



# **AFRICA** COLLEGE FOUNDATION

BUSINESS MODEL I

## **ECONOMIC SUSTAINABILITY**

MAHARISHI INVINCIBILITY INSTITUTE



## Overview statement

# Financial Sustainability Solutions

MII employs a robust blended finance model, including a bursary endowment fund, and multiple diverse funding streams, ensuring financial sustainability without relying solely on philanthropy. Alongside this, MII has achieved a remarkable 40% reduction in operating costs through student involvement in all operations, nurturing their leadership and character growth.

MII works continuously to develop these diverse funding streams simultaneously, and to focusing on broadening and deepening our fundraising activities and building key partnerships. Our funding streams are seeing significant growth. MII is currently 80% self funding with its current size of operations. As the organisation moves through step-changes in growth of staff and student numbers, there is also a natural growth in funding due to the self-funded design, but also as we prove our approach as an excellent investment and MII as the leading partner for education funding.

We aim to put over **£50 billion** into the hands of **marginalised families across Africa.**

## Innovative Funding Model



Through an innovative work-study programme, "Earn and Learn", students contribute and gain valuable work experience, and receive commensurate compensation. Upon entering employment, the graduate then completes their final contribution by supporting another student in a unique "Pay It Forward" plan.

## Fortifying the Fund

# Through Multiple Income Streams

1. Black Economic Empowerment Ownership Deals
2. Learnerships  
(Training contacts from large employers)
3. Donations
4. Enterprise and Supplier Development Support
5. 'Learn and Earn'
6. 'Pay it Forward'
7. Businesses started & owned by MI
8. Bursary Fund Returns
9. Corporate Venturing - Private Equity Fund
10. Cryptocurrency
11. Tuition Fees
12. Income Share Agreements
13. Cost Reduction
14. Government funding
15. IP Sales
16. Impact Investment Fund
17. Social Franchising

Compelling reasons to believe in MII

# Your Support is the Impetus For New Generations of Students

Your support enables ACF (MII U.K.) to reach new populations of marginalised youth who, following graduation, fund other students to access world-leading education.

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**6.5%**

A full bursary that a sponsor pays, at an average of £1,000 per year (£5,000 in total) is only 6.5% of the true cost of the full retail value of the education package a student receives because of all the other sustainable income funds MII is already generating. It means you always pay less, and receive more value for your social investment.

**84X**

The social return on investment you receive walking this journey with a young person to bring them and their family out of poverty. For every £1 you spend, the individual is likely to earn £84 conservatively over their working career.

**100%**

The likelihood of success on your social investment. For every student that you fund that either drops out or fails, MII will replace them with another successful student who will then receive your bursary support, at MII's cost.

Investing in scaled change

# The Highest ROI for Large-Scale Change

MI's sustainable financial model directs significant support towards one-time, substantial capital expansions to drive impactful growth. These expansions translate to significant increases in student enrollment, new facilities, and campuses. This creates a lasting legacy, educating tens of thousands of marginalized youth over time, all at a fraction of the usual cost.



**3.5%**

The average cost of establishing a new university campus is £78 million. Through ACF (MII U.K.), this cost is reduced to £2.75 million (excluding land).



**3.4%**

The average cost of educating 40,000 students per year in higher education in SA is £1.25 billion. Through ACF (MII U.K.) and MII, the cost is £43 million.



**2.8%**

To educate 100,000 youth in SA will cost more than £3 billion. To educate 100,000 youth in SA will cost more than £3 billion. To educate 100,000 youth in SA will cost more than £3 billion. Through ACF (MII U.K.) this is reduced to £85m including 'Pay it Forward' over 15-year period.

If MII were to raise another £85m in capital fundraising over the next 15 years, a total of 40,000 students per year, every year from the most deprived backgrounds in South Africa, would be preparing themselves to become a high-paid professional and meaningful contributors to their family, community and wider society. This would be sustained without ever needing philanthropy.

## STUDENT WORK-STUDY PRACTICAL PROGRAMMES

MII is able to reduce running costs by 40% through involving students in running all aspects of the institution. 80% of staff in the institution are students. Students are involved in all these areas:



### **PRACTICUM**

Junior students maintain campus hygiene and upkeep, embodying the ethos of 'caring for our campus.' They establish a self-regulatory peer system and report maintenance issues. Due to their active role in cleanliness, MII employs only a limited number of full-time janitors. Additionally, junior students contribute to food preparation, dishwashing, furniture moving, and more. This practicum work, integral to their annual credits, involves 80 hours of engagement during their first and second years on campus.



### **WORK-STUDY**

Students work on campus in areas such as marketing, facilitation & tutoring, the library, administration and IT. Students are assigned a manager who also acts as their mentor while they are taught on-the-job skills and good skills and work ethic. Students earn a small stipend which is subsidised through industry support.



### **ENTREPRENEURSHIP**

All students get the opportunity to run small businesses on campus, either individually or in groups. Some students run their small businesses outside the campus in the CBD or in their communities. The programme is managed by the Skills department. Students maintain records, logs and reports of their businesses and receive support and guidance from business advisors who are MII graduates and staff. This does not directly reduce MII costs. However, indirectly, students become less dependent on MII resources since they have their own income to support their needs and sometimes those of their families.



### **PROFESSIONAL WORK-STUDY & INDUSTRY VERTICALS**

Senior students who excel have the chance to engage in professional contracts at an elevated level, be it for MII or external clients like Bryte, Accenture, DSG, Experian, and more. Opportunities span consulting, insurance sales, outsourcing, finance, lecturing, on-campus stockbroking, and more. Each student receives a manager and mentor, learning practical skills and work ethics.



### **BUILDING A SYSTEM IN PERPETUITY: PAY-IT-FORWARD**

In the spirit of helping as many young people as possible, MII requires that all current students and all graduates undertake to 'pay forward' their bursaries, in support of the next student. Pay-it-forward is important as it instils financial responsibility, a 'philanthropic' culture and a way of being in supporting another individual worthy of support. This allows each student to fully appreciate the value of their education. It in turn helps create sustainability for MII to ensure the longevity of the Institute's work. This is a vital element of the MII ethos and culture.



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**SUPPORTING WORLD-LEADING EDUCATION FOR ALL**

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of education that regenerates our world, today.

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