



Dear ANDE Friends and Colleagues,

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

ANDE Activities:

- **ANDE 2010 Annual Conference Recap** (Conference participants, please fill out the evaluation if you have yet to do so!)
- **Exclusive Member-Only Opportunity: Leadership Train-the-Trainer Workshop**
- **ANDE at SoCap 2010**
- **ANDE Member Portal Webinar**
- **New ANDE Member spotlight**
 - o ACCION International
 - o Bamboo Finance
 - o The Bridge Fund
 - o Trilinc Global, LLC

Sector Events:

- **Roundtable on Entrepreneurship Education (REE) Latin America 2010, October 19-21, 2010, Lima, Peru**
- **Hearing the Voices of the Poor through Impact Assessment Workshop, October 26-28, 2010, University of Michigan**
- **Villgro's Unconvention, December 3-4, 2010, Chennai, India**

Sector News/Opportunities:

- **Goldman Sachs 10,000 Women Recruiting**
- **Acumen Fund Global Fellows Program**
- **Echoing Green Seeks World's Leading Social Entrepreneurs**
- **Second Version of Impact Reporting and Investment Standards (IRIS) Released**
- **Second Annual Unreasonable Institute**
- **MasterCard "Youth Learning, Earning and Saving" Initiative**

As always, thanks for reading!

Randall Kempner
Executive Director

ANDE Activities

ANDE 2010 Annual Conference Recap

The 2010 ANDE Annual Conference took place from September 30th through October 1st, in Glen Cove, New York. More than 140 participants from 70+ organizations representing 17 countries gathered to hear about developments in the Small and Growing Business (SGB) sector, discuss common challenges, and learn about ANDE's progress to date. The meeting convened leading figures in the impact investing and entrepreneurship development fields, including investors, technical assistance providers, academics, and public sector officials.

ANDE welcomed Dr. Rajiv Shah, Administrator of USAID, Elizabeth Littlefield, President and CEO of the Overseas Private Investment Corporation (OPIC), and Dr. Carl Schramm, President and CEO of the Kauffman Foundation as keynote speakers. The conference included a variety of sessions designed to facilitate knowledge sharing and new partnerships between participants. In addition, grantees of the ANDE Capacity Development Fund (CDF) shared updates on their progress and explained how these initiatives will benefit the broader sector.

If you attended the Annual Conference and have yet to fill out a conference evaluation, please do so [here](#).

Conference videos, pictures, and presentations will be available on the [conference website](#) within the next week.

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Member-Only Opportunity: CCL 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 is designed to provide participants with core facilitation skills and content knowledge to deliver leadership development programs around the globe. Please see the [program flyer for more information](#). **Complete the registration form** and email it to [Janet Carlson](#) or fax it to +1.336.286.4434 ASAP to reserve one of the last remaining spots!

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ANDE at SoCap 2010

In September, ANDE participated in the SoCap 2010 Conference in San Francisco, CA. Over 1,200 individuals participated in this conference, which was very well attended by ANDE members. More than half of the keynote speakers represented ANDE member organizations, and ANDE members participated in numerous panels to showcase their work. Two of the sessions were moderated by ANDE staff. Randall Kempner moderated a panel on how institutions like OPIC and The Bill and Melinda Gates Foundation can help scale impact investing. Lindsey Anderson facilitated a discussion focused on the adoption of tools to help organizations measure their impact. Representatives from En-Ca, WorkSources Institute - New Ventures, GIIRS and IRIS were panelists.

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ANDE Member Portal Webinar

October 14th, at 11 a.m. EDT

ANDE will be hosting a webinar for its members to showcase the new ANDE Member Portal. The Member Portal is an online platform that allows ANDE members to improve their effectiveness by collaborating with one another virtually. The webinar will take place on Thursday, October 14, 2010 at 11:00 AM EDT, and will provide a detailed walk-through of the portal, show how data is entered, demo the new member map and searchable database, and answer any questions. If your organization is a member of ANDE and you would like to participate in the webinar, please email [Ahmed Kodouda](#) by Wednesday, October 13th.

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ANDE is thrilled to announce that we have reached 100 members! We are proud to welcome the following organizations into the network:

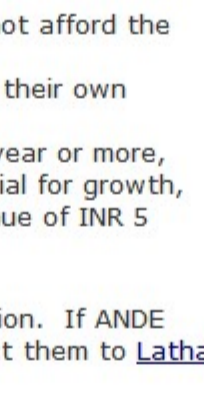
- **ACCION International** is a microfinance organization with the mission of giving people the financial tools they need to work their way out of poverty. Historically, ACCION has implemented this mission by building high performing institutions that are commercially viable and locally managed to promote more permanent solutions for financial inclusion. Recently, ACCION has expanded its core work to expand into the small and growing business (SGB) space through ACCION's Frontier Investments Group. Frontier Investments Group is a microfinance "adjacency" fund sponsored by ACCION International that invests in new technologies and disruptive business models that can powerfully enhance the way financial services are delivered to the poor. Its target sectors are: are technology (e.g. shared payment platforms, credit scoring, business process outsourcing solutions), distribution (such as mobile banking, cards and point of sale and other branchless payment systems), and new financial products beyond microcredit (such as microinsurance, home improvement, and housing finance). <http://www.accion.org/>
- **Bamboo Finance** is a commercial global investment advisory firm with offices in Geneva, Switzerland, and San Francisco, USA, specializing in the financing of social entrepreneurship. Building on BlueOrchard's ten-year track record in microfinance investing, Bamboo Finance's goal is to support innovative, commercially viable enterprises which are designed to generate significant social impact and financial return. These are companies which deliver essential goods and services that directly benefit low income communities by providing access to affordable housing, healthcare, education, energy, livelihood opportunities, water, sanitation and the like. Bamboo Finance's first client, the Luxembourg based Oasis Fund, offers debt and equity financing to businesses generating social impact, with a strong priority on innovative and scalable models which directly impact low-income and 'base of the pyramid' communities, while delivering attractive total returns to investors. <http://www.bamboofinance.com>
- **The Bridge Fund of The Philanthropic Collaborative/Rockefeller Philanthropy Advisors** was established in 1996 by a distinguished group of Americans, Asians, and Europeans. Their mission is to support sustainable economic development, cultural heritage preservation, and environmental conservation in Tibetan communities in China. A key focus of work is providing Tibetan communities with support for sustainable economic development through both community and business development programs. Since 1996, The Bridge Fund has supported more than 500 projects and programs in Tibetan communities. Recently, The Bridge Fund established the first Socially Responsible Business Development Center in Chengdu, China to provide training and resources for growing businesses in the region. <http://www.bridgefund.org/>
- **Trilinc Global, LLC** is the first impact investment firm dedicated to harnessing the collective power of retail investors to help businesses in developing countries create jobs, grow the middle class, and generate measurable positive impact. Trilinc Global is dedicated to the idea that positive economic growth, social progress, and environmental sustainability can and must go hand and hand. Trilinc operates in the U.S., Latin America, and South Asia, and invests capital through a series of proprietary funds, with a new focus on non-traded SEC registered retail fund vehicles which pay a fixed current dividend, offer long-term capital appreciation potential, and produce measurable social and/or environmental impact results. <http://www.trilincglobal.com/home>

Sector Events

Roundtable on Entrepreneurship Education Latin America 2010

October 19-21, 2010
Lima, Peru

Accel, along with the Universidad ESAN, will host the Roundtable on Entrepreneurship Education (REE) Latin America 2010. The theme is "Entrepreneurship, Innovation and Economic Development." This thought-provoking conference will gather business, science, and engineering faculty from leading universities across Latin America and beyond, with the goal of accelerating entrepreneurship education for scientists and engineers. During the conference, there will be a poster session for educators who would like to present their pedagogies and projects. For more information on this event, please visit the [website](#) and to register, click [here](#).

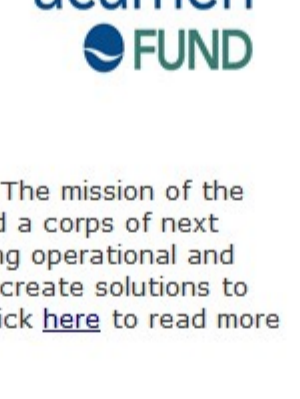


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Hearing the Voices of the Poor through Impact Assessment Workshop

October 26-28, 2010
University of Michigan

The William Davidson Institute (WDI) of the University of Michigan will host a workshop entitled "Hearing the Voices of the Poor through Impact Assessment." This three day training workshop, held in partnership with colleagues at the Ross School of Business and the University of Michigan School of Social Work, is designed to build attendees' capabilities in developing and implementing a cost-effective process to understand, measure, and improve local poverty alleviation impacts. During the workshop, participants will use the Base of the Pyramid (BoP) Impact Assessment Framework, as featured in the Harvard Business Review, to identify potential impacts of their venture. Alongside the framework, WDI will share a robust and systematic approach for ventures to use to measure and track their impacts.



To register for the workshop, please click [here](#). For more information contact [Heather Esper](#) or call +1.734.764.6339.

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Villgro's Unconvention

December 3-4, 2010
Chennai, India

Villgro's Unconvention aims to provide a common meeting ground for innovators, social entrepreneurs, policy makers, opinion leaders, academics, investors, media and investment lights from the innovation and social entrepreneurship ecosystem. Befittingly christened *Unconvention*, the event has and will continue to specifically focus on catalyzing and celebrating socially relevant market based models. Unconvention 2010 is scheduled for December 3-4th in Chennai, India. Building off of last year's momentum and feedback, a new component has been added - the Investor Forum. This forum will provide an opportunity for investors looking for deals in the sector to interact with social entrepreneurs looking for investments.

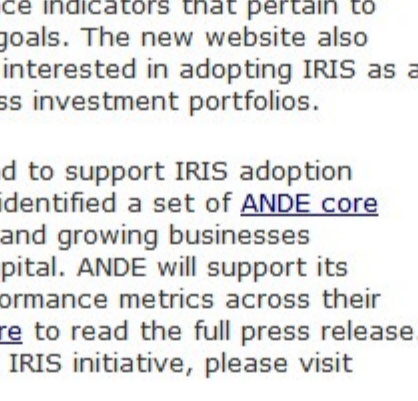


Registration for all components of Unconvention 2010 are now open. Please visit www.villgro.org/unconvention for more details. For questions send emails to unconvention@villgro.org.

Sector News/Opportunities

Goldman Sachs 10,000 Women Recruiting

The Goldman Sachs 10,000 Women academic partner, the Indian School of Business (ISB), is recruiting women for its next cohort of 10,000 women scholars in two Indian cities - Pune and Delhi. The program seeks women with existing SMEs in both cities. This cohort from Pune will enroll 174 women from its program. The next cohort from Pune will enroll 60 scholars and Delhi will enroll 30 scholars. To qualify for the program, scholars must meet the following criteria:



- Women must be underserved and could not afford the program without a significant sacrifice,
- Women entrepreneurs must be managing their own business,
- The business must be in operation for a year or more,
- The business must have excellent potential for growth,
- The business must have an annual Revenue of INR 5 Lakhs - 50 Lakhs,

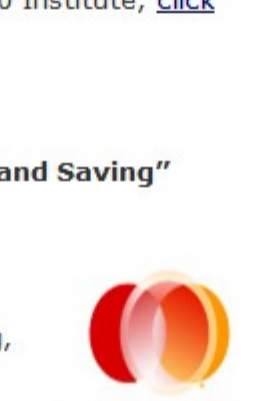
Please see the program's [website](#) for more information. If ANDE members know of qualified women, please direct them to [Latha Venkatesan](#) for further information.

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. 10,000 Women operates through a network of more than 70 academic and non-profit partners to develop locally relevant coursework for students and to improve the quality and capacity of business education. To find out more about 10,000 Women please their [website](#).

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Acumen Fund Global Fellows Program

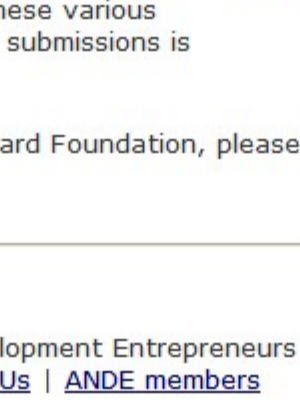
The Acumen Fellowship is a one year program that immerses Fellows in world-class leadership training, field work with social enterprises on the front lines, and a community of change-makers and thought-leaders. Acumen is now accepting applications for the Class of 2012. Learn more to find out if you have what it takes to become an Acumen Fund Global Fellow. The mission of the Acumen Fund Fellows Program is to build a corps of next generation social sector leaders by fusing operational and financial skills with moral imagination to create solutions to global poverty and fill the talent gap. Click [here](#) to read more about the program and to apply!



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Echoing Green Seeks World's Leading Social Entrepreneurs

Since 1987, Echoing Green has provided seed funding and support to nearly 500 social entrepreneurs - including the founders of Teach for America, City Year, College Summit, SKS Microfinance, and Genecode Intervention Network. In the Spring 2011, Echoing Green will award between 12 and 20 fellowships to early-stage social entrepreneurs. Fellows receive up to \$90,000 in seed funding over two years, technical support, and access to a powerful global community of fellows and alumni.



The online application will open in mid-October 2010. Right now, potential applicants should [review the application questions and sign up for application updates](#) from us. Click [here](#) for more information.

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Impact Reporting and Investment Standards (IRIS) 2.0 Released

Earlier this month at SOCAP 10, the Global Impact Investing Network (GIIN) released the second version of the Impact Reporting and Investment Standards (IRIS), which incorporates significant enhancements to the original IRIS social and environmental reporting framework. IRIS provides a common set of social and environmental metrics and definitions for reporting the performance of impact investments. The IRIS 2.0 enhancements integrate critical feedback from industry experts, funds piloting the original IRIS reporting standards, and other stakeholders who were engaged during a public comment period.

The release of IRIS 2.0 coincided with the launch of a new [IRIS website](#) which makes it easier for companies and funds to identify specific IRIS performance indicators that pertain to their social and environmental goals. The new website also provides guidance to investors interested in adopting IRIS as a performance tracking tool across investment portfolios.

As an IRIS strategic partner and to support IRIS adoption among its members, ANDE has identified a set of [ANDE core IRIS metrics](#) pertinent to small and growing businesses receiving impact investment capital. ANDE will support its members in tracking these performance metrics across their investment portfolios. Click [here](#) to read the full press release. For more information about the IRIS initiative, please visit iris.thegiin.org.

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Second Annual Unreasonable Institute

It's official! The Unreasonable Institute is on the search for the most brilliant, innovative, and ambitious early stage high-impact entrepreneurs in the world! Those people who will be remembered by future generations as having defined progress in our time. The Second Annual Unreasonable Institute will unite 25 exceptional early-stage entrepreneurs for 8 weeks in the summer of 2011 in the beautiful, entrepreneurial city of Boulder, Colorado. Over the course of the Institute, Unreasonable Fellows will work and live with 60 world-class mentors, pitch their ventures to investors in five entrepreneurial Meccas across the United States, learn from premier consulting organizations, and gain unprecedented levels of international exposure.

If you are confident that you are amongst the world's most promising entrepreneurs and that your venture will be globally significant, [click here to apply!](#) **Applications close November 10th, 2010.** To read more about the 2010 Institute, [click here](#).

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MasterCard "Youth Learning, Earning and Saving" Initiative

The MasterCard Foundation is pleased to announce this Request for Expression of Interest as part of a new "Youth Learning, Earning, and Saving" initiative for Sub-Saharan Africa (SSA). This initiative is focused on strengthening programs, products or services for young people in SSA that integrate access to finance, business skills or employment with educational opportunities. Specifically, the Foundation is looking to partner with organizations, financial institutions, or social enterprises whose models and programs intentionally link these various components together. The deadline for submissions is **October 25, 2010** at 6pm EST.



For more information about the MasterCard Foundation, please visit their [website](#).

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 Conference Calls

ANDE Metrics Working Group Call
(1st Tuesday of every month)
Tuesday, October 12th
10 - 11 a.m. EDT

ANDE Member Portal Webinar:
Thursday, October 14th
11 a.m. - 12 a.m. EDT

Sector Update Call:
(3rd Wednesday of every month)
Wednesday, October 20th,
11 a.m. - 12 noon EDT

For more information on any of these upcoming events, please email [Ahmed Kodouda](#).

Find ANDE at the following conferences:

Opportunity Collaboration
October 15-20,
Ixtapa, Mexico

Africa Platform 2010
Missing Middle Summit
October 23rd, New York City



To submit items to the newsletter, please email [Ahmed Kodouda](#)