8:00am

Welcome and State of the Sector

As ANDE enters its second decade, join Jenny Everett, ANDE's Managing Director for an update on strategy, Mathew Guttentag, Director of Research and Impact, for an overview of the Small and Growing Business Sector, and Richenda Van Leeuwen, ANDE's new Executive Director, and Carol Dahl, Executive Director, The Lemelson Foundation and ANDE's outgoing Executive Committee chair, for a fireside chat.

9:30am

Solution Salon - Barriers to Women-Led SGBs Accessing Corporate Value Chains

Many fast-moving consumer goods (FMCG) companies have limited data on the women-owned or led SGBs that are represented in their value as distributors or retailers. For corporates to apply a gender lens across their complex distribution networks in emerging markets, there must be a solid business case built on sex-disaggregated data. How can we understand better the gender gaps in distribution? Where are women-led SGB distributors and retailers already accessing value chains? What are their financial and non-financial needs? What has been the commercial and social impact of targeted solutions to-date?

Moderator
Shehzia Lilani  Amani Institute

Speaker
Kathy Mignano  International Finance Corporation

Solution Salon - Mobilising Capital for Climate Solutions

Climate change poses an existential threat to our world that will require capital from all across the risk-return spectrum to solve. Philanthropic and public funders have a unique role to play in providing the “risk capital” climate-focused companies need to leverage additional investment to take proven solutions to scale. This session will provide a connection point for implementors, funders, investors, and intermediaries to bring their diverse perspectives and have an honest conversation about what tools, resources, or approaches are needed to align incentives and enable the cross-sectoral conversations at the heart of blended finance.

Moderator
Ivan Mandela  SHONA

Speakers
Stephanie Turpin  FHI360

Shailesh Singh  Founder, GoMassive Earth Network
Solution Salon - Building Organizational Resilience to COVID-19 by Addressing Strategic Talent Needs
 9:30am - 10:55am, Sep 22

The current realities of COVID-19 have forced many small and growing businesses (SGBs) to rethink and adjust their model of business operation in order to survive the disruption while staying relevant and impactful. As part of these sweeping changes, the nature of work has accelerated its transformation and SGBs are embracing innovative means to building organizational resilience. Work is moving online; it is increasingly easy to break down into smaller tasks, enabling virtual, contract and gig workers to contribute, SGBs are navigating a tremendous amount of information including misleading and poor quality information about COVID-19 to shape strategic decisions. SGB employees bear the brunt of the disruptions within SGBs; they need to adapt and leverage new capacities to support SGBs to navigate uncertainty, crisis and change within constrained resources. This session provides an opportunity for intermediaries to explore strategic talent priorities for SGBs as well as the roles different actors (financial and non-financial support providers) must play to help SGBs build resilience in time of uncertainty and crises.

Moderator
Amreen Choda  Genesis Analytics

Speakers
Tsega Belachew  IREX
Caroline Gertsch  Amani Institute

Solution Salon - Impact of Race and Discrimination on Founders' Ability to Raise Capital
 9:30am - 10:55am, Sep 22

In recent months, Black Lives Matter protests have brought to light issues around racial injustice and discrimination. We have witnessed global protests on the topic, and important conversations around the need for systemic change. One emerging conversation is the topic of funding, especially challenges black founders face relative to white and foreign peers to raise capital. It would be a missed opportunity during these times of reflection not to examine structural and systemic issues around racial bias and discrimination that hamper investors' effectiveness in supporting local founders to date, and discuss key changes needed to build developing economies in an inclusive way.

Moderator
Glynis Rankin  CEO, Creative Metier

Speaker
Nathalie Ebo  Open Capital Advisors

10:55am

Fail Faire
 10:55am - 11:45am, Sep 22

An ANDE Annual Conference tradition, please join us for a candid conversation about failures and what we have learned from them.

Moderator
Giulia Corinaldi  Thomson Reuters Foundation
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Details</th>
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<tbody>
<tr>
<td>11:45am</td>
<td>Break</td>
<td>11:45am - 11:50am, Sep 22</td>
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<tr>
<td>11:50am</td>
<td>ANDE Campfire Activity: The Inside Job: Mindfulness</td>
<td>Join Olusegun Alimi from LEAP Africa to explore your mind. More than ever before we are learning how powerful the mind is, but just how powerful is it actually? In this session, we will go on a journey to explore how we think and establish interesting ways to enable our minds to work for us and not against us.</td>
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<td>6:00pm</td>
<td>Welcome and State of the Sector (continuation)</td>
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<td>7:15pm</td>
<td>Break</td>
<td>7:15pm - 7:20pm, Sep 22</td>
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<td>Speed Networking</td>
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<td>8:05pm</td>
<td>Solution Salon - Finding Balance: Local and Global Support for SGBs</td>
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The need for emergency funding for SGBs during COVID-19 is clear. Many are experiencing limited sales and shrinking cash flows with mounting operating costs, payroll, and debt obligations. We also recognize the need for funders to mitigate risk by performing due diligence that is up to standard in order to fulfill fiduciary duties and expectations of investors. For COVID and looking to the future of crisis funding, how do we build SGB resiliency and mechanisms for emergency funding in times of pandemics, climate-related events, natural disasters, civil unrest, etc.?

Solution Salon - Building Effective Partnerships to Support Women-led SGBs to Become Investment Ready
8:05pm - 9:30pm, Sep 22

This session aims to address the question of how intermediaries, investors, funders and other entrepreneurial ecosystem actors can be deliberate about creating strategic partnerships to support women-led SGBs to become investment ready. This session initiated by SPF and ygap will set the stage for an interactive discussion on how to collectively build the business and impact cases for advancing gender equality in entrepreneurship through those partnerships and what can move the needle to develop a community of practice for effective gender lens entrepreneurial ecosystem development.

Speakers
Audrey Jean-Baptiste Program Director, ygap
Lily Yu Senior advisor, Sasakawa Peace Foundation

Solution Salon - Rethinking How we Address the Root Causes (and Not Just the Symptoms) of Inequality
8:05pm - 9:30pm, Sep 22

Global Perspective: The pandemic has impacted many ANDE members and disproportionally impacting locally-led organizations. Local leaders of SGBs and intermediaries raise less funding than their international counterparts, leading them to be less resilient during turbulent times. Yet, we all know the value they provide the ecosystem. How do we ensure local organizations don’t disappear? How do we guard against international players dominating the ecosystem? How can we prepare for rebuilding of the ecosystem post-COVID-19?

Local Perspective: Responding to the above, our responsibility as an impact sector is twofold: we need to keep working on alleviating the symptoms of inequality, but we also need to tackle its root causes.

Moderator
Cecilia Foxworthy Programs & Innovation Director, Agora Partnerships

Speakers
Pamela Roussos Miller Center for Social Entrepreneurship at Santa Clara University
Ana Chinchilla Business Development Manager, Alterna
8:00am

Welcome to Day 2 Remarks and Recap

8:15am

Solution Salon - Mind the Gap: How to Support Women-led Businesses During COVID-19 and Beyond

Some stakeholders are working harder and faster to better support women entrepreneurs during the pandemic, just a few are already thinking about the recovery phase. Let’s discuss what we’re learning now from the ecosystem; what is the data that we’re capturing now that will show us a path for the recovery phase and how do we avoid gender gaps widening during the crisis.

Speakers
Jessica Olivan ProMujer
Cristina Manfre TechnoServe

Solution Salon - Eliminating Waste to 0% in the Textile & Food Chain, Impossible?

The session will be broken down in the topic of Textile Waste in Asia and Food loss in East Africa. We will map out together what’s already happening that contributes to this vision, brainstorm on how these solutions could be scaled and what is missing. The session will end with a ‘Needs & Leads’ part in which everyone is able to pitch what they’re looking for and the group can offer help.

Moderator
Shawn Theunissen PropertyPoint

Speaker
Gigi Mathews Director India - Venture Development, Enviu

Solution Salon - Driving Resources to Early-Stage SGBs and Partnerships with Governments

How might we drive meaningful collaboration between (i) service providers (social enterprises & NGOs); (ii) capital providers (impact investors, foundations, corporations) and (ii) local governments (municipalities, state government, para-statals) in order to create more scalable interventions by SGBs which are adequately capitalized through new collaborative financing mechanisms (like pay-for-success instruments, leasing/factoring, investment syndicates, recoverable grants)?

Moderator
Andrea Warriner Director of Partnerships, African Management Institute

Speakers
Kartik Desai Executive Director, Asha Impact
Cecilia Foxworthy Programs & Innovation Director, Agora Partnerships
Solution Salon - Improving Access to Financing for LGBTQIA+ Entrepreneurs

How might we facilitate the access to finance for LGBTQI SGB entrepreneurs and leaders by addressing the lack of precedent with investors by crowdsourcing solutions from the ANDE community around (1) examples of how LGBTQI investment lenses can work, (2) opportunities for investment, (3) risks for LGBTQI-blindness, (4) challenges to data collection that is safe in environments where self-identification as LGBTQI can be a serious safety risk and/or illegal?

 Moderator
Jona Repishti MIT D-Lab

 Speaker
Francois Ritchot Palladium Impact Capital

9:30am

Entrepreneurs' Journeys

Regionally based entrepreneurs will inspire us to reflect on ways to effectively support SGBs to advance the conference's thematic areas.

 Panelist
Vere Shaba Greendesign
Yvonne Otieno Miyonga Fresh Greens

10:30am

Speed Networking

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11:15am

Break

11:20am

ANDE Campfire Activity: Tiny Home Movement: Design your very own tiny house

Mowgli Mentoring's Head of Development, Maia Gedde, is obsessed with tiny houses and creating large spaces out of small volumes. Like entrepreneurship, designing a tiny house is about finding innovative ways to solve challenges. During this session, Maia will share the process of building her tiny house in Kigali and the final results. You will come out of the session having built your dream tiny house.

 Speaker
6:00pm

Welcome to Day 2 Remarks and Recap (continuation)
6:00pm - 6:15pm, Sep 23

6:15pm

Entrepreneurs' Journeys (continuation)
6:15pm - 7:00pm, Sep 23

Regionally based entrepreneurs will inspire us to reflect on ways to effectively support SGBs to advance the conference's thematic areas.

Speaker
Daniela Ancira La Cana

Panelist
Antonio Pita Diaspora.Black

7:00pm

Solution Salon - Getting Policy Right to Make Gender Equality a Foundation for Economic Recovery
7:00pm - 8:20pm, Sep 23

COVID-19 has impacted women entrepreneurs particularly hard. Existing gender biases in lending and investing, and prior discriminatory laws and regulations, have been compounded by an exacerbation of cultural norms around domestic responsibilities and an increase in gender-based violence. As countries look toward economy recovery, and as global trade restarts, we have a unique opportunity to “get rebuilding right” by advocating for reforms that can reduce these formal barriers and shift informal practices. Discussion will focus on tackling the most pressing challenges facing women entrepreneurs. ANDE members from the Policy, Legal and Regulatory Learning Lab will help guide this session.

Speakers
Marc Schleifer Director, Development and Partnerships, Center for International Private Enterprise
Kate Cochran CEO, Upaya Social Ventures

Solution Salon - How do we Build Sustainable Local Climate Financing Vehicles?
7:00pm - 8:20pm, Sep 23

How might we develop gender-responsive local climate finance vehicles that are sustainable in order to provide finance to SGBs that require smaller tickets than what most international climate funds can effectively disburse, keeping in mind that local funds are seen as less attractive to Limited Partner’s (LP’s) given their small size and single country geographic focus?

Speakers
Ebenezer Arthur Wangara Green Ventures
Annie Roberts Partner & Co-CEO, Open Capital Advisors
**Solution Salon - Scaling Innovation - A New Lens for Designing Support Systems**

7:00pm - 8:20pm, Sep 23

Innovative companies are critical to economic growth and for addressing the SDGs in emerging markets. New research from Endeavor Insight supported by the Lemelson Foundation suggests that invention-based enterprises have distinctive benefits, but also face different challenges from other types of innovative companies. This session offers a new lens for supporting enterprises based on the innovative solutions they are scaling in SSA and India, and includes examples from research of agricultural entrepreneurs in Kenya and Nigeria supported by Small Foundation. Recognizing that sector-specific programs alone may not be enough to support the differing needs of these businesses, join a discussion on how we might adapt our systems to help more innovative companies reach scale.

**Moderator**
Timothy Rann  Partner, Mercy Corps

**Speakers**
Leah D. Barto  Endeavor Insight
Maggie Flanagan  Program Officer, The Lemelson Foundation

**Solution Salon - Mitigating Impact of Data to Exacerbate Inequity**

7:00pm - 8:20pm, Sep 23

While data needs and uses change as organizations drive to impact at scale, the potential for data to exacerbate inequity at scale increases as well. What consequences have organizations and their clients faced as a result, and how are they now having different conversations about who determines what gets measured, how it gets measured, and who has the opportunity to interpret the data? And what are the barriers and opportunities in making these changes?

**Moderator**
Pedro Castillo  Promotora Social Mexico

**Speaker**
Kimberly Langsam  The Center for the Advancement of Social Entrepreneurship (CASE) at Duke

8:20pm

Break
7:00pm - 8:20pm, Sep 23

8:30pm

Speed Networking
7:00pm - 9:15pm, Sep 23

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9:20pm

ANDE Campfire Activity - Crashcourse in Virtual Facilitation from LizardBrain
7:00pm - 9:15pm, Sep 23
**Thu, Sep 24, 2020**

**8:00am**

**Future of the Sector**

**General**

During this session, we will discuss the following: What is our vision of the SGB sector during the COVID-19 recovery phase? What interventions are ANDE members deploying around the conference's themes to achieve it? How can we collaborate to scale impact?

**Moderator**

Nicole Etchart  Co-founder & Co-CEO, NESsT

**Panelist**

Payal Dalal  MasterCard Worldwide

Jimmy Bettcher  Partners in Food Solutions

**9:00am**

**Asset Mapping**

**General**

Drawing on the top ideas from solution salons, participants will identify resources in their companies or within the ANDE network to scale the proposed solutions beyond the conference.

**10:25am**

"Celebrate Talent" Show

**General**

Join us for the virtual version of the ANDE awards ceremony, where we will honor the ANDE Member of the Year, Executive Committee members past and present, and the work we are doing in the sector.

**Moderator**

Ricardo Michel  FHI360

**6:00pm**

**Future of the Sector (continuation)**

**General**

During this session, we will discuss the following: What is our vision of the SGB sector during the COVID-19 recovery phase? What interventions are ANDE members deploying around the conference's themes to achieve it? How can we collaborate to scale impact?
**Moderator**
Nicole Etchart  Co-founder & Co-CEO, NESsT

**Panelist**
Anita Ramachandran  MicroMentor
Ernesto Herrera Guerra  Reforestamos

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**6:45pm**

**Break**

6:45pm - 6:50pm, Sep 24

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**6:50pm**

**Speed Networking**

6:50pm - 7:40pm, Sep 24

*General*

We are bringing you a virtual version of this ANDE Annual Conference’s fan favorite! Join us for a chance to network with fellow ANDE members.

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**7:40pm**

**ANDE Campfire Activity: The Coffee Cup Challenge: Human Centered Design**

7:40pm - 8:05pm, Sep 24

*General*

Join NESsT’s Brazil Country Director Renata Truzzi to explore the methodology of Human-centered design. Human-centered design (HCD) is a collaborative, creative process dedicated to understanding people’s needs and designing interventions that better serve people’s needs. This session will introduce the basic process, concepts and methods of HCD through an interactive experience. During this session, participants will work in pairs and experiment the process. NESsT uses the methodology of the Center for Social Design at the Maryland Institute College of Art (MICA).

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**8:05pm**

**Speaker**

Renata Truzzi  NESsT

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**8:05pm**

**Asset Mapping**

8:05pm - 9:25pm, Sep 24

Drawing on the top ideas from solution salons, participants will identify resources in their companies or within the ANDE network to scale the proposed solutions beyond the conference.

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**9:25pm**

**Closing Remarks**

9:25pm - 9:35pm, Sep 24

*General*

Join Ricardo Michel, ANDE’s incoming Executive Committee Chair, as he closes this year’s Annual Conference.