

ASPEN NETWORK
OF DEVELOPMENT
ENTREPRENEURS



2025

Membership
Brochure



ANDE, the Aspen Network of Development Entrepreneurs, is a global network of entrepreneur support organizations that believes small and growing businesses (SGBs) are key to sustainable and inclusive development. Our work focuses on two core pathways: building the capacity of our members to better support entrepreneurs, and strengthening the entrepreneurial ecosystems that enable businesses to scale and succeed.

THROUGH DATA-DRIVEN PRACTICES, ECOSYSTEM COLLABORATION, AND STRATEGIC ADVOCACY, ANDE WORKS ACROSS THE GLOBAL SOUTH TO UNLOCK THE FULL POTENTIAL OF ENTREPRENEURSHIP AS A FORCE FOR POSITIVE CHANGE.

EMPOWERING ENTREPRENEURIAL ECOSYSTEMS FOR SUSTAINABLE IMPACT

SGBS are vital engines of inclusive growth and central to achieving the Sustainable Development Goals (SDGs). ANDE champions their role by helping governments, investors, and policymakers recognize that entrepreneurial ambition, supported by a strong ecosystem, is essential to sustainable development.

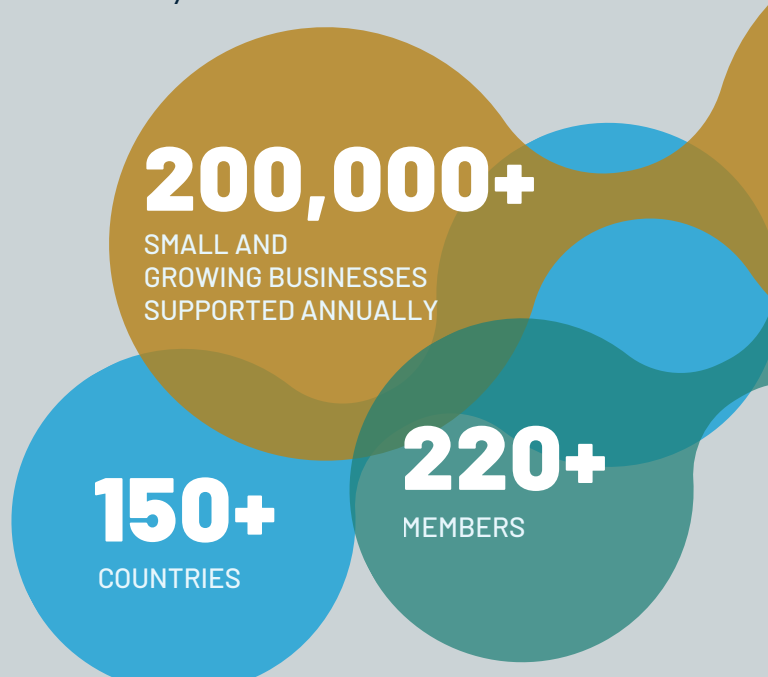
Our global network of members is at the heart of this mission. ANDE's strategy strengthens their efforts on two fronts:

- **STRENGTHENING MEMBER CAPACITY**

We equip members with the tools and connections they need to deepen their impact through practical training, peer learning opportunities, curated impact measurement resources, strategic visibility, and access to aligned funding partners.

- **GROWING ENTREPRENEURIAL ECOSYSTEMS**

We foster collaboration across sectors by convening members and ecosystem actors, generating actionable insights through research, and catalyzing collective action to address local and systemic challenges. By supporting our members and strengthening the systems around them, ANDE helps unlock opportunity and drive sustainable, inclusive development.





WHY SHOULD WE JOIN ANDE?

Global & Local Connections: Join a trusted network with eight regional chapters across Africa, Asia, and Latin America – connecting you with aligned partners, funders, and initiatives.

Capacity Building & Learning: Access practitioner-driven training programs, peer learning opportunities, and expert workshops on investment, impact measurement, gender equity, green growth, and more.

Research & Insights: Leverage ANDE's evidence-driven resources to inform your strategy and strengthen your impact. Our research explores what works in supporting SGBs—through ecosystem diagnostics, the Knowledge Hub, global learning initiatives, and practical tools tailored for funders and practitioners.

Funding & Collaboration: Apply for targeted funding opportunities and engage in action-oriented working groups to co-create solutions to shared challenges.

Visibility & Influence: Showcase and amplify your work through ANDE's global platforms and contribute to advocacy that shifts resources and policy.

Talent & Career Support: Access the ANDE Career Center to share and explore opportunities and strengthen your recruitment and professional development efforts.

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. Request and 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.

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.

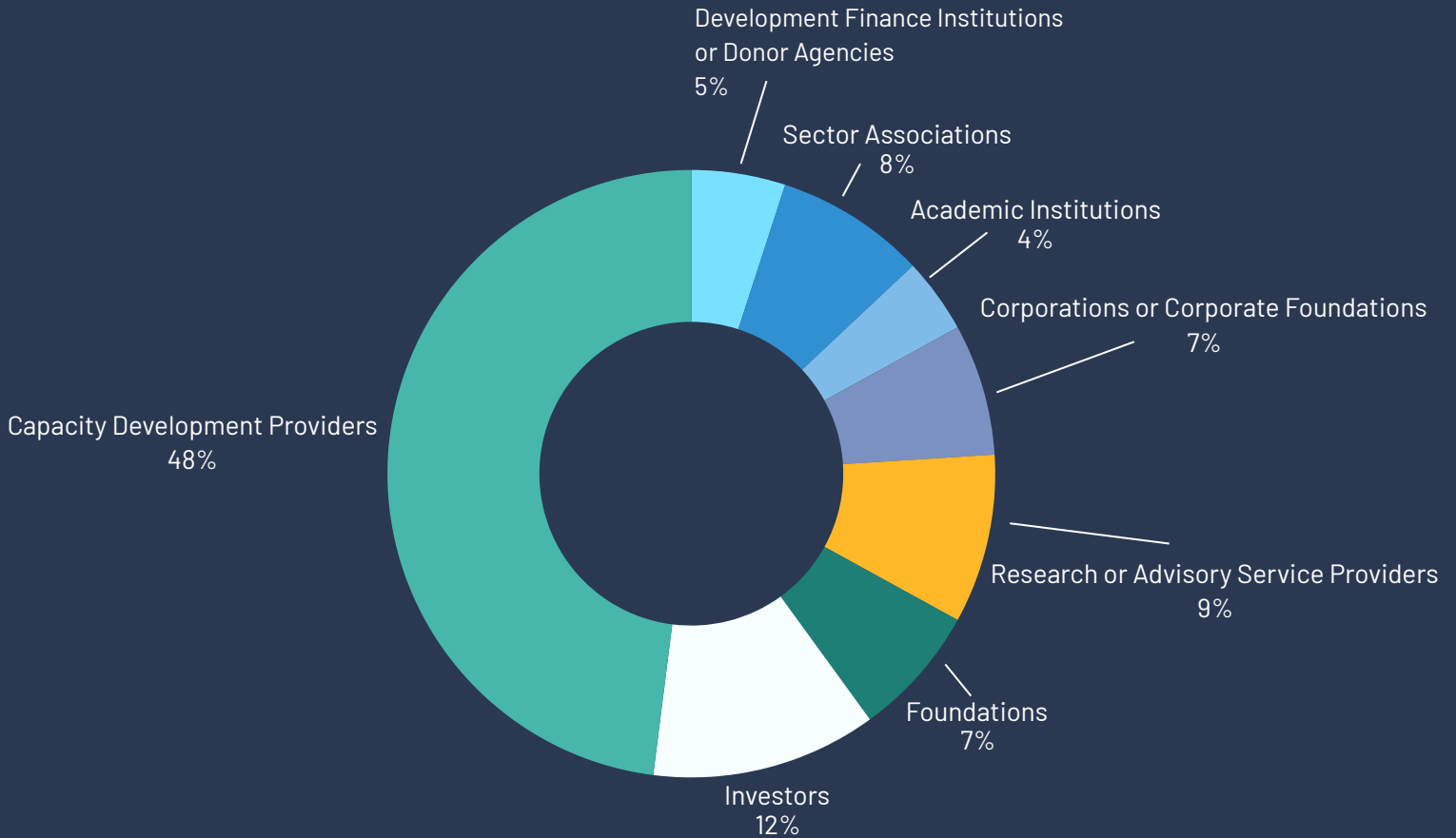
Development finance institutions and donor agencies: Local, national, or multinational public sector entities that support entrepreneurship through grant-making and other means.

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.

CONVENING THE WHOLE ECOSYSTEM



WHAT ARE SMALL AND GROWING BUSINESSES?

At ANDE, we use the term small and growing businesses (SGBs) to describe commercially viable businesses with five to 250 employees that demonstrate significant potential—and ambition—for growth. SGBs typically seek growth capital ranging from \$20,000 to \$2 million.

SGBs differ from livelihood-sustaining small businesses, which are launched with limited growth expectations. Unlike many established medium-sized firms, SGBs often lack access to the financial and knowledge resources needed to scale.



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



“ANDE creates a unique, neutral space where diverse voices come together to share challenges, explore opportunities, and spark meaningful collaboration.”

**ANNIE ROBERTS,
OPEN CAPITAL ADVISORS**



“ANDE’s greatest value is in enabling cross-pollination. It creates events and opportunities to connecting with peers across the Global South to share knowledge, collaborate, all of which is necessary to strengthen support for small and growing businesses and eliminate poverty.”

**SHAWN THEUNISSEN,
ENTREPRENEURSHIP
TO THE POINT**



“ANDE is a vital ally in amplifying our efforts to strengthen small business ecosystems across Latin America. No single organization can drive systemic change alone—this network makes collective impact possible.”

**ELFID TORRES,
FUNDES**



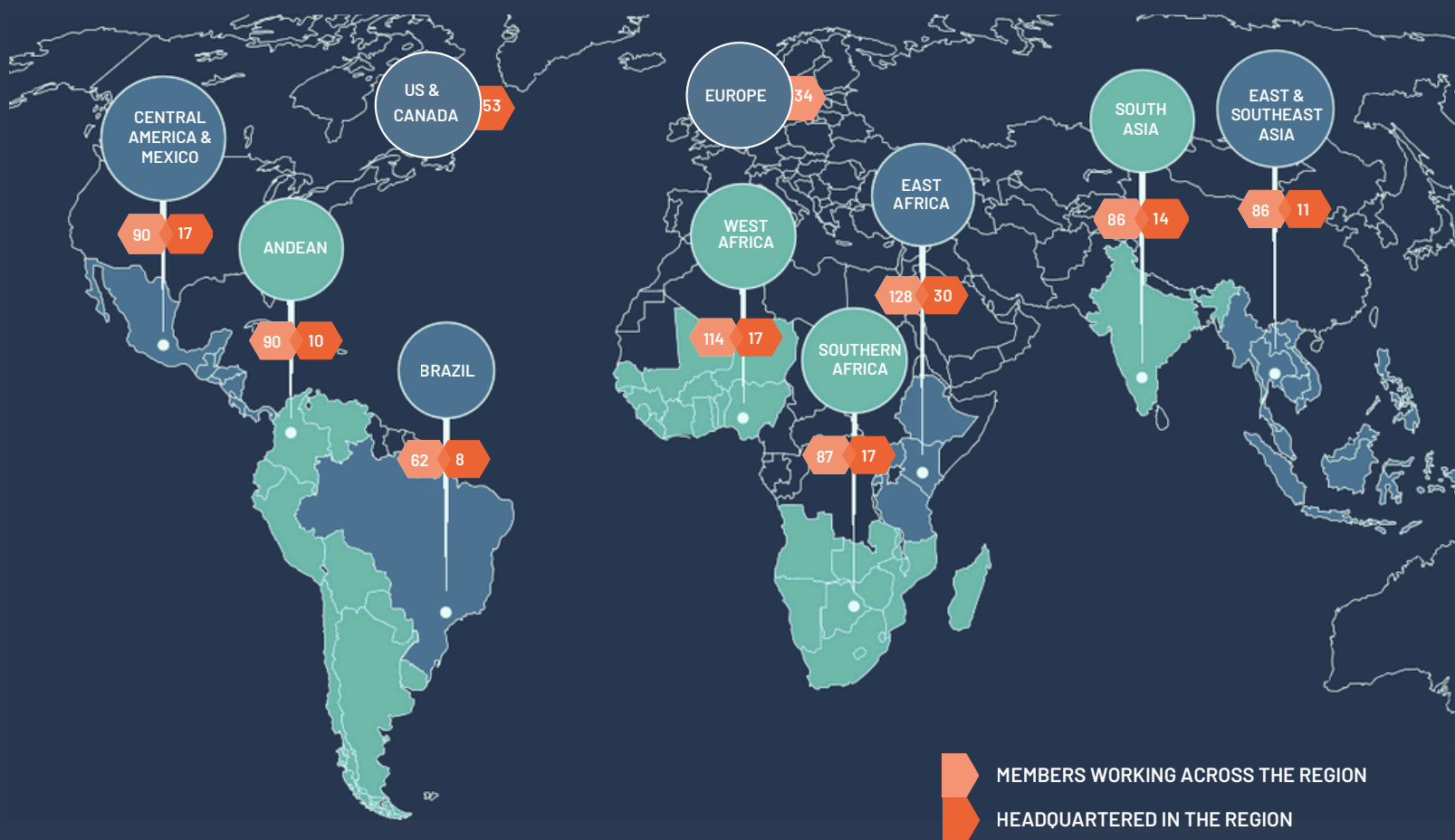


ADVISORY COMMITTEE ORGANIZATIONS

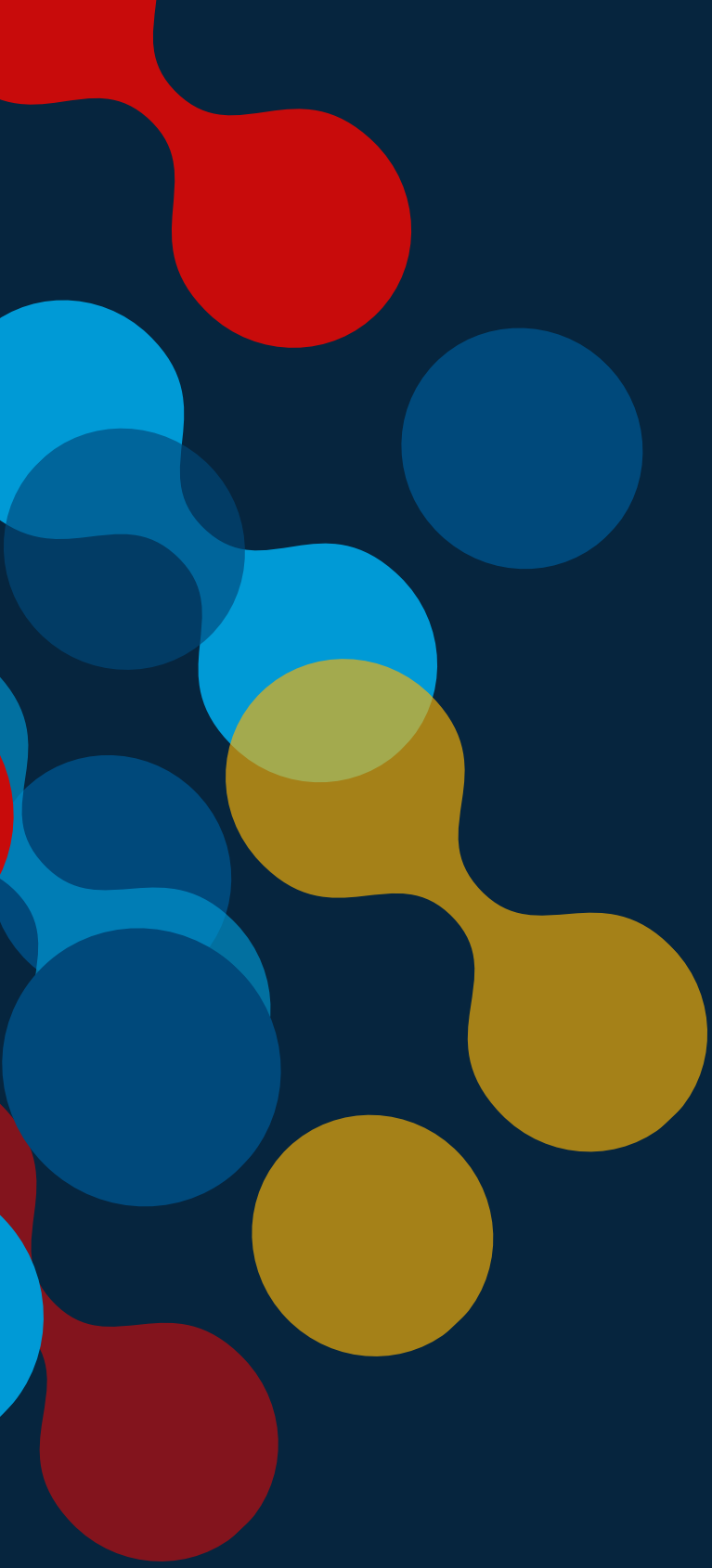
Youth Business International, Fundes, Enviu, Partners in Food Solutions, SNDBX International LLP, Dalberg, Ibira Negocios Sociais, Allan Gray Orbis Foundation, ACT Foundation, Villgro Philippines, Entrepreneurship to the Point, Entrepreneurial Solutions Partners

[MEET THE ADVISORY COMMITTEE MEMBERS HERE](#)

GLOBAL REACH + LOCAL ACTION THROUGH REGIONAL CHAPTERS



NOTE: MAP IS FOR ILLUSTRATIVE PURPOSES ONLY. COUNTRY OR TERRITORY BORDERS DO NOT REFLECT AN OFFICIAL POSITION ON THE PART OF ANDE



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