2017 ANNUAL CONFERENCE
September 25 - 27, 2017
Leesburg, Virginia

#ANDE2017  @AspenANDE  AspenANDE

Download the Whova app here:
http://whova.com/portal/andea_201709
MONDAY, SEPTEMBER 25

9:00 AM - 12:00 PM  Registration & Time for Early Meetings | Front Lobby

10:00 AM - 12:00 PM  Early Track Sessions

Member 101 | Kettering
Overview
Learn how organizations can make the most of ANDE membership and take part in current ANDE programs.
Led by:
Susannah Eastham, ANDE

Maximizing Business and Attracting Investment Through Gender Inclusion | Bacon
Workshop
This session will provide insights and tips for SGBs and investors that are seeking to maximize business performance through diversity and gender inclusion in their business operations. This session will begin with an expert panel discussion of gender inclusion strategies that can improve business performance, and will then move to an interactive workshop to design practical steps that SGBs can take to use gender inclusion to attract investment.
Led by:
Stephanie Finigan, Value for Women (m);
Linda Jones, MEDA;
Alex Eaton, Sistema Biobolsa;
James Haga, Engineers Without Borders Canada;
Heather Kipnis, International Finance Corporation

Metrics Meeting ***Begins at 9:30am*** | Conant
Workshop
Join ANDE Annual Conference participants and other ANDE members for a morning session focused on impact measurement. This is a chance to discuss innovations and new approaches to impact measurement, learn from your peers, and explore solutions to common challenges.
Led by:
Genevieve Edens, ANDE;
Bri Losoya-Evora, ANDE
12:00 - 1:00 PM  
**Networking Lunch** | Riverside Hearth

1:15 - 2:30 PM  
**Welcome & State of the Sector Remarks**  
Lansdowne Ballroom

**Plenary Session**  
ANDE's Executive Director will give an overview of the state of the small and growing business sector, followed by an interactive discussion and response from ANDE members.

Speaker:  
**Randall Kempner**, ANDE

2:45 - 3:45 PM  
**Speed Networking**

Group 1: Bacon  
Group 2: Conant  
Group 3: Sarnoff  
Group 4: Kettering  
Group 5: Salon C  
Group 6: Salon D

4:00 - 5:15 PM  
**Small Group Breakout Sessions #1**  

**Climate Change and Helping SGBs Adopt Green Practices** | Bacon

**Workshop**

This session will share tools that are being used by GIZ, Venture Well and NESsT to help SGBs and their stakeholders design, develop, and manage green products, services and businesses. Participants will become familiar with the tools and have an opportunity to provide feedback on how they might use them. We will also discuss why going green is good for business and how ANDE members and other intermediaries can collaborate in promoting these practices.

Led by:  
**Nicole Etchart**, NESsT (m);  
**Carol Dahl**, The Lemelson Foundation;  
**Janine Elliott**, VentureWell;  
**Christina Poser**, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

(m) denotes the session moderator
Small Group Breakout Sessions #1 (cont.)

**Overview**
What do we know about what is working in technical assistance (TA)? And where do we see gaps in TA? As small businesses grow, they need a range of support at various stages to help them move to the next stage. This session will dive into a discussion of evidence-based technical assistance including acceleration, gender equality mainstreaming, and supporting scale.

Led by:
- **Edward Thomas**, Deloitte (m);
- **Greg Coussa**, ICSF;
- **Linda Jones**, MEDA;
- **Peter Roberts**, Social Enterprise at Goizueta, Emory University

**SGB Finance: New Paths to Scale** | Conant

**Deep Dive**
Despite the challenges to accessing capital for SGBs, especially at early changes, we are seeing positive movement to close the capital gap. In the past year, three new reports were produced and a new collaborative of leading funders has formed to address the issue. In this deep dive session we’ll explore the study findings and proposed action initiatives.

Led by:
- **Chris Jurgens**, Omidyar Network (m);
- **Annie Roberts**, Open Capital Advisors;
- **Alice Gugelev**, Global Development Incubator;
- **Roland Pearson**, Enclude

**Lessons Learned from Investing in African SGBs** | Salon C

**Overview**
The session will host pioneer and recent impact investors to discuss challenges around investing in African SGBs and exchange ideas on how to overcome challenges and improve impact investing practices in Africa. Topics discussed will include best practices on operations, finance, and impact.

Led by:
- **Anna Samake**, MBC Africa (m);
- **Olivier Lafourcade**, Investisseurs & Partenaires;
- **Brad Merchant**, Palladium;
- **Dave Richards**, Capria Ventures
The New Economy | Salon D

Overview
To speed up change towards a circular and inclusive economy, we need new business models and different ways of working together. In this new economy, there is a large role for SGBs as innovators that can lead by example. In this session we’ll explore new business models and practices that are popping up all over the globe and examine what lessons we can learn from these innovators.

Led by:
Saskia Werther, DOEN (m);
The Lemelson Foundation;
Village Capital

Resilience and Wellbeing: Staying sane in a changing world | Kettering

Deep Dive
Social entrepreneurs and ecosystem builders are at the forefront of supporting positive development in challenging times, but this work takes its toll. In this session we will explore ongoing research and initiatives to support inner wellbeing in our sector, and discuss strategies for maintaining balance for our ourselves, and the entrepreneurs we support.

Led by:
Jenny Everett, ANDE;
Ben Powell, Agora Partnerships;
Nicholas Colloff, Argidius Foundation;
Rich Ambrose, Pomona Impact

5:15 – 6:00 PM  Free Networking Time
6:00 - 7:00 PM  Opening Reception | Terrace Ballroom
7:00 - 8:30 PM  Dinner | Riverside Hearth
8:30 PM  Drinks and Recreation | Coton & Rye Bar

(m) denotes the session moderator
TUESDAY, SEPTEMBER 26

7:30 - 9:00 AM  Buffet Breakfast  | Riverside Hearth

8:00 – 9:00 AM  Breakfast Clinics

**Using Technology to Scale Solutions | Salon C**

This breakfast clinic will showcase the Branson Centre of Entrepreneurship (BCoEC)'s project to efficiently scale its programs through systems integration and data centralization. Learn from BCoEC and fellow ANDE member Vera Solutions as they share how they are consolidating multiple systems into a single platform to strengthen internal capacity, produce better data analytics, and streamline routine processes for efficient program growth.

Led by:
- **Peter Blair**, Vera Solutions;
- **Dionne Powell-Cole**, Branson Centre of Entrepreneurship - Caribbean

**Collaborating on Small and Early-Stage Financing Workshop (by invitation only and will begin at 7:30am)**

Salon D

9:15 - 10:30 AM  Keynote Conversation with Magatte Wade, Founder, Tiossan  | Lansdowne Ballroom

Plenary

Heralded African entrepreneur Magatte Wade will sit down with ANDE’s East Africa Chapter Manager, Mary Mwangi, to share her story of entrepreneurial success (and failure) and explore the particular challenges faced by young and female entrepreneurs in Africa, and in Silicon Valley.

10:45 - 12:00 PM  Small Group Breakout Sessions #2

**Post Investment Technical Assistance (TA) | Bacon**

Deep Dive

Access to capital is important, but it is only a piece of the puzzle. Post-investment TA is critical. This session will explore approaches to providing and resourcing TA and will discuss how needs evolve across an SGB’s lifecycle.
Workshop

What’s Your Problem? Corporate Engagement Advisory Board | Sarnoff

ANDE members will present a key issue or challenge that they are facing related to working with corporations, corporate foundations, or corporate sustainability in front of a panel of experts, who will provide feedback and advice. The session is open to ANDE members who are interested in learning about common challenges related to corporate partnerships and garnering insights from the panel of advisors. The presenters and advisory board have been pre-selected but all ANDE members are welcome to observe the session.

The advisors leading this session will be:
Vanessa González, Citibanamex; Graham Macmillan, Ford Foundation; Gunjan Patel, SAP SE; Meredith Lee, Mastercard Foundation; Willy Foote, Root Capital

Deep Dive

How Blended Finance Instruments Mobilize Private Investment in SGBs | Kettering

This session aims to broaden understanding of the role of transaction advisory services and how they can enhance the SGB investment eco-system in developing and emerging markets. It also aims to explore differences in approaches to service delivery, engagement mechanisms, market dynamics and the use of blended finance instruments in mobilizing private investment in SGBs.

Led by:
Robin Young, DAI (m); Stevie Valdez, SVX México; Jake Cusack, CrossBoundary; Lindsay Clinton, Intellecap

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<th>Time</th>
<th>Session</th>
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<td>10:45 - 12:00 PM</td>
<td><strong>Small Group Breakout Sessions #2 (cont.)</strong></td>
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<td><strong>Overview</strong></td>
<td><strong>Health Care Innovations</strong></td>
<td>Salon C</td>
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<td>This session will present participants with an overview of how innovations in the healthcare space are ensuring quality, affordability, accessibility, sustainability and scalability so that these innovations can reach rural and urban underserved population at the last mile.</td>
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<td>Led by: <strong>Roma Bose</strong>, WISH (m); <strong>Jessica Daly</strong>, Medtronic Foundation; <strong>Jose Magana</strong>, Innovations in Healthcare; <strong>Robert Wells</strong>, General Electric</td>
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<td><strong>Overcoming Barriers to Women’s Entrepreneurship</strong></td>
<td>Conant</td>
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<td>Through an interactive World Café format, ANDE members will discuss challenges, solutions, and actions to take on four unique barriers affecting women-owned SGBs: gender-based violence, legal policy, media, and care demands.</td>
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<td>Led by: <strong>Heather Kipnis</strong>, International Finance Corporation (m); <strong>Pamela Roussos</strong>, Miller Center for Social Entrepreneurship at Santa Clara University (m); <strong>Mara Bolis</strong>, Oxfam America; <strong>Katrin Kuhlmann</strong>, New Markets Lab; <strong>Rebecca Fries</strong>, Value for Women</td>
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<td><strong>Supporting the Growth of Youth Owned Enterprises</strong></td>
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<td>While supporting the growth of youth owned enterprises is one of the key ways to address unemployment among youth, practitioners face many challenges. Among them, is the issue of finding the right model that can be scaled and replicated. This session will give opportunities to practitioners to discuss and share lessons learned on different models to support the growth of youth owned enterprises around the world.</td>
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<td>Led by: <strong>Kristi Raube</strong>, University of California, Berkeley (m); <strong>Gordon Adomdza</strong>, Ashesi University College; <strong>Eleni Gabre-Madhin</strong>, blueMoon</td>
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12:00 - 1:00 PM  Networking Lunch  |  Riverside Hearth

1:15 - 2:15 PM  Speed Networking

Group 1: Members interested or working in Latin America  |  Kettering
Group 2: Members interested or working in Africa  |  Bacon
Group 3: Members interested or working in Asia  |  Sarnoff

2:30 - 3:45 PM  Small Group Breakout Sessions #3

Everything You’ve Wanted to Know about the Impact Management Project but were Afraid to Ask  |  Salon D

Overview
The Impact Management Project. It’s bold. It’s audacious. But what is it exactly? This session will delve into the Impact Management Project with the direct feedback of participants from Vox Capital, Global Partnerships, and Root Capital. Through this session you will learn how your organization can benefit from the peer-to-peer learning supported by this initiative.

Led by:
Mara Bolis, Oxfam America (m);
Daniel Izzo, Vox Capital;
Brian Milder, Root Capital;
Tara Murphy Forde, Global Partnerships

Right Sized Support: Is the ecosystem for scaling microenterprises and SGBs one size fits all?  |  Bacon

Overview
We will explore how we empower small and growing businesses on different growth paths with appropriate capital structures and support, challenging a “one size fits all approach.” Join practitioners and investors in the financial inclusion space to learn how they have matched access to relevant and accessible business knowledge, affordable financing, and key enablers to upsize and scale an increasingly varied SGB sector.

Led by:
Wayne Hennessy Barrett, 4G Capital (m);
Ami Dalal, FINCA International;
Irvyne Jean Bapiste, Fonkoze

(m) denotes the session moderator
AGENDA

2:30 - 3:45 PM

Small Group Breakout Sessions #3 (cont.)

Influencing the Right Stakeholders on Your Advocacy Agenda | Salon C

Overview

Learn how ANDE members have tried to push specific advocacy agendas or pursued campaigns to influence the right stakeholders and overcome regulatory constraints. What changes have ANDE members sought and how have they effected change through advocacy? The Policy, Legal, and Regulatory (PLR) learning lab will seek feedback from this session to help inform how the ANDE membership network can drive collective change.

Led by:
Katrin Kuhlmann, New Markets Lab (m);
Kim Bettcher, CIPE;
James Haga, Engineers without Borders Canada;
Paul Miller, Lutheran World Relief

Integrating SGBs in Corporate Value Chains | Sarnoff

Overview

This session will explore partnerships between corporations, non-governmental organizations, and the SGB sector. We will explore the potential of multi-stakeholder partnerships, as well as the challenges that need to be overcome to design and execute the partnerships well. Based on real-life examples from different sectors, experienced practitioners will discuss how they work in partnership with entrepreneurs and large businesses in complex ecosystems. Expect a lively debate from diverse perspectives on how to create social impact and achieve measurable success.

Led by:
Henning Ringholz, GOAL (m);
Neil Jeffery, WSUP;
Luisa Bonin, Aliança Empreendedora

Technical Assistance Deep Dive: Acceleration | Conant

Deep Dive

This session will explore common challenges that accelerators around the world face, and provide an opportunity to dive into specific approaches to address these obstacles. We will learn how two organizations are working to disrupt traditional methodologies of entrepreneurial support, and then break into groups to discuss common challenges and crowdsource potential solutions.
Led by:

Emily Eastman, Social Enterprise at Goizueta, Emory University (m);
Juan Carlos Thomas, TechnoServe Inc.;
Hugo Verkuijl, Hivos

Funder Learning Lab Meeting
(Closed and by invitation only)  |  Kettering

4:00 - 5:15 PM

Micro-Talks on Key SGB Sector Challenges and Solutions  |  Lansdowne Ballroom

Plenary

1. Getting Past our Innovation Blind Spots

Allie Burns, Managing Director, Village Capital

Our innovation economy is broken, and it’s making all of our other problems harder to solve. Allie Burns discusses how traditional investing models are filled with blind spots, and offers alternative approaches to think about the patterns and biases that prevent us from finding the best ideas

2. Can Entrepreneurship Make Markets Inclusive?

Harvey Koh, Managing Director, FSG

In a world suffering from worsening inequality and unsustainability, we believe that entrepreneurship can help buck the trend. But it is entrepreneurship not just in the business world, but also in the public sector and civil society, that is needed.

3. Solid Fuel Resource Recovery from Sludge: Something to get heated about!

Eleanor Allen, CEO, Water For People

4.5 billion people globally lack access to safely managed sanitation. Human waste is a valuable renewal resource and many job opportunities exist along the sanitation value chain. Water For People is implementing sanitation solutions in developing countries where no sewage systems exist - creating jobs for entrepreneurs and treating and reusing poop to create a true circular economy.

(m) denotes the session moderator
4. The Unfinished Social Entrepreneur

Jonathan Lewis, Founder, Opportunity Collaboration

Based on his lifetime of social justice advocacy, his social entrepreneurship career, and his direct leadership as an impact investor and successful social venture founder, Jonathan will reflect on how grant-makers and impact investors go about our work – what we are doing well and what we can do better.

5. Catalyzing Partnerships Between Companies and Social Enterprises

Priya Naik, Samhita Social Ventures

Companies and social enterprises have the potential to forge mutually beneficial partnerships as both parties have a unique value proposition for each other. The talk will highlight different models Samhita has explored in facilitating partnerships between social enterprises and companies, including the potential that the CSR regulation in India holds for this space. It will focus on addressing the challenges that both parties face while working with each other, and make the case for the vital role grant-making organizations and intermediaries play in supporting this ecosystem.

5:30 - 7:30 PM

Fun, Failure, and Free Time

ANDE Fail Faire | Outside of Coton & Rye
Led by Jenny Everett, ANDE

ANDE Golf Contest | Club House Putting Green
Led by Randall Kempner, ANDE

Free Time

7:30 - 9:00 PM

ANDE Awards Dinner | Pavilion

9:00 PM

Karaoke! | Pavilion

9:00 PM

S’mores | Outside Fire Pit
WEDNESDAY, SEPTEMBER 27

7:30 - 9:00 AM  Buffet Breakfast  |  Riverside Hearth

7:30 - 9:00 AM  Breakfast Clinics

Enterprise Segmentation Workshop
(by invitation only)  |  Salon D

9:00 - 9:15 AM  SGB Sector Report Run Down  |  Lansdowne Ballroom
Plenary

One Minute Recent Report Highlights by ANDE Members

9:15 - 10:30 AM  Developments in Development  |  Lansdowne Ballroom
Plenary

This panel of development aid experts will explore new approaches that agencies are using to support SGBs in emerging markets. Panelists include representatives from three different agencies that embrace distinct methodologies for propelling entrepreneurship. The speakers will address efforts in Africa, Southeast Asia, and Latin America.

Speakers:
Randall Kempner, ANDE (m);
Yohann Chaigneau, European Investment Bank (EIB);
Stephanie Kimber, Department of Foreign Affairs and Trade, Australia (DFAT);
Rob Schneider, US Agency for International Development (USAID)

10:45 - 12:00 PM  Small Group Breakout Sessions #4
Deep Dive

Catalyst Fund Showcase: Using Data and Technology to Increase Women’s Access to Finance  |  Salon C

As we build the business case for inclusive finance through credit to women-led SGBs, we can innovate while learning from existing data and programs. This session will go into depth about the winning projects from the 2016 ANDE Catalyst Fund, explore the key challenges the projects faced and discuss how ANDE members could utilize some of the tools, outcomes, and findings.

(m) denotes the session moderator
10:45 - 12:00 PM

Small Group Breakout Sessions #4 (cont.)

Led by:
Kelly Roberts-Robbins, Enclude (m);
Rebecca Fries, Value for Women;
Bennett Grassano, Kiva

Talent Challenge Showcase: An In-Depth Look at Talent Opportunities | Conant

Deep Dive
Talent is a critical barrier for many SGBs, but the Argidius-ANDE Talent Challenge winners see this issue as an incredible opportunity. Come learn with them as we dive into each segment of the talent value chain: Talent Strategy & Planning, Hiring, Retention, Leadership & Management Training, and Achieving Leadership Potential. We’ll share the latest on what’s working, what’s not, and what we can do about it.

Led by:
Caroline Gertsch, Amani Institute (m);
Paul Breloff, Shortlist Professionals, Inc.;
Bidisha Bhattacharyya, Village Capital;
Annie Roberts, Open Capital Advisors;
Glynnis Rankin, Creative Métier

Due Diligence Pitfalls for SGBs in Agriculture | Bacon

Deep Dive
This session will shed light on the peculiarities of investing in agricultural SGBs in developing countries, in particular around due diligence and strategies to de-risk such investments. This includes informality in the ag sector, HR capacity and financial management, volatility and seasonality, small-holder loyalty as suppliers, and the importance of building strong partnerships along the whole value chain. The lead discussants will share concrete case studies and potential solutions and invite participants to share their experiences.

Led by:
Carolyne Kirabo, Yunus Social Business (m);
Wyanie Bright, ACDI/VOCA;
Alex Simuyandi, AgDevCo;
PR Ganapathy, Villgro

Realizing the Potential of Networks | Terrace Ballroom A

Overview
We will look at the role entrepreneurial/SGB networks play in building and supporting a robust ecosystem and explore
ways they generate value for their members and address various challenges they face.

Led by:
**Petr Skvaril**, Impact Hub (m);
**Jessica Greenhalf**, Youth Business International;
**Tom Drum**, SEAF

**SIBs and SGBs: Moving from talk to action**
Terrace Ballroom BC

Overview
Social Impact Bonds (SIBs) and Development Impact Bonds (DIBs) are an exciting mechanism to finance social goals, but have been relatively slow to take off. Join three ANDE members with expertise in SIBs and DIBs across multiple regions to discuss their experience structuring these investments in outcomes. We will also discuss how the SGB sector can engage with these investment structures.

Led by:
**Lily Han**, Dalberg Global Development Advisors (m);
**Leonardo Letelier**, SITAWI;
**Kartik Desai**, Asha Impact

**Rebuilding Futures: Entrepreneurship as a Response to the Refugee Crisis** | Salon D

Overview
As the refugee crisis keeps growing, in particular in the Syria region, forced displacement has emerged as a growing development challenge that requires new vision, approaches, and collaborations. This session will explore how organizations can effectively support entrepreneurship in order to prevent more instability, poverty, radicalization and forced migration, and what opportunities exist for refugees to build up their lives again.

Led by:
**Aly El Sherei**, Dcode Economic & Financial Consulting (m);
**Simon van Melick**, SPARK;
**Esther Pan Sloane**, United Nations Capital Development Fund

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<td>12:00 - 12:30 PM</td>
<td>Closing Remarks</td>
<td>Lansdowne Ballroom</td>
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<tr>
<td>12:30 - 2:00 PM</td>
<td>Closing Networking Lunch</td>
<td>Riverside Hearth</td>
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(m) denotes the session moderator
Special thanks to our 2017 Annual Conference sponsors!