

Aspen Network of
Development Entrepreneurs

Introduction to ANDE

Global Launch Conference

London, UK

March 24th, 2009

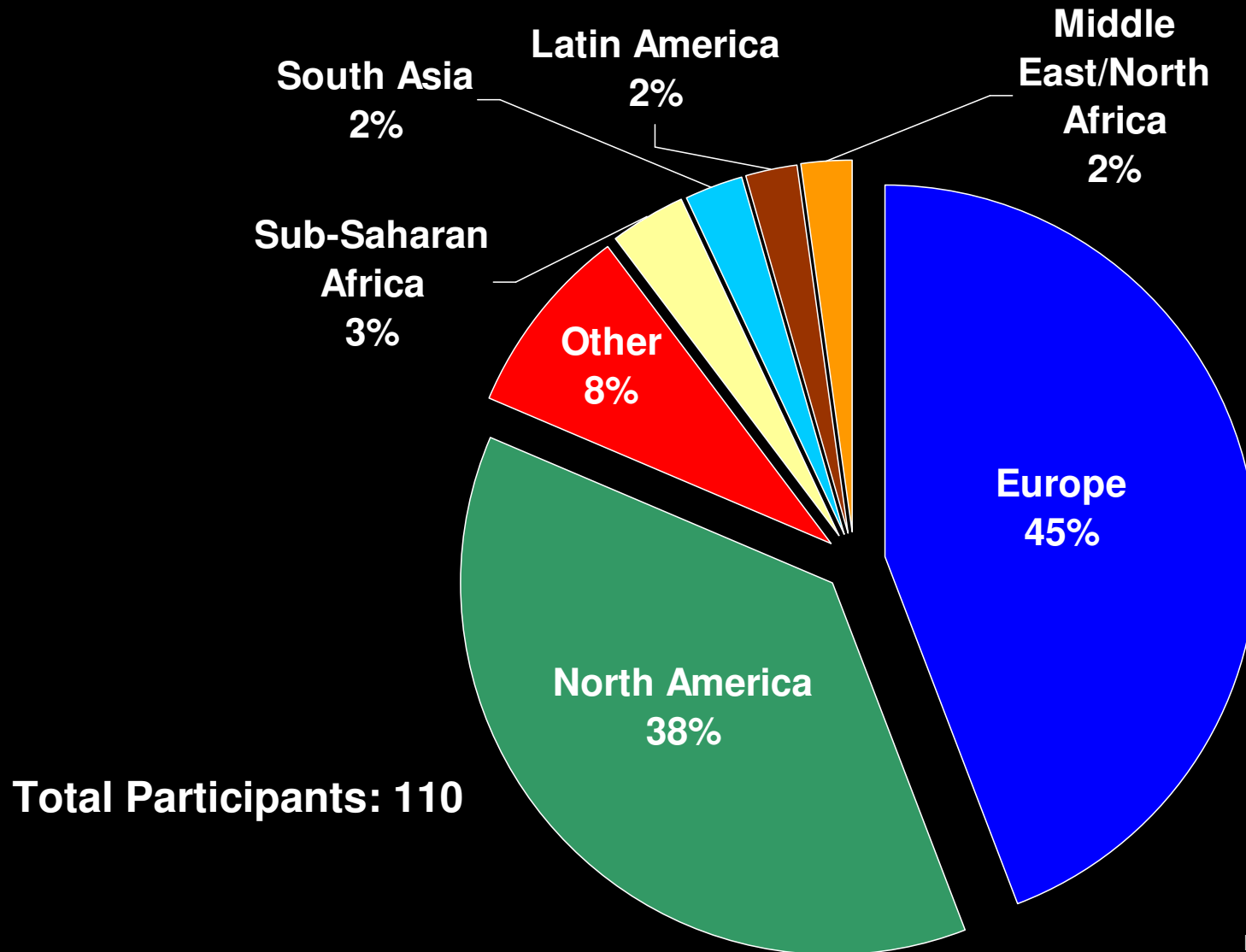
Agenda

- 9:00am – 9:15am **Welcome and Introductions**
Chris West, Director, Shell Foundation
- 9:15am – 10:00am **Opportunities and Challenges of Small and Growing Business (SGB) Development: The ANDE Perspective**
Randall Kempner, Executive Director, ANDE
- 10:00am – 10:45am **Discussion Panel of International Intermediaries**
Panelists:
Stephen Dawson, Chairman, Impetus Trust, UK
Patricia Safo, CEO, JCS Investments, Ghana
Varun Sahni, Director, Acumen Fund, India
- 10:45am – 11:15am Break
- 11:15am – 12:30pm **Making SGB Finance Work: How to Connect Capital to Opportunity**
Moderator: Geoff Burns, Director, Barnellan Equity Advice Ltd
Speakers: Mildred Callear, EVP/COO, Small Enterprise Assistance Funds
Jorge Wong, Overseas Commercial Officer, Sunshine Exports
- 12:30pm – 1:45pm **Lunch Presentation: Effective SGB Development in an Economic Crisis**
Dirk Elsen, Chairman of the Board, SNV Netherlands Development Organisation
- 1:45pm – 2:00pm **Closing Remarks**
- 2:00pm – 3:30pm **Optional Session: Building Connections**

Overview

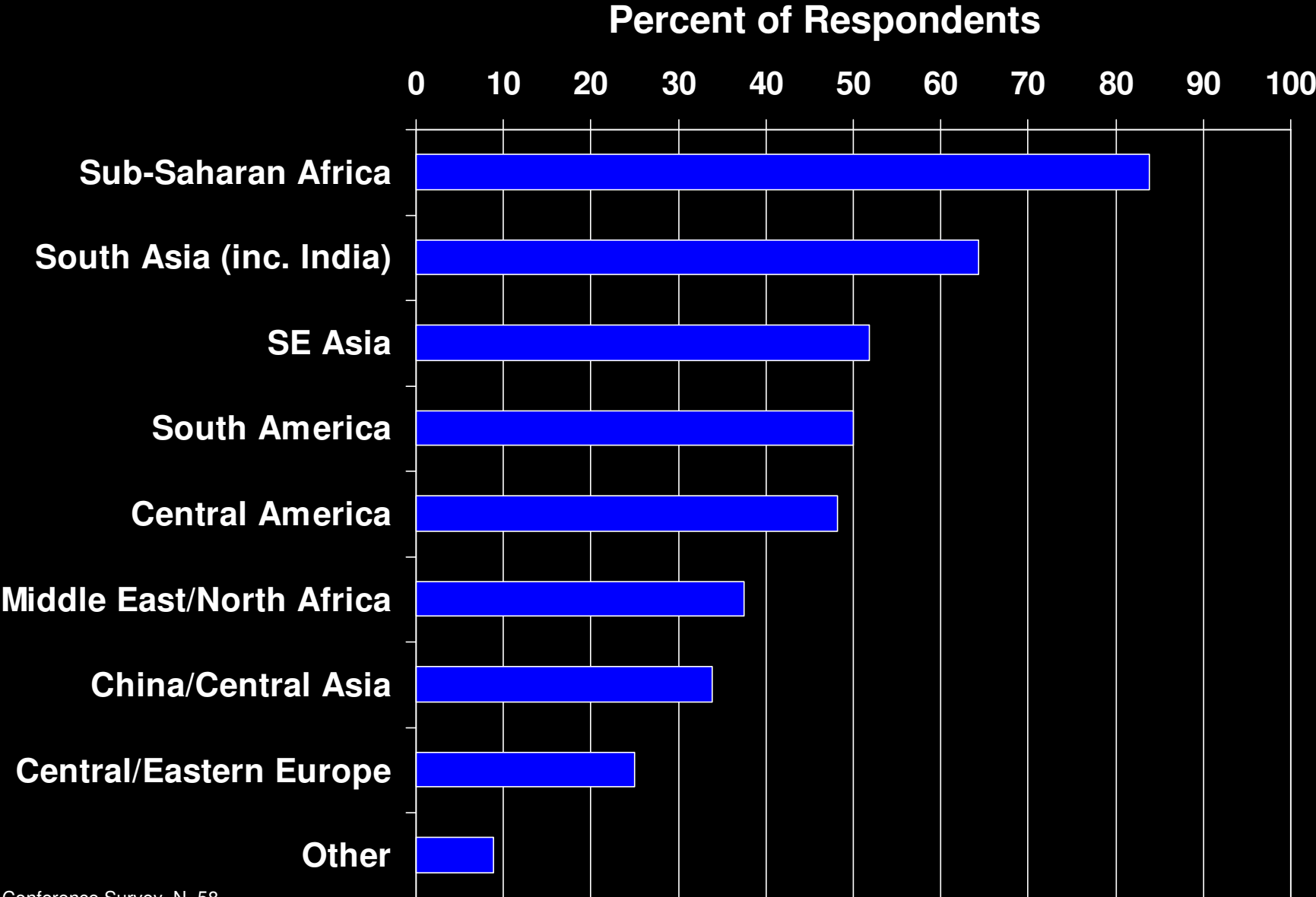
- **Introduction: Who is Here**
- **The Opportunity of SGBs**
- **Challenges Facing SGBs**
- **Why ANDE**
- **The ANDE Vision**
- **Who is ANDE today**
- **Our Initial Agenda**
- **Conclusions**

Conference Participants: Where are we from?



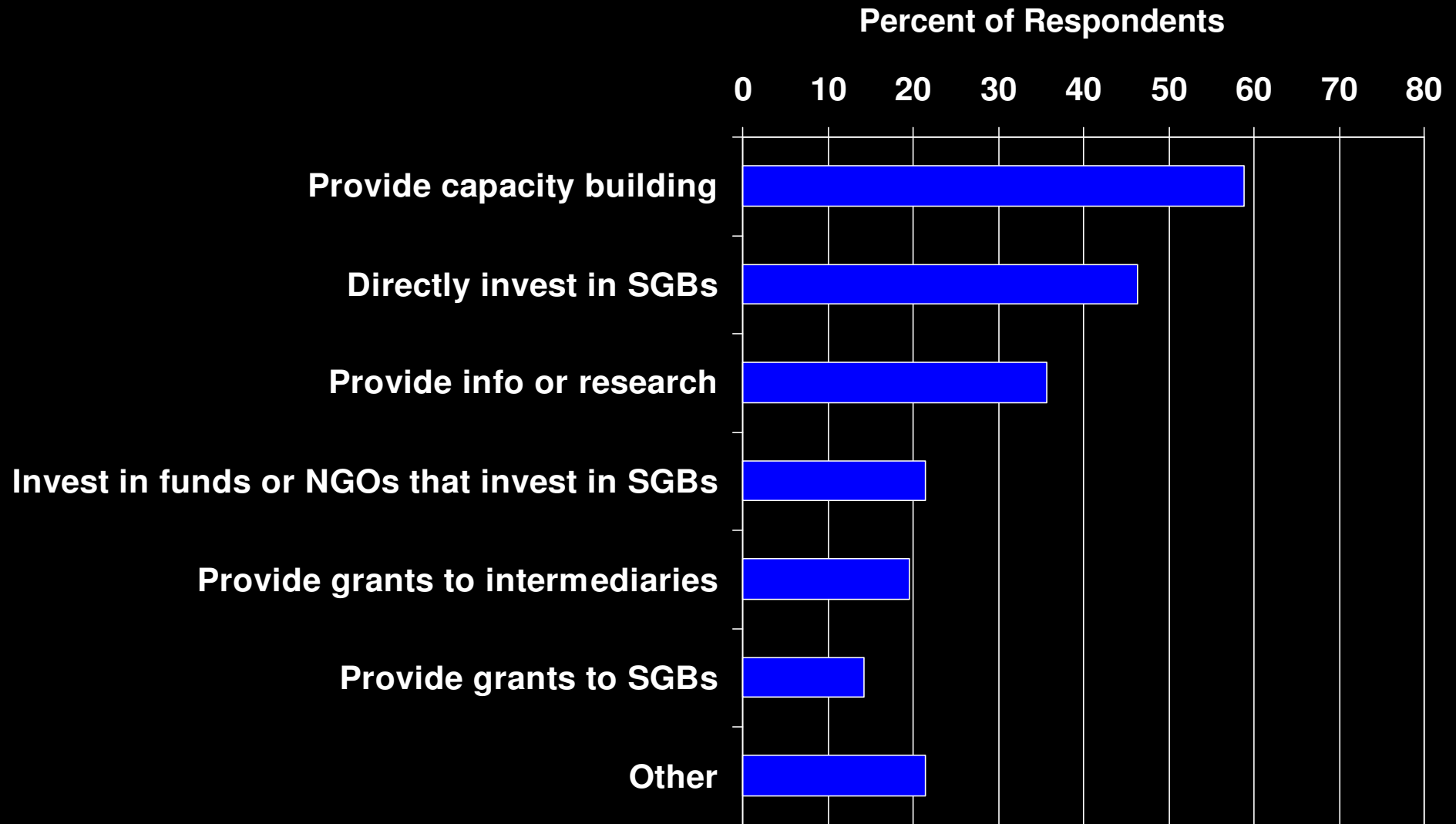
Note: Based on Pre-Conference Survey, N=58;
Region listed is Headquarters of Organization

Conference Participants: Regional Scope of Operations



Note: Based on Pre-Conference Survey, N=58

Conference Participant Survey: Activities to Support SGBs in Emerging Markets



Note: Based on Pre-Conference Survey, N=58

Some Guiding Thoughts

The world's most urgent pressing moral challenge, I submit, is the most obvious: global poverty... The solution to being poor is getting rich. It's economic growth. We know this.

Robert Samuelson

In reality, we must expand our moral imagination and understand that the struggle against extreme poverty and disease on the one hand and the climate crisis on the other are linked -- we cannot solve one without simultaneously solving the other.

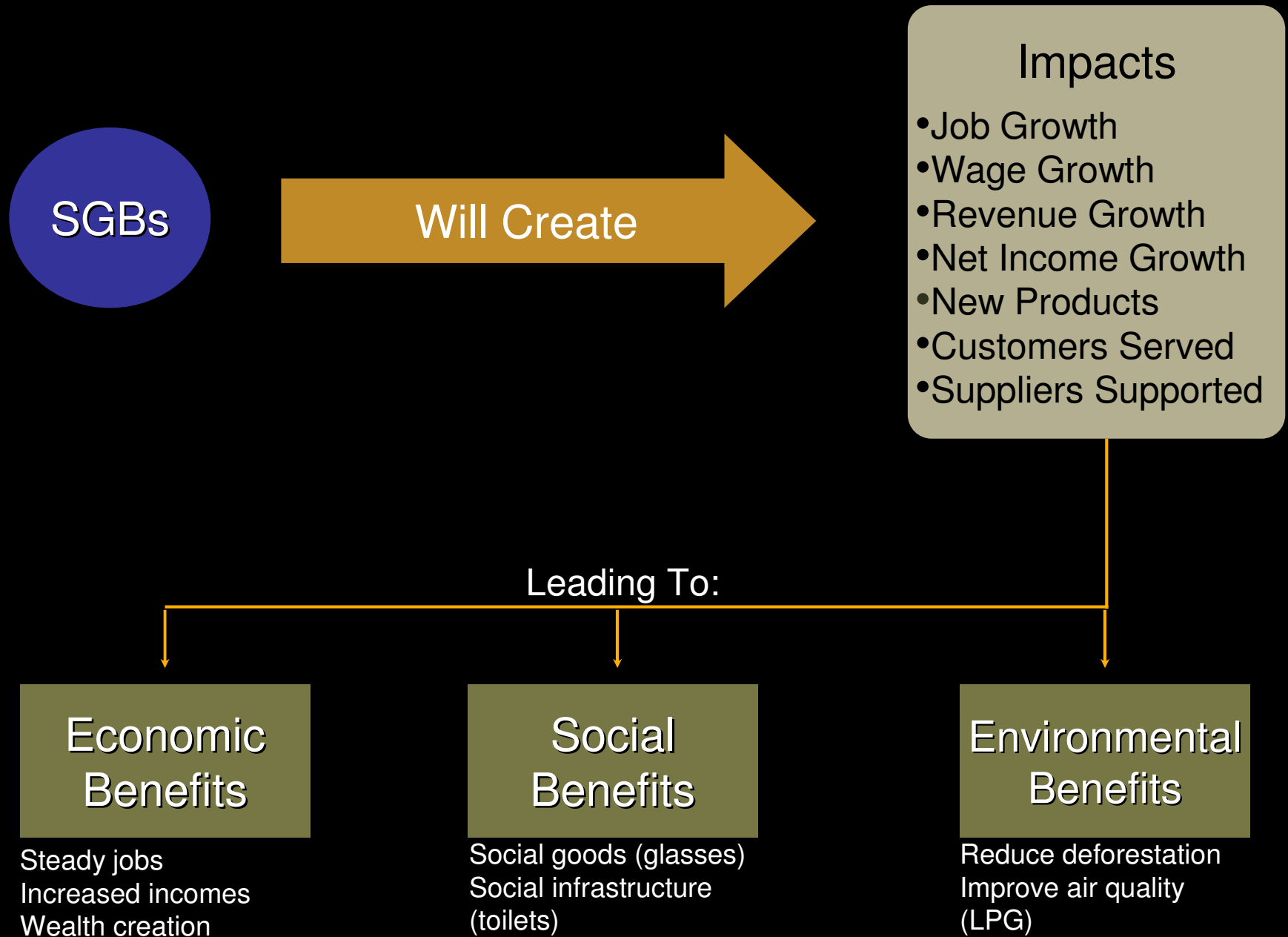
Al Gore



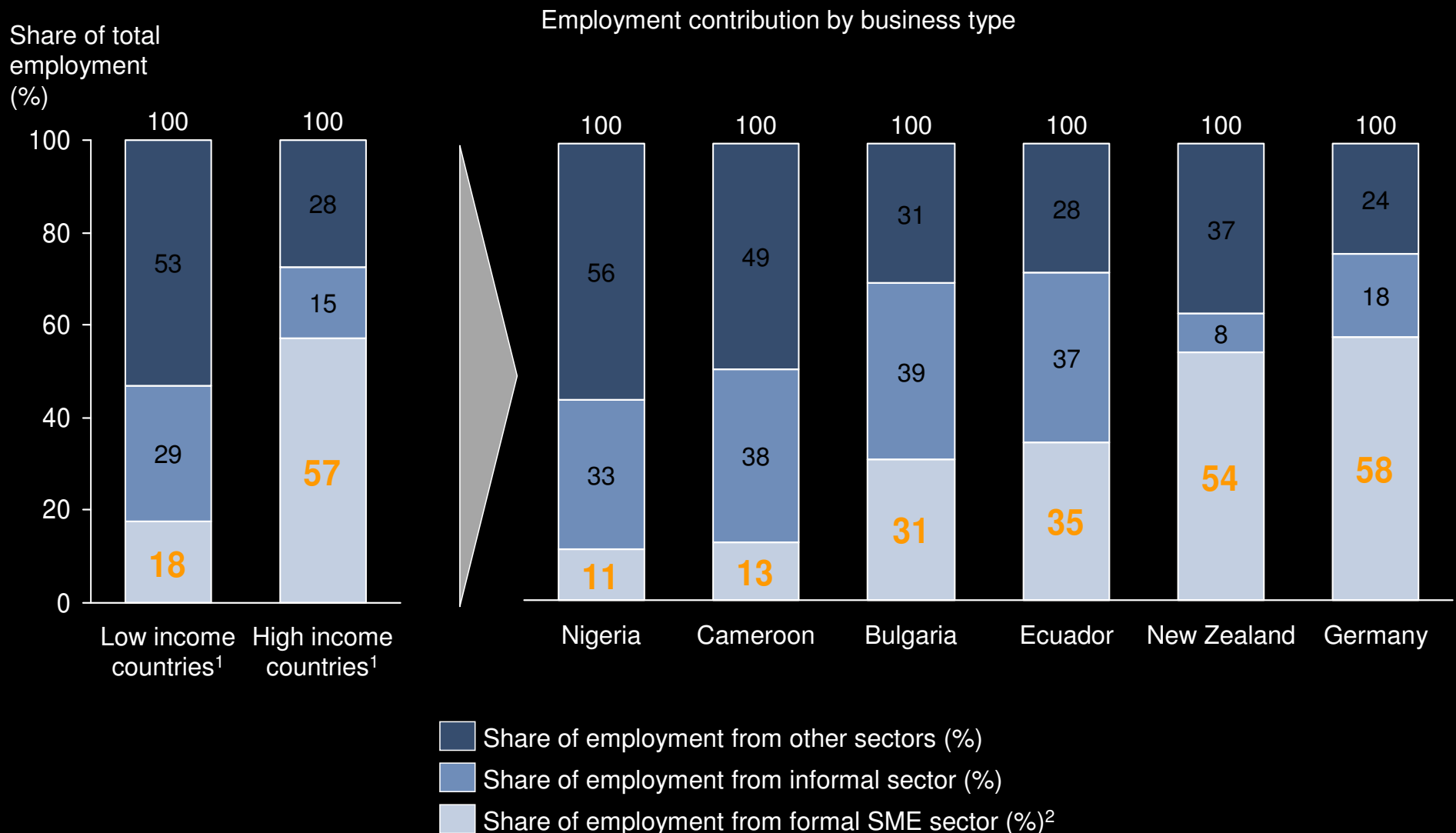
SGBs

Small and growing businesses (SGBs) are commercially viable businesses, typically from 5 to 250 employees, that have strong potential for **growth** -- and thus for creating economic, social and environmental benefits

The Promise of SGBs



Despite potential benefits, formal small business sectors in low income countries are much less developed



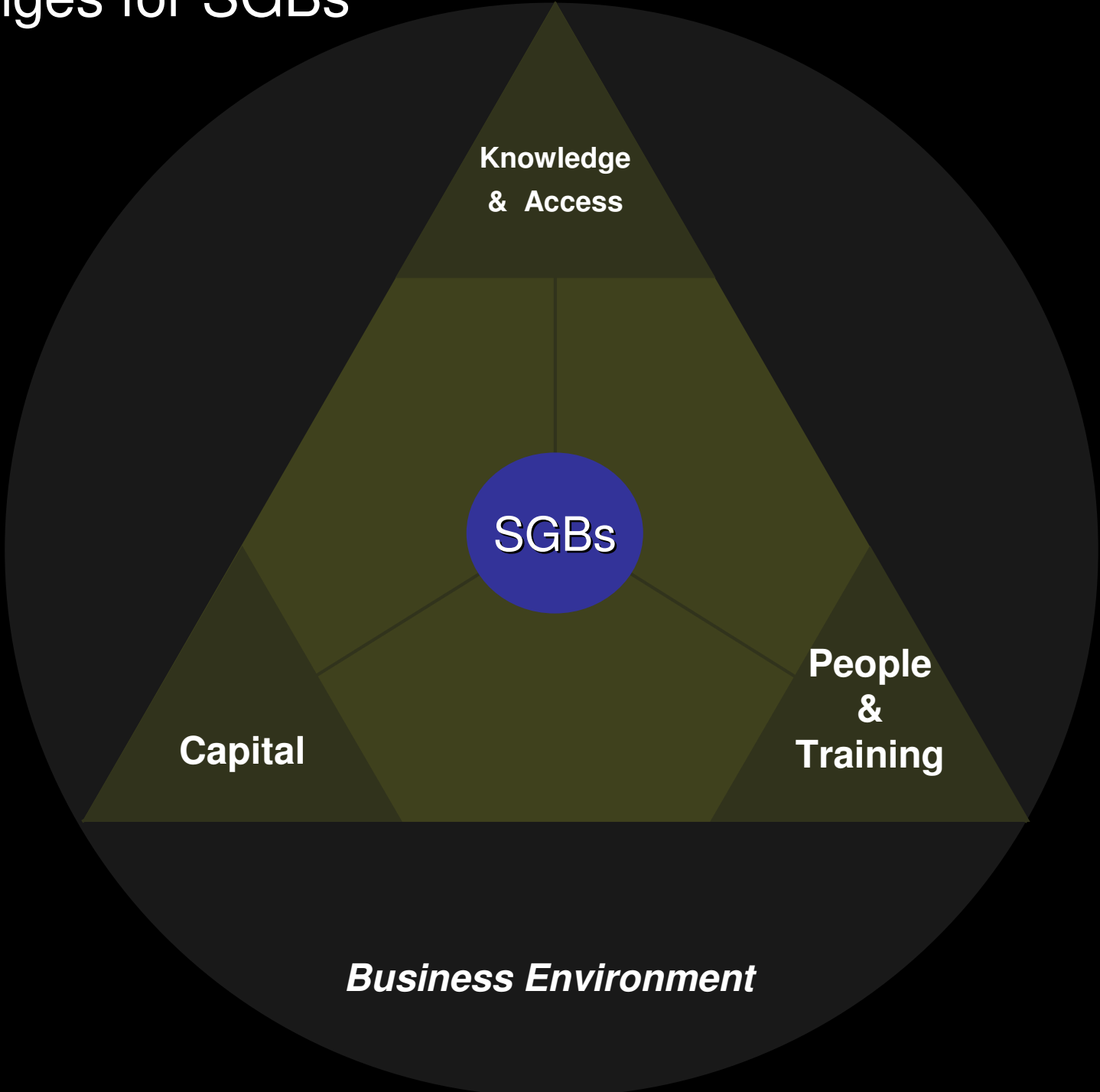
1. Contribution percents are median values for income group 2. Only includes businesses operating in formal sector

Source: Ayyagari, Beck and Demirguc-Kunt, "Small and Medium Enterprises across the Globe: A New Database", World Bank

Survey Responses: Top Barriers to Growth of SGBs in the Developing World

Barrier to SGB Growth	Participants who see it a top 4 barrier
Availability of skilled labor	44
Access to financing from commercial banks	39
Access to appropriate forms of equity and quasi equity	34
Ability to access markets and/or establish linkages with suppliers and customers	24
Availability of high quality professional services to support growth	20
Regulatory burdens to starting/operating a company	17
Corruption	15
Level of taxation/fees	3
Insufficient culture of risk-taking/entrepreneurship	0
Other	5

Challenges for SGBs



What is ANDE?

Aspen: a non-partisan organization whose mission is to bring together people who *should* be collaborating on societal challenges but would not do so ordinarily.

Network: an interconnected group or system

Development: improving the economic, social and environmental welfare

Entrepreneurs: individuals whose passion leads them to organize available resources in new and more valuable ways

**ANDE –
The Aspen Network of Development
Entrepreneurs**

Who is ANDE – Today?

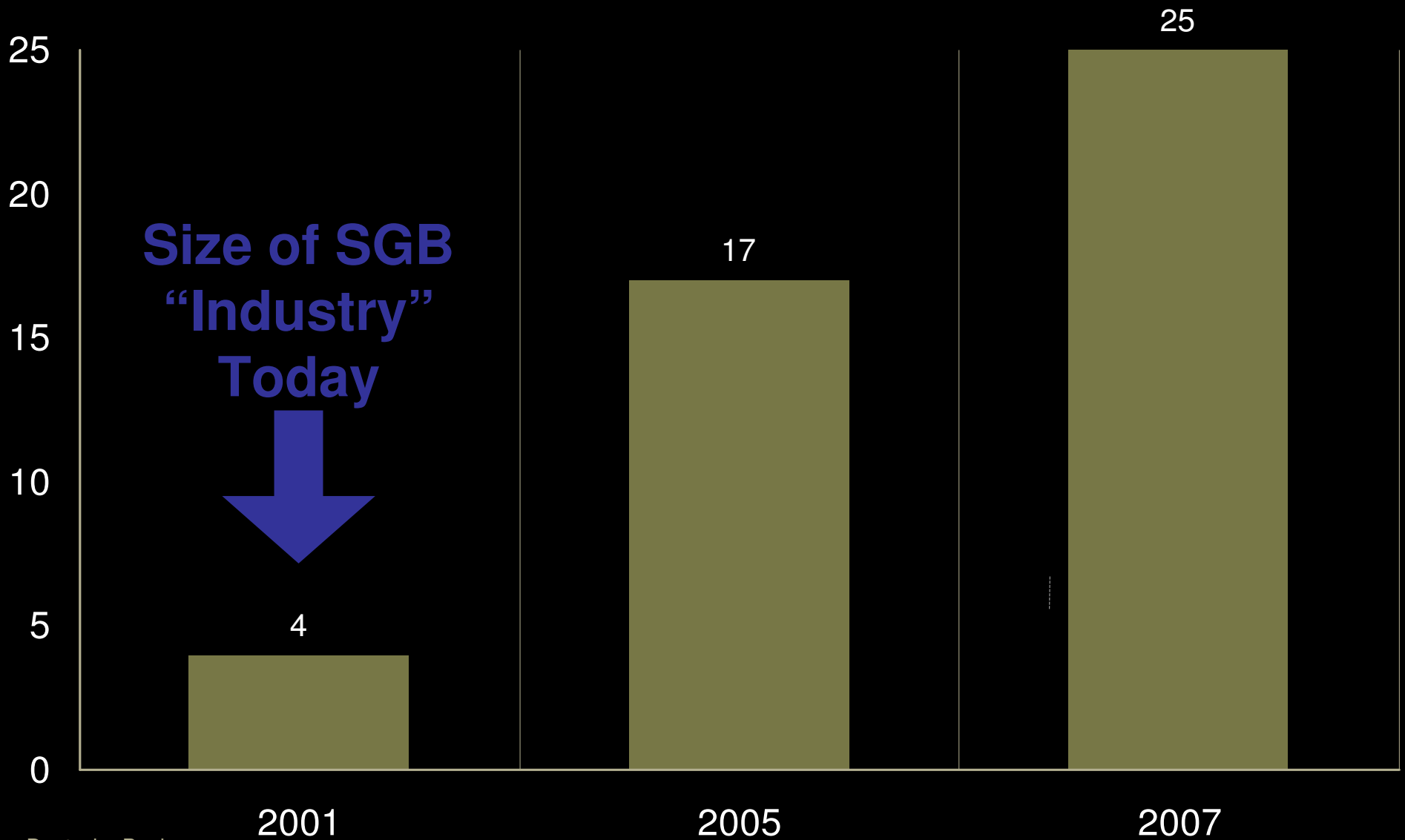
Lemelson Foundation
E & Co.
Shell Foundation
VisionSpring
McKinsey
SNV
Endeavor
JCS Investments
World Resources Institute
Rockefeller Foundation
TechnoServe
SEAF
Citi Foundation
Root Capital
Omidyar Network
U Michigan
Mercy Corps
The Aspen Institute
Frontier Market Advisors
Lundin for Africa
Agora
Dalberg
Acumen Fund
Skoll Foundation
ShoreBank
Investeq
IGNIA Partners
Rianta Capital
Google.org
AIDG
Shared Interest
Gates Foundation
SE.VEN
Grassroots Business Fund

Survey Responses: Most Helpful ANDE Offerings

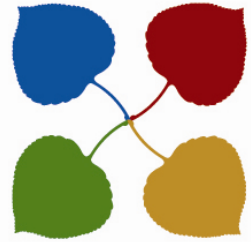
ANDE Offering	Participant Vote	In the works for ANDE....
Capacity Development Fund	30	\$1M already secured for CDF, planning to make 1 st grants in late spring '09
Annual Conference	29	This year held October 7-10, 2009 at Glen Cove Mansion, New York
Investment Management Discussions	23	2 nd discussion held earlier this month (19 participants); Will be monthly
Online searchable directory of funders and intermediaries	22	Directory already up and running on the member-only portion of the ANDE website
Online knowledge resource library	18	Knowledge resource library already up on the member-only portion of the website, with plans to expand and further categorize
Advocacy plan	18	Initial steps underway; identifying key decision makers
Training programs	17	Orientation training for new hires/summer associates being scheduled for late May/early June for member organizations
Annual report on social and financial metrics	15	Will produce report this year; also co-sponsoring a metrics conference May 19-20 th with GBF; Support for Rockefeller IRIS effort

Conclusion: The Next Microfinance?

Total volume of Microfinance Loans (\$Billion)



Source: Deutsche Bank



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Thank You!

Randall Kempner

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