



# Aspen Network of Development Entrepreneurs

## ANDE Newsletter, Volume 13, August 2010

Dear ANDE Friends and Colleagues,

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

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As always, thanks for reading!

Randall Kempner  
Executive Director

## ANDE Activities

### **Member-Only Opportunity: Train-the-Trainer Program**

October 25th - 29th, 2010

Greensboro, North Carolina

ANDE members are invited to enroll in a special “train-the-trainer” opportunity made possible by the ANDE Capacity Development Fund (CDF) and the [Center for Creative Leadership](#). This five-day intensive program and follow-on three-day delivery session in the field are designed to provide participants with core facilitation skills and content knowledge to deliver leadership development programs around the globe. The program will build the internal capacity of ANDE organizations and enable them to incorporate leadership development into their operations using methods from the Center for Creative Leadership’s [Leadership Beyond Boundaries](#) initiative. Please see the [program flyer for more information](#).

- **WHO:** This program is for ANDE members/representatives who want to deliver leadership training to entrepreneurs in their portfolios and programs. Attendees do not need to have a training background.
- **WHERE:** The 5-day program will be held at the Center for Creative Leadership, Greensboro, North Carolina USA.
- **WHEN:** October 25-29, 2010
- **COST:** \$500 (this reflects a 75% program sponsorship by ANDE CDF and CCL). *Note: Limited scholarship funds available.*



[Complete the registration form](#) and email it to [Janet Carlson](#) or fax it to +1.336.286.4434 by **September 17<sup>th</sup>**. Enrollment is on a first come basis with a program capacity of 24. Please contact [Janet Carlson](#) with any additional questions or call +1.336.286.4508.

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### **The G20 SME Finance Challenge**

Deadline: August 25, 2010

ANDE has been an active network partner of the G-20 SME Finance Challenge, which launched on June 26, 2010. The aim of the Challenge is to: 1) find the best models worldwide for public-private partnerships that catalyze finance for SMEs, and 2) to leverage the resources of the G-20 to scale those initiatives. ANDE would like to encourage all of our members to participate in this opportunity by nominating or entering solutions to the Challenge, and by sharing this opportunity with your own networks. You can also participate by voting and commenting on the projects that you think are most viable. The deadline for entering the challenge is **August 25th, 2010**. In September, 12-15 proposals, including one from each of the world's six regions, will be selected as winners. Challenge winners will be invited to the November G-20 Summit in Seoul to showcase their ideas and gain access to public finance mobilized by the G-20. The World Bank and all of the regional development banks have pledged their support for the challenge and for implementing scalable and sustainable proposals. Please visit [the Challenge website](#) for more information.

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## **ANDE Annual Conference**

September 29-October 1, 2010  
Glen Cove, New York

Mark your calendars for the ANDE Annual Conference, taking place once again in Glen Cove, New York. The event will feature Carl Schramm, President and CEO of the [Ewing Marion Kauffman Foundation](#), as the keynote speaker, and will offer a variety of small group and one-on-one sessions designed to facilitate knowledge sharing and new partnerships. In addition, updates on the tools and insights generated by Capacity Development Fund grants will be shared. If you are interested in attending the annual conference but are not an ANDE member, please contact [Joanna Herrmann](#).

Registration is now open but space is limited! Register directly from the [ANDE homepage](#). Please contact [Joanna Herrmann](#) with any questions.

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## **ANDE Executive Committee Nominations**

Deadline: August 6, 2010

From this year forward, one third of the ANDE Executive Committee (EC) seats will be up for election. The nominations subcommittee of the EC is seeking nominations from within the ANDE membership for individuals interested in serving on the EC. Top executives from ANDE member organizations in good standing are eligible to serve as EC members. Present members of the committee are eligible to be renominated for another three year term.

If you are interested in serving on the ANDE Executive Committee, please provide a bio and a brief statement about why you want to serve to [Randall Kempner](#) no later than **August 6<sup>th</sup>**.

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## **ANDE at Ideas Festival**

In early July, ANDE Executive Committee members Willy Foote and Ricardo Teran joined Ricardo Salinas, CEO of Mexican Conglomerate Grupo Salinas and Gustavo Arnavat, U.S. Executive Director of the Inter-American Development Bank on a panel at the Aspen Ideas Festival. The session, entitled *Market-based Approaches to Poverty Reduction*, explored a variety of new models that Latin American organizations are using to promote prosperity creation. ANDE Executive Director Randall Kempner moderated a lively discussion that provided perspectives on the failure of traditional aid strategies and reviewed alternative approaches to improve the lives of millions of poor Latin Americans. To listen to the panel discussion, please click [here](#). (Please note that there is a short delay at the beginning of the recording).



Photo: Ricardo Teran (right) of Agora Partnerships shares his perspectives with Ricardo Salinas (center) and Randall Kempner (left).

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### **ANDE/DAI/USAID Tourism Event Recap**

On July 15th, ANDE, DAI and USAID hosted an Impact Investment in Community-Based Sustainable Tourism roundtable. The event brought together impact investment funds, development practitioners, and donors (USAID, The Overseas Private Investment Corporation, and the US Department of Commerce) to discuss collaboration opportunities for the establishment of sustainable tourism development that delivers triple bottom line benefits on current projects and beyond. It was a forum for participants to express challenges and concerns of investment into tourism, and potential strategies for increasing the flow of capital into such projects. The event produced a lively discussion and generated several promising avenues for collaboration and systemization that will be pursued.

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### **New ANDE Member spotlight - ANDE is proud to welcome B Lab, Fundacion Bolivar Davivienda, Standard Bank into the network!**

- **[B Lab](#)** is a nonprofit organization dedicated to using the power of business to solve social and environmental problems. B Lab drives systemic change through three interrelated initiatives: 1) building a community of Certified B Corporations to make it easier for all of us to tell the difference between "good companies" and just good marketing; 2) accelerating the growth of the impact investing asset class through use of B Lab's GIIRS impact rating system by institutional investors; and 3) promoting supportive public policies, including creation of a new corporate form and tax, procurement, and investment incentives for sustainable business. Certified B Corporations 1) meet rigorous standards of social and environmental performance; 2) legally expand their corporate responsibilities to include stakeholder interests; and 3) build collective voice through the power of the unifying B Corporation brand. As of July 2010, there are over 330 certified B Corporations from over 55 industries, representing a diverse multi-billion marketplace.
- **Fundación Bolivar Davivienda** is the corporate foundation of Grupo Empresarial Bolivar (GEB), a large conglomerate with a significant presence in five core sectors of the Colombian economy. The foundation was formed in 2009 through a merger of two existing corporate foundations to manage philanthropic contributions in eight areas: Journalism, Democratic Institution Building, Family Life and Social Cohesion, Education, Health and Rehabilitation, Arts and Culture, Environment and Entrepreneurship.

Through both core business activities and its corporate foundation, Grupo Empresarial Bolivar has developed a series of programs to support small and growing businesses in Colombia. Targeted at different phases of the business growth cycle, the programs include business plan competitions, targeted consulting, and entrepreneurial training. Recently, the group joined a number of other Colombian investors to create Inversor, an

impact investment fund that will invest up to \$20 million in socially responsible businesses.

- **Standard Bank** is a global bank with African roots. It is South Africa's largest bank, distinguished by its extensive operations in 17 African countries. Outside of Africa, Standard Bank operations spans across 16 countries, with an emerging market focus. The three main pillars of its business are Personal and Business Banking, Corporate and Investment Banking, and Wealth. Standard Bank consistently looks for opportunities to leverage their specific country knowledge across emerging markets. The Bank was named Best Investment Bank in Africa, Best Bank in South Africa, and Best Investment Bank in Nigeria in the Euromoney Awards for Excellence 2010 and is dedicated to advancing the principles and practice of sustainable development.

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## **Sector Events**

**New Ventures Colombia: Fertile Ground for SGBs and Impact Investing Conference**  
August 18-19<sup>th</sup>  
Bogotá, Colombia

Colombia is fostering the growth of a vibrant ecosystem around impact investing and SGBs. On August 18<sup>th</sup> and 19<sup>th</sup>, New Ventures Colombia will convene the top industry players at a conference and investment forum on the campus of Universidad de los Andes in Bogotá, Colombia. The two-day event will include plenary discussions on the challenges for SGBs and impact investing in Latin America, working sessions for entrepreneurs, investors, and the main players in the ecosystem, and a presentation of the SGBs that have worked with New Ventures in the last year as part of the country's first Sustainable Enterprise Acceleration Program.

The event is co-hosted by ANDE members Universidad de los Andes School of Management, Fundación Bavaria, and World Resources Institute and is the culmination of the first year of an alliance that was possible thanks to the support of ANDE's Capacity Development Fund. This **event is free to attend**, but registration is required. For details and registration, please visit the [website](#) or contact [Andrés Guerrero](#).

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**Santa Clara University's Global Social Benefit Incubator (GSBI™) 2010 Business Plan Presentations**  
August 26, 2010  
Santa Clara, California

Santa Clara University's [Center for Science, Technology, and Society](#) (CSTS) is pleased to host the Global Social Benefit Incubator (GSBI) 2010 Business Plan Presentations. The GSBI

program enables proof of concept social ventures that serve the base of the pyramid to become sustainable at scale. It combines classroom instruction in finance, marketing creation, organizational development, and business planning with case studies, best practices and, most importantly, carefully matched Silicon Valley mentors. In 2010, CSTS launched a three-year initiative to focus on "Renewable Energy for the Underserved." This year, 12 social entrepreneurs are representing the Renewable Energy Sector in the GSBI class of 2010.

The event will take place on **August 26, 2010** on the campus of Santa Clara University. The presentations will showcase how the unique GSBI learning environment contributes to the innovative adaptation of technology and models of social change, in combination with validated business plans, to accelerate the potential for social entrepreneurship to benefit all of humanity. For more event details and to RSVP, [click here](#). Please contact [the GSBI team](#) with questions.

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### **FAST Financial Fair (FFF)**

September 2 - 3, 2010

San Pedro Sula, Honduras

The [Finance Alliance for Sustainable Trade \(FAST\)](#) is hosting the "FAST Financial Fair" (FFF) from September 2-3, 2010, in conjunction with the XII Latin American Coffee Symposium in San Pedro Sula, Honduras. The FFF will facilitate one-on-one meetings between FAST lending members and producers and give qualified producer organizations the opportunity to present their

sustainable business plans to lenders. Please note that meetings will be scheduled on a first come first serve basis so it is recommended to **submit your information by August 16, 2010**. Visit the [FAST website](#) to download and complete the necessary forms and submit them to the [FAST Secretariat](#). For further information, contact [Daniel Ascencio](#) or call +1 514.759.6626.



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## **Sector News/Opportunities**

### **Africa Report Video Collaboration Opportunity**

ANDE member Africa Report, an organization that promotes sustainable entrepreneurship across Africa through a weekly television program broadcast, an online platform, newsletters and seminars, is excited to announce an opportunity for all ANDE members to have their work with small and growing businesses filmed and broadcast in 42 countries and on the internet. This is a tremendous opportunity for members to showcase their work in Africa with SGBs to a broad audience and allow Africa Report to increase the breadth of its programming. Members that choose to collaborate with Africa Report will be able to utilize the high quality videos for their own promotional and educational purposes. Some of the recent entities they have featured include the [Dutch Ministry of Development Cooperation](#), [OikoCredit](#), [ICCO](#), and [Helvetas](#). You can view one example of an Africa Report program on The Centre for Promotion of Imports

(CBI), an international organization that stimulates entrepreneurship in developing countries, [here](#). To find more information about this opportunity, please email [Raymond Hasselerharm](#), or call +31 653.772.570.



### **Corporate Leaders Program for Success in Majority Markets**

Deadline: Monday, August 16th at 6 pm EST

If you have an idea about a base of the pyramid project for your company, now is the time to share it. Applications are currently being accepted for the Corporate Leaders Program for Success in Majority Markets, organized by the IDB's Opportunities for the Majority initiative and Dalberg Global Development Advisors. Selected companies will receive valuable support in turning their BoP business concepts into detailed business plans. Application forms in English and Spanish, along with brochures and other information about the program, can be found [here](#). The application deadline is **Monday, August 16th at 6pm EST**. If you plan to apply or have any questions, please [send an email](#) indicating your intent.



### **Development Innovation Ventures of USAID Seeks Innovative Projects**

Deadline: August 15, 2010

The Development Innovation Ventures (DIV) team at the US Agency for International Development (USAID) aims to further institutionalize the process by which great ideas are conceptualized, developed, refined to meet real-world operational challenges, rigorously tested, and ultimately scaled up to change the world in fundamental ways. DIV's goal is to identify and support innovations with a proven, cost-effective impact that can potentially match the scale of microfinance, which has been adopted by at least 75 million end users worldwide.

DIV will:

- Provide seed funds to a diverse range of external applicants to undertake the type of high-return and sometimes high-risk projects that breakthrough innovations often require;
- Assist and fund partners to develop, refine, and rigorously test the impact of ideas that can credibly scale to improve the lives of tens of millions of people in multiple countries;
- Assist and fund transitions to scale for innovations for which there is either compelling evidence of a cost effective impact on the lives of the poor that justifies the long-term use of public funds or a credible plan for long-run scaling using private funds without a subsidy; and
- Forge bold new partnerships which allow USAID investments to access and leverage the financial resources, staffing, ideas, expertise, and distribution networks of others.

DIV anticipates a maximum of \$350,000 in funding for FY2010. In order to be considered for FY10 funds, **applications or concept papers must be submitted by August 15, 2010**. Applicants who apply after August 15, 2010 will be considered for FY11 funds. DIV anticipates that the FY11 maximum funding level will be substantially greater than the \$350,000 available in FY10. More details can be found [here](#).



## Entrepreneurial Finance Lab (EFL) Psychometric Test

The Entrepreneurial Finance Lab (EFL) has begun implementing its psychometric-based test which allows banks to identify high potential entrepreneurs and measure risk among micro and SME borrowers with insufficient credit history. EFL has partnered with banks, venture capital funds, and capacity builders in Africa and Latin America to help them lower operational costs, better target finance and assistance to high-potential entrepreneurs, and open up market segments previously unreachable by conventional screening. EFL was born out of three years of research in Harvard's Center for International Development, funded by Google.org. The test is an automated 30-minute assessment which measures an entrepreneur's psychological profile, honesty, intelligence, and business acumen to evaluate risk and future earnings potential. It has shown stronger predictive power than traditional credit scoring models based on financial statements and sociodemographic variables. For more information on EFL's expansion, visit [their website](#) and read this recent [Business Week article](#).

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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.

The Aspen Network of Development Entrepreneurs



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