worked around the world on value chain and market linkages (tofu, mango, fish, sea weed): market studies developed sustainable plans, new products, accessed markets, and linked to the global North.
- SEEP Network, USAID Financial Services IGP (Malawi, Mexico, Morocco, Pakistan, Peru): Worked on new innovations in market research resulting in 12 documents capturing learning for dissemination.