

**ANDE Capacity Development Fund
Round I Grants: August 2009**

“Taking ANDE to Latin America: ANDE Regional Training and Stakeholder Education”

Agora, Root Capital, and TechnoServe
Awarded \$50,604 for 2 years

Agora Partnerships, together with Root Capital and TechnoServe, will bring the ANDE training, education, and network building directly to the field and create a model for ANDE introduction into a region that can be replicated globally. The project is a comprehensive three-day training and educational conference geared towards explaining and advocating the ANDE approach to key stakeholders, including local ANDE members’ staff, entrepreneurs, government officials, and members of the development, investment, media, and local business communities. The training will be offered in Managua, Nicaragua.

“SME Business Plan Competition System”

AIDG
Awarded \$72,800 for 2 years

The Appropriate Infrastructure Development Group (AIDG) is creating a business plan competition and enterprise incubator resource website and materials toolkit that can be used to easily and quickly run a business plan competition; advertise, accept applications, judge applications to standardized criteria, provide training and support resources to SMEs, and track and report the progress of competitions. AIDG is interested in leveraging what it and other ANDE members have learned in running business plan competitions and providing training curriculum around writing and pitching a business plan. They hope to create a standard website and toolkit that can be used by ANDE members and other qualified sector organizations to run their business plan competitions without having to invest significant resources in internally developing new platforms for each contest. The toolkit of materials, publicity and sites will be developed in French, Spanish and English to maximize potential regional applications.

“Strengthening the Entrepreneurial Eco-System in Nigeria”

Alitheia Capital
Awarded \$74,230 for 2 years

Alitheia Capital aims to help overcome challenges in creating a sustainable enabling environment for entrepreneurs in Nigeria by creating a hybrid structure that merges short-term entrepreneurial support structures and self-sustaining collaborative tools with its own, long-term strategic aims. Building on its existing business advisory services, Alitheia Capital is currently in the process of expanding its

comprehensive support mechanism for start-ups and SMEs in Nigeria. In Launch Pad, it expects to unite its previous services more accessibly, thus enabling it to serve entrepreneurs better. Alitheia proposes to support the three verticals of an entrepreneurial ecosystem, (information, collaboration, and facilitation) with three initiatives: 1) A series of events designed as a way to kick-start interest in the community and bring together interested participants; 2) A collaborative web platform designed to bring budding Nigerian entrepreneurs together; 3) A monthly email newsletter typically including at least one success profile, details of applicable events and opportunities, as well as any relevant news and web platform updates.

“Innovation Scouts: A Discovery Network for SGBs”

Root Change

Awarded \$57,511.50 for 1 year

Root Change will develop a collaborative platform for identifying high impact small and growing business investment opportunities. The global initiative will identify, train, and deploy 75-150 indigenous innovation scouts in Africa, Asia, and Latin America, thereby creating a new mechanism for ANDE members to discover, strengthen, and broker high potential investment opportunities. The program will incorporate web-based and people-centered filters to identify promising investment opportunities and will feature an ANDE-branded marketplace where opportunities for investing germinate in public view.

“Analysis of Investor and Donor Demand for Opportunities to Support SGBs in the Developing World”

Endeavor, IGNIA, ShoreBank, TechnoServe, VisionSpring, Hope Global Consulting

Awarded \$75,000 for 5 months

The proposed project will use cutting-edge customer research tools and strategic capabilities to provide ANDE members and others with the investor and donor insights that they need to drive more capital to organizations serving SGBs in the developing world. In specific terms, the proposed study will define US investor and donor segments; identify the segments that are most willing to increase their investing or giving to organizations serving SGBs in the developing world; and specify the products, experiences, outreach channels, and messages that ANDE members and others need to offer investors or donors in these segments to increase their investing or giving to organizations serving SGBs in the developing world. This study will provide: 1) Money for Good accessible market opportunity, in total and by segment; 2) Definition and full characterization of each investor and donor segment; 3) Identification of highest value segments; 4) Market opportunity ‘heat map’ (most accessible segments x products); 5) Suggested approach to tapping each segment (products, outreach, and messaging); and, 6) Sector-level recommendations for driving more capital to organizations serving SGBs.

“Advancing the SGB Movement in Colombia: SGB Acceleration Program”

Fundacion Bavaria, New Ventures – World Resources Institute, and Universidad de los Andes
Awarded \$75,000 grant for 1 year

The Universidad de los Andes, together with World Resources Institute and Bavaria, will develop Colombia’s leading SGB Acceleration Program and position the SGB investor Forum and Roundtable as the country’s leading SGB investment venue. This initiative will articulate the ecosystem of support required by SGBs to thrive and also provide a space where issues related to their development as a sector will be discussed, raising awareness among and informing key stakeholders and constituencies. With support from ANDE, the Program will meet the following goals: accelerate the growth of promising SGBs throughout Colombia; position the SGB Investor Forum as the country’s leading venue to discuss SGB development issues and investment opportunities; and design and implement a learning and outreach strategy for the program.

“Villgro Training Program”

Villgro
Awarded \$42,000 grant for 2 years

Villgro aims to enable Indian innovators to move ahead and help them think about creating social impact with their innovations. Traditionally, innovators face gaps in knowledge about innovation processes, resources, awareness, and networks. To address these problems, Villgro will hold sessions during a one-day training program, which will be conducted by experts from various fields to help the innovators assess their work and take the necessary steps for a fruitful execution of their ideas. Villgro plans to hold eight capacity building programs in Tamilnadu from 2010 – 11. From 2011 – 12, there will be 17 programs, 12 of which will be conducted in Tamilnadu and 5 in the neighboring State as part of the scaling up program.