

January 2024

University Impact

2023 Impact Report





About University Impact

University Impact is a 501(c)3 nonprofit organization, which trains students to be social impact leaders, while funding organizations doing good around the world. We achieve these objectives by:

1. Training students in the skills required to work in the social impact space, and then place them in paid internships with organizations doing good.
2. Hosting a Donor-Advised Fund, which channels donor capital to organizations solving environmental and social problems around the world. Our Fund is run by UI Charitable, a for profit entity, and our sister organization.

Why Students?

Students are **increasingly concerned** about social and environmental issues, and seek careers where they can generate positive change. However, most students lack the **training, opportunities and networks** to enter careers in social impact—or careers where they can make a difference—straight out of university. Moreover, there is an **increasing demand for impact and sustainability experts in businesses** around the world. However, few people have the impact background and understanding to adequately fill these roles. By providing young people with the skills, opportunities and networks to work in the social impact sector, **University Impact equips the next generation of impact leaders to go out and do good in the world.**



Our Mission



Empower the next generation of social impact leaders.



Be a source of capital for impact-focused organizations.



Set the standard for how to do impact investing and philanthropy better.

Funding Impact Organizations

We fund high impact organizations around the world by hosting a **Donor-Advised Fund**. Our Fund channels donor capital (both grants and impact investments) to organizations solving environmental and social problems around the world. Our Fund is run by UI Charitable Advisors, a for-profit entity, and our sister organization.

Since 2019, we have provided impact capital to **50 organizations** in the United States, Sub-Saharan Africa, Southeast Asia, the Middle East and Latin America through our Donor-Advised Fund.

Where we are going

We know what we are doing works. Since 2018, we have trained over 750 students from 26 countries and placed over 100 students in paid internships with impact organizations. In 2023, we started thinking about how we could scale our offering to provide hundreds more students with opportunities, skills and experiences in the social impact space. We developed a five-year goal: **by 2027, we want to be the most coveted international opportunity for students interested in social impact, placing 250 students in impact opportunities annually.**

2023: Test new training programs in the United States and South Africa. Attract **100** student applications. Place **15 students** in paid internships with our sister organization, UI Charitable Advisors.

2024: Place **6-10 students** in paid internships with **3-5 new partner organizations**. Attract **250** student applications for our programs.

2025: Place **35-45 students** in paid internships with **10 partner organizations**. Attract **500** student applications for our programs.

2026: Place **150-200 students** in paid internships with **30 partner organizations**. Attract **2,000** student applications for our programs.

2027: Place **250 students** in paid internships with **40 partner organizations**. Attract **5,000** student applications for our programs.

Reviewing 2023

2023 was a successful year at University Impact.

Not only did we surpass all our goals, we piloted a new train-and-place program in South Africa, partnering with nine top social impact organizations in the country to provide paid internship opportunities for 10 South African students.

Overall, we trained 41 students in three bootcamps, held in January, June and November.

We were also able to provide 37 students with paid internship opportunities, both at UI Charitable Advisors, and through our train-and-place pilot program in South Africa.

41

students trained, from 8 universities and 4 countries.

37

students placed in paid internships, with 11 different partner organizations.

145

student applications to join our program.



How do we train students to be impact leaders?

Our training programs generally take place over two weeks, and provides students with the critical skills required to work in the social impact space. Although our training programs have varied over the years, all of them focus on providing students with a comprehensive understanding of the following topics:

- **Understanding social problems:** We encourage our students to *love the problem, not the solution*, and teach them the frameworks and techniques required to break down and understand a social issue.
- **Monitoring and evaluation:** Our training provides a deep dive into the Theory of Change. Students learn to track and interpret outputs, outcomes and impact and, importantly, to distinguish between these key impact variables.
- **Financial analysis:** Our financial training focuses on critical thinking and analyzing financial statements of early-stage impact organizations. Our students learn how changes in financial projections will affect the organization's ability to function and to create positive change.
- **Product-market fit and industry analysis:** Students are taught to critically assess the product or services produced by various impact organizations and to ask whether these items are (a) solving a critical problem and (b) serving a population well.

Piloting a Train-and-Place Program in South Africa

Historically, we have placed almost all students in paid internships with UI Charitable Advisors, post-training.

However, the demand for our training program has now out-stripped our supply of internships, and so we decided to partner with external organizations to place UI-trained students in paid internships.

We conducted our pilot program in South Africa. 10 students were chosen from the University of Cape Town and Stellenbosch University. They ranged from second-year business students, to master's students in the humanities faculty.

We were proud to partner with 9 top impact organizations in South Africa for this program:

- WeThinkCode_
- ExploreAI
- Impact Capital Africa
- EaziThenga
- Spoon Money
- Western Cape Association for People with Disabilities
- SAB Foundation
- Clothes to Good
- Click Learning

Students were placed in paid internships with these organizations for a six-week period. During the internships, students worked on impact reporting, monitoring and evaluation, project management, and strategic reviews.

Our 2023 Impact

We track our impact through gathering surveys, and measure impact using the **Theory of Change**. We track both our **outputs** and **outcomes** for our training programs and internship opportunities.

This year, we trained 41 students, from eight universities and four countries. Over half of the students we trained were female, and close to 60% were more interested in a career in the social impact space post-UI training.

Our Theory of Change: If we provide students with the opportunities, networks and skills to work in the social impact space, then they will enter these spaces post-graduation and do good in their careers.

Our key **outputs** (the activities we do to achieve our goal) include:

- Number of students trained
- Percentage of female students trained per year
- Number of internship partners providing opportunities for UI students
- Number of university partners
- Number of countries students come from.

Our key **outcomes** (what changes happen after our activities have taken place) include:

- Change in students' interest in a career in the social impact space, post-UI training.
- Change in students' confidence level in analyzing a business, conducting monitoring and evaluation, and understanding social impact.

59%

increased interest in a career in social impact, post-UI training.

56%

female participation in training programs.

10

new partners, providing impact opportunities for students.

More on our Outcomes

The key outcomes we track after our training programs are **changes in students' confidence in understanding key concepts in the social impact space**. These are: analyzing the drivers of a business, understanding what social impact is, and conducting monitoring and evaluation.

Key Outcomes	% change post-training
How confident are you in analyzing the key drivers of a business?	+ 65%
How confident are you in your understanding of social impact?	+ 111%
How confident are you in conducting M&E for an organization?	+ 87%





Thank You.

We are grateful to the organizations, students, donors, financial advisors, and other stakeholders that helped us to achieve our mission in 2023. This is only the beginning! We are excited to grow our impact, and train up the next generation of impact leaders.

We are grateful to our funders, the US Consulate in Cape Town, and 100 Women in Finance for their generous support.

