

# ENTERPRISE IN ACTION

The Newsletter of



[www.socialenterprise.net](http://www.socialenterprise.net)

Spring, 2004

Dear Friends and Colleagues,

As you requested our newsletter, **Social Enterprise Associates** welcomes you to this edition:

- Client and Project Highlights
- New Papers and Research
- Best Industry Stuff We've Come Across

## CLIENT AND PROJECT HIGHLIGHTS

- Grameen Foundation USA ([www.gfusa.org](http://www.gfusa.org)): With GF-USA, our deepest relationship, we lead the High Growth Partner Project for the Grameen Bank Replication Program. It is the cornerstone of GF-USA's Strategic Plan for 2004-2008 to assist microfinance institutions in offering affordable financial services to 5 million new poor clients. Drew Tulchin presented at the Dhaka, Bangladesh, Microcredit Summit conference and met with program partners there.
- The Mix Market ([www.themix.org](http://www.themix.org)): We orchestrated and presented at two panels at the annual SEEP Meeting on Social Return last fall, and co-wrote a SEEP Focus Note for practitioners on social return (final coming soon from SEEP, draft available at [www.socialenterprise.net/resources.html](http://www.socialenterprise.net/resources.html)).
- The Columbia University MBA Program: Our commitment to develop professionals in this field led us to broker 3 MBA teams to help microfinance emerging projects. Stay tuned for impact stories. For other partnerships & internship opportunities, see [www.socialenterprise.net/work\\_with\\_us.html](http://www.socialenterprise.net/work_with_us.html).

## NEW PAPERS AND RESEARCH

We have a number of documents to share. Visit 'Resources', at [www.socialenterprise.net/resources.html](http://www.socialenterprise.net/resources.html), to download works in English and Spanish.

- Microfinance & the Double Bottom Line, Measuring Social Return for the Microfinance Industry & Microcredit with Education Programs: received the 2<sup>nd</sup> place award at Brigham Young University's Call for Papers at the 7<sup>th</sup> Annual MicroEnterprise Conference. [www.microenterprise.byu.edu/schedule2004.cfm](http://www.microenterprise.byu.edu/schedule2004.cfm)
- Social Enterprise Associates Working Paper Series. Five works on emerging topics in microfinance are available, all written by young professionals in the field.

## BEST INDUSTRY STUFF WE'VE COME ACROSS

Here are some noteworthy items we hope you'll appreciate:

- *Social Performance Indicators Index (SPI)*: New microfinance measurement effort by CERISE, funded by Argidius Foundation and CGAP ([www.cerise-microfinance.org/publication/impact.htm#report](http://www.cerise-microfinance.org/publication/impact.htm#report))
- *Blended Value Proposition*: Latest tome by the prodigious Jed Emerson. Well hyped, but everyone is reading it; don't be left out ([www.blendedvalue.org](http://www.blendedvalue.org))
- *Banking the Poor*: The Brookings Institute study on financial condition of US poor & societal impacts. ([www.brook.edu/es/urban/publications/20030715\\_barr.htm](http://www.brook.edu/es/urban/publications/20030715_barr.htm))

**Social Enterprise Associates** is a US for-profit consulting company applying business principles to achieve community good. We provide affordable, results-oriented client services. We are always interested in updates from our colleagues and community stakeholders; email us at [info@socialenterprise.net](mailto:info@socialenterprise.net).

Special thanks to recent important contributors to Social Enterprise Associates: Romi Bhatia, Matias Bianchi, Nandini Pandhi, and Diana Yousef-Martinek.

Best hopes for Summer, 2004. Everyone is encouraged to give to their favorite US presidential candidate - democracy in action.

Regards,  
Drew Tulchin  
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