

Team Sustainability

Throughout the year, Belmont SIFE has successfully developed and implemented a strategy for team sustainability.

Instructional Support, Business Advisory Board, and Alumni

- Partner with 5 colleges across campus
- Maintain 5 Sam Walton Fellows
- Maintain 12-member Business Advisory Board
- Work with SIFE alumni to identify upcoming projects and maintain community partner relationships

Funding

- Continued to build upon existing relationships with corporate sponsors to fund current and future projects
- Created new partnership with Tractor Supply Company who provided \$27,355 toward competition expenses

Recruiting, Team Organization, and Succession Planning

- Hosted recruitment drive, held open houses, attended student activities fair and visited classes to recruit members
- Increased membership by 60 percent
- Created new application process for all members
- Developed data collection methods for succession planning
- Paired rising SIFE leaders with mentors for projects

Media

- Continue to use Belmont SIFE web page, Facebook and Twitter to promote team and projects
- Generated press releases, articles and interviews with local and national outlets
- Created websites for individual projects

SIFE UNITED STATES	Hours	Students	Duration (years)	Project Stage
100 Kings	44	7	7	1
Be a Blessing	104	3	2	2
Catholic Charities	16	2	<1	2
fashionABLE	406	8	2	3
Guatemala Greetings	52	2	<1	2
Improbable Philanthropy	14	4	1	1
My Omega	104	7	1	2
PhilanthroTeach	1245	10	2	1
reDesign	101	21	1	2
Rocketown	67	8	1	1
Salama Urban	32	3	2	1
Spring Back Recycling	1379	57	1	3
The Cookery	12	6	<1	2
The Next Door	40	3	1	2
Thistle Farms	88	2	1	1

Contributions to SIFE | 2011-2012

Beginning Balance	5,498.91
Competition Winnings	19,500
Grants: SIFE & SGA	8,622.50
Competition Travel Gift	
Tractor Supply Co.	27,355.47
University Support	16,000
Project Revenue	
fashionABLE	6,771.44
Other Donations	250.00
Student Travel Fee	1,200.00
Total	85,198.32

Expenses for SIFE | 2011-2012

Administration	1,103.64
Project Expenses	
Spring Back	21,994.16
fashionABLE	3,067.28
Be A Blessing	2,776.07
Salama	63.30
100 Kings	49.40
National Competition Travel	15,906.43
World Cup Travel	27,380.17
Total Expenses	72,340.45

Balance as of September 2012 12,857.87

Developing Projects

My Omega is a social enterprise that was started in 2011 by Kenyan runner and Belmont Alum Kipkosgei Magut. *My Omega* is planning on launching its handmade Chia Energy Bars in the fall of 2012. *My Omega* will donate a percentage of its sales proceeds to Kitwek Village Movement (KVM). KVM's mission is to empower the people of Mateket, Kenya by supporting access to quality education, enabling the growth of organically built healthcare and helping promote local entrepreneurship.

The Cookery is a culinary institute created to holistically serve homeless men in Nashville by offering temporary housing, life skills training and job training. *The Cookery* trains men in culinary skills to prepare them for employment in the food service industry. To support the enterprise financially, *The Cookery* will open a café and catering business with profits going back into the organization.

SIFE USA would like to thank our sponsors



SIFE USA

2011-2012 Annual Report

PhilanthroTeach - Stage I

PhilanthroTeach is a nonprofit created to fill a gap that existing nonprofits have in providing employment training for locally disadvantaged individuals. *PhilanthroTeach* specializes in providing career readiness and skill-based education for nonprofits that lack such programs in Middle Tennessee. Skills training is provided in short and long-term workshops conducted by members of Belmont SIFE, the business community and professors from Belmont and other local universities.

Need

- Nearly 10% of Nashville residents are unemployed
- 17% of Nashville residents live at or below poverty level
- Unemployed individuals need job skills training
- Businesses need job-ready candidates
- Few nonprofits offer skill-training and job readiness programs



Project

- Developed 8-week job preparedness program
- Expanded instructional workshop program
- Recruited executive instructors
- Mentored nonprofit's Executive Director
- Filed paperwork for 501(C)(3) status
- Created formal operating plan
- Recruited board of directors
- Created and implemented marketing plan

Impact-People

- Provided 52 instructional workshops
- 519 Nashville residents trained
- 7 unemployed refugees completed job readiness program
- 7 refugees earned National Career Readiness Certificate
- Participants are 88% confident new skills will lead to job placement
- Created structure for continued success of nonprofit
- Partnered with 3 other area nonprofits
- Developed active 16-member board of directors

Impact-Profit

- Received \$6,000 from community in financial contribution
- Secured \$25,000 of in-kind services

Be a Blessing - Stage II

In response to the increasing number of orphans in Guatemala, Guatemalan college student Boly Pesabene created *Be a Blessing*. Boly's social enterprise sells handmade bracelets with the profits going to support orphans who have been physically and sexually abused. The rosary-style bracelets are made during a daily, one-hour craft time by the girls at the Mary and Martha Home in Jalapa, Guatemala. The bracelets are then sent to the United States and sold by middle and high school students to support *Be a Blessing*.

Need

- Guatemalan student in need of business skills to run a social enterprise
- Nonprofit lacking structure and support to become sustainable
- 370,000 orphans in Guatemala
- Mary and Martha Home for girls in need of financial support

Project

- Working to create sustainable business model
- Developing and continually monitoring nonprofit structure
- Developing strategy for sustainability and profitability
- Established Guatemala to U.S. peer-to-peer connection
- Partnering with U.S. schools to sell bracelets
- Taught U.S. school children social entrepreneurial skills



Impact-People

- Guatemalan entrepreneur confident to manage social enterprise
- Guatemalan gained entrepreneurial business skills
- U.S. students empowered with entrepreneurial skills
- Partnered with 4 U.S. Schools and their students

Impact-Profit

- \$4,338 in revenue generated
- Provided 3 months of operational expenses to the girl's home



fashionABLE - Stage III

In October 2010, *fashionABLE*, a fashion accessory social enterprise, was created to help Ethiopian women escape lives of prostitution through a partnership with Ellita-Women at Risk (EWAR), an Ethiopian organization that provides counseling and job skills training to former prostitutes. EWAR has more than a 90% success rate of keeping women off the streets by training them for employment. The *fashionABLE* model entails women crafting scarves that are then sent to the United States for resale. Profits from the sale of the scarves go directly to the EWAR program to support its mission.

Need

- 150,000 prostitutes in Ethiopia's capital city
- Insufficient employment opportunities for women
- Women unable to provide for children or send them to school
- A nonprofit desiring to break the cycle of poverty in Ethiopia
- Social enterprise lacking long-term business or financial plan
- No funding to support pre-seasonal scarf purchases
- Social enterprise lacking office space



Project

- Created business plan
- Developed detailed 3-year financial plan
- Sought funding for pre-seasonal purchases
- Provided short-term office space
- Provided operational volunteers
- Produced holiday fashion show
- Attended apparel markets in 2 U.S. cities

Impact-People

- 25 women taken out of lives of prostitution
- Enhanced social entrepreneur's business and financial modeling skills

Impact-Profit

- Provided intern and helped secure a full-time employee
- Reduced organizational overhead
- 18,992 scarves sold between May 2011-September 2012
- Increased revenue from \$75,000 to \$333,215
- Increased retail locations from 75 to 254
- Helped secure funding for winter season product launch

Spring Back Recycling - Stage III

Spring Back Recycling is an entrepreneurial venture started entirely by Belmont SIFE in 2011. *Spring Back* collects mattresses for disassembly and sells the component parts to be repurposed. Formerly homeless and incarcerated men disassemble the mattresses, receive business training and build self-confidence as part of their rehabilitation to re-enter society.

Need

- 46% of formerly incarcerated men unemployed nationwide
- 67% of formerly incarcerated men without employment return to prisons
- Limited consistent employment for disenfranchised men
- Taxpayers spend \$23,000 a year for each incarcerated individual
- Rehabilitation nonprofit in need of earned income stream
- 30 million mattresses dumped in U.S. landfills each year
- Mattresses take more than 10 years to decompose

Project

- Partnered with Isaiah 58 - serving formerly incarcerated men
- Sought capital for tools and equipment
- Searched for consistent supply of mattresses
- Bid on contract with U.S. Navy to process 13,000 units
- Searched for scrap buyers
- Researched data for operations manual
- Consulted with occupational therapists and entomologists
- Consulted with specialists in logistics and productions management
- Partnered with Metro Nashville Sheriff and Public Works Departments
- Researched plans for replicable license model
- Created *Spring Back* 501(c)3 with a 6-member board of directors
- Developed marketing materials for branding and license packages
- Filed for federal trademark registration of *Spring Back Recycling*
- Refined disassembly process based on expert recommendations
- Wrote press releases, conducted interviews with local and national media

Impact-People

- Empowered 16 local disenfranchised men to fully operate business
- 95% of *Spring Back* employees remain out of prison
- Story told to 14 million listeners on National Public Radio
- Opened *Spring Back* Colorado, 4 men employed

Impact-Profit

- Disassembly time under 8 minutes/mattress and 6 minutes/box spring
- Secured capital equipment: 5 balers, 3 fork lifts, racking system
- Increased warehouse size from 1,500-8,000 sq ft
- Secured buyers for all mattress scrap materials
- Secured 5-state regional contract with mattress retailer
- Increased mattress supply from 80 to 500 average per week
- Secured agreement with Waste Management in 4 states
- Generate \$3,500 average net monthly profit
- Generated \$39,000 in revenue from sales of scrap materials
- Generated \$70,000 in revenue from mattress collection fees
- Saved taxpayers \$138,000
- Licensed *Spring Back* Colorado; 1,100 mattresses processed
- Negotiating growth of *Spring Back* to 5 additional U.S. cities
- Partnered with International Sleeps Product Association (ISPA) to promote mattress recycling legislation and awareness of solid waste recycling

Impact-Planet

- Diverted 550,000 lbs of solid waste from landfills
- Recycled over 15,072 mattresses from May 2011-September 2012
- 100% of each mattress recycled
- Changed solid waste disposal habits of 142 mattress retailers, waste management companies, institutions and consumers

