

Aspen Network of Development Entrepreneurs

ANDE Member 101



What is ANDE?



Aspen: a non-partisan organization whose mission is to bring together people who *should* be collaborating on societal challenges but would not do so ordinarily

Network: an interconnected group or system

Development: improving the economic, social and environmental welfare

Entrepreneurs: individuals whose passion leads them to organize available resources in new and more valuable ways

Small and Growing Businesses (SGB)



5 – 250 employees
Seek growth capital from \$20,000 - \$2 million



MICROENTERPRISE



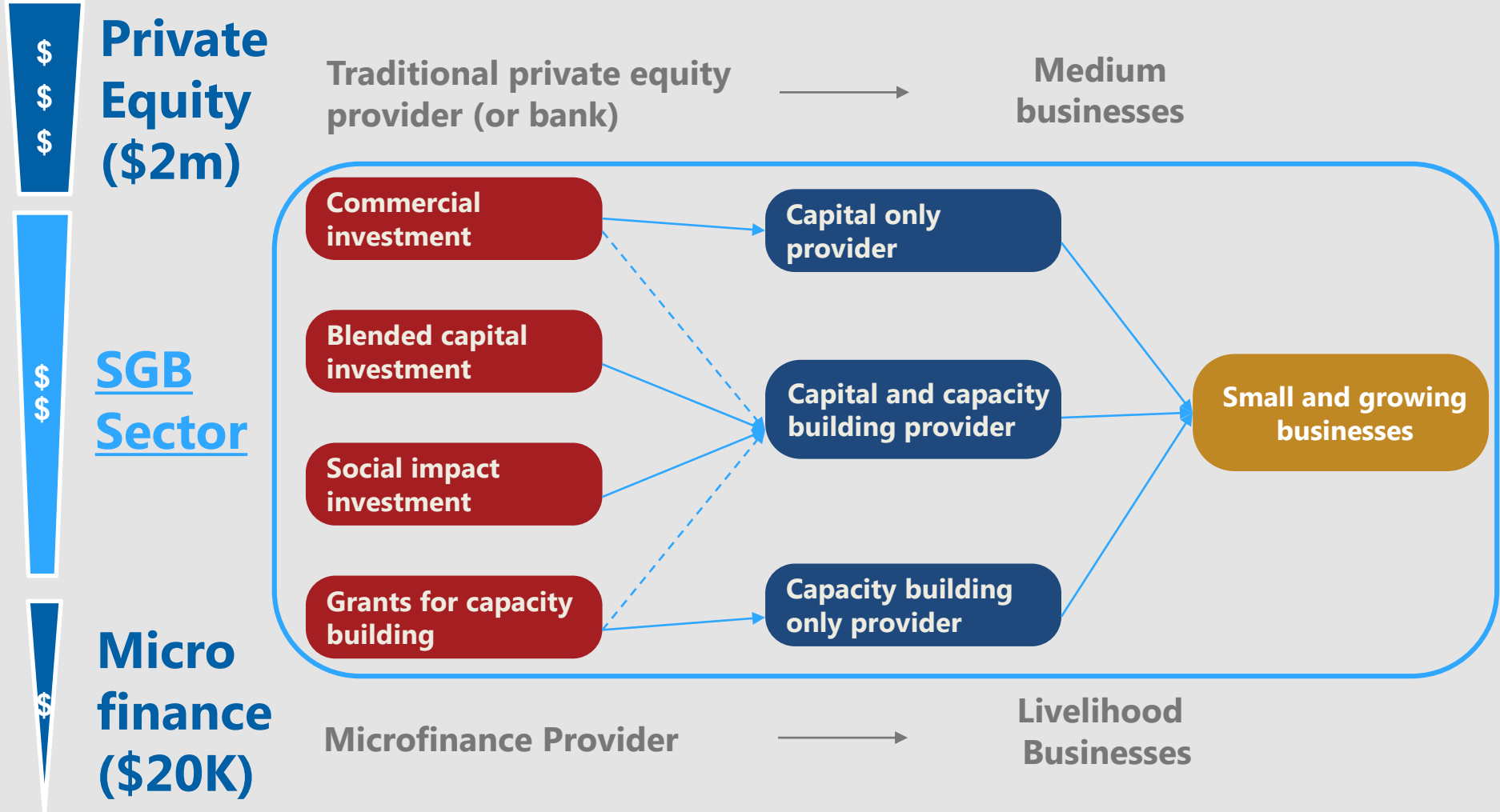
SGBs



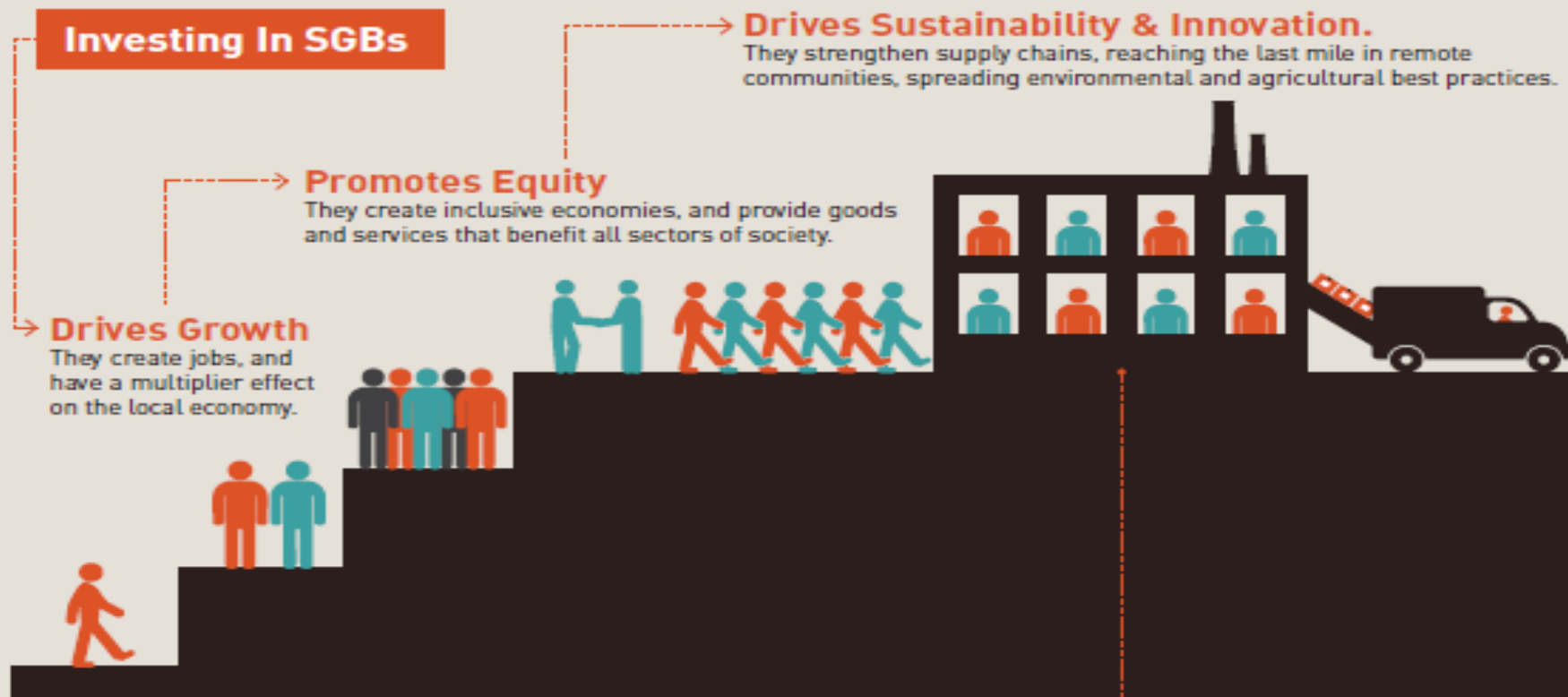
LARGE FIRM

Too large for microfinance,
too small for traditional commercial capital

Financial Flow Schematic of SGB Sector



SGB Impact



Everybody Benefits

Investments in SGBs can realize financial returns and substantial "ripple effects" to a variety of stakeholders:



Employees

Through wage increases, non-salary benefits and labor mobility through training



Customers

Through improved quality and/or lower price of goods and services



Suppliers

Through increased demand for and sales of goods



Government

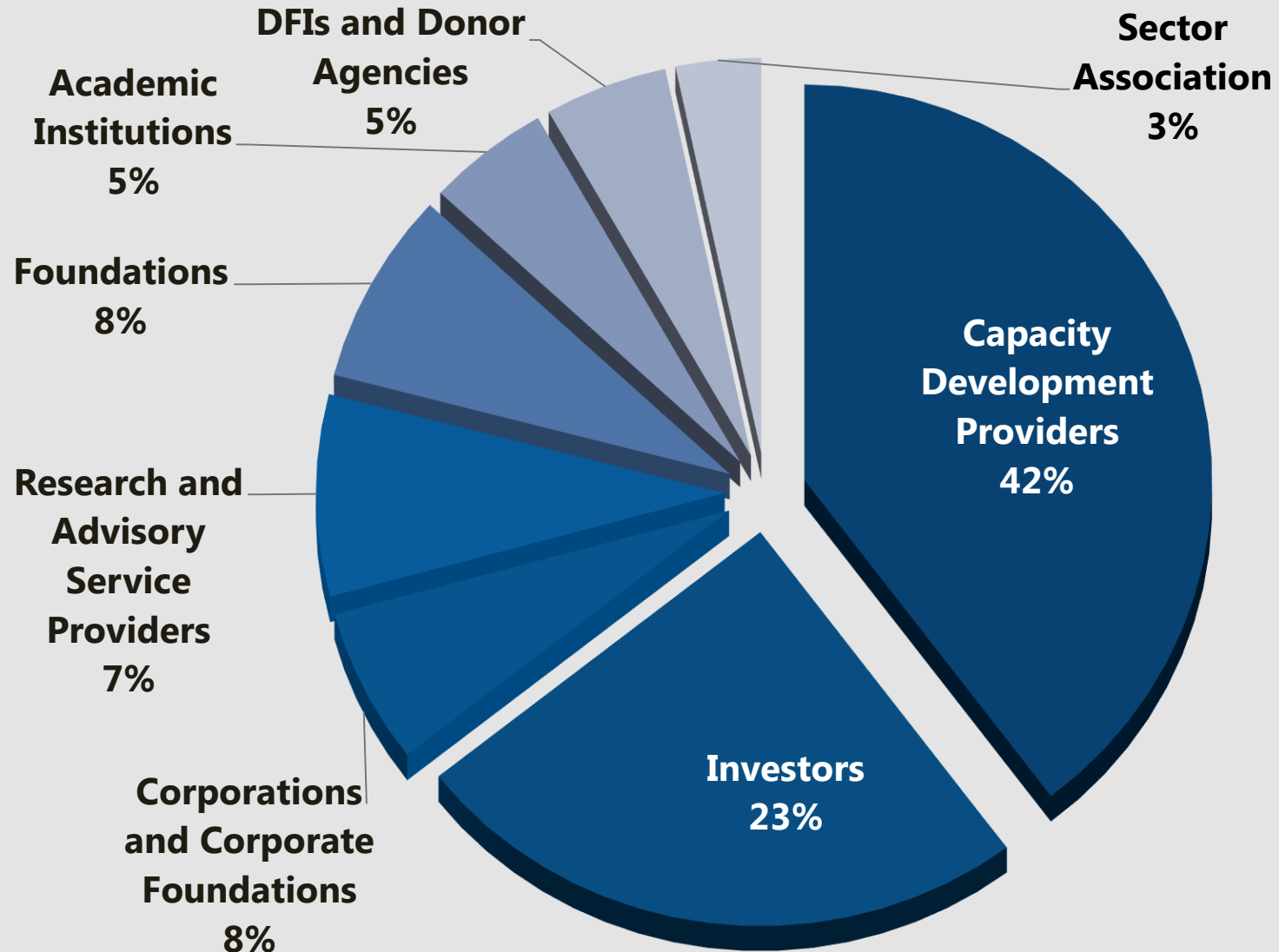
Through value-added tax revenues



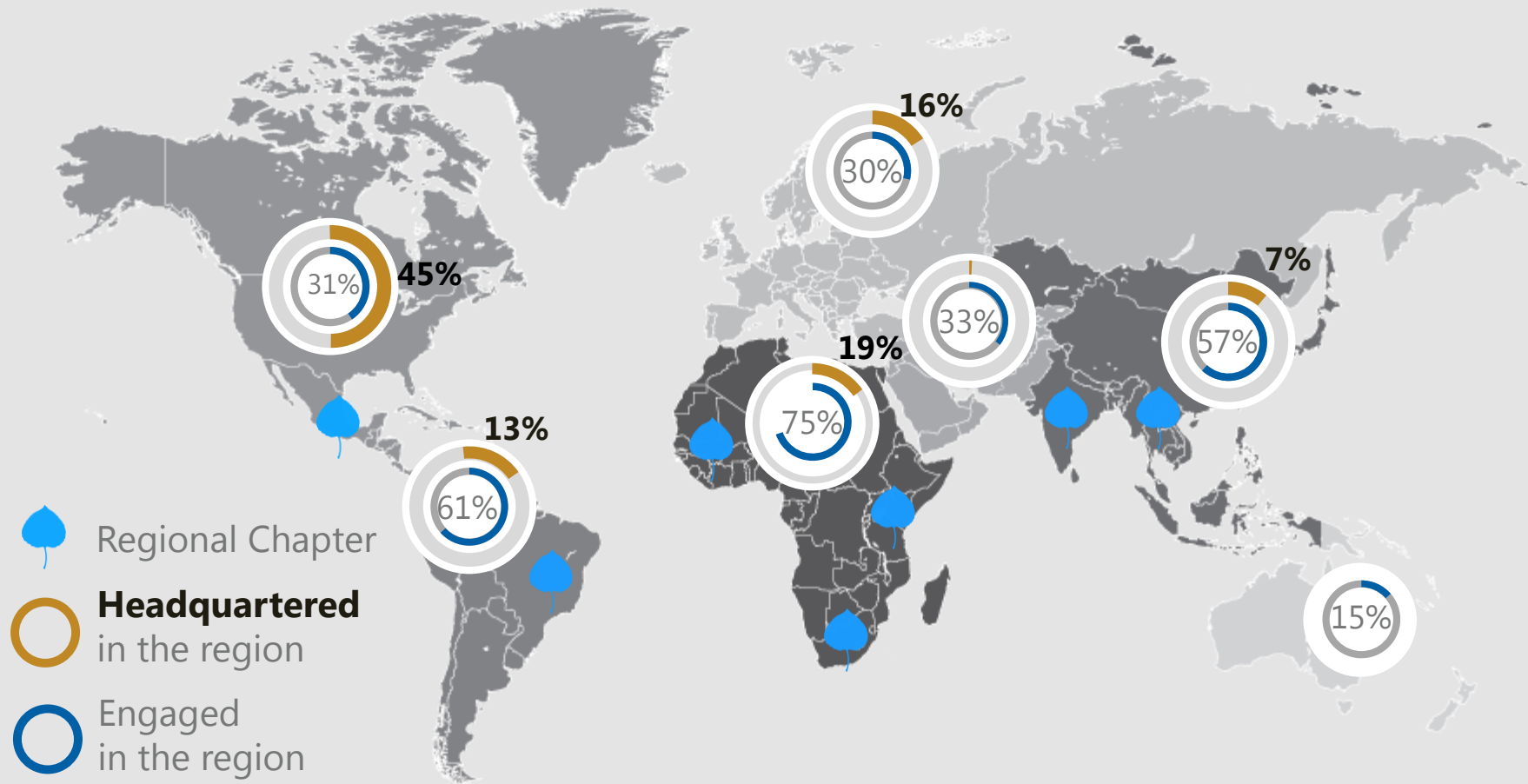
Broader community

Through environmental gains, development of social infrastructure, etc.

ANDE Membership: An SGB Ecosystem



ANDE Members - Global Reach



Source: ANDE Member Database, as of 5/22/2017

ANDE Member Sector and Impact Focus



Sector Focus:



Access to finance
58%



Agriculture & Food
52%



Women
49%



Rural
44%



Education
40%



Youth
38%



Health
36%



Environment
35%



Base of the pyramid
37%



IT & Communication
31%

Impact Focus:

Environmental: 54%
Social: 84%
Economic: 84%

How Can I Get Involved?

ANDE Activities



Aspen Network of
Development Entrepreneurs

ANDE's Program Areas



1) Knowledge Sharing & Creation



2) Metrics & Evaluation



3) Training & Talent Development



4) Funding Resources



5) Research



6) Advocacy

1) Knowledge Sharing & Creation



Sector Update Calls

- Monthly call, 3rd Wednesday of each month, 11am ET
- Members share unique investments, opportunities for collaboration, update on ANDE activities

Visibility

- Newsletter
 - Contains ANDE updates, sector activities, and sector opportunities
 - Send in blurb by the 25th of month for inclusion in the following month's newsletter
- Twitter, Facebook
 - Send sample tweets and Facebook posts
- Blog
 - Log in to our site and post (no approval needed)

In person events

- Annual London Member Meeting (April 2018)
- Annual Conference (Sept 25 – 27, 2017 outside of Washington, DC)



Member Map

MEMBER SEARCH

Enter search criteria... **GO**

CALENDAR MORE

5/7/2015
ANDE 101 Webinar May 2015

5/19/2015
Café da Manhã: Parcerias com Corporações

5/20/2015
Sector Update Call - May 2015

LATEST NEWS MORE

4/15/2015
ANDE at Skoll: Embrace

LATEST FROM ANDE

Orientation Training

Hosted by: McKinsey & Company
55 E 52nd St, New York, NY 10022

June 9-10, 2015
New York, New York

Join us for a **two-day comprehensive overview** of the small and growing business sector. The agenda will include sessions on: Financial Models, Doing Deals, Impact Investing, Sector Analysis, Business Plans, Case Studies, and more!

Geared towards new hires, summer associates, and those new to the sector, more than 200 individuals have participated in this training session over the past four years.

Registration costs:

\$200 for ANDE members
\$400 for non-ANDE members

[Register Now!](#)

Metrics from the Ground Up!

What's on the portal?

- Searchable member directory – by area of focus, geography, member type
- Publications Library
- Virtual collaboration space for working groups and regional chapters
- ANDE calendar of upcoming events and calls

ANDE Member Map – ande.force.com



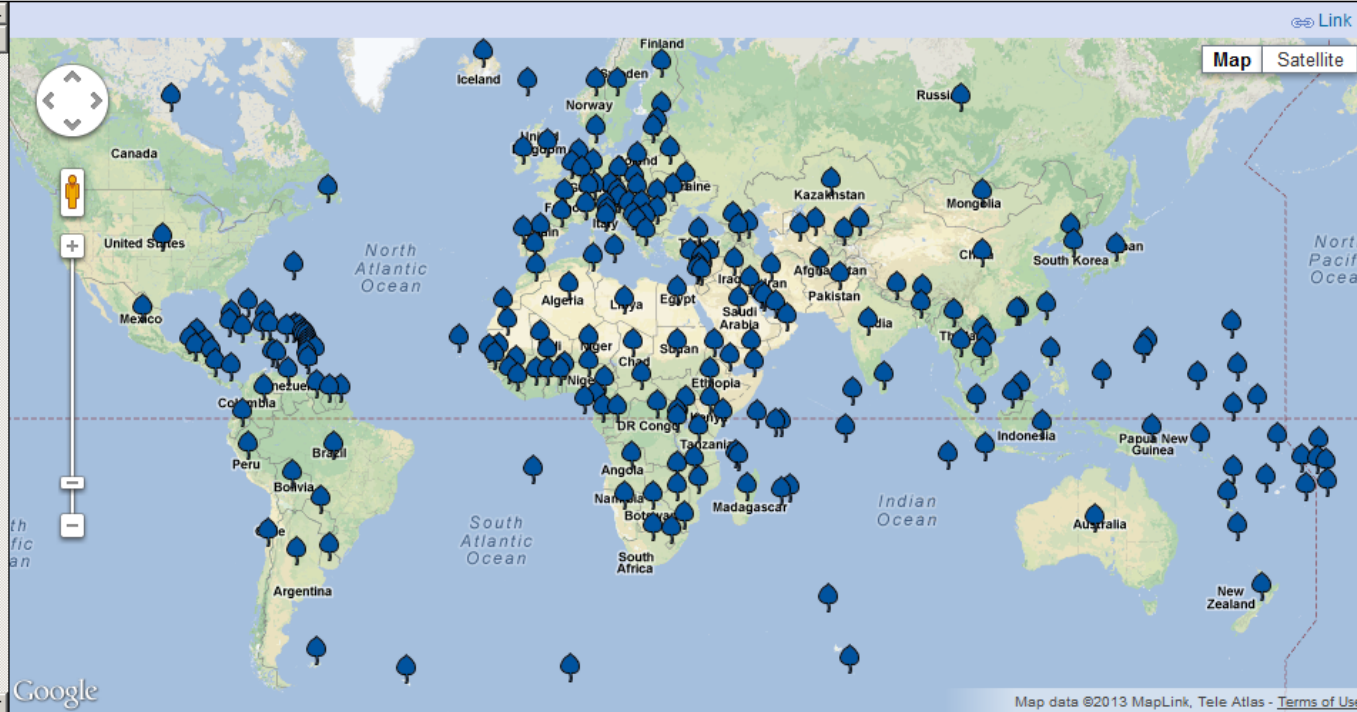
[ANDE Home](#) » [About ANDE](#) » [ANDE Members](#) »

ANDE members work throughout the developing world in many different sectors. This map allows you to search for ANDE members based on the type of organization, the geographies where they work, and/or the sectors on which they focus. Leaves indicate the countries where organizations work (not the specific location of the organization within each country) and are color coded based on the types of organizations that are working in that region. Please note that when you filter by sector, the map will sort on an organizational sector focus level. For larger organizations, the sector focus may vary from country to country. While this map is designed to provide basic information on all ANDE members, please visit an organization's website for more detailed information about its work.

Member Type Areas of Focus Region Country

Member List

- Accion**
Investor
<http://www.accion.org/>
- Actis**
Capacity Development Provider
<http://www.actis.is>
- Acumen Fund**
Investor
<http://www.acumenfund.org>
- Africa Enterprise Challenge Fund**
Investor
<http://www.aecfafrica.org/>
- African Social Entrepreneurs Network**
Capacity Development Provider
<http://asenetwork.org/>
- Aga Khan Foundation**
Foundation
<http://www.akdn.org/>
- Agora Partnerships**
Capacity Development Provider
<http://www.agorapartnerships.org>
- Aid for Africa**
Capacity Development Provider
<http://www.aidforafrica.org>
- Alitheia Capital**



<http://ande.force.com/>

Connecting with Members



The membership team is here to help you get **connected to other ANDE members** to learn from one another and explore opportunities for collaboration.

Steps to connect:

1. Send Membership Team specifics about your request

Ex: "...Interested in connecting with other investors who are interested in early stage companies in Mexico focused on education and/or agriculture"

2. ANDE will send you a list of members who fit the profile

3. Send back a revised list of who you want to be connected with

4. ANDE makes the email introductions for you

Regional Chapters: East, West & South Africa



East Africa



South Africa



West Africa



Regional Chapters: Brazil, CAM, India, ESEA



Brazil



Central America/Mexico



India



East and South East Asia

**New Staff
Member Starting
August 2017**



Regional Chapter Highlights



Below are a list of highlights from our regional chapters last year:

- SGB Career Fair (**East Africa** chapter)
- Ecosystem Mapping project (**West Africa** chapter)
- Latin America and Impact Investing joint report (**Central America and Mexico** chapter, along with **Brazil** chapter)
- SAIN conference support (**South Africa** chapter)
- Chapter meetings in Bangkok and Jakarta (**East and Southeast Asia** chapter)



Learning Labs



Global Learning Labs

SGB Finance

Talent

Metrics & Research

Corporate Partnerships

Policy, Legal and Regulatory

Gender Inclusion

Sustainable Agribusiness

Youth

International NGO Working Group

Regional Learning Labs

Brazil - Metrics

Central America – Women’s Entrepreneurship

Mexico – Corporate Partnerships

Mexico – Sustainable Agriculture

Mexico – Women’s Entrepreneurship

East Africa – INGO

East Africa – Metrics

East Africa – Talent

South Africa - Metrics

2) Metrics & Evaluation



Create consistency

- Support members in aligning and adopting IRIS
- Maintain a core set of indicators (ANDE Core Metrics) to develop performance benchmarks

Communicate Impact

- Collect data from members annually to measure size and impact of the sector



Peer Education

- Metrics From the Ground Up Conference (Nairobi, Kenya - November 2017)
- Metrics & Research Learning Lab

3) Training & Talent Development



Orientation Training – June 2017 in NYC; July 2017 in Nairobi, Kenya

- 2 day course – introduction to SGB Investing, doing deals, models
- Designed for new hires, summer associates, those new to the SGB sector



Investment Manager Training – January 2017 in Mexico City, MX, Fall 2017 in Washington DC (TBC)

- 5 day intensive training for investment managers
- Uses case studies and ANDE Member experience the uniqueness of emerging market SGB investing.

Other Trainings – Management Best Practices, Leadership Essentials, Financial Literacy

4) Catalyst Fund



The **ANDE Catalyst Fund (formerly the Capacity Development Fund)** fuels initiatives aimed at improving **collaboration** between and the **capacity** of organizations within the small and growing business (SGB) sector.

The goal of the Catalyst Fund is to increase the productivity and effectiveness of ANDE members, while creating tools and insights that can help the SGB sector as a whole.

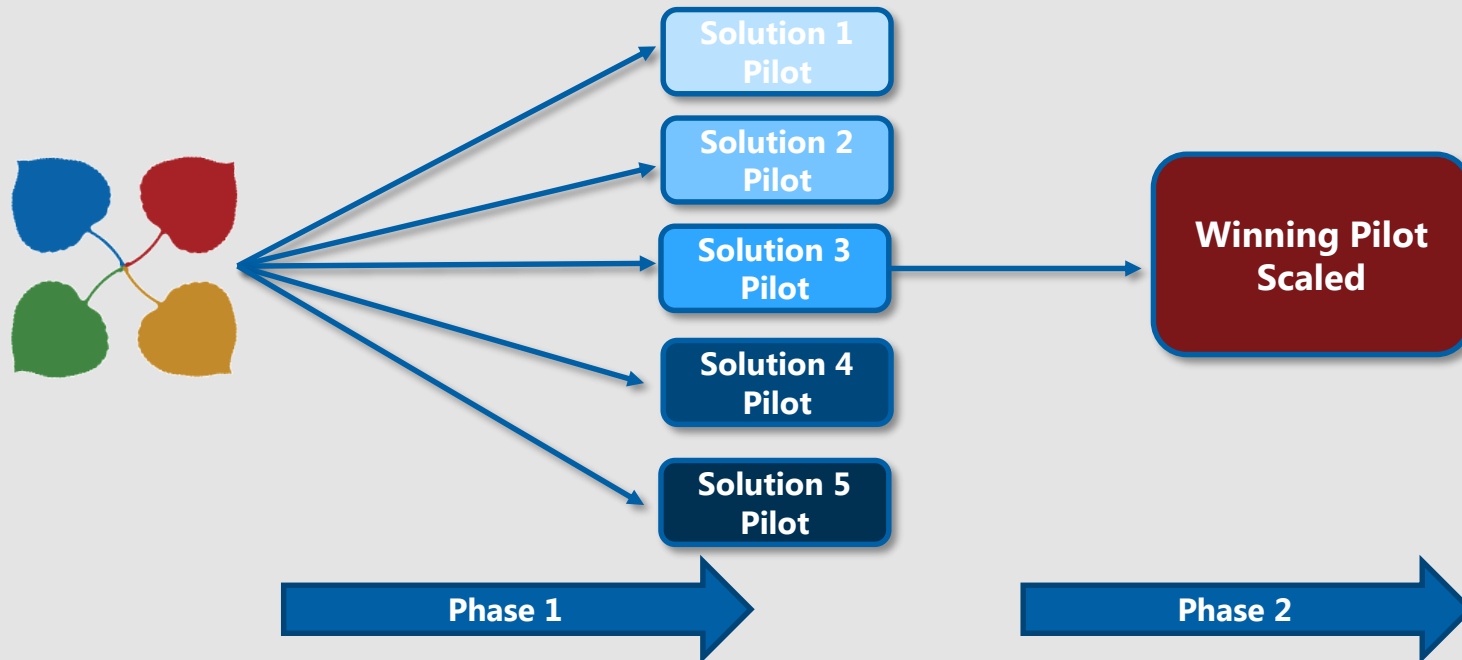


4) Customized Challenges



The Argidius - ANDE Talent Challenge

Five finalists chosen to tackle the recruitment and retention challenges for start-up management in emerging markets



5) Research



- **SGBs and Poverty:** Supporting 3 rigorous impact evaluation studies to examine the longer term impacts of SGBs
- **Innovations in Data Collection:** Supporting the testing platforms and methods to collect impact data using mobile technology
- **Incubators and Accelerators:** Developing longitudinal datasets to understand the impact of accelerators



ANDE Research: Global Accelerator Learning Initiative (GALI)



We are **trying to identify what works and what doesn't** for different accelerator models. We hope to fill this gap with high-quality data and research to identify successful practices.

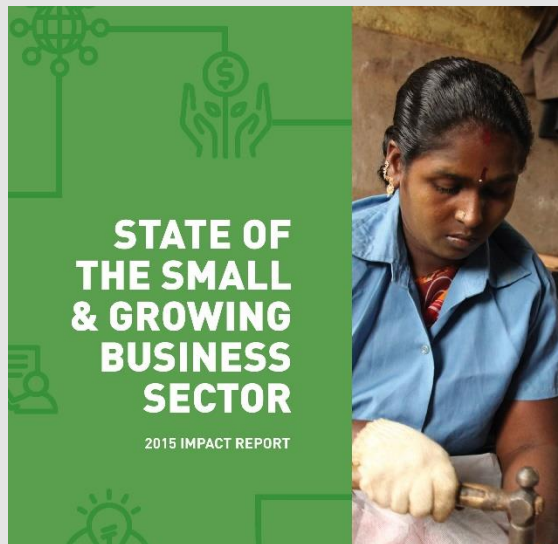
[Galidata.org](https://galidata.org) is the **new GALI website and data portal** where users can access GALI publications, use interactive filters to explore our dataset of over 4,000 startups, learn about the landscape of accelerators, and search a directory of global accelerators.



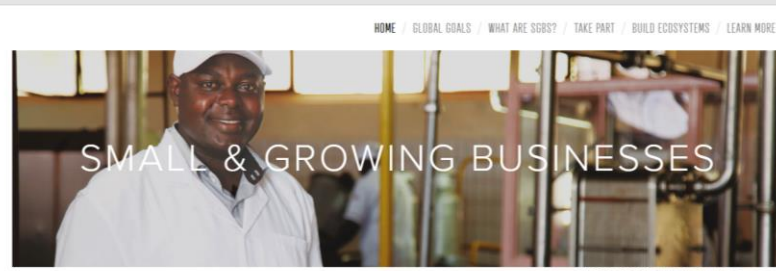
6) Advocacy



Drive Attention and Funding



Relationship Building with DFIs/Donors



Small and growing businesses (SGBs) are engines of prosperity have the potential to be global engines of shared prosperity: to drive growth, promote sustainability, and support equity around the world.

Private and public sector organizations can partner with SGBs as agents of social change. In turn, SGBs can help larger companies build reliable supply chains and introduce new products into local and global markets. With the right support, SGBs can create quality jobs in emerging markets, as well as produce goods and services that markedly improve the lives of the poor.

Conferences

Advocacy for SGBs and the Sector: *whySGBs.org*



WHAT ARE SGBS?



Small and Growing Businesses are commercially viable businesses with 5 to 250 employees. Unlike microenterprises, which typically start small and stay that way, SGBs are designed to grow. They may launch with only a few employees, but with the right support they can scale to employ hundreds and deliver critical goods and services to needy communities.

WAYS TO HELP



Various organizations are already working with SGBs to help them grow and develop. From corporations bringing SGBs into their supply chain, to financial institutions developing innovative credit products, different institutions will have a distinct role to play.

[Learn more about ways to help >](#)

BUILD ECOSYSTEMS



No SGB operates alone. Entrepreneurs are embedded within an entrepreneurial ecosystem that provides them with access to talent, mentorship, skills, finance, and markets that they need to grow their businesses.

[Learn more about building ecosystems >](#)

2017 Master Calendar



Dates	Major Events/Activities
January 23 – 27	Investment Manager Training (Mexico City, Mexico)
April 3-4	Annual London Member Meeting (London)
June 12-13	Orientation Training (New York, NY)
Fall	Catalyst Fund Launch
September 25 – 27	ANDE Annual Conference (Washington, DC)
November	Metrics from the Ground Up Conference (Nairobi, Kenya)
November (tentative)	Investment Manager Training (Washington, DC)

In Sum: A Two Way Relationship

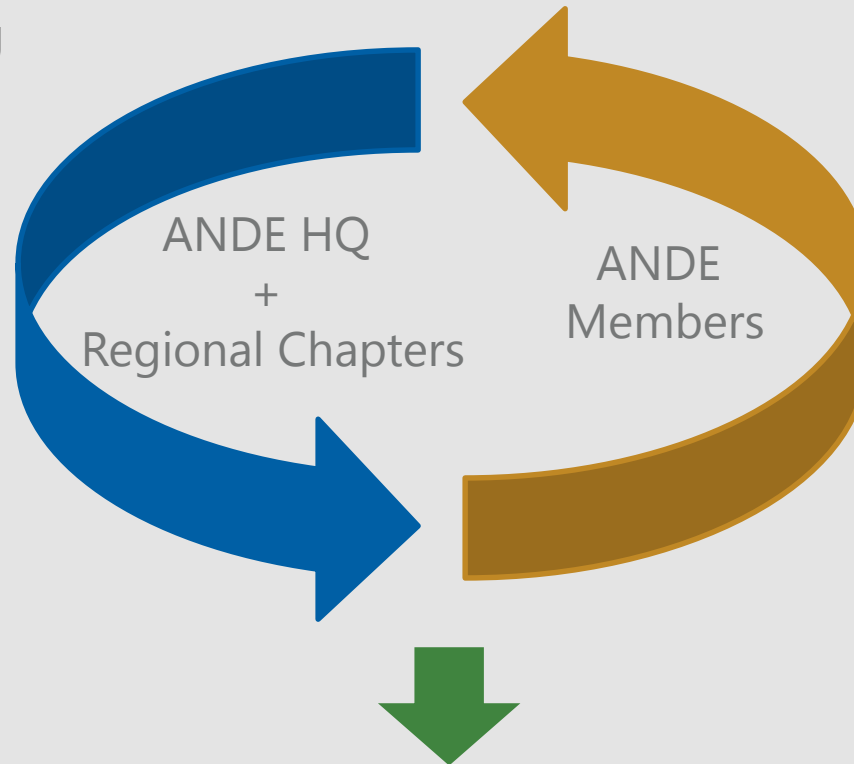


What ANDE Provides for Members

- Knowledge Sharing And Networking
- Research
- Training
- Impact Assessment
- Funding Opportunities
- Global Advocacy

What ANDE Asks of Members

- Time
- Insight
- Network Leadership
- Sharing Data
- Financial Resources
- Commitment to Collaboration



Thank You!

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 Aspen Network of
Development Entrepreneurs