



ASPEN NETWORK  
OF DEVELOPMENT  
ENTREPRENEURS

 aspen institute



# Membership Brochure



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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 NEARLY 300 MEMBERS  
WORK IN OVER 150  
COUNTRIES AND SUPPORT  
NEARLY 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.

#### KEY ISSUE AREAS

As the leading global voice of the SGB sector, ANDE believes that SGBs are a powerful, yet underleveraged, tool in addressing social and environmental challenges. After ten years, we are working to increase our impact and raise the prominence of the SGB sector by aligning with the United Nations' Sustainable Development Goals (SDGs). Within these

goals, we believe that SGBs can make a particularly significant contribution to addressing three specific urgent issues. Working alongside our members, ANDE will catalyze new approaches and scale existing efforts of SGB intermediaries that are fostering SGBs that embrace environmental action, gender equality, and decent work.



Entrepreneurial approaches  
to environmental action

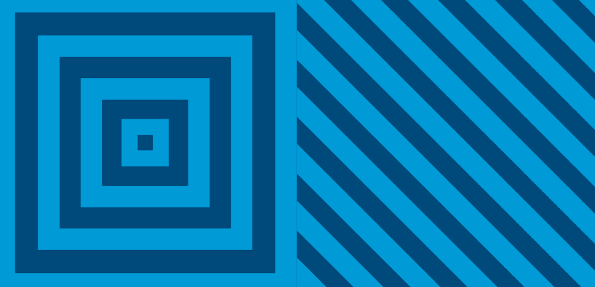


Gender equality  
via SGBs



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 emerging markets 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 emerging markets.
- **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.

### \$2,500

Capacity development providers, investors, and research and advisory service providers headquartered in developing countries.\*

### \$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

"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

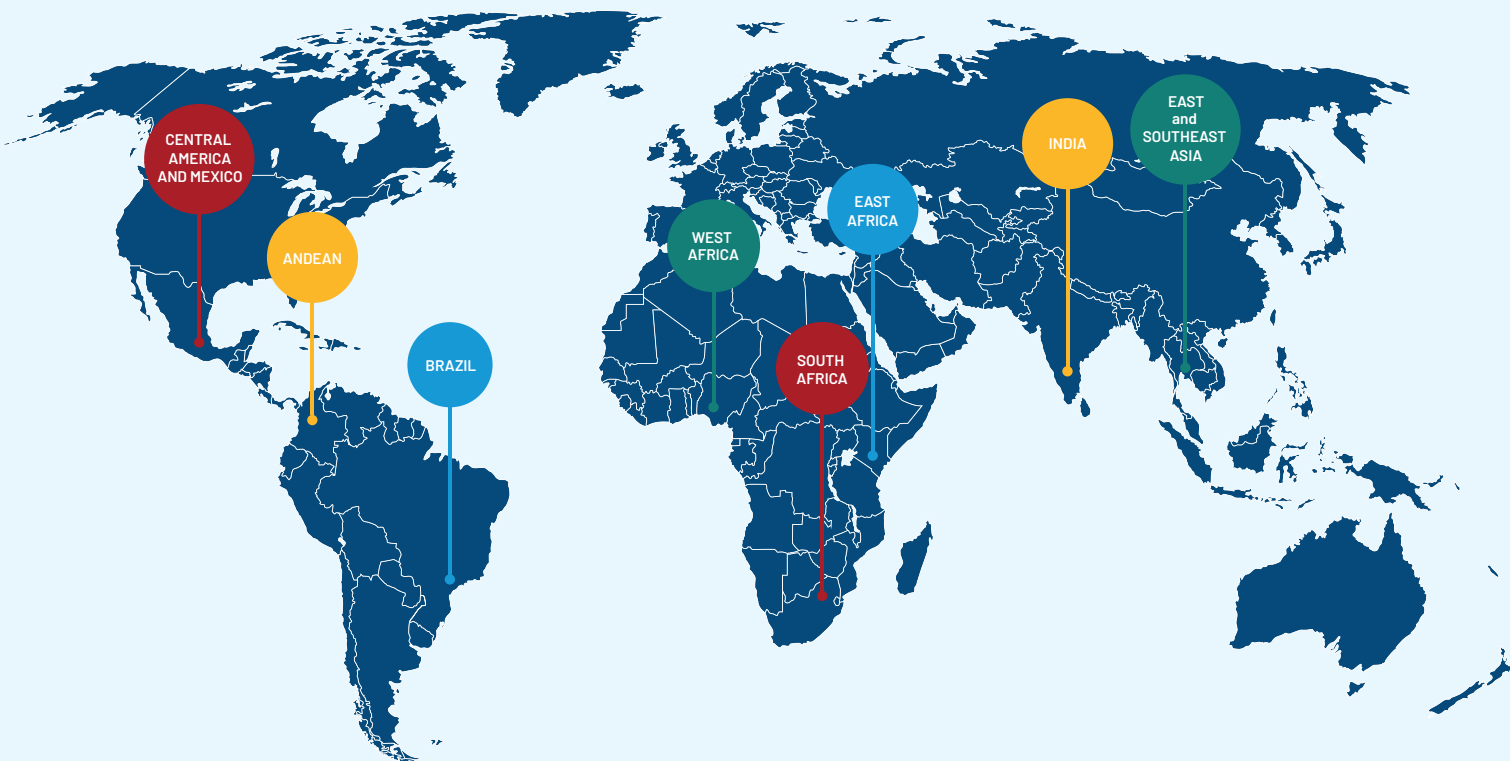
\* Investors that are headquartered in developing countries must have less than \$25 million in AUM to qualify for the \$2,500 price tier.

\*\* Investors headquartered in developing countries with more than \$25 million AUM qualify for the \$6,000 price tier.

## GLOBAL EXECUTIVE COMMITTEE MEMBER ORGANIZATIONS

ACT Foundation • African Management Institute • Argidius Foundation • Aspen Institute • FHI Partners  
Growthpoint Properties • Netherlands Food Partnership • Omidyar Network • Open Capital Advisors  
The Pharo Foundation • Stanford Seed • TechnoServe • Value for Women • Vox Capital

## REGIONAL CHAPTER LOCATIONS



## REGIONAL CHAPTER STEERING COMMITTEE MEMBER ORGANIZATIONS

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

**BRAZIL:** Artemisia, ICE, Impact Hub, Vox Capital, Palladium, Yunus Negócios Sociais

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

**EAST AFRICA:** Amani Institute, Argidius Foundation, Global Partnership, Genesis Analytics, GrowthAfrica, M-Kyala Ventures, Open Capital Advisors, Villgro, Wylde International

**EAST AND SOUTHEAST ASIA:** British Council, Habitat for Humanity's Terwilliger Center for Innovation in

Shelter, Mastercard Center for Inclusive Growth, Opportunities Now, PACT, Villgro Philippines, ygap

**INDIA:** Allan Gray Orbis Foundation, Artha Initiative, Asha Impact, Enclude, Intellectap, JP Morgan, Sangam Ventures, SAP, Villgro Innovations Foundation

**SOUTH AFRICA:** Ashburton Investments, Genesis Analytics, Impact@Africa, Impact Amplifier, Property Point, The Innovation Hub

**WEST AFRICA:** Appui au Développement Autonome, Dalberg Global Development Advisors, Enterprise Development Centre of Pan-Atlantic University, Investisseurs et Partenaires, Overseas Development Africa, Wangara Capital Partners

Search and filter a full list of ANDE members on [our website](https://www.andeglobal.org).



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