



Aspen Network of Development Entrepreneurs

ANDE Newsletter Volume 18

January 2011

Dear ANDE Friends and Colleagues,

Happy new year from the ANDE staff! We are thrilled to announce that this past month we received a \$50,000 grant from the Alcoa Foundation, one of ANDE's newest members. In this first newsletter of the new year, we highlight:

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About ANDE

The Aspen Network of Development Entrepreneurs (ANDE) is a global network of organizations that propel entrepreneurship in emerging markets. The network's members provide critical financing and business support services to small and growing businesses that create significant economic, environmental, and social impacts in developing countries.

Upcoming ANDE Meetings and Calls

Sector Update Call,

January 19th,
11am EST

ANDE 101/New Member

Webinar,

January 25th,
10am EST

East Africa Hub Meeting,

February 18th (tentative)
Nairobi, Kenya

For more information on any of these upcoming events or to submit items to the newsletter, email [Ahmed Kodouda](mailto:Ahmed.Kodouda).

Here's to a productive and exciting 2011!



Randall Kempner
Executive Director

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ANDE Activities

Launch of the ANDE Calendar – Call for Submissions

ANDE is pleased to announce that the launch of our [ANDE Calendar](#). This calendar will list all of ANDE's upcoming events, sector update and working group calls, regional hub meetings, member events, and select other sector-relevant events. ANDE members and other related organizations wishing to have their upcoming events included in the 2011 calendar should send an email to [Ahmed Kodouda](#) with the event date, location, and a brief description.

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### **2011 Summer Internships - Call for Job Descriptions**

If your organization currently hires summer associates for internships or fellowships of any kind, send ANDE your job description! We will be posting these on our website under "Jobs in the Network." Depending on the number of opportunities available, we will send the link to top business schools/masters programs. If your organization does not currently have an internship program in place but is interested in beginning one, download the [Guide for Developing a Successful MBA Intern Program](#) that ANDE created last year. Please submit job descriptions to [Ahmed Kodouda](#) and indicate when your summer internships will begin. This will help us to set the dates for the ANDE Orientation Training for new hires and summer associates.

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New Member Spotlight: ANDE is proud to welcome the following new organizations into the network:

- **Alcoa Foundation** works alongside Alcoa, the world's largest producer of aluminum, to partner on issues and projects that address priority local challenges and contribute to the sustainability of each community where their business has a presence. Their approach delivers strong portfolios of social investments that address both local community development goals and broader global challenges, particularly related to environmental sustainability and climate change. In 2009, combined giving totaled over US\$35 million.
<http://www.alcoa.com/global/en/community/foundation>
- **Dasra Social Impact** seeks to offer dynamic leaders of organizations addressing the needs of the bottom of the pyramid the opportunity to come together and access the best of industry knowledge to scale their organizations to the next level. They enable these leaders to build 3-5 year business plans for growth and provide access to relevant networks to realize their plans. Dasra provides a transformative 9-month long program for successful social entrepreneurs, bringing them together as a select group of 30 peers. The program uses Dasra resources, mentors, and experts to create growth plans

designed to raise sufficient capital and bring organizations' operations to scale, sustainably. The program is in its 2nd year of operations and has so far impacted 49 entrepreneurs and leveraged \$2.2 million dollars of capital.

<http://dasra.org>

- eBay creates opportunity for millions of people and fosters the success of entrepreneurs. More than 1.2 million people make their full or part-time living on eBay. Through **eBay Foundation's** strategic grant program, eBay strives to multiply the impact of social innovations that connect disadvantaged people with opportunities to become economically independent, particularly through income generation. As eBay's geographic footprint expands further into emerging markets, it aims to leverage their core competencies by partnering with organizations that are developing scalable solutions to helping small and growing businesses foster economic growth and prosperity.

http://www.ebayinc.com/profile/ebay_foundation

- **Forum Empresa** is an inter-American network created in 1997 that unites 20 leading organizations in the field of corporate social responsibility (CSR) from Canada to Chile. The organizations which make up the network represent 19 countries in the region and have a combined total of close to 3000 affiliated businesses. Forum Empresa seeks to strengthen national and regional organizations committed to CSR and to encourage the establishment of new CSR-based business networks in Latin American countries where it is not currently active. <http://www.empresa.org/>

- **General Mills** is linking the technical and business expertise of volunteer employees with small and growing food processors in developing countries. Through Partners in Food Solutions, which General Mills founded this year, hundreds of volunteer scientists, engineers, and others across the country are helping these processors produce higher quality, safer, and more nutritious food at affordable prices. These relationships also are improving the livelihood of small-holder farmers who supply these processors with maize, soy, and other crops. General Mills and Partners in Food Solutions currently work closely with TechnoServe and Root Capital (both ANDE members) on projects in Kenya, Malawi, Tanzania, and Zambia. Partners in Food Solutions plans to solicit interest from other U.S. food companies and their employees to support and expand the reach of this effort. www.GeneralMills.com,

www.PartnersinFoodSolutions.com

- **Grameen Foundation's** mission is to enable the poor, especially the poorest, to create a world without poverty. In Grameen's Social Performance Management Center, they work to help pro-poor organizations address the needs of the impoverished through the *Progress out of Poverty Index* and other initiatives that help pro-poor organizations ensure that they are sustainably focusing their resources on poverty alleviation. Additionally, the Capital Markets group provides growth guarantees for MFI SGBs as well as very early funding to SGBs through the Pioneer Fund. Finally, Grameen is incubating several SGB's that leverage mobile technology in Ghana, Uganda, and Indonesia.

<http://www.grameenfoundation.org/>

Villgro's Unconvention, December 2-4th

From December 2-4th, ANDE member Villgro held the [Unconvention](#) – its annual meeting focused on catalyzing and celebrating socially useful breakthroughs and leveraging social entrepreneurship to change the lives of the rural poor. ANDE's Impact Assessment Manager attended the Unconvention, held in Chennai, India, to lead a workshop entitled "Applying New Tools to Impact Measurement." In addition, she moderated a panel on "Unleashing the Power of Impact Investing" with panelists from Aavishkaar Venture Management Services Pvt. Ltd, VenturEast, Keystone Accountability, and Acumen Fund.

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### **ANDE-GEP Roundtable, December 9<sup>th</sup>**

On December 9<sup>th</sup>, ANDE hosted a roundtable convening at the Aspen Institute for the [Global Entrepreneurship Program](#) (GEP), [Partners for New Beginning](#), and the ANDE Executive Committee. The GEP is a U.S. State Department-led effort launched at the Presidential Summit on Entrepreneurship in April 2010 to promote and spur entrepreneurship around the world. Led by Steven Koltai, Senior Advisor for Global Entrepreneurship, the GEP strives to bring corporations, foundations, education institutions, and investors together with the USG to advance entrepreneurship in emerging markets. The GEP sought input from ANDE and PNB on how to best focus their efforts and engage the private sector as they roll out the program in the first four major countries: Egypt, Indonesia, Mexico, and Turkey. ANDE looks forward to coordinating with the GEP in 2011.

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More Than Money Report Release and Discussion, December 13th

On December 13th, John Simon, former Executive Vice President at OPIC, released the report – [More Than Money: Impact Investing for Development](#) – at the Center for Global Development in Washington, DC. Written by John Simon and Julia Barmeier, the report analyzes the field of Impact Investing and discusses both its potential to spur development and the many challenges it faces. At the release event, Randall Kempner, ANDE's Executive Director, and Wendy Abt, Deputy Assistant Administrator of USAID Bureau of Economic Growth, Agriculture, and Trade provided public feedback and exchange on the report's findings and recommendations. Video of the event can be found [here](#).

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## **Sector Events**

### **Impact Forum for Social Change**

January 10, 2011

Dhaka, Bangladesh

[Impact Investment Exchange Asia](#) (IIX), in cooperation with the Asian Development Bank is organizing an Impact Forum for Social Change, to be held on January

10th, 2011, in Dhaka, Bangladesh. The forum will inform social enterprises of the various alternatives to raising investment capital, and develop an understanding of the requirements that social enterprises must meet to raise investment capital, whether



through a social stock exchange or otherwise. Participants will be introduced to the impact investing movement, impact measurement tools, and reporting standards. The Impact Forum will be held at the Pan Pacific Sonargaon, and will feature speakers from the Social Innovation space, including Dr. Alex Nicholls (Oxford University) and Margot Brandenburg (Rockefeller Foundation). Notable names from the field of social venture finance and private equity will also be present. The forum will aim to bring together participants from the government, development agencies, SEs in Bangladesh, impact investors and ecosystem players.

For more information about attending this event, please contact [Alvin Loke](#). The Impact Investment Exchange Asia (IIX) will be the first social stock exchange in Asia. For more information, visit [www.asiaix.com](http://www.asiaix.com).

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Roundtable on Entrepreneurship Education (REE), Asia 2011

January 12 - 14, 2011

National Chengchi University

Taipei, Taiwan (ROC)

Entrepreneurial activities are springing up across Asia at an amazing rate. With this exciting growth comes greater demand for entrepreneurship education across the region. The Roundtable on Entrepreneurship Education Asia 2011 brings together entrepreneurship educators from throughout Asia to examine innovative ways of building entrepreneurial knowledge and learning.

The REE Asia 2011 Conference will include keynote presentations, interactive workshop sessions, panel discussions with educators, entrepreneurs, and venture capitalists, an optional tour of Taiwanese cultural attractions, and enterprises. To register for the event, click [here](#).

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### **New Ventures Mexico: Latin American Impact Investing Forum**

February 2-4, 2011

Hyatt Hotel, Mérida, Yucatán, México

New Ventures Mexico is proud to announce the Latin American Impact Investing Forum, to take place in Merida, Mexico on February, 2 - 4, 2011. The activities and structure of the event are designed to foster investments and alliances that will support initiatives throughout the region. There will be opportunity to celebrate the accomplishments and progress that the private sector and their investors have made toward sustainable development and ecological conservation. New Ventures Mexico invites all stakeholders in business, social development, and investment so that the knowledge created at this forum will infiltrate all aspects of society. This event will be the meeting of entrepreneurs, investors, and organizations who share a common vision: business can respond in an innovative and cost-effective manner to social and environmental challenges. For more information and to register for the forum, click [here](#) or contact [informes@nvm.org.mx](mailto:informes@nvm.org.mx) or call +52 (55) 5604-5555.

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Negocios para el Desarrollo Ambiental y Social

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FAST Financial Fair

February 17-19, 2011

Arusha, Tanzania



The Finance Alliance for Sustainable Trade (FAST) is pleased to invite you to attend the third “**FAST Financial Fair**” (FFF). This event aims to identify the finance needs of sustainable producer organizations and SMEs. This event will take place as a parallel event to the 8th edition of the EAFCA Conference, **in Arusha, Tanzania, on February 17-19, 2011.**

If you have any further questions, contact fff@fastinternational.org or directly by calling +1-514-759-6626.

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### **Sector News/Opportunities**



#### **Global Social Benefit Incubator 2011 Class Application**

The Global Social Benefit Incubator (GSBI) is now accepting applications for the class of 2011. The GSBI works with select social entrepreneurs to expand and scale their impact through 4 months of online preparation and an intensive two week in-residence program held in Santa Clara, CA. This program is funded by a full scholarship, valued at \$25,000, provided to all participating organizations. The GSBI application process takes place on [www.socialedge.org](http://www.socialedge.org) and applications are available today. The interactive application process occurs throughout January, 2011, so start as soon as you can. If you have any questions please contact [Sherrill Dale, Program Manager](#).

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Goldman Sachs 10,000 Women Recruiting – Egypt

10,000 Women academic partner, The American University in Cairo, is recruiting women for its next cohort of *10,000 Women* scholars in Cairo, Egypt. The program seeks women with existing SMEs in and around the city. FGV has already graduated 200 women from its program. The next cohort from Cairo will enroll 100 scholars.

To qualify for the program scholars must meet the following criteria:

- The woman must be an Egyptian citizen
- The woman must be an entrepreneur and owner of a private business
- The woman must have a university degree from a recognized academic institution or equivalent
- The woman must have a proven need for financial support to cover the program's tuition fees

Please go to <http://www1.aucegypt.edu/welprogram/about.htm> for more information about the program. If you know of qualified women, please direct them to: welinfo@aucegypt.edu for further information.

10,000 Women is a five-year investment by Goldman Sachs to provide 10,000 underserved women around the world with a business and management education. To find out more about *10,000 Women* go to www.gs.com.



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### **SACCA Releases Largest List of Missing Middle Funds**

In support of the Missing Middle Initiative, launched at the World Economic Forum in Davos in 2010, the South African Chamber of Commerce in America (SACCA) has aggregated



the largest publically available list of Missing Middle funds in emerging markets investing between \$20,000 and \$3 million. The initial release of the list includes 200 funds and is fully sortable by key characteristics, such as: core mission, investment size, capital type, target stage, and industry focus. In 2011, SACCA hopes to expand the fund list and also release a list on intermediaries/institutions as well as a list of funds-of-funds working in the missing middle space. Filling the SME Finance Gap (the “Missing Middle”) is critical to economic development, but none of this can be done without the support of intermediaries connecting investors and SMEs, and fund-of-funds providing the capital needed for these funds to exist. [View the List](#)

To read the Missing Middle Article Series, produced by SACCA, and featured in the HuffingtonPost/Africa.com: [Click Here](#)

For more information on the Missing Middle Initiative: [Click Here](#)

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Synergos Arab World Social Innovators, Call for applications/ nominations

The Synergos Institute is pleased to announce it is now accepting nominations and applications for the second class of its [Arab World Social Innovators \(AWSI\) Program](#). This Program will identify and support men and women who are the founders of businesses and civil society organizations whose work is intended to improve the well being of those living in the geographies where they operate. Innovators are eligible who are engaged in doing work in Egypt, Jordan, Lebanon, Palestine, or the United Arab Emirates. Members of the AWSI Program also receive financial awards of US\$12,500 per year for two years. Members of the first AWSI Program are leaders of projects promoting jobs and economic development, more sustainable agriculture, services for people with disabilities, opportunities for youth leadership development and civic participation, fostering a love of reading for boys and girls, and the preservation of local crafts and culture -- a total of 22 such initiatives altogether.

For any additional questions, please visit <http://www.synergos.org/socialinnovators/> or contact socialinnovators@synergos.org.

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### **Program of the Japan Social Development Fund Day**

[JSDF Day](#) will celebrate the achievements of the Japan Social Development Fund program through a learning day event that will showcase about 20 of the most successful projects, highlight good practices, and reflect on lessons learned undertaken during the last decade. JSDF is inviting beneficiaries to share their experiences and how it has worked out at the community level. This event will focus on the unique characteristics of JSDF since inception – reaching the poorest and most vulnerable communities in a targeted manner to catalyze innovation. For more information, please contact [Selene Sopelanaloyo](#).

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The Aspen Network of Development Entrepreneurs

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