



Hub Langstaff (USA)

Location: Vietnam

ICats role: Accelerator Manager, Vietnam

ICats duration: Feb 2014 – Mar 2015 (full-time)

Degree: MBA (Harvard)

Professional experience: Many years of professional experience in healthcare, both in medical technologies and in entrepreneurial services, all US-based.

Summary

Hub provided business consulting support to the two organizations in LGT Venture Philanthropy's Accelerator Program (AP) in Vietnam: Ecolink and Tòhe. Ecolink process and markets organic tea and other produce sourced from ethnic highland farmers, while Tòhe provides disadvantaged children with art classes to increase their self-confidence and creativity. He worked to identify new investment opportunities in Vietnam and to build a pipeline for future investments, supported the broader ecosystem for social enterprise and investment, and worked with the LGT VP Health & Sanitation Expert Group.

The problem the AP aims to tackle

- Early stage organizations with limited resources and experience trying to scale up their businesses and generate positive cash flow – while creating an impact
- Limited or no pipeline of organizations that meet requirements for LGT VP investments.



The AP's solution

- Provides hands-on business consulting to organizations.
- Build network and ecosystem for social enterprises and impact investing by creating new networks, supporting events, and presenting the LGT VP story.

Key challenges for 2014

- Identifying new and viable investment opportunities
- Identifying how to keep social enterprises motivated to manage like a business, yet maintain focus in social mission



Opportunity for AP

- Strengthen the ecosystem for social enterprises and investments and develop a pipeline of investment opportunities.

“Fantastic year of learning and networking with many people of different backgrounds and cultures, all committed to the concept of developing and proving the social enterprise and impact investing model.”

- Hub

ICats Fellowship 2014 – Impact Report

LGT Venture Philanthropy



Hub's achievements...



- Business consulting for Tòhe
 - Helped create plan for measuring and quantifying impact on childhood development measures
 - Advised new Sales and Marketing director to create a more professional sales monitoring process
 - Identified and connected Tòhe to new distribution partners in Europe
- Support for Ecolink
 - Worked with management on reporting system and planning processes
 - Provided market information on the Chinese specialty tea market
 - Sounding board for CEO in exploring new strategic initiatives

Hub's next challenge

At the end of his Fellowship, Hub is exploring opportunities in SE Asia in social enterprise development and impact investing.

...contributing to the AP's impact on Vietnam



Ecolink tea processing factory, Tiên Nguyên Vietnam

- Expanded LGT VP's network of promotion, capacity-building and co-investment partners in Vietnam
- Developed a pipeline of opportunities to pursue in 2015

“Hub's support in helping promote capacity building efforts in Vietnam and his support of social entrepreneurs has been invaluable.” *Ms. Pham Kieu Oanh, CEO CSIP*