



ASPEN NETWORK  
OF DEVELOPMENT  
ENTREPRENEURS

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# Membership Brochure



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**The Aspen Network of Development Entrepreneurs –ANDE**, founded in 2009 – is a pioneering member network of organizations focused on supporting and strengthening Small and Growing Business (SGBs) ecosystems and working to end poverty and promote prosperity **through entrepreneurship** in developing economies.

OUR MEMBERS WORK IN  
OVER 150 COUNTRIES AND  
SUPPORT CLOSE TO 200,000  
SGBS EACH YEAR.

#### 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. Unlike many medium-sized companies, SGBs often lack access to the financial and knowledge resources required for growth.

#### THE LINK BETWEEN SGBS AND THE SDGs

Achieving the Sustainable Development Goals (SDGs) can be challenging, and some may believe they are unattainable, but it is always worth trying. Our mission is in line with these universal objectives.

We are driving the conversation about the unique role of SGBs in achieving SDGs. ANDE supports governments, policymakers, and investors in comprehending that they would expose themselves to significant risks and missed opportunities by

neglecting this fact: the drive of entrepreneurs in a friendly ecosystem is the crux of development.

Achieving the SDGs requires a strong dedication to global partnership and cooperation. Our worldwide network does that by enhancing entrepreneurial ecosystems and fostering partnerships among governments, the private sector, and civil society.



Climate and  
environmental action

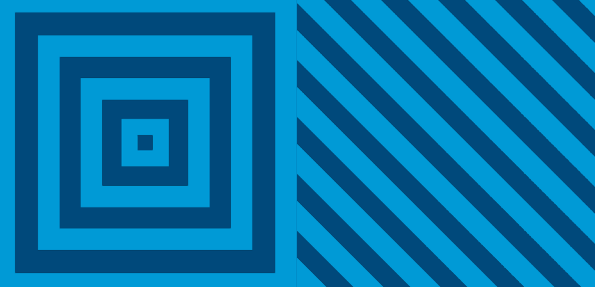


Gender equality  
via SGBs



SGBs as drivers of decent work  
and economic growth





## WHY SHOULD WE JOIN ANDE?

- **Unparalleled global opportunities for networking, partner building, and collaboration:** A dedicated ANDE staff member in our headquarters and eight regional chapters in Africa, Latin America, and Asia will create connections for you within the global network.
- **Access to hundreds of global events annually:** Gain access to scholarships to ANDE events and training opportunities, early registration, invitation-only ANDE events, and discounts to prominent sector events.
- **Funding opportunities:** ANDE regularly makes funding available for ANDE members to tackle specific sector challenges to test new programs or expand existing efforts.
- **Research and impact measurement resources:** Our research and impact team develops and disseminates resources related to developments in the SGB sector, the effectiveness of SGB support and investment programs, and best practices in impact measurement, as well as providing opportunities for direct feedback for members on their impact measurement challenges.
- **Training programs:** Gain access to practitioner driven and designed training courses in investing in SGBs in developing economies based on real-world case studies.
- **Platform to raise your profile among local, regional, and global audiences:** Gain access to ANDE's social media and email channels to amplify your messages and reach thousands of people interested in propelling entrepreneurship in developing economies.
- **Learning opportunities:** ANDE members have access to an exclusive member portal that hosts a wealth of information and chances to connect.

## HOW DO WE JOIN ANDE?

- **Confirm your organization is a good fit for the ANDE network.** Speak to an ANDE team member if you have questions.
  - ☒ Your work supports SGBs.
  - ☒ You want to learn best practices, measure impact, and share with the rest of the network.
  - ☒ You are interested in collaborating with other members in the network.
  - ☒ You have the internal capacity and support of leadership to participate in and contribute to the ANDE network.
  - ☒ You are excited about contributing data to ANDE's annual report on the state of the small and growing business sector.
  - ☒ You have confirmed your annual membership dues level.
- 1. **Submit your application.** We will process it within one week and send an invoice if approved.
- 2. **Pay your annual membership dues.**
- 3. **Your membership is official!** ANDE will schedule an onboarding call with key contacts from your organization, provide access to our website's members-only portal, and connect you with relevant member resources.

### ANDE'S VALUE

"As a membership association, ANDE goes well beyond handshakes and business cards to yield real partnerships, learnings, and best practices. Over the past two years we've had the opportunity to collaborate with more than 20 other ANDE network members on solutions that help early stage entrepreneurs become investment ready, effectively build their teams and increase access to capital - far more than any other network we're involved in."

– ALLIE BURNS, VILLAGE CAPITAL

"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

## HOW MUCH DOES ANDE MEMBERSHIP COST?

ANDE membership tiers are based on organization type and headquarters location. ANDE distinguishes between developing and high-income countries using OECD definitions. All prices are in USD.

### \$1,250

Organizations that are based in a developing country and have an annual operating budget of under \$250,000.

### \$2,500

Capacity development providers, investors, and research and advisory service providers headquartered in developing countries with an annual operating budget over \$250,000.

### \$6,000

Capacity development providers, investors, and research and advisory services providers headquartered in high income countries.

### \$12,000

Corporations, foundations, development finance institutions, and donor aid agencies.



## CATEGORY DESCRIPTIONS

- **Capacity development providers:** Entities 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 grantmaking nonprofits that provide grant capital to the SGB ecosystem, both to SGBs directly and to SGB intermediaries.
- **Investors:** Funds or financial entities that provide capital to SGBs in developing countries. Investments include debt, equity, and quasi-equity and are generally between USD \$20,000 and \$2 million. 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.

### 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

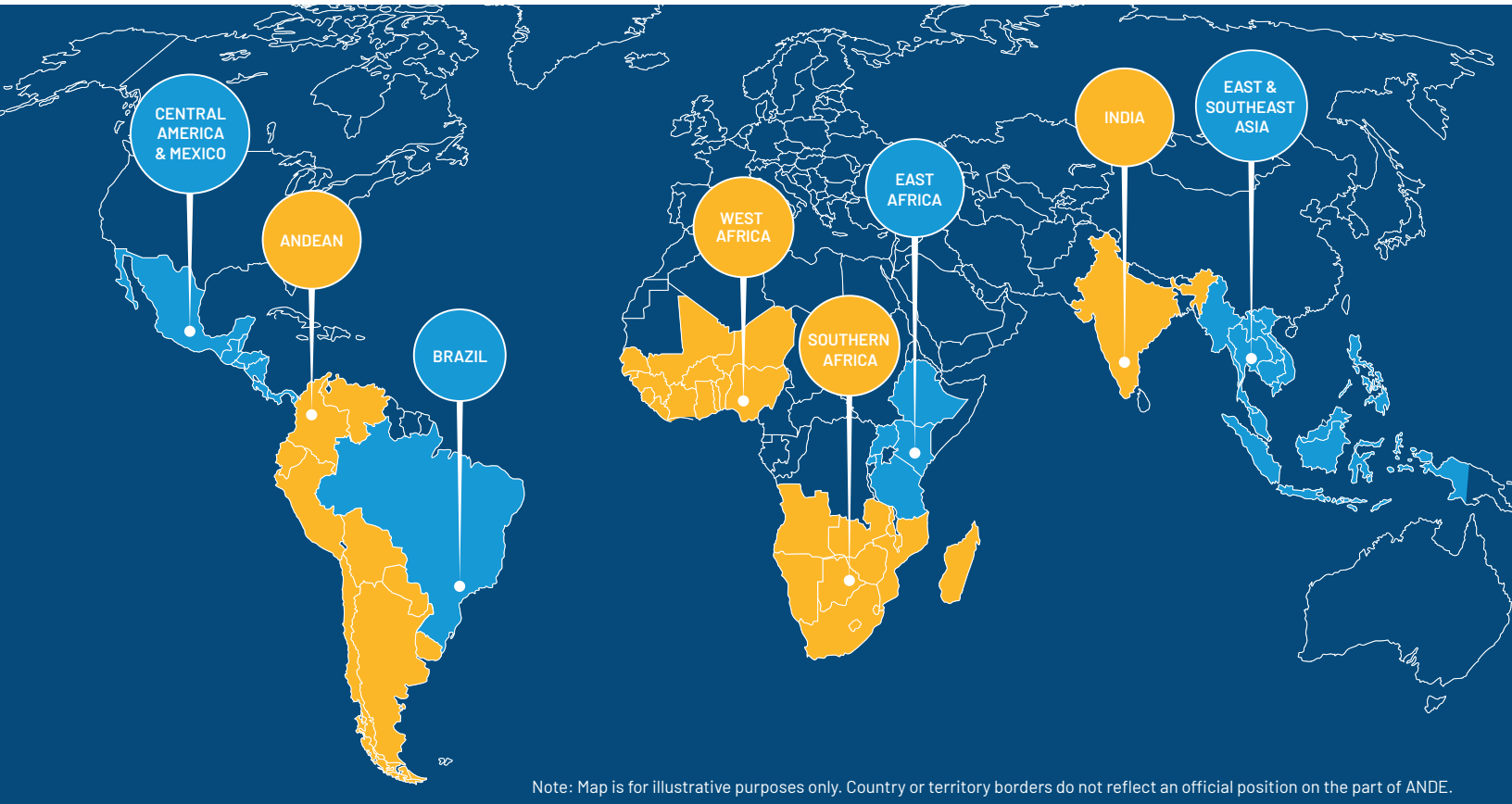
"Since we joined ANDE in November 2022, we've seen tremendous change. I'm particularly proud of implementing a fantastic ANDE program, the 360-degree women entrepreneurs network. We've got extraordinary opportunities to network with other fellow members. It has boosted our capacity building."

– JOYCE TAMALE, CAPITAL SOLUTIONS

## GLOBAL EXECUTIVE COMMITTEE MEMBER ORGANIZATIONS

ACT Foundation • African Management Institute • Allan Gray Orbis Foundation • Argidius Foundation • Aspen Institute • Growthpoint Properties • Netherlands Food Partnership • Omidyar Network • Open Capital Advisors • Palladium • Technoserve • Value for Women • Villgro Innovations Foundation • Vox Capital

## REGIONAL CHAPTER LOCATIONS



Note: Map is for illustrative purposes only. Country or territory borders do not reflect an official position on the part of ANDE.

## REGIONAL CHAPTER STEERING COMMITTEE MEMBER ORGANIZATIONS

**ANDEAN:** Cámara de Comercio de Cali, Fundación Bolívar Davivienda, Fundación IES, Fundación WWB Colombia, Inversor, Mercy Corps Ventures, Socialab, Universidad de los Andes

**BRAZIL:** EY, Impact Hub, Instituto de Cidadania Empresarial (ICE), SAP, Yunus Negócios Sociais, Climate Ventures, Synthase Ventures.

**CENTRAL AMERICA AND MEXICO:** Alterna, Citibanamex, Dalberg, EGADE/Tecnológico de Monterrey, Pomona Impact, Promotora Social Mexico, Reforestamos México, Root Capital

**EAST AFRICA:** Amani Institute, Argidius Foundation, Genesis Analytics, Intellectap, Novastar Ventures, Shell Foundation, SNDBX International LLP, Solidaridad Network

**EAST AND SOUTHEAST ASIA:** Villgro Philippines, SAP, Habitat for Humanity, Opportunities Now, PACT, Manila Angel Investors Network, Good Return..

**INDIA:** Amani Institute, EY, GIZ, MacArthur Foundation, Villgro Innovations Foundation, Enviu, GameChangerLaw Advisors, Caspian Debt.

**SOUTHERN AFRICA:** Edge Growth, Technoserve, Property Point, Allan Gray Orbis Foundation, Zevoli Growth Partners, Riversands I-Hub

**WEST AFRICA:** Pangea Global, Enterprise Development Centre, Rainbow Consult, Open Capital, Technoserve, ES Partners.

Search and filter a full list of ANDE members on our website.



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