The Aspen Network of Development Entrepreneurs (ANDE) is a global network of organizations that propel entrepreneurship in emerging markets. ANDE members provide critical financial, educational, and business support services to small and growing businesses (SGBs) based on the conviction that SGBs will create jobs, stimulate long-term economic growth, and produce environmental and social benefits. Ultimately, we believe that SGBs can help lift countries out of poverty.

OUR 290+ MEMBERS WORK IN OVER 150 COUNTRIES AND HAVE SUPPORTED MORE THAN 91,000 SMALL AND GROWING BUSINESSES TO DATE.

WHY SHOULD WE JOIN ANDE?

• **Unparalleled opportunities for networking, partner building and collaboration.** Receive personalized support from ANDE staff to connect you to other members who can help you with your work. ANDE members have access to an exclusive member portal that hosts a wealth of information and chances to connect.

• **Access to 100+ global events annually.** Gain opportunities for scholarships to ANDE events and training opportunities, early registration and access to invitation-only ANDE events, and special discounts to other events in the sector.

• **Local and global connections.** ANDE has seven (soon to be eight) regional chapters with dedicated full-time staff in Africa, Latin America, and Asia to help local members connect with the global ecosystem and vice versa.

• **Funding Opportunities.** In our efforts to guide more resources to the SGB sector, ANDE regularly makes funding available for ANDE members to tackle specific challenges. Members use these resources to test new programs or expand existing efforts to unlock the true power of entrepreneurship to reduce poverty and change lives in emerging markets.

• **Impact assessment and research consultations.** Our dedicated metrics and impact team offers consultations to ANDE members and guidance on adopting the IRIS framework. We also produce our own research on the SGB sector and acceleration globally, and create summaries on related research topic areas.

• **Training programs.** ANDE members have access to practitioner driven and designed training courses in impact investing and investing in SGBs in emerging markets based on real-world case studies. Take advantage of these interactive courses, guaranteed to take your skills to a new level.

• **Raise your profile among local, regional, and global audiences.** Gain access to ANDE’s distribution channels to amplify your messages and reach more than 18,000 people all interested in propelling entrepreneurship in emerging markets.

WHAT ARE SMALL AND GROWING BUSINESSES?

ANDE defines small and growing businesses as commercially viable businesses with five to 250 employees that have significant potential and ambition for growth. SGBs typically seek growth capital from USD $20,000 to $2 million. SGBs are different from livelihood-sustaining small businesses, which start small and are designed to stay that way. And, unlike many medium-sized companies, SGBs often lack access to the financial and knowledge resources required for growth.
“I have made countless friends and connections, most importantly with potential investment partners. I count on the leadership team of ANDE...as sources of inspiration and knowledge in navigating the landscape of effecting genuine impact in East Africa.”

– Wayne Hennessy Barrett, 4G Capital

HOW DO WE JOIN ANDE?

1. Make sure your organization is a good fit for the ANDE network. Take time to understand the fees and how your work relates to SGBs, speak to an ANDE team member, and explore our website.

2. Request and submit an application. We send each potential member an application tailored to their organization. Once the application is submitted, we will process it within one week.

3. Send the payment requested in the invoice and return your signed Member Agreement.

4. That’s it! Once membership is official, we will schedule an onboarding call with key contacts from your organization within one month of joining. We will connect you with relevant member resources, and encourage you and your staff to attend a Member 101.

HOW MUCH DOES ANDE MEMBERSHIP COST?

We have a range of pricing options for members based on organization type and headquarter location. All prices are in USD. ANDE distinguishes between developing and high-income countries using OECD definitions.

<table>
<thead>
<tr>
<th>Category Description</th>
<th>Price</th>
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<tbody>
<tr>
<td>Capacity development providers, investors, and research and advisory service providers headquartered in developing countries.*</td>
<td>$2,500</td>
</tr>
<tr>
<td>Capacity development providers, investors, and research and advisory services providers headquartered in high-income countries.*</td>
<td>$6,000</td>
</tr>
<tr>
<td>Corporations, foundations, development finance institutions, and donor aid agencies.</td>
<td>$12,000</td>
</tr>
</tbody>
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CATEGORY DESCRIPTIONS

- **Capacity Development Providers:** Organizations that provide business development and advisory services to SGBs.
- **Corporations and Corporate Foundations:** Private sector entities that engage SGBs or SGB intermediaries via their business, research, or philanthropic activities.
- **Development Finance Institutions and Donor Agencies:** Local, national, or multinational public sector entities that support entrepreneurship through grant-making and other means.
- **Foundations:** Private foundations and grant-making nonprofits that provide grant capital to the SGB ecosystem, both to SGBs directly and to SGB intermediaries. Foundations may also engage the SGB ecosystem through Program Related Investments or Mission Related Investments.
- **Investors:** Funds or financial entities that focus on providing capital to SGBs in developing countries. Investments include debt, equity, and quasi-equity and are generally under US$2M. In addition, some “investor” members also provide capacity development services.
- **Research and Advisory Service Providers:** Organizations that provide consulting, research and advisory services as the main mission of the organization, as well as associations that provide a service to the sector as a whole.

“Contributing to ANDE has helped build our credibility as a young organization, and ANDE events have led to many of our most significant partnerships.”

– Rebecca Fries, Value for Women

*Investors that are headquartered in developing countries must have less than $25 million in AUM to qualify for the $2,500 price tier. Investors headquartered in developing countries with more than $25 million AUM qualify for the $6,000 price tier.
KEY ISSUE AREAS

ANDE members care about a lot of important issues that are pertinent to driving entrepreneurship forward in emerging markets. We aim to help bring more corporations into the fold to see the benefit of working with SGBs. We prioritize research on startup accelerators to find out how they can work more effectively. We also focus on solving the talent gap, strengthening entrepreneurial ecosystems, while taking into account how our members’ and our own priorities align. Core components of all of these efforts are centered in our regional chapters, which grow in strength and number every year.

ANDE EVENTS

In 2018, ANDE hosted more than 160 events worldwide. These included training workshops, lunches, and networking events around the world. As our regional chapters and global reach expand, ANDE will continue to engage our members both on a global and local level.

2019 Events. See the full events calendar on our website:

- **ENTREPRENEURIAL ECOSYSTEM CONVENING**
  Bocken, Switzerland | January 30 - February 1, 2019
  For funders, donor agencies, and corporations. This is a high level, invite-only gathering of key entrepreneurship program funders.

- **METRICS CONFERENCE**
  Mérida, Mexico | February 18 - 19, 2019
  For metrics and impact assessment managers and directors. This is a practitioner-focused forum for sharing knowledge and best practices.

- **MEMBER MEETING & ANNIVERSARY CELEBRATION**
  London, England | April 8, 2019
  For a broad range of ANDE members. This is our annual gathering alongside the Skoll World Forum.

- **SGB INVESTING ORIENTATION TRAINING**
  Washington, DC, USA | June 18-19, 2019
  For summer associates and new hires from across the ANDE membership. This is a two-day entry level course for those new to impact investing and SGBs.

- **INVESTMENT MANAGER TRAINING**
  Bogotá, Colombia | April 19 - May 3, 2019
  Kampala, Uganda | June 10 - 14, 2019
  Washington, DC, USA | December 2019
  For investors and people interested in learning how investors operate. This is a five-day deep dive for mid-level investment managers.

- **ANDE ANNUAL CONFERENCE**
  Chantilly, VA, USA | September 24 - 26, 2019
  For senior managers from ANDE member organizations. This is our flagship event for an intimate audience of approximately 250 members who come together to share best practices, lessons learned, and to foster new connections.

HOW HAS BEING AN ANDE MEMBER MADE A DIFFERENCE IN YOUR WORK?

“It has provided an opportunity to connect and influence globally on issues that are in our backyard. This includes the need for talent - now everyone is talking about it; the need for local services; the need to look beyond just capital to grow SGBs, etc.”

– Annie Roberts, Open Capital Advisors

“Connections were made a lot easier, because you get in touch faster with the right person. Being an ANDE member means connecting closer with thought leaders and frontrunners in an exciting sector.”

– Martijn Blom, Hivos Impact Investments
“If we really want to move the needle on economic development, there needs to be sector-wide initiatives and approaches to developing this field of social entrepreneurship and impact investing in small and growing businesses. ANDE is really the first network of its kind in the world that has brought some of the leading and most innovative organizations in the field together to combat these common problems and issues.”

– Agora Partnerships

**ANDE’S EXECUTIVE COMMITTEE ORGANIZATIONS**

Acumen • Africa Enterprise Challenge Fund • Argidius Foundation • Enclude
FHI Partners • Investisseurs & Partenaires • The Lemelson Foundation • NESsT
Omidyar Network • Open Capital Advisors • TechnoServe • Stanford SEED • Vox Capital

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