



Aspen Network of Development Entrepreneurs

ANDE Newsletter Volume 12, July 2010

Dear ANDE Friends and Colleagues,

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

ANDE Activities

- Announcing: the G20 SME Finance Challenge
- South Africa Hub Launch
- Metrics Conference Recap
- ANDE Latin American Conference featured in *Estrategia y Negocios* Magazine
- ANDE/USAID/DAI Sustainable Tourism Roundtable Event - July 15th
- ANDE Executive Committee Nominations – Due August 6th
- ANDE Annual Conference – September 29-October 1st in Glen Cove, New York
- New ANDE Member spotlight – East Meets West Foundation and Actis Acts

Sector Events

- BOP Modeling Workshop – July 19th, Miami, Florida
- Root Change launches Innovation Scouts – July 28-30 in Dar es Salaam, Tanzania
- Colombia: Fertile Ground for SGBs and Impact Investing Conference – August 18-19th, Bogotá, Colombia

Sector News/Opportunities

- LGT Venture Philanthropy Opportunity
- Ayllu launches [iuMAP](#) Social Enterprise Directory
- MBAs Without Borders and MBA Enterprise Corps

As always, thanks for reading!

Randall Kempner
Executive Director

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ANDE Activities



Announcing the G20 SME Finance Challenge

The Group of Twenty Finance Ministers and Central Bank Governors (G-20) and Ashoka's Changemaker's, with support from the Rockefeller Foundation, are proud to announce the G-20 SME Finance Challenge.

Background: At the Pittsburgh Summit, the G-20 created the Financial Inclusion Experts Group (FIEG) to expand access to financial services to the poor. Co-chaired by the US, Canada, and Korea, leaders called for the launch of a global SME Finance Challenge to specifically help small and medium size entrepreneurs grow their businesses. The Challenge's aim is to find the best models worldwide for public-private partnerships that catalyze finance for SMEs and subsequently give creators of those models a chance to solicit funding.

ANDE's Role: ANDE, a network partner for the Challenge, has been advising the Treasury Department on the SME Challenge since the fall, and we are thrilled to support its launch. The unique collaboration between the G-20 countries and nonprofit organizations, such as the Rockefeller Foundation and Ashoka Changemakers, demonstrates the cooperative nature of this competition and the strong backing it has received by all parties.

Process: Proposals are being accepted from all types of institutions. The evaluation criteria on which the proposals will be assessed on are: innovation, leverage, social and economic impact, sustainability, and soundness. The best 12-15 proposals will be selected as winners, including one from each of the world's six regions. Challenge winners will be invited to the G-20 Summit in November 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 participate in implementing scalable and sustainable proposals.

Visit www.changemakers.com/SME-Finance until August 25th to nominate or enter a solution that unlocks private finance for SMEs. We strongly encourage ANDE members to offer proposals for this challenge.

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ANDE South Africa Hub Launches

On June 25th, twenty six regional participants joined in Johannesburg to launch the ANDE South African Hub. Twenty-three different organizations, drawn from local and international



investors, technical assistance organizations, and educational institutions, were represented at the one day meeting in Cape Town. Coordinated by Heart Social Investments, an ANDE member based in Cape Town, the meeting focused on identifying ways in which local members could collaborate to support the SGB sector in South Africa. The next meeting is scheduled for July 30th, 2010 in Johannesburg. For more information about the South Africa Hub meeting, please contact [Peter Shrimpton](#) at Heart.

ANDE's regional hubs work to increase the collaboration and knowledge sharing amongst ANDE members at the local level. Currently, ANDE's four hubs are: Central America/Mexico, Brazil, South Africa, and East Africa. For more information about the regional hubs, contact [Jenny Everett](#).

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ANDE Metrics & Evaluation Conference Recap

ANDE held its second Metrics and Evaluation Conference on the 7th and 8th of June, 2010. Over 100 participants participated in the two day conference that brought together experts and entrepreneurs for an overview of the current metrics landscape, an update and working sessions on the Impact Reporting and Investment Standards (IRIS) initiative, a review of new impact assessment tools, and more.

Join the discussion by visiting the [Metrics from the Ground Up website](#). In addition, the following sessions were recorded and can be [watched here](#):

- "Social Impact Frameworks, Tools, and Applications" – Veronica Chau (Dalberg) and Steve Wright (Salesforce.com Foundation);
- "New Tools: Pulse, IRIS, and GIIRS" – Margot Brandenburg (Rockefeller Foundation), Sarah Gelfand (GIIN), Beth Richardson (B-Lab), Joe McVicker (App-X); and,
- "Cultivating a Performance Management Culture" – David Bonbright (Keystone Accountability), Brad Presner (Acumen Fund), Rafi Menachem (Grassroots Business Fund).

If you have any questions about ANDE's impact assessment efforts, please contact [Lindsey Anderson](#).

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ANDE Latin American Conference featured in Estrategia y Negocios Magazine

The ANDE Latin American Conference was recently featured in the May/June issue of Estrategia y Negocios Magazine, which is the

leading business magazine in Central America. The article includes quotes from various ANDE members who participated in the conference, as well as a full length interview with Alvaro Rodriguez Arregui of Ignia Fund. You can read the article in Spanish [here](#).



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ANDE/USAID/DAI Sustainable Tourism Roundtable

July 15th, 2010
Washington, DC

On July 15th, in partnership with USAID and DAI, ANDE will hold a roundtable discussion on the challenges and opportunities for investing in community-based sustainable tourism. **Impact investors** who are interested in participating in the event should contact [Jenny Everett](#).

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ANDE Executive Committee Nominations

Due: 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 re-nominate themselves 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](#).

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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, CEO of the Kauffman Foundation, as the keynote speaker and 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.

Registration will open in mid-July and space is limited! Contact [Joanna Herrmann](#) with any questions.

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New Member spotlight: ANDE welcomes East Meets West Foundation and Actis Acts to the network –

- [East Meets West Foundation](#) creates sustainable and catalytic solutions to difficult development problems. Their mission is to transform the health, education, and communities of disadvantaged people in Southeast Asia by building partnerships, developing opportunities, and creating sustainable solutions. EMW's core program work is in the areas of education, medical and health care, clean water and sanitation, and infrastructure. EMW has over 100 staff located in the USA, Vietnam, Laos, Cambodia, and East Timor.
- [Actis](#) is a private equity firm dedicated exclusively to the emerging markets with \$4.8 billion under management. Actis has a sixty year history of investing in emerging markets and is dedicated to delivering the positive power of capital. They hope to maximize returns for investors while also maximizing returns for the societies in which

they serve. Actis recently launched **Actis Acts**, a global philanthropic initiative which will focus on social entrepreneurship and education.

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Sector Events

Corporate Leaders Program for Success in Majority Markets Presents: BOP Modeling Workshop

July 19th, 2010

Miami, Florida



The Inter-American Development Bank's Opportunities for the Majority Initiative, in partnership with Dalberg Global Development Advisors, is launching a program to identify

promising business concepts that engage with the base of the pyramid in **Latin America and the Caribbean**, and support companies as they develop their business plans. On July 19th in Miami, executives are invited to learn more about how to create a successful BOP business model. Registration is free of charge and is on a first-come, first-served basis. On August 16th, up to ten companies will be selected by an expert panel to receive intensive, individualized consulting services. For registration, eligibility criteria, and more information, [visit the website](#).

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Root Change launches Innovation Scouts in Tanzania

July 28-30th

Dar es Salaam, Tanzania

ANDE member Root Change, with support from the Grassroots Business Fund and the ANDE Capacity Development Fund, will bring their Innovation Scouts initiative to Tanzania during the last week of July. Root Change will be hosting three events with Serengeti LTD designed to help grow the local SGB sector. Space is available to ANDE members and their local partners.

- *Small and Growing Businesses Opportunity Screening Workshop.* On Wednesday, July 28, Root Change will host an Investment Opportunity Screening Workshop. At the event, small and growing business owners will have an opportunity to pitch their enterprise to investor representatives.
- *Business Development Service (BDS) Provider Marketplace.* On Thursday, July 29, Root Change will host a BDS Service Provider Marketplace for local service providers and local small and growing business owners. Business owners will have a chance to meet local providers and to bid on services that can support their enterprise. The first five businesses to negotiate service agreements will receive a \$500 voucher from Root Change to help cover BDS expenses.
- *Innovation Scouts Training.* On Friday, July 30, Root Change will host a training for individuals interested in learning how to identify social businesses for investment. From opportunity screening to investment strategy to deal brokering, participants will learn

how to scout for pattern breaking social enterprises and will have an opportunity to join the Root Change Innovation Scouts initiative.

Each of the three events are free and will include breakfast and lunch. Please forward details to interested staff and partners. To RSVP, email jgray@rootchange.org. Please indicate which events you or your partners plan to attend.

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Colombia: Fertile Ground for SGBs and Impact Investing Conference

August 18-19th

Bogotá, Colombia

Colombia is fostering the growth of a vibrant ecosystem around impact investing and SGBs. On August 18th and 19th, New Ventures Colombia will convene the most relevant industry players at a conference and investment forum at the campus of Universidad de los Andes in Bogotá, Colombia. The two-day event will include a conference discussing 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 **Universidad de los Andes School of Management, Fundación Bavaria, and World Resources Institute**. The event 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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Sector News/Opportunities

LGT Venture Philanthropy iCats Program

LGT Venture Philanthropy is seeking 30 passionate business professionals, for temporary (3-12 months) positions, who want to use their professional skills to help social organizations around the globe scale their impact. The iCats Program aims to bridge the gap between LGT Venture Philanthropy portfolio organizations in need of professional know-how and resources, and business professionals with the desire to apply their knowledge and experience (strategy, business development, marketing, process and systems) to improve the quality of life for less privileged people. This program is intended for business professionals who are looking for a meaningful, impactful and exciting philanthropic engagement, as part of a "leave of absence" program, an (early) retirement or a career change towards the social business sector. Read more about the program on the program [website](#) and on [NextBillion](#). Please direct any inquiries to [Tom Kagerer](#).

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Ayllu launches [iuMAP](#) Social Enterprise Directory, hosted by Next Billion

Ayllu has released the largest publicly available directory of market solutions to poverty on



Next Billion, accompanied by weekly blog posts focused on scaling impact. It lists over 300 social enterprises in 55 countries, and Ayllu is seeking new submissions from the social innovation community to triple the map's size by the end of 2010. The iuMAP is a first step towards Ayllu's goal of mapping the entire BOP social enterprise ecosystem. Ayllu collects wide-ranging, in-depth data from social enterprises

worldwide, which it analyzes and distributes in the form of best practices, trends, benchmarks. It aims to use the power of information to drive better decision making amongst funders and social enterprises, and to lower business costs. Ayllu is a US-based 'hybrid' non-profit currently based in Sao Paulo, Brazil.

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MBA's Without Borders and MBA Enterprise Corps – a Resource for Organizations that Promote Economic Development

The MBA Programs division of CDC Development Solutions (CDS) — an ANDE member providing innovative, market-driven solutions to challenges in emerging markets — recruits professional, experienced MBA graduates to provide advisory services and capacity building to organizations that promote SME development in emerging markets. Through the MBA Enterprise Corps and MBAs Without Borders, organizations can receive short or long term technical assistance and support from professionals with experience in finance, business development, operations, marketing, international development, and a range of management functions. Since 1990, over 1,000 MBA Advisors have served around the world.

Through an established recruiting network, CDS fields candidates with degrees from top business schools, supports partners in the selection process, and provides ongoing management and logistical support throughout the assignment, including training, international travel, laptop, medical/evac insurance, and monitoring and evaluation.

To learn more about requesting an MBA Advisor and opportunities to volunteer, contact MBAprograms@cdc.org or visit the [CDS website](#).

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