

Vol. 7, December 2009

Dear ANDE Colleagues and Friends,

Welcome to the December edition of the ANDE Newsletter. We hope you are all gearing up for the holiday season and managing to find some time for relaxation. In this edition, we highlight:

#### **ANDE Activities**

- Second Capacity Development Fund RFP Released
- “From Down-Trading to Upgrading: Reducing Poverty in Latin America Using a Value Chain Approach” Workshop
- Metrics Working Group Call
- “USAID and LP’s Open Dialogue: Exploring the Partnership Opportunity” Roundtable
- ANDE Investment Manager Training – March 1-5<sup>th</sup>, Nairobi, Kenya
- ANDE Latin America Conference – March 23-26<sup>th</sup>, Grenada, Nicaragua

#### **Sector Events**

- Social Venture Capital/Social Enterprise Conference, Miami -- March 2010
- Global Business School Network’s 5<sup>th</sup> Annual Conference – June 2010
- 2010 Opportunity Collaboration – October 2010

#### **Sector News/Opportunities**

- Ennovent’s Global Energy Challenge – Deadline: January 31<sup>st</sup>
- Access to Clean Energy Challenge – Deadline: January 15<sup>th</sup>
- Women in Business Challenge – Deadline: January 15<sup>th</sup>

Happy holidays and here’s to a productive and exciting 2010!



Randall Kempner  
Executive Director

~ ~ ~

#### **ANDE Activities**

##### **Second Capacity Development Fund Request for Proposals Released**

Funded with generous grants from the Lemelson Foundation, the Bill & Melinda Gates Foundation, and the Shell Foundation, the \$1M ANDE Capacity Development Fund fuels member 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. In the first round of funding, ANDE awarded grants totaling \$447,000 to seven proposals and fifteen member organizations. On December 1<sup>st</sup>, ANDE released the [second RFP](#) with a due date of January 15<sup>th</sup>. We look forward to receiving the submissions!

~ ~ ~

### **“From Down-Trading to Upgrading: Reducing Poverty in Latin America Using a Value Chain Approach” Workshop**

In partnership with Root Change and the Overseas Development Institute (ODI), ANDE held a workshop on Latin American value chains on December 9<sup>th</sup>. The half-day workshop explored an action research project developed by ODI and the International Development Research Center (IDRC) to understand how rural populations can not only tap into value chains, but can also upgrade their position among existing chains. This event focused regionally on Latin America, with five case studies produced by the Trade and Poverty in Latin America Program (COPLA) across Bolivia, Guatemala, Nicaragua, and Peru. For a copy of the case studies or other questions regarding the event, contact [Lauren Schultz](#) at Root Change.

~ ~ ~

### **ANDE/GBF Metrics Working Group Call**

Following the May conference on metrics and evaluation, Grassroots Business Fund and ANDE have organized a series of conference calls on impact assessment. The second call was held on December 10<sup>th</sup> with over thirty participants joining. The call included a discussion on capturing environmental metrics led by Kelly McCarthy from World Resources Institute, an update on the Impact Reporting Investment Standards (IRIS) efforts from Sarah Gelfand of the Global Impact Investing Network (GIIN), and a de-brief on the metrics discussions at the ANDE conference by Randall Kempner. The next call will be held in February – if you have any questions or have a topic that you’d like to present, please contact [Joanna Herrmann](#).

~ ~ ~

### **“USAID and LPs Open Dialogue: Exploring the Partnership Opportunity” Roundtable**

On December 11<sup>th</sup>, ANDE hosted a roundtable on behalf of USAID entitled “USAID: Impact Investing – Partnerships with Limited Partnerships.” This discussion explored the ways that USAID is looking at collaborating with limited partners (LPs) in order to help increase the flow of impact investing funds into small and growing businesses. Approximately 25 participants from a diverse group of investment funds, technical assistance organizations, and aid agencies joined the discussion. There will likely be a follow-up roundtable in early 2010. For more information, please contact [Joanna Herrmann](#).

~ ~ ~

### **ANDE Investment Manager Training**

March 1-5, 2010

Nairobi, Kenya

ANDE is proud to announce our first investment manager training! This training is being offered as part of an ongoing effort to help our members build skills and talent in the SGB sector. It is primarily targeted at staff members of ANDE organizations who are directly responsible for investment and portfolio management and technical assistance providers who work closely with investment managers. The five day training course will cover the entire investment process – from deal sourcing and due diligence to term sheets, ongoing business support and exit strategies. After this initial training in Kenya, we hope to continue to offer similar courses in other regions where ANDE members are active.

ANDE is partnering with FrontFin Media, a local Kenyan provider, to design and deliver the course, in conjunction with the ANDE Training Committee. Course material will be largely based on ANDE member experiences and case studies. Registration for the course opened December 14<sup>th</sup> – ANDE members have the option of registering one staff member each on a first come first served basis during the initial registration period. The course is limited to 15 people in order to ensure the highest quality for participants. Space is filling up fast! If you have any questions regarding the training, please contact [Jenny Everett](#).

~ ~ ~

### **ANDE Latin America Conference**

March 23-26, 2010

Granada, Nicaragua

ANDE's first Latin American gathering is designed to allow members to share global and regional best practices, build community, develop professionally, and foster a sense of collaboration and common purpose. With the support of a CDF grant, the conference will be hosted by ANDE member organizations Agora Partnerships, Root Capital, and TechnoServe and is intended to bring together the staffs of ANDE members throughout Latin America. The conference will have a mix of panels and interactive workshops on metrics, marketing, entrepreneur support strategies, deal sourcing, portfolio management, and partnership development, as well as ample opportunity for networking. The conference also aims to educate local stakeholders such as government officials, the media, investors, and development organizations looking for new solutions to solve the region's social and environmental challenges. For additional information please contact [Jenny Everett](#).

~ ~ ~

## **Events**

### **Social Venture Capital/Social Enterprise Conference**

March 17-19, 2010

Miami, Florida

SVC/SE, Miami-2010 brings together hundreds of top social enterprise/financial leaders and organizations from Latin America, the Caribbean, and the state of Florida, in addition to organizations worldwide that have an interest in expanding the region. The goals of the conference are to promote economic development within the region by utilizing Social Venture Capital and Social Enterprise, educate traditional finance about investment opportunities within this space, act as a primary connecting point to the Latin American/Caribbean Diaspora, and work in collaboration with other organizations in establishing effective and standard investment metrics within the industry. This year's theme is "Get Connected."

The Early Bird Discount deadline expires on December 31<sup>st</sup>, so register now! For full deadline pricing and more conference information, [visit the website](#).

~ ~ ~

### **Global Business School Network's 5<sup>th</sup> Annual Conference**

June 10-11, 2010

Washington, DC

The 5th Annual Conference of the Global Business School Network will be held June 10-11, 2010 at the Ronald Reagan Building and International Trade Center in Washington, DC, at the heart of the nation's capital. Co-hosted by The University of Maryland's Robert H. Smith School of Business, the 2010 GBSN Annual Conference, entitled "Innovation for Impact: Business Schools at the Crossroads of Development," will focus on the innovative and entrepreneurial ways business schools, are collaborating with academia, NGOs, businesses, and the public and private sector to improve management and business education in emerging markets. This event promises to be the premiere spot to network with development organizations, government officials, NGOs, business leaders, and the top business schools from around the world. Conference registration and hotel information will be available online soon. Please visit the [GBSN website](#) for more details.

~ ~ ~

### **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 17<sup>th</sup>). 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.

As a Collaboration Delegate, come prepared to showcase your innovation, your institution, your work, and your mission. Register before December 31<sup>st</sup> and receive the early-bird discount of \$3250; before March 31<sup>st</sup> you'll receive a discount of \$3750 (full registration fare is \$4750). This all-inclusive registration fee includes ALL on-site costs (5 nights lodging; 3 meals daily), all programs and presentations, all networking events, internet access, gratuities, airport shuttle, subscription to the Stanford Social Innovation Review, etc. The only other expense you'll incur will be airfare. [More information.](#)

~ ~ ~

### **Sector Opportunities**

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

~ ~ ~

### **Ennovent's Global Energy Challenge: Energy for India's Poor**

The majority of India's population has no access to affordable and clean energy. The objective of this competition is to find a for-profit, proven solution for India and around the world that can meet some of the critical energy needs of India's poor. Ennovent will invest up to USD 500,000 in the winning enterprise and give a reward of USD 3,000 to the nominator. They are looking for the smartest and most disruptive innovation, hoping to advance sustainable change for poor rural people in India. Applications are **due by January 31<sup>st</sup>, 2010.** [More information](#)

~ ~ ~

### **BidNetwork and E+Co Announce Access to Clean Energy Challenge**

[Access to Clean Energy Challenge](#) is a business plan competition for entrepreneurs that deliver access to clean energy in developing countries. Entrepreneurs participating in this challenge have the chance to receive coaching, feedback, and support in writing a complete business plan. Business plan finalists will win a trip to the Netherlands to meet investors and business partners, gain access to over 100 investors interested in financing businesses in developing countries, and get expert advice to start or promote their business. The Access to Clean Energy Challenge is organized by BiD Network and supported by FMO. E+Co is the lead investment partner. **Deadline: January 15<sup>th</sup>, 2010.**

*Access to Clean Energy Challenge East Africa*

Entrepreneurs in East Africa have the chance to participate in a separate [East Africa Access to Clean Energy Challenge](#), which is supported with EUR 500,000 in investment matching funds by E+Co partner GVEP International, Barclays, and Jump Up. These grant funds will be used to attract additional investment into the winning enterprises in East African focus countries.

**Deadline: January 15<sup>th</sup>, 2010.**

**BidNetwork Announces Women in Business Challenge**

The [Women in Business Challenge](#) aims to support women entrepreneurs in Africa, Asia and Latin America, providing them with the assistance, templates, contacts and financiers to get their business started. This new sector competition is developed by BiD Network and powered by ING and ICCO. This Challenge brings two prizes: cash prizes up to € 15,000 and the "ING Retail Award" of € 10,000 for the best retail business plan. Currently only 23% of BiD Network's business proposals come from women entrepreneurs. It's our aim to increase this.

**Deadline: January 15<sup>th</sup>, 2010**

~ ~ ~