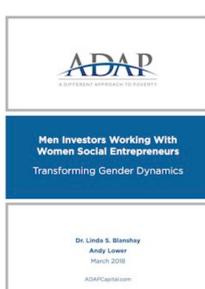


ADAP Newsletter - April 2018

We had a busy month and have been pleased to meet with partners in Nairobi, London, and New York. As ever, we welcome your comments and feedback on how we can more effectively communicate. If you are in San Francisco this week for the SEED Conference (see below), please connect with us!

- Andy Lower and Dan Luscher

ADAP Update



We have released a white paper on gender dynamics between investors and social entrepreneurs. The paper was co-authored by ADAP Guidance Council member Dr. Linda Blanshay and ADAP Founder Andy Lower. ADAP undertook an assessment of its own practices and suggests 3 C's (Culture, Communication, and Confirmation) as areas to proactively examine and transform gender dynamics. Access the white paper [here](#), and please let us know what you think.



The first-ever [SEED Conference](#) takes place later this week - **April 19-20 at Impact Hub San Francisco!** ADAP is proud to be a program partner for this event. We are speaking in several sessions, and three founders from ADAP portfolio companies will be featured entrepreneurs. As a friend of ADAP, you can **save 30%** off registration - use code S30_ADAP when you [buy your ticket for SEED](#).

Pipeline and deals



We have now screened over 200 companies for potential investment for Fund 2, and several deals are close to closing. Stayed tuned for announcements soon.

If you are an entrepreneur or have a pipeline of deals for which you looking for investment capital, please fill in our [short application form](#) on the ADAP website.

#ADifferentApproach



Each month in this newsletter, we feature a key element of ADAP's approach to addressing problems in early-stage impact investing. This month we highlight ADAP Advisory Services, which delivers consistent support to every company we invest in through a structured curriculum, monthly business reviews, and bespoke components. Our #TacoTuesday retreats provide rich opportunities for members of the ADAP network to learn from each other.

We seek to establish a trust relationship with each entrepreneur to ensure honest, transparent, and direct communication. We help entrepreneurs recognize their own power, and we support them with concrete tools and skills to help them hit their seed-stage milestones. We believe that this integrated approach gives our portfolio companies the best chance to grow in scope and measurable impact, and helps de-risk each investment. ADAP's [website](#) describes this approach further.

ADAP companies and partners in the news



Mercy Corps presented the first-ever [Global Envision Award](#) to ADAP portfolio company **Vega Coffee**. Congrats to co-founders **Rob Terenzi, Noushin Ketabi, Will DeLuca** and their team! You can read about the expansion of Vega's "Farmer Roasted" model into Colombia in [Daily Coffee News](#).



ADAP Guidance Council member **Galen Welsch** published a thoughtful piece in [NextBillion](#) about empowerment being the most important kind of impact. Well said, Galen!

Sector news



David Bank and his team at [Impact Alpha](#) have introduced a paid subscription model, and ADAP is proud to be an early subscriber to support high quality, financially sustainable news coverage of the impact investing sector. We encourage friends of ADAP to become subscribers as well.

Where we've been



It's always so energizing to spend time with entrepreneurs on the ground and meet with clients and customers. This was certainly the case when Andy made a site visit with **Sona Shah** from **Neopenda** to a Nairobi hospital. It was fascinating to learn more about the huge market opportunity, and hearing the harrowing stories and risks faced by newborns highlighted the clear need for affordable vital signs monitors. We are excited to have invested in Neopenda and have been working with them over the last quarter to refine their KPIs and focus on specific milestones.



Andy made another trip to Nanyuki, Kenya to continue to spend time with **EcoFuels Kenya**, working with them on team dynamics as well as discussing and reviewing go-to-market strategies for uses of the products from their croton nut processing plant.