Hilary Ferro T’14
Acumen

“Tuck GIVES”

Hilary worked with Acumen’s Nairobi-based portfolio team, and was responsible for due diligence on potential investments in the agriculture sector in East Africa.

- primary project: a dairy genetics provider in Kenya
- context: milk production per cow in Kenya is only about 1/5 of the US and Europe. Improved genetics is one of the most effective tools to increase production.
- specifics: this genetics provider will be the first private local producer in the industry, which will enable it to sell at prices that are affordable for smallholder dairy farmers
- highlight: field visits to interview dairy cooperatives and smallholder farmers to learn how the company could effectively market and distribute to the low income population it wanted to reach.

Acumen is a nonprofit that raises charitable donations to invest in companies, leaders, and ideas that are changing the way the world tackles poverty. It uses patient capital to create and scale enterprises that improve the lives of the poor, investing across a number of sectors from offices in New York, East Africa, West Africa, India, Pakistan and Latin America.

“Tuck Career Development Office
Dean’s Office”

“I used my finance background to make a tangible impact within a mission-driven organization.”