

START Pilot Grant:

Delivering Antiretroviral Therapy in Low-Resource Settings

Grant Type: **Dollar support**

Dollar Amount: **\$1 million**

Foundation Name: **FHI Foundation**

What was your objective with the grant or initiative?

The objective of the START pilot grant was to demonstrate the possibility of introducing antiretroviral therapy (ART) in the public health system in three African countries: Kenya, Ghana, and Rwanda.

What were the results of this grant or initiative?

The grant provided critical evidence that the U.S. Agency for International Development (USAID) needed to expand and rapidly scale-up its HIV treatment programs to countries devastated by the HIV/AIDS epidemic in Africa and globally—particularly in low-resource settings (when USAID initially questioned whether that would be possible). These programs—the first USAID-sponsored HIV treatment programs in the world—were the platform for USAID to expand ART delivery to countries in need. By 2006, Family Health International (now FHI 360 and the original grantee) was a leading contractor for the President's Emergency Plan for AIDS Relief and extended HIV treatment services in 10 African and Asian countries, as well as implemented comprehensive HIV prevention, care, and treatment programs in another 40.



Why would you say this grant or initiative had outsized impact?

As of September 30, 2015, based on the much-needed critical evidence provided by demonstration projects that ART could be delivered effectively and efficiently to improve, prolong, and save the lives of people living with HIV/AIDS, U.S. government funding through multiple partners and organizations was supporting lifesaving ART for 9.5 million people. Funding of \$1 million targeted to fewer than 1,000 beneficiaries in three countries ultimately led to tens of millions of lives saved across the globe in less than 15 years from the initial pilot start date.

This model demonstrates the multiplied, catalytic social benefit that small amounts of strategically deployed capital can generate over time—and how the nonprofit sector plays a critical role in achieving the intended social gains from impact investing. It also demonstrates that small, strategic investments can attract hundreds of millions of dollars in additional, essential funding from multiple government agencies and foundations, and result in tens of millions of lives saved.

Key elements of this model are an unconventional vision for what is possible, active private-public partnerships, an early response to market opportunity, the ability to take informed risks in investment and business execution, the use of creative structures to manage and reinvest financial returns, and bold champions to drive the model forward. These elements are replicable—even for a nonprofit entity—and others could readily adopt them in pursuit of collective financial and social impact.

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