

Aspen Network of Development Entrepreneurs

Growing Small Businesses in a Developing World

Looking for the next Steve Jobs or Richard Branson?

Try Africa. Or Latin America, or India, or any of the developing markets around the world that are producing the next generation of impact entrepreneurs. And then think about what it will take for those entrepreneurs to create the next Apple or Virgin.

Many entrepreneurs in the developing world cannot pursue their ideas because they lack access to three crucial things: qualified employees, financial capital, and sufficient market knowledge or access. These entrepreneurs have a vision similar to that of Jobs and Branson; but they do not have the same access to critical resources. Right now, there are millions of individuals receiving \$100 and \$200 microcredit loans each year. The Aspen Network of Development Entrepreneurs (ANDE), however, helps entrepreneurs one level up—those who have businesses that could potentially employ 200 or 2000 people if they receive the support they need.

By convening leading practitioners and investors who believe in creating market-based solutions to global poverty, we are building a network of people who are pooling resources to build sustainable prosperity in the developing world. We are catalyzing a movement to unleash the resources needed to start, grow, and finance tens of thousands of small businesses in the most challenging economies in the world.

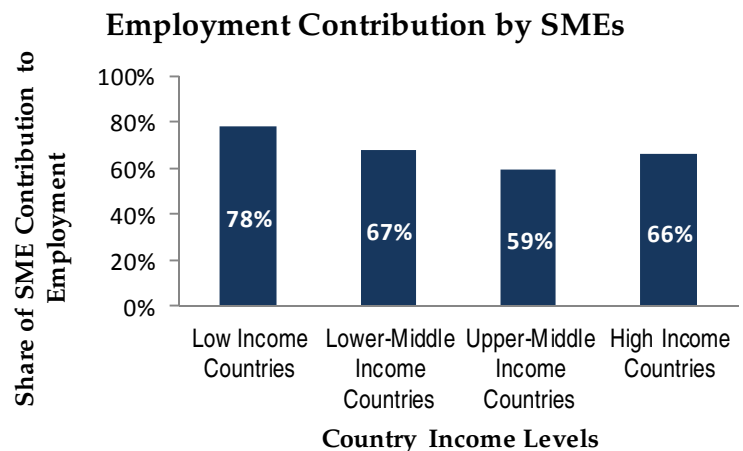
Small & Growing Businesses (SGBs) are Critical to Prosperity Creation

Entrepreneurial businesses are powerful vehicles for employment and job creation. In developing countries, small and medium enterprises provide approximately 66% of employment opportunities and generate 86% of new jobs. Specifically, small and mature firms (over 6 years old) contribute the most to employment and job creation, underscoring the need to provide an enabling environment for continued entrepreneurial growth.

Without the jobs, income, and innovation created by a vibrant small business community, emerging markets cannot grow. Moreover, these companies often offer the best hope of developing and implementing environmental practices needed to protect our planet.

We are a global network of organizations that propel entrepreneurship in emerging markets. Our network's members provide critical financing and business support services to small and growing businesses that create significant economic, social, and environmental impacts in developing countries.

Formal small and medium enterprises (SMEs) are significant contributors to employment.



Source: Ayyagari, Demirguc-Kunt, Maksimovic, "Small vs. Young Firms across the World: Contributions to Employment, Job Creation, and Growth," World Bank 2011

Global poverty is one of the greatest moral challenges facing our generation. Small and growing businesses (SGBs) are the key to alleviating that challenge.

What the Aspen Network of Development Entrepreneurs (ANDE) does—

Knowledge Sharing and Networking: ANDE programs connect different organizations within the SGB sector. Members improve their effectiveness by sharing and collaborating with one another to build this sector. ANDE currently has five regional chapters in Brazil, Central America/Mexico, East Africa, India and South Africa, and a variety of topic specific working groups.

Training and Talent Development: ANDE's talent development programs build critical skills within member organizations, reduce training costs, and ultimately help create a pool of talented leaders in the SGB sector. Currently, we offer a two day Orientation Training for new hires and summer associates and an intensive five day Investment Manager Training for investment officers based in emerging markets.

Metrics and Evaluation: ANDE is committed to driving transparent, consistent, and high quality measurement of our members' economic, environmental, and social impact. Our annual impact report provides the only consistent global report on the impact of SGB investors and technical assistance providers, and highlights the accomplishments of our members. ANDE is also a core partner in the Impact Reporting and Investing Standards (IRIS) initiative to advance a common framework for defining, tracking, and reporting the performance of impact investments.

Research: ANDE acts as a conduit between researchers who are seeking inputs and our members who are generating data and findings that need to be aggregated and analyzed. In addition, we manage a Research Development Fund which we leverage to generate new research projects that examine the effectiveness of supporting SGBs as a tool for poverty alleviation. We expect the research produced through this initiative to inform and influence impact investors, policy-makers, development banks and foundations on the social benefits of supporting small businesses.

Capacity Development Fund: ANDE administers a Capacity Development Fund from which we disburse grants to members in order to strengthen their capacity and encourage innovation and collaboration among our members. To date we have made \$1.3 million in grants through three rounds of funding.

Advocacy and Education: ANDE is actively working to increase resources for the SGB sector in order to benefit all of our members and their work. We have become a trusted resource for key constituencies (investors, governments, multi/bilateral organizations, and the news media) that influence investment and development aid decisions.

ANDE Members

ACCION International	Endeavor	Instituto Hartmann Regueira	PymeCapital
Actis	Enterprise Development Centre of Pan African University	Intellectap	Renew Strategies
Acumen Fund	EnterpriseWorks - Relief International	International Finance Corporation	responsAbility
Africa Enterprise Challenge Fund	Equity Group Foundation	Invaneo	Rianta Capital, Artha Initiative
Africa Report	Fair Trade USA	Inversor	River Star Foundation
Aga Khan Foundation	FATE Foundation	Invest2Innovate	The Rockefeller Foundation
Agora Partnerships	Finance Alliance for Sustainable Trade (FAST)	Karisimbi Partners	Root Capital
Aid for Africa	Ford Foundation	Kauffman Foundation	Root Change
Alcoa Foundation	Forum Empresa	Lang Entrepreneurship Center, Columbia Business School	RTI International
Alitheia Capital	FSG Social Impact Advisors	The Lemelson Foundation	SA Capital Limited
Appropriate Infrastructure Development Group (AIDG)	Fundación AVINA	LGT Venture Philanthropy	Santa Clara Global Social Benefit Incubator
Argidius Foundation	Fundación Bavaria	Lundin Foundation	Sandler Trade, LLC
Artemisia Social Business	Fundación Bolivar Davivienda	Macquarie Infrastructure and Real Assets (MIRA)	SCOPEinsight
The Aspen Institute	Fundación Capital	Mara Foundation	Serengeti Advisers
ATMS Foundation/AMSCO	Fundación IES	MasterCard Worldwide	Shared Interest
Avantage Ventures	Fundación para la Producción FUNDES	The MasterCard Foundation	Shell Foundation
B Lab	GATE Global Impact	McKinsey & Co.	ShoreBank International Ltd.
Bamboo Finance	The Bill & Melinda Gates Foundation	Media Development Loan Fund	Skoll Foundation
The Bernard van Leer Foundation	General Mills	Mercy Corps	Small Enterprise Assistance Funds (SEAF)
BiD Network	Global Alliance for Improved Nutrition	Monitor Institute	Stephen Claire Associates
Cherie Blair Foundation	Global Business School Network	Monterey Institute of International Studies	Sustainable Harvest Specialty Coffee Importers
The Bridge Fund	Goldman Sachs 10,000 Women	Movirtu	Swisscontact
Business Council for Peace (BPeace)	Grameen Foundation	The Multilateral Investment Fund (MIF)	Synergy Social Ventures
Calvert Foundation	Grassroots Business Fund	Naya Jeevan	TechnoServe Inc.
CapitalPlus Exchange Corporation	Gray Ghost Ventures	NESsT	TransFarm Africa
Center for Creative Leadership	GreaterCapital	New Ventures Mexico	TriLinc Global
CHF International	Grofin	New Ventures - WRI	Universidad de Los Andes
Citi Foundation	GVEP International	Omidyar Network	University of Cape Town
Dalberg Global Development Advisors	Halloran Philanthropies	Open Capital Advisors	U.S. Agency for International Development- USAID
Dasra	Haitian Hometown Associations Resource Group	OTF Group	VillageReach
The William Davidson Institute, University of Michigan	ICCO	Overseas Private Investment Corporation	Villgro
DEG	I-DEV International	Oxfam	Vox Capital
E+Co	IGNIA Partners LLC	Passport Capital Foundation	Voxtra
ECSEL	ImagineNations Group	Pearl Capital Partners	Walmart
Ebay Foundation	Impact Amplifier	The Pershing Square Foundation	WEConnect International
Enablis	Impact Finance	Potencia Ventures	WillowTree Impact Investors
The Tony Elumelu Foundation	InReturn Capital	Potential Africa	Yo Emprenderor
Emerging Markets Group Holding		Pragma Patrimonio	Zambian International Trade & Investment Centre
		The Prince's Youth Business International	

