

Impact Investing Practicum Student FAQs 2019

What it is: *Impact Investing Practicum* is an eight week externship during which MBA teams complete a project with impact investing firms arranged by Haas. These are cutting-edge impact investing firms. *Impact Investing* helps firms develop solutions, creating value for the firm by leveraging the financial and social impact backgrounds and skills of Haas MBA students. For Haas students, Impact Investing offers un-matched experiential learning and exposure that we are able to arrange because of our unique thought leadership and history of student engagement and placement in this field. Approximately 8-15 FT MBA students will be selected.

Who is involved: This applied innovation course is co-taught by Adair Morse, Associate Professor, Haas Finance Group, and Nora Silver, Faculty Director and Adjunct Professor of the Center for Social Sector Leadership; with programmatic management by Seren Pendleton-Knoll, Associate Director of the Center for Responsible Business. The practicum is run in conjunction with the Haas course *New Venture Finance*, taught by Adair Morse, which educates students in venture landscape, raising finance, and financial contracts and notes. The eight week Practicum will occur during the last eight weeks of the spring semester, concurrent with the second half of *New Venture Finance*. Nora Silver and Adair Morse will meet with the student teams and provide regular oversight.

How it works: Small teams of MBAs work with the impact investing firm to tackle a key question for the company. The projects will be not just of interest to the companies, but will be vetted to be a relevant learning experience for the students to gain more knowledge and traction in the Impact Investing landscape. Small teams will ideally involving a mixing of at least one individual with a financial background and at least one individual with a social impact or sectoral exposure background, but the application process is open to all students. Our selection process aims to recruit students with the most dedication and passion for the course; those wanting to be big contributors and gainers from the experience. Thus, although we look at students' background, more important is a strong commitment to the course.

Students produce a final presentation and report delivered to the firm. The report (minimum 20 pages) will in turn be submitted to Professors Morse and Silver for credit, and the students will present in a fireside evening session to for all teams to share their reports and experience. Students are expected to be working 8 hours a week in this course.

Past Projects:

- Patagonia's Tin Shed Ventures
 - Students examined a global landscape for the impact investment in renewable energy. They began by considering the mode of energy production through of a lens of understanding resource opportunities

and government subsidy advantages in different markets. They then developed entry strategies for deploying capital and financial structures, in the end proposing best partners with which to work in that region.

- The SF Foundation
 - Students developed a mission-aligned investment strategy proposal for The San Francisco Foundation that supports their mission of building strong communities in the five counties of the Bay Area, and their strategy of advancing racial and economic equity

Testimonials:

"The Impact Investing Practicum provided me an opportunity to utilize skills from my prior professional experiences in developing an investment thesis and impact framework for my partner organization. Working alongside experienced impact investors, while putting lessons from New Venture Finance into practice, allowed me to gain a thorough understanding of the impact investing landscape and its ability to shape broader investing strategies over time." Gregory Schorr, MBA Candidate, Class of 2019

"The Impact Investing Practicum was an invaluable experience as part of my Haas journey! Working with our client gave me true insight into the current challenges and opportunities in the impact investing sector. The class was a unique opportunity to test learnings from the classroom in the "real-world," and the work we accomplished with our client meaningfully informed their longer-term strategy and has already led to tangible impact." Rebecca Rowe, MBA Candidate, Class of 2019

"What I found especially rewarding about the Impact Investing Practicum was the importance of my work to my client, The San Francisco Foundation. I had the opportunity to work directly with the foundation's CFO each week and have meaningful discussions about how to craft an impact investing strategy that would capture the potential of the foundation's unique position and meet the critical needs of the community it is serving. The significance and impact of my recommendations never escaped me. The experience was also very affirming. I came to Haas from the social sector to pivot into an impact investing career. The fact that I had the depth of knowledge to advise the foundation demonstrates just how much I've gained from my time at Haas." Elizabeth Foster, MBA '18

How the application and bidding work: Students who are accepted into Impact Investing Practicum will be automatically enrolled in both New Venture Finance and Impact Investing Practicum before bidding in October. This process will reduce the student's bid points in the following manner:

FY:

Students enrolled in NVF and Impact Investing would be pre-enrolled in 5 units and therefore lose 833 points. They would be left with 1 unit and 167

points for first year bidding.

SY:

Students enrolled in NVF and Impact Investing would be pre-enrolled in 5 units and therefore lose 380 points. They would be left with 8 units and 620 points for second year bidding.

Conflicts with other courses: While Impact Investing Practicum is a tremendous opportunity, it does involve some tradeoffs in terms of bidding for popular electives.

- 1st Years: Due to the bid points remaining (167), 1st years would only be able to enroll in a 1 unit course in addition to Impact Investing Practicum. This means you would not be able to enroll in the following courses. Please be aware before you apply for any other pre-selection opportunities.
 - Haas Socially Responsible Investment Fund
 - IBD Team Lead
 - Lean Launchpad
 - S3 Team Lead
- 1st Years would also likely not be able to enroll in the below courses, as in 2017 the bid points were all greater than 620:
 - MBA 295A.1 - Entrepreneurship (Stuart/Chandra) - 1000 points (103-way tie-break; 76 got in and 27 did not)
 - MBA 295N.1A - Media: New and Otherwise (Bahat) - 800 points
 - MBA 298A.2B - IBD: Social Impact (Harris) - 700 points
 - MBA 298A.3B - IBD: Technology (Harris) - 951 points
 - MBA 298A.4B - IBD: Wild Card (Harris) - 706 points

When it happens:

Impact Investing Information Session & Application Release: Wednesday September 19th, 11AM

Impact Investing Application Due: Sunday September 23rd, 11:59 PM

Impact Investing Notification: Friday October 5th

Impact Investing Final Confirmation: Monday October 8th, 9AM

March 2019-April 2019: 8 week externship (please note this is over spring break)

To apply or for more information, please contact: Seren Pendleton-Knoll,
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