

Vol. 10, April 2010

Dear ANDE Friends and Colleagues,

Spring is here and we have lots of events in the works! In this edition, we highlight:

ANDE Activities

- ANDE March Events in Review
 - Investment Manager Training
 - Latin America Conference
 - Impact Assessment Manager
- ANDE London Convening – April 13th, London, England
 - Impact Report Released
 - Capacity Development Fund Winners Announced
- ANDE Metrics Working Group Call – April 9th
- ANDE MBA Intern Hub Project
- ANDE Upcoming Events –Orientation Training (May 25-26th), Metrics Conference (June 7-8th), Annual Conference (Sept. 29-Oct 1st)

Sector Events

- Investors' Circle 2010 Spring Conference & Venture Fair – April 18-20th, San Francisco
- International Corporate Volunteerism Workshop – April 21st, Washington DC
- The Transformational Business Network National Conference, May 14th, London
- 2010 Opportunity Collaboration, Cordes Fellowship Nominations – October 15-20th

Sector News/Opportunities

- Apply for an Intern with the Artemisia Social-Business Ventures Program
- Africa Enterprise Challenge Fund: Research Into Business Competition

As always, thanks for reading!



Randall Kempner
Executive Director

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ANDE Activities

March Events in Review

In March, ANDE held its first Investment Manager training in Nairobi (March 1-12th), its first Regional Conference in Nicaragua (March 23-26th), and hired our fourth staff member. Read on...

Investment Manager Training: Thirty-four participants from twelve countries attended the two sessions of ANDE's investment manager training in Nairobi, Kenya. Over the 5-day training, the participants were brought through the entire process of conducting deals – from due diligence to monitoring and evaluation. Kafui Adoboe with JCS Investments shared, "This has been such a great experience -- probably the best five days of knowledge building and experience sharing I have ever had. I hope this is the first of many more to come. It has been tremendously useful and worth every dollar and every second. Ayekoo!" Marindame Kombate, an Investment Officer for E+Co Ghana, also blogged about his experience in the training. [News highlights.](#)



Training Participants: Week 1

Training Participants: Week 2



ANDE Latin America Conference: ANDE's first regional gathering took place in Granada, Nicaragua, from March 23-26th with 130+ participants coming together from across Latin America. With the support of an ANDE Capacity Development Fund grant and the W.K. Kellogg Foundation, the conference was hosted by Agora Partnerships, Root Capital, and TechnoServe. Sessions were a mix of panels and interactive workshops on metrics, marketing, entrepreneur support strategies, deal sourcing, portfolio management, and partnership development. Alavaro Rodriguez of Ignia keynoted the event with a challenging and inspirational talk on the opportunities in impact investing. Additional highlights included a Wednesday night reception at the residence of U.S. Ambassador Callahan,



lunch at El Convento (the oldest church in the Americas), the Thursday night island celebration at an isleta in Lake Nicaragua, The event kicked off at a news conference in Managua, where Executive Director Randall Kempner discussed findings of the ANDE 2009 Impact Report and Ricardo Teran, co-founder of Agora Partnerships, discussed the development potential in Nicaragua. The conference was picked up by the two major Nicaraguan newspapers – *La Prensa* and *El Nuevo Diario* and was covered extensively in NextBillion. [News highlights.](#) [Conference Pictures.](#)



Maria Cavalcanti (Avina Foundation) and Ueli Frei (FUNDES) share a laugh with Randall Kempner.

ANDE Impact Assessment Manager: We are excited to announce that Lindsey Anderson will join us as our new Impact Assessment Manager on April 19th. Lindsey will be leading ANDE's metrics and evaluations efforts, and working with members to implement the Impact Reporting Investment Standards (IRIS). She is thrilled to be working with and supporting ANDE members to develop transparent and consistent metrics in the impact investing space. Lindsey is joining us from the Salesforce.com Foundation where she oversaw the expansion of their global product donation program from 3300 organizations to over 8300 organizations in more than 55 countries. Additionally, she developed programs for organizations to better adopt the [Salesforce.com](#) platform and helped the Salesforce.com Foundation measure its impact. Previously she worked in community development and as a social worker. She holds a BA in Sociology and History from Westmont College. Lindsey will be working from San Francisco for her first year. Please help us in welcoming Lindsey to the team!



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ANDE London Convening

April 13, 2010
London, England

Join ANDE for the one year anniversary of our launch. We are returning to the Shell Foundation headquarters in London for a reception from 5-8pm on April 13th, the day before the Skoll Forum begins in Oxford. Limited space remains and RSVP is required, so if you plan to join but have yet to RSVP, please contact [Jenny Everett](#).

At this one-year milestone, we will proudly announce the formal release of our 2009 Impact Report as well as the winners of the 2nd round of Capacity Development Fund grants.



2009 Impact Report: Containing never-seen statistics on the state of the SGB sector and ANDE members' aggregate impact to date, this report serves as a baseline for our work in the space. In addition to the full report, which will be available on our website, an executive summary is available in Spanish. Hard copies of the report will be mailed to all ANDE member organizations. If you have any questions, contact [Joanna Herrmann](#).

Capacity Development Fund Grants: Funded with generous grants from the Lemelson Foundation, the Bill & Melinda Gates Foundation, and the Shell Foundation, the \$1M Capacity Development Fund (CDF) serves to fuel initiatives aimed at inter-organizational collaboration and capacity building. The goal of the CDF is to increase the productivity and effectiveness of ANDE members, while creating tools and insights that can help the SGB sector as a whole. After a successful first round of funding in September, in which eight proposals were given a total of \$522,000, we are proud to announce the decisions of the second round of funding. This round granted \$450,000 to seven proposals in which fourteen ANDE members collaborated. For information on the winning proposals, visit [the website](#) on April 13th or read the May newsletter!

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Metrics Working Group Call

April 9th, 9amEST

As we gear up for the Second Annual ANDE/GBF Metrics Workshop in June, we wanted to provide you with the opportunity to learn about two leading tools in the social impact measurement space. The next metrics working group call will be Friday, April 9th from 9:00-10:00am EDT. Dial-in to hear from Ted London about making better investments at the BOP and Sara Olsen on the social evaluator. If you plan to participate, please fill out this short [form](#).

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ANDE MBA Intern Hub Project

As part of our MBA Intern Hub Project, we have recently launched a [website](#) which lists summer internships in the ANDE Network. Through this project, we have been working with our members to help them create summer internship opportunities in order to better leverage available talent in MBA programs, while at the same time creating more opportunities for current students. We look forward to growing this effort for upcoming hiring cycles. Special thanks to Andres Satizabal, NYU Stern MBA Candidate, Class of 2011, for his work on this project.

Additionally, don't forget to continually check the ever-expanding [Jobs in the Network](#) page on our website for available positions in the sector.

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ANDE Upcoming Events – Mark Your Calendars!

Orientation Training: Supporting the SGB Sector 101 – This introductory training is geared towards new hires and summer associates of ANDE member organizations. It will be held at the McKinsey & Co. offices in New York City from May 25-26th. ANDE members are invited to [fill out this brief survey](#) and registration will open in the upcoming weeks. If you are interested in learning more or serving on the planning committee, please contact [Joanna Herrmann](#).

Metrics & Evaluation Conference - ANDE's second metrics conference will take place June 7-8th at the Aspen Institute in Washington, D.C. The planning is already underway to create an informative and useful conference. Sessions will include an overview of the current metrics landscape, an update and working session on the Impact Reporting and Investment Standards (IRIS) Initiative, an overview of new impact assessment tools, and more. Conference fees will be approximately \$60 for ANDE members/\$100 for non-members and will include breakfast and lunch on both days. Registration will open in mid-April. For more information, contact [Joanna Herrmann](#).

2010 ANDE Annual Conference – This year's annual conference has been set for September 29th – October 1st. We will be returning to Glen Cove outside of New York City – save the date!

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Events



Investors' Circle 2010 Spring Conference & Venture Fair: Mobilizing Capital and Community
April 18-20, 2010
San Francisco, CA

The Investors' Circle Conference is where impact happens. Join us to connect with social entrepreneurs, investors, business professionals, foundations, non-profits, and those passionate about creating a sustainable economy. Investors' Circle has been identifying pioneers in the mission-based sector for close to 20 years. Are you ready to join the movement?

Chip Conley, CEO of Joie de Vivre Hospitality and author of *Peak: How Great Companies get their Mojo from Maslow*, will kick off the Conference Day program, which also features breakout sessions, interactive moderated discussions, exhibition booths, a plenary on transparency, and a networking reception. [Learn more and register for the conference.](#)

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International Corporate Volunteerism Workshop: Learning from the Practitioners

April 21, 2010

Washington, DC

CDS, IBM, and DLA Piper (one of the world's largest law firms) are hosting a 1-day workshop in Washington, DC on April 21st focused on best practices in starting, implementing, and measuring international corporate volunteer programs. Currently, representatives from over 25 multinational companies are already committed to attend to discuss the value of ICV programs and the nuts and bolts of how to implement them. Panelists will include representatives from companies already implementing programs, and the attendees will include companies interested in starting an ICV program.

CDS would like to invite ANDE members to attend, and interested participants can [register here](#). For questions, call or email [Kate Ahern](#), 202-530-7663.

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The Transformational Business Network National Conference

May 14, 2010

Congress Centre, 28 Great Russell St, London WC1B 3LS

Join the Transformational Business Network to hear inspiring examples and practical guidance on developing your skills in transformational leadership. Taking place on May 14th in London, you will discover how your business and professional skills can make a difference in the neediest areas of the world while networking with other business leaders. Speakers include:

- Lord Brian Griffiths, Vice Chairman, Goldman Sachs
- Terry Winters, Chairman, Opportunity International Network
- Julia Middleton, Founder, Common Purpose
- Terry Snow, National Director, YWAM Haiti
- Ken Wathome, Chairman, Faulu Kenya

The programme includes sessions on Enterprise and Social Responsibility, Haiti-Economic Transformation Opportunities, and Economic Change Powered by SMEs. [Check out the full programme, brochure, profiles, and on-line registration](#). Registration fees go up after April 30th! <http://www.tbnetwork.org/nationalconference2010.htm>

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2010 Opportunity Collaboration Conference

October 15-20, 2010

Ixtapa, Mexico

The Opportunity Collaboration is a networking and problem-solving business retreat that falls over International Poverty Eradication Day (October 17th). The co-conveners include ANDE, Calvert Social Investment Foundation, Global Philanthropy Forum, Ashoka, and the Social Venture Network. This focused and intensive meeting consists of working business meetings, social entrepreneurs, nonprofit leaders, social financiers, grant-makers, and agents of change exploring unprecedented levels of collaboration. [More information](#).

As a Collaboration Delegate, come prepared to showcase your innovation, your institution, your work, and your mission. The conference is already 62% subscribed so register now! The all-inclusive registration fee of \$4750 includes ALL on-site costs (5 nights lodging; 3 meals daily), all programs and presentations, all networking events, internet access, gratuities, airport shuttle, and a subscription to the Stanford Social Innovation Review. The only other expense you'll incur will be airfare. ANDE is proud to announce that the Opportunity Collaboration's 2010 Economic Achievement Award will be going to Shari Berenbach, President & CEO of ANDE-member Calvert Foundation.

[Cordes Foundation Fellowship](#) applications are now open. These Fellowships provide opportunities for social entrepreneurs and nonprofit leaders, who would otherwise not financially be able to attend, to participate as Delegates in the Opportunity Collaboration. Applicants must submit an application by **April 15, 2010** to [Allison DeLauer](#).

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Sector Opportunities

Apply to receive an Intern from the Artemisia Social-Business Ventures Program

Could your organization benefit from a 6-month intern? Apply now to the [Artemisia](#) Social-Business Ventures Program In cooperation with [AIESEC](#), over the past five years, the program has placed interns with more than 100 organizations in 10 countries as part of Artemisia's work to develop human capital for the global Social-Business sector. We consider applications from organizations in Latin America and India that use market mechanisms to reduce inequality.

Interns are typically recent graduates or final year students in management, marketing, social sciences, or IT, and can be sourced from all over the world according to the skills and experience that you need. AIESEC will support you with the selection process, as well as arranging visas and arrival logistics, while Artemisia will contribute to the intern's stipend and offer a distance training program.

For more information, email [Debora Basso](#) (Latin America) or the [India program](#). Applications close April 18th.

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Africa Enterprise Challenge Fund: Research Into Business Competition



The Africa Enterprise Challenge Fund (AECF) was launched at the WEF Africa summit in Cape Town on June 5, 2008 as a private sector fund. Four competitive rounds of bidding for their funds took place, open to agribusinesses, rural financial services, and media/information. By the end of February 2010, 29 projects were funded and underway. AECF has committed \$27 million to projects across the African continent to date.



AECF is proud to announce their latest targeted competition – the “Research into Business” (RIB) window. RIB is open for business opportunities throughout Africa and

to both African and International applicants. RIB will not fund primary research itself, but will consider any idea which aims to turn existing (or near complete) agricultural research into a profitable business. The AECF will co-fund winning business plans with between \$250,000 and \$1.5 million. This round of competition is open **until May 17th**. [More information.](#)

Funding windows on Tanzania, Renewable Energy, Rural Financial Services and more are scheduled to open in the next six months.

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