

Vol. 5, October 2009

Dear ANDE Colleagues and Friends,

Welcome to the October edition of the ANDE Newsletter. In this edition, we highlight:

### **ANDE Activities**

- ANDE's Annual Conference, October 7-10<sup>th</sup>, Glen Cove, New York
- Capacity Development Fund: 1<sup>st</sup> Round Grantees Announced
- IRIS Webinar Invitation
- Global Entrepreneurship Week: ANDE to Co-Host South Africa Reception, November 18<sup>th</sup>
- ANDE is Hiring – Impact Assessment Manager Position Open

### **Events**

- NYU Stern's 6<sup>th</sup> Annual Conference of Social Entrepreneurs, November 6<sup>th</sup>
- Achieving Scale in Entrepreneurship: IFC Opening Conference to Global Entrepreneurship Week, November 16<sup>th</sup>

### **Sector News/Opportunities**

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- S.E.VEN Fund Essay Content: The Morality of Profit
- G-20 Statement on Financial Services for the Poor
- FAST's Online Marketplace Working to Bridge Sustainable Financing Gap

Happy reading!



Randall Kempner  
Executive Director

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### **ANDE Activities**

**ANDE Annual Conference**  
October 7-10, 2009  
Glen Cove, New York



ANDE held its first annual conference this past month at the Glen Cove Mansion in Long Island, New York. More than 100 attendees came from 66 ANDE member organizations and 19 countries. The key foci were forging new partnerships among members, developing solutions to common challenges facing small and growing businesses, and shaping ANDE priorities for 2010,



The three days featured working groups on common challenges and ANDE regional initiatives, facilitated networking sessions, and interviews with private equity pioneer Alan Patricof (see photo) and Harvard Business School professor Michael Chu. Panel discussions included “Supporting Women Entrepreneurs in the SGB Sector,” “Technology and SGBs,” and “The Past, Present, and Future of SGB Initiatives: A Funder Perspective.” [Visit the conference website](#) to view the conference agenda and participant list, *BusinessWeek* reporter Steve Hamm’s interview of Michael Chu, and conference pictures.

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### **Capacity Development Fund: 1<sup>st</sup> Round Grantees Announced**

October 8, 2009

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.

ANDE is proud to announce that seven proposals were selected for the first round of funding. The grants – totaling US \$447,000– were announced at the 2009 Annual Conference and in a [press release](#) on October 8<sup>th</sup>. Fifteen ANDE member organizations participated in successful applications: Agora Partnerships, the Appropriate Infrastructure Development Group (AIDG), Alitheia Capital, E+Co., Endeavor, Fundacion Bavaria, IGNIA Partners LLC, Root Capital, Root Change, ShoreBank, TechnoServe, Inc., Universidad de Los Andes, VisionSpring, World Resources Institute, and Villgro. [Learn more about the proposals.](#)

The RFP for the second round of CDF funding will be released in late November, with proposals due in late January.

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### **IRIS Webinar Invitation**

November 6, 2009 (11amEST)

The Impact Reporting and Investment Standards (IRIS) is presently open for a public comment period. IRIS, initiated by the Rockefeller Foundation, Acumen Fund, and B Lab, and currently managed by the [Global Impact Investing Network \(GIIN\)](#), is a common framework for defining, tracking, and reporting the social and environmental performance of impact investments. The development of IRIS has been informed by multiple existing taxonomies and similar work in specific impact sectors. The first version of the IRIS taxonomy was finalized in May 2009 and several ANDE member organizations have since participated as pilot institutions. The next major milestone for the IRIS initiative is the refinement of version 2 of the taxonomy and launch in Q1 2010. To inform this effort, GIIN welcomes participation in one of their upcoming webinars, which serve to provide an overview of IRIS and instructions for submitting feedback during the comment period.



**ANDE invites its members to a special ANDE-dedicated session on 11amEST on November 6<sup>th</sup>.** [Please RSVP](#) if you intend on attending this webinar. If you cannot attend this session, or are not an ANDE member, you are invited to attend one of the broader sessions: November 2<sup>nd</sup> (9-10pmEST), November 3<sup>rd</sup> (9:30-10:30amEST), or November 9<sup>th</sup> (12-1pmEST). [Please indicate your preferred time.](#)

### **Global Entrepreneurship Week: ANDE to Co-Host Cape Town Reception**

November 18, 2009 (6-8pm)  
Lagoon Beach Hotel  
Cape Town, South Africa

[Global Entrepreneurship Week](#), November 16-22<sup>nd</sup>, is a worldwide campaign to inspire youth around the world to start something different. To challenge themselves. To think big. Schools, businesses, non-profits and individual volunteers around the world help organize events during the Week that encourage communities to think with an innovative and entrepreneurial mindset. Last year's Week involved over 25,000 events hosted by 8,892 Partners that were attended by more than 3 million people in 77 countries. These events ranged from women entrepreneurs mentoring session in Uganda to a three day policy conference in Colombia.

As our first event in South Africa, ANDE will be co-hosting a reception with the Kauffman Foundation and the International Finance Corporation on the evening of November 18<sup>th</sup> in Cape Town from 6-8pm. [Please RSVP](#) if you are interested in attending, with "November 18<sup>th</sup> Reception" in the subject line.

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### **ANDE Is Hiring – Impact Assessment Manager**

ANDE is pleased to announce our search for the newest member of our team – an Impact Assessment Manager. This person will support the growth and development of the ANDE

metrics and evaluation effort. He/she will facilitate the ANDE adoption and incorporation of the Impact Reporting and Investment Standards (IRIS) with our members. He/she will also manage all of ANDE's other efforts in this field, including the Metrics & Evaluation Conference.

Interested candidates should [read the full position description](#) and follow the instructions to apply no later than **November 10<sup>th</sup>**.

In addition, don't forget to continually check the [Jobs in the Network](#) page on our website for other available positions in the sector!

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## **Events**

### **6<sup>th</sup> Annual Conference of Social Entrepreneurs: Measuring Impact and Valuing Investment**

November 6, 2009

New York City, New York



NYU Stern's Berkley Center for Entrepreneurship and Innovation is proud to present their 6<sup>th</sup> Annual Conference for Social Entrepreneurs. Leading experts from the public, non-profit, for-profit, and academic fields committed to furthering the field of social impact measurement and impact investing will come together to learn about strategies and techniques on measuring social impact. The conference will provide the latest perspectives and approaches in assessing social impact for a broad range of social capital market investors, lessons learned for social value creation, how to leverage existing resources and tools, and the opportunity to connect with colleagues in the field.

ANDE members Acumen Fund and McKinsey & Co. will be participating as keynote speakers. For more information, contact [Jill Kickul](#) or register on [the website](#).

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### **IFC Conference to Mark the Opening of Global Entrepreneurship Week**

Monday, November 16, 2009 (9am-2:30pm)

2121 Pennsylvania Avenue, NW, D.C.

The International Finance Corporation (IFC) is proud to partner with the Kauffman Foundation for Global Entrepreneurship Week, November 16-22<sup>nd</sup>. To mark this year's Week, IFC will host a conference to highlight the efforts and challenges related to bringing entrepreneurship to scale in emerging markets and frontier countries. This event will bring together development partners, foundation, research institutions, and IFC clients to discuss the entrepreneurship landscape, share best practices on governance, identify challenges and impediments to running successful enterprises in emerging markets, and suggest solutions for entrepreneurs in frontier markets.

Featured Speakers include: Iqbal Quadir (Legatum Center), Robert Litan (Kauffman Foundation), Lorraine Hariton (US Department of State), Michael Fairbanks (OTF Group and S.E.VEN), and Rachel Robbins (IFC). [Please RSVP](#) and put "November 16<sup>th</sup>" in the subject line.

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## Sector Opportunities



## Acumen Fund Fellows Program

### **2010-2011 Acumen Fund Fellows: Nominations Open**

The application process for the 2010-2011 Class of [Acumen Fund Fellows](#) is now open! The Fellows program looks for dedicated individuals with the practical skills, the creativity, the empathy, and the leadership potential to affect change by leveraging market-based solutions to create social impact. Fellows are drawn from a pool of talented, passionate people from all geographies, sectors, backgrounds, and ethnicities. The Fellowship includes eight weeks of intensive leadership training in NYC followed by nine-month field placements with Acumen Fund investees.

Applications will be [accepted online](#) until 11:59pm EST on **Thursday, November 5, 2009**. Detailed information about the program and application process, as well as the [bios of current and past fellows](#), can be found on the [website](#). To apply, or to send more information to others you know who might be interested, please click [here](#).

Since graduating its first class of Fellows in 2007, the Fellows Program has continued to grow and expand, building a unique training curriculum specifically focused on leadership and social enterprises. Alumni have called the program a life-changing experience, and one that allowed them to build critical business skills and a better understanding of the challenges involved in serving low-income consumers around the world.



### Atlas Corps Fellowship: Applications Open

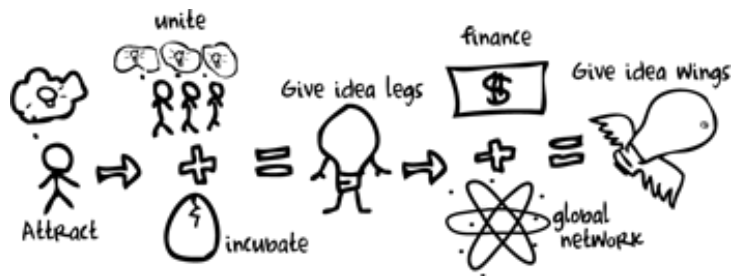
Atlas Service Corps seeks nonprofit leaders from around the world to apply for their 2010-2011 fellowship positions in Washington, DC, Baltimore, MD and Bogota, Colombia. Expenses are paid in this prestigious fellowship program, including a living stipend, health insurance, and training. Applicants must have 3 or more years of experience in the nonprofit sector, a college degree, fluency in English (and Spanish if applying to volunteer in Colombia), and a commitment to return to their home country after one year. Candidates from outside the U.S. are placed at outstanding host organizations in Washington, DC or Baltimore, MD including Ashoka, Asian American LEAD, CentroNía, Grameen Foundation, and Population Action International. Candidates from the U.S. are placed at organizations in Bogota like Global Humanitaria and Oxfam GB. In addition to volunteering full time at their host organizations, Fellows are enrolled in a management development training program and join a growing network of nonprofit leaders from around the world. For more details about eligibility requirements and the application process, please [see the website](#) and [watch a short video](#) about the application process. **The deadline to apply is November 10, 2009.**

### Announcing Applications for the First Annual Unreasonable Institute



The Unreasonable Institute has officially begun its search for the world's 25 most driven, most brilliant, high-impact social entrepreneurs. The Institute is looking for social entrepreneurs, ages 20-30, who will develop social ventures that history may one day recall defined progress in the 21st century – ventures with the ability to measurably improve the lives of millions of people around the globe. The 25 selected entrepreneurs will gather in Boulder, Colorado in May 2010

for a 10-week Intensive Institute where they will receive rigorous entrepreneurial training, daily mentorship from seasoned change-makers, and connections to the seed capital they require to launch their ideas and scale their ventures.



All interested applicants can sign up to apply immediately. **Official applications will open on November 15th.** ANDE is an official Pipeline Partner of the Unreasonable Institute and is confident that some of the world's most brilliant high-impact social entrepreneurs are in the ANDE Network. Join the quest to put the world's greatest challenges in a museum (to paraphrase Muhammad Yunus) by finding the people who would have made George Bernard Shaw proud when he said "The reasonable man adapts himself to the world. The unreasonable one persists in trying to adapt the world to himself. Therefore, all progress depends on the unreasonable man [and woman]."

Help the Unreasonable Institute's efforts to identify, cultivate, and invest in the world's most brilliant social entrepreneurs by forwarding this widely. For questions, contact [Daniel Epstein](#), the President of Unreasonable Institute.

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### **S.E.VEN Fund Essay Content: The Morality of Profit**

The SEVEN Fund is sponsoring a global competition inviting discourse on the morality of profit. During this yearlong program, we seek to assemble the definitive collection of essays on this topic. Writers are asked to submit essays of up to 3,000 words. Initial submissions will be accepted through February 28, 2010. SEVEN will award top honors to three essays, with a grand prize of \$20,000, a second prize of \$10,000, and a third prize of \$5,000. The best pieces will be collected into a manuscript, which is intended for publication along with contributions from branded thought leaders in government, private sector, and the academy; and the program will culminate with an international conference in 2010. For full details or to participate, [please visit the website](#).

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### **G-20 Statement on Financial Services for the Poor**

In an exciting demonstration of commitment to the small and growing business sector, the G-20 stated its determination to improve access to finance for the poor. Meeting September 24-25<sup>th</sup> in Pittsburgh, Pennsylvania, the Group of 20 released a statement listing their framework for "Strong, Sustainable, and Balanced Growth." The specific language regarding the SGB sector follows:

*41. We commit to improving access to financial services for the poor. We have agreed to support the safe and sound spread of new modes of financial service delivery capable of reaching the poor and, building on the example of micro finance, will scale up the successful models of small and medium-sized enterprise (SME) financing. Working with the Consultative Group to Assist the Poor (CGAP), the International Finance Corporation (IFC) and other international organizations, we will launch a G-20 Financial Inclusion Experts Group. This group will identify lessons learned on innovative approaches to providing financial services to these groups, promote successful regulatory and policy approaches and elaborate standards on financial access, financial literacy, and consumer*

protection. We commit to launch a G-20 SME Finance Challenge, a call to the private sector to put forward its best proposals for how public finance can maximize the deployment of private finance on a sustainable and scalable basis. [Full text of the statement.](#)

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## Online Marketplace Working to Bridge Sustainable Financing Gap

The Finance Alliance for Sustainable Trade (FAST), with the support of Oxfam Novib, has launched an Online Marketplace to improve access to finance for Sustainable Small and Medium Enterprises (SMEs) Worldwide. FAST's Online Marketplace is now publically available in English, French, and Spanish through the [FAST website](#).



The [Online Marketplace](#) is a web-based access point which consolidates all the financial products and services offered by lending institutions in an easy-to-read and user friendly format. This innovative, web-based tool

enables sustainable SME trade producers to quickly gain access to an extensive list of socially oriented lenders, compare product offerings and financing options, and subsequently connects with potential lenders that best suit their financial needs.

In addition to providing sustainable trade borrowers with the tools needed to make educated financing decisions, the Online Marketplace also benefits socially oriented lenders. Not only will lenders be given the opportunity to present their financial products in a unique way through the Online Marketplace, it will also allow them to extend their financial reach to sustainable producers globally and gain an insight on the state of the market in the sustainable trade financing sector. Sustainable supply chain actors and other intermediaries can also benefit from the Online Marketplace, as it will enable them to identify new opportunities for producers in their value added supply chain.

The Online Marketplace is available immediately by creating a free FAST account. Please see [Account Instructions](#) for details.