

Vol. 12, June 2010

Dear ANDE Friends and Colleagues,

Greetings from the ANDE staff! In this edition of our newsletter, we highlight:

ANDE Activities

- Metrics Conference (June 7-8th)
- Orientation Training Recap
- ANDE/State Department Roundtable on the Global Entrepreneurship Program
- Launch of ANDE Hubs
- ANDE Grows!
- New ANDE Member spotlight – Africa Report, Mads Asprem, and New Ventures Mexico

Sector News/Opportunities

- Apply for Frontier 100!
- 2011 Nonprofit Collaboration Prize – Entries Invited
- Venturesource – Free Resources for Entrepreneurs
- Brookings Institution Report: Entrepreneurship in the Middle East
- 2010 Tibetan Social Business Conference

If you haven't received a copy of our 2009 Impact Report, [download the full report or the Spanish executive summary](#). As always, thanks for reading!



Randall Kempner
Executive Director

~ ~ ~

ANDE Activities

ANDE Metrics & Evaluation Conference – SOLD OUT

June 7-8th, 2010

Washington, DC

ANDE's second metrics conference will take place June 7-8th at the Aspen Institute in Washington, D.C. Sessions will include an overview of the current metrics landscape, an update and working session on the Impact Reporting and Investment Standards (IRIS) Initiative, an overview of new impact assessment tools, and more. **The conference is currently sold out;** however, we will be videotaping key sessions and posting them. Contact [Lindsey Anderson](#) if you would like to be added to the distribution list that will be notified when these are posted. In addition, consider joining the

[Metrics from the Ground Up website](#), where discussion questions and conference information will be posted, and following us on Twitter (#ande)!

~ ~ ~

ANDE Orientation Training: The SGB Sector 101

We held our second Orientation Training from May 25-26th at the McKinsey offices in New York City. Fifty attendees hailing from 20 organizations participated in this two day introduction to the SGB sector which included an overview of deal structuring, presentations from various ANDE members, , discussions on metrics and evaluation efforts in the field, and a live case study. On the first evening, training participants enjoyed a networking happy hour with other ANDE friends in NYC. Overall, 90 percent of participants surveyed found the training useful and would recommend it to others. One participant remarked, “[This was] an informative training and a great way of jumping right into the SGB sector!”

~ ~ ~

May 12 State Department Roundtable

ANDE members recently met with leaders of the US State Department to discuss their plans for the new [Global Entrepreneurship Program \(GEP\)](#). Building on the momentum of President Obama’s Cairo speech, and the recent White House Summit on Entrepreneurship, the GEP is being established as the vehicle to coordinate the U.S. government’s efforts to promote entrepreneurship around the world. The roundtable provided a forum for ANDE members to share feedback with State Department officials which will help shape the program, and is part of an ongoing dialogue between ANDE and the State Department.

~ ~ ~

ANDE Hubs Launch

We are pleased to announce that our regional hubs are up and running! We are excited to be forming four new regional hubs which will work to increase the collaboration and knowledge sharing amongst ANDE members at the local level. The **Central America/Mexico Hub** will have its first regional conference call on Entrepreneurial Training on June 22nd. The **Brazilian Hub** recently elected its board and will be working on the launch of Next Billion in Portuguese for the local Brazilian market. The **South African Hub** will hold a one day convening of ANDE members in Johannesburg on June 25th. The **East African Hub** is just getting off the ground, but hopes to have its first meeting in the next month. If you are interested in getting involved with any of the regional hubs, please contact [Jenny](#) Everett.

~ ~ ~

ANDE Grows!

Please help us welcome **Ahmed Kodouda**, our new Program Coordinator. Ahmed is a recent graduate of Bucknell University, with a Bachelor of Arts degree in International Relations with a concentration on Africa. Ahmed has interned and worked at various organizations that focus on economic development, human rights, and international issues, including the Committee on Conscience at the U.S. Holocaust Museum, Freedom House, Justice Africa, and the Sudan Social Development Organization in Khartoum. He spent a semester abroad in London and is originally from Sudan.

We are also currently looking for a new Communications Consultant. Please share this job description with anyone in your network who might be interested. [Review the job description.](#)

~ ~ ~

New ANDE Member spotlight –three new members joined the ANDE network in May:

- **Africa Report** is a “weekly business TV program produced by Africans for Africans.” It is an independently funded project produced by World Report Media, a South African professional international media production group creating and producing independent documentaries and reports. Africa Report is a weekly TV program broadcast all over Africa to help stimulate sustainable economic activities through inspiration and information. It shows its African audience how fellow Africans have turned opportunities into successes; guiding them to organizations and resources that can assist with business development. Africa Report is currently in its second season of broadcasting and currently reaches 1 million viewers in Kenya alone.
- **Mads Asprem** is joining ANDE as an Individual Member. In 1995 Mads started Green Resources, which is Africa’s leading private reforestation company. Green Resources has invested more than USD 80 million in East Africa, has FSC certified forests, and became the first company in the world to get a reforestation project validated and registered according to the Voluntary Carbon Standard. Mads is also the founder of NewAfrica Ltd, an internet portal for Africa. In 2007, Mads established Africa Green Oils, Tanzania’s largest new oil palm plantation company, and has recently started the Merera Plantation Company, which is focusing on developing a rice plantation in Kilombero Valley, Tanzania.
- **New Ventures Mexico (NVM)** is an organization dedicated to promoting the growth of businesses that generate positive economic, environmental and social impact. NVM currently serves more than 70 small-medium sized sustainable and social companies through its startup and accelerating programs each year. These companies operate in sectors such as clean energy, sustainable agriculture, certified forestry, ecotourism, organic products, and those who benefit low income individuals with market based solutions, among others. Through its partner

network, composed of leading consultants and business mentors, and its methodology for incubation and acceleration certified by the Mexican Ministry of Economy, NVM offers a variety of professional services at minimal or no cost.

~ ~ ~

Sector Opportunities



Apply for Frontier 100

[Frontier 100](#) is a network of successful CEOs and business leaders operating in frontier markets. The purpose of Frontier 100 is to bring together business leaders to share insights and build relationships that drive further business growth and investment. Members have helped each other identify business partners, explore new markets, and make more successful investments in Africa. The group shares a common mission to reduce poverty through growth and investment.

The value of Frontier 100 comes from the quality of business leaders involved. These include CEOs Tim Solso (Cummins), Alan Patricof (Greycroft), Carly Fiorina, James Mwangi (Equity Bank), Michael Joseph (Safaricom), and Ken Ofori-Atta (Databank).

Frontier 100 is in its next round of recruitment for the next class of business leaders. The new class will be welcomed by the current members at the Fall Forum in New York City, October 26-27th, 2010. The main criteria for candidates include:

- Are African, US, and EU business leaders who directly manage a P&L or assets
- Manage businesses of “significant scale” in the markets in which they operate
- Have current or potential interests in Africa and a passion for market-driven economic development in Africa
- Are willing to collaborate with leading CEOs and participate in the Initiative for Global Development (IGD) Network

Please contact [Katherine Switz](#) if interested in becoming a candidate or nominating a candidate.

~ ~ ~



the **collaboration prize**

**Entries Invited for 2011 Nonprofit
Collaboration Prize**

The [Collaboration Prize](#) is a national award presented to nonprofit organizations that collaborate effectively to gain greater impact. The prize was created and is funded by the Lodestar Foundation in collaboration with the Arizona-Indiana-Michigan Alliance and leaders in the nonprofit sector. The prize is designed to identify and showcase models of collaboration among nonprofit organizations that cooperate to demonstrate innovative and effective responses to challenges or opportunities.

In 2011, the Collaboration Prize will award a total of 250k across eight finalists. Applications close on July 16, 2010. [Apply today!](#)

~ ~ ~

Free Resources for Social Entrepreneurs

[Venturesource](#) is a free open-content community resource center to help social entrepreneurs plan, start, manage, and grow successful social enterprises. Made possible by the Skoll Foundation, CARE Enterprise Partners, and Virtue Ventures, Venturesource is a hub for practical resources and tools.

~ ~ ~

Report Released: Entrepreneurship in the Middle East – Toward Sustainable Development for the Next Generation

Brookings Institution recently released this report in conjunction with the White House Summit on Entrepreneurship. The recommendations in this report are proposed to facilitate the development of institutional alliances that need to take place in order to capitalize on social entrepreneurship, boost economic opportunities for young people in the Middle East, and prepare the region to become more fully integrated into a rapidly changing global economy. The recommendations are directed toward multiple institutions and stakeholders across regional and local levels. They are drawn from field-based interviews and consultations with practitioners throughout the region. Download the report [here](#).

~ ~ ~



2010 Tibetan Social Business Conference – Tibetan Plateau

On July 17-18 2010 on the Tibetan Plateau, Machik and the Tibet Sustainable Governance Program at the University of Virginia will convene a select group of eight social business innovators and practitioners from the US and a number of emerging and established Tibetan entrepreneurs. The conference will provide an unprecedented platform for the exchange of knowledge, experience and ideas about the development of social business strategies and sustainability in building new markets for Tibetan entrepreneurs. We are looking for participants with practical expertise in the areas of vocational training, business education, business associations, community economic development law/policy, women in business, financial innovation, tourism, manufacturing, and fairtrade importers and exporters. Participants will be provided economy class round-trip airfare to China, ground transportation and room and board to attend the two-day conference. Participants must be US citizens based in the US. For further information on the Social Business Initiative visit Machik's website [here](#). Please contact Machik

operations director, Bradley Aaron, at brad@machik.org or 202.536.4858 if you are interested in participating.