

Aspen Network of Development Entrepreneurs

Growing Small Businesses in a Developing World

Looking for the next Steve Jobs or Richard Branson?

Try Africa. Or Latin America, or India, or any of the developing markets around the world that are producing the next generation of impact entrepreneurs. And then think about what it will take for those entrepreneurs to create the next Apple or Virgin.

Many entrepreneurs in the developing world cannot pursue their ideas because they lack access to three crucial things: qualified employees, financial capital, and sufficient market knowledge or access. These entrepreneurs have a vision similar to that of Jobs and Branson; but they do not have the same access to critical resources. Right now, there are millions of individuals receiving \$100 and \$200 microcredit loans each year. The Aspen Network of Development Entrepreneurs (ANDE), however, helps entrepreneurs one level up—those who have businesses that could potentially employ 200 or 2000 people if they receive the support they need.

By convening leading practitioners and investors who believe in creating market-based solutions to global poverty, we are building a network of people who are pooling resources to build sustainable prosperity in the developing world. We are catalyzing a movement to unleash the resources needed to start, grow, and finance tens of thousands of small businesses in the most challenging economies in the world.

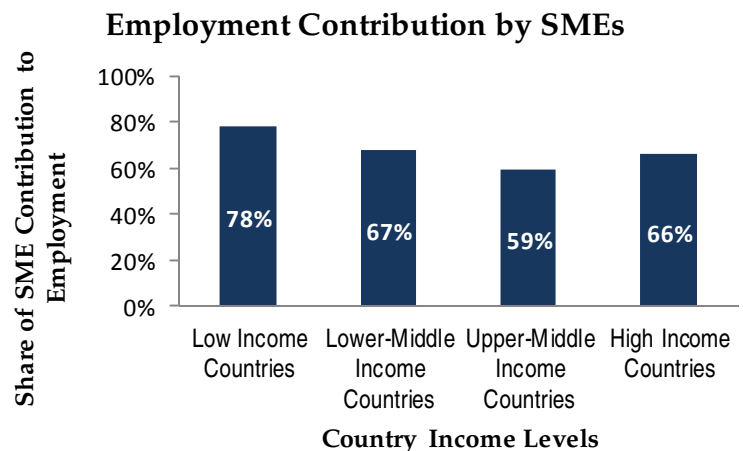
Small & Growing Businesses (SGBs) are Critical to Prosperity Creation

Entrepreneurial businesses are powerful vehicles for employment and job creation. In developing countries, small and medium enterprises provide approximately 66% of employment opportunities and generate 86% of new jobs. Specifically, small and mature firms (over 6 years old) contribute the most to employment and job creation, underscoring the need to provide an enabling environment for continued entrepreneurial growth.

Without the jobs, income, and innovation created by a vibrant small business community, emerging markets cannot grow. Moreover, these companies often offer the best hope of developing and implementing environmental practices needed to protect our planet.

We are a global network of organizations that propel entrepreneurship in emerging markets. Our network's members provide critical financing and business support services to small and growing businesses that create significant economic, social, and environmental impacts in developing countries.

Formal small and medium enterprises (SMEs) are significant contributors to employment.



Source: Ayyagari, Demirguc-Kunt, Maksimovic, "Small vs. Young Firms across the World: Contributions to Employment, Job Creation, and Growth," World Bank 2011

Global poverty is one of the greatest moral challenges facing our generation. Small and growing businesses (SGBs) are the key to alleviating that challenge.

What the Aspen Network of Development Entrepreneurs (ANDE) does—

Knowledge Sharing and Networking: ANDE programs connect different organizations within the SGB sector. Members improve their effectiveness by sharing and collaborating with one another to build this sector. ANDE currently has five regional chapters in Brazil, Central America/Mexico, East Africa, India and South Africa, and a variety of topic specific working groups.

Training and Talent Development: ANDE's talent development programs build critical skills within member organizations, reduce training costs, and ultimately help create a pool of talented leaders in the SGB sector. Currently, we offer a two day Orientation Training for new hires and summer associates and an intensive five day Investment Manager Training for investment officers based in emerging markets.

Metrics and Evaluation: ANDE is committed to driving transparent, consistent, and high quality measurement of our members' economic, environmental, and social impact. Our annual impact report provides the only consistent global report on the impact of SGB investors and technical assistance providers, and highlights the accomplishments of our members. ANDE is also a core partner in the Impact Reporting and Investing Standards (IRIS) initiative to advance a common framework for defining, tracking, and reporting the performance of impact investments.

Research: ANDE acts as a conduit between researchers who are seeking inputs and our members who are generating data and findings that need to be aggregated and analyzed. In addition, we manage a Research Development Fund which we leverage to generate new research projects that examine the effectiveness of supporting SGBs as a tool for poverty alleviation. We expect the research produced through this initiative to inform and influence impact investors, policy-makers, development banks and foundations on the social benefits of supporting small businesses.

Capacity Development Fund: ANDE administers a Capacity Development Fund from which we disburse grants to members in order to strengthen their capacity and encourage innovation and collaboration among our members. To date we have made \$1.3 million in grants through three rounds of funding.

Advocacy and Education: ANDE is actively working to increase resources for the SGB sector in order to benefit all of our members and their work. We have become a trusted resource for key constituencies (investors, governments, multi/bilateral organizations, and the news media) that influence investment and development aid decisions.

ANDE Members

ACCION International
Actis
Acumen Fund
Africa Enterprise Challenge Fund
Africa Report
Aga Khan Foundation
Agora Partnerships
Aid for Africa
Alcoa Foundation
Alitheia Capital
Argidius Foundation
Artemisia Social Business
The Aspen Institute
ATMS Foundation/AMSCO
Avantage Ventures
B Lab
Bamboo Finance
The Bernard van Leer Foundation
BiD Network
Cherie Blair Foundation
The Bridge Fund
Business Council for Peace (BPeace)
Business Partners
Calvert Foundation
CapitalPlus Exchange Corporation
Center for Creative Leadership
CHF International
Citi Foundation
Dalberg Global Development Advisors
Dasra
The William Davidson Institute, University of Michigan
DEG
ECSEL
Ebay Foundation
Enablis
The Tony Elumelu Foundation
Emerging Markets Group Holding
Endeavor
Enterprise Development Centre of Pan African University

EnterpriseWorks - Relief International
Entrepreneurs' Organization
Equity Group Foundation
Fair Trade USA
FATE Foundation
Finance Alliance for Sustainable Trade (FAST)
Ford Foundation
Forum Empresa
FSG Social Impact Advisors
Fundación AVINA
Fundación Bavaria
Fundación Bolívar Davivienda
Fundación Capital
Fundación IES
Fundación para la Producción Fundemex
FUNDES
The Bill & Melinda Gates Foundation
General Mills
Global Alliance for Improved Nutrition
Global Business School Network
Goldman Sachs 10,000 Women
Grameen Foundation
Grassroots Business Fund
Gray Ghost Ventures
GreaterCapital
Grofin
GVEP International
Halloran Philanthropies
Haitian Hometown Associations Resource Group
ICCO
I-DEV International
IGNIA Partners LLC
ImagineNations Group
Impact Amplifier
Impact Finance
InReturn Capital
Instituto de Ciudadania Empresarial (ICE)
Instituto Hartmann Regueira

Intelcap
InterMedia
International Finance Corporation
Invaneo
Inversor
Invest2Innovate
Karisimbi Partners
Kauffman Foundation
Lang Entrepreneurship Center, Columbia Business School
The Lemelson Foundation
LGT Venture Philanthropy
Low Carbon Enterprise Fund
Lundin Foundation
Macquarie Infrastructure and Real Assets (MIRA)
MasterCard Worldwide
The MasterCard Foundation
McKinsey & Co.
Media Development Loan Fund
Mercy Corps
Monitor Institute
Monterey Institute of International Studies
Movirtu
The Multilateral Investment Fund (MIF)
Naya Jeevan
NESsT
New Ventures Mexico
New Ventures - WRI
NOTS Foundation
Omidyar Network
Open Capital Advisors
OTF Group
Overseas Private Investment Corporation
Oxfam
Passport Capital Foundation
Pearl Capital Partners
The Pershing Square Foundation
Potencia Ventures
Potential Africa
Pragma Patrimonio
The Prince's Youth Business International

Promotora Social Mexico
PymeCapital
Renew Strategies
responsAbility Social Investments
Rianta Capital, Artha Initiative
The Rockefeller Foundation
Root Capital
Root Change
RTI International
SA Capital Limited
Santa Clara Global Social Benefit Incubator
Sandler Trade, LLC
SCOPEinsight
Serengeti Advisers
Shared Interest
Shell Foundation
ShoreBank International Ltd.
Skoll Foundation
Small Enterprise Assistance Funds (SEAF)
Stephen Claire Associates
Sustainable Harvest Specialty Coffee Importers
Swisscontact
Synergy Social Ventures
TechnoServe Inc.
TransFarm Africa
TriLinc Global
Universidad de Los Andes
University of Cape Town
Unitus Impact
U.S. Agency for International Development- USAID
VillageReach
Villgro
Vox Capital
Voxtra
Walmart
WEConnect International
WillowTree Impact Investors
Yo Emprendedor
Zambian International Trade & Investment Centre

