



ASPEN NETWORK
OF DEVELOPMENT
ENTREPRENEURS

ANDE Gender-Smart Capacity Building Facility

Overview



AGENDA

Intro to the Aspen Network of Development Entrepreneurs

Overview of the Gender-Smart Capacity Building Facility

Navigating the application



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Intro to ANDE



ANDE Overview

What is ANDE?

ANDE is a global network of organizations that propel entrepreneurship in developing economies.

By the Numbers

270+ ANDE members
150+ countries
200,000+ SGBs supported annually

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.

Small and Growing Businesses (SGBs)



- Have between **5–250** employees
- Seek growth capital from **\$20,000-\$2 million**
- Are too small for traditional commercial capital, but too large for microfinance





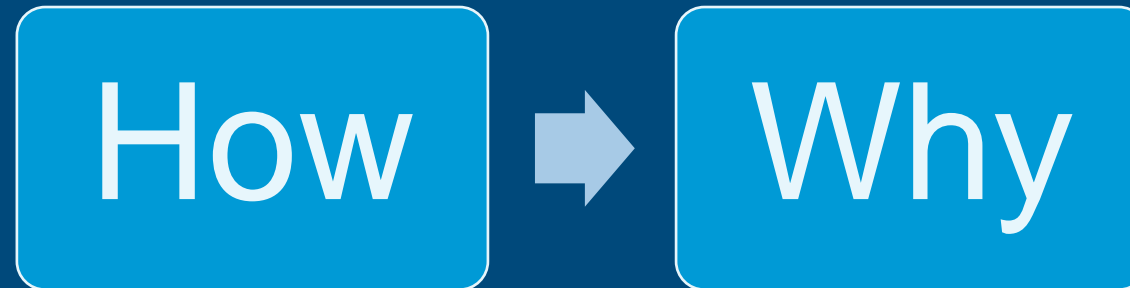
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About the Facility



The Challenge

While the emerging market small and growing business (SGB) sector has made considerable gains in advancing gender equality, achieving systemic and sustainable change is not feasible without mass prioritization of gender considerations by SGBs and the investors that support them.





The Opportunity

The Gender-Smart Capacity Building Facility will award **five grants of up to USD \$30,000** for pre-investment, gender-smart capacity building services to joint teams of **one investor and 1-3 SGBs** operating in India or Brazil or the East and Southeast Asia, Andean, or Eastern African regions.





Defining Gender-Smart

Applying a gender-smart lens to an SGB or an investment portfolio can lead to:

- Access to capital for SGBs led, founded, or owned by women
- Business models with products or services designed to fit women's needs
- Workplace or employment policies which champion gender inclusivity
- Assessment of risks and opportunities for women along supply chains

Defining Gender-Smart Capacity Building



Borrowing the Gender Smart Enterprise Assistance Research Coalition (G-SEARCh)'s definition, gender-smart capacity building can take two shapes:

1. Internal capacity building may involve recruiting more women employees, leaders, or board members, refining human resource policies to embed greater gender inclusion, or developing employee skills to mitigate gender skills gaps
2. External capacity building may involve improving outcomes for women along an SGB's value chain to address supplier risks or refining a product to better reach or serve women customers



Applicant Profiles

SUPPLY SIDE: this fund targets investors who are **committed to advancing gender equality through their investments** yet lacking the technical know-how. Applicants must be **willing to share lessons learned and results** of the capacity building program with ANDE and the wider SGB sector.

DEMAND SIDE: this fund targets SGBs which are **committed to advancing gender equality** via their business model and operations yet lacking the technical-know how. Target SGBs also **have the capacity** to work with a gender-smart capacity development provider for 3-12 months.



Sliding Scale

Investor applicants are required to **match funds** based on a sliding scale determined by the organization's assets under management (AUM).

Investor AUM	Investor Match (Investor:ANDE)	Example
Below \$1M USD	1:5	Investor contributes \$6,000, ANDE contributes \$30,000
Between \$1M USD and \$25M USD	1:3	Investor contributes \$10,000, ANDE contributes \$30,000
Above \$25M USD	1:1	Investor contributes \$30,000, ANDE contributes \$30,000



Contracting

ANDE will contract directly with the investor applicant who will use the funds to contract an external capacity development provider or cover the cost of in-house services. The investor may choose to work with a separate capacity development provider per SGB or the same one. These scenarios are outlined in the graphic below.

Scenario 1: ANDE funds are paid to the investor applicant who contracts a capacity development provider to work with 1-3 SGBs



Scenario 2: ANDE funds are paid to the investor applicant who contracts 1-3 capacity development providers to work with 1-3 SGBs



Scenario 3: ANDE funds are paid to the investor applicant who provides in-house capacity development services to 1-3 SGBs





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Navigating the application



Application Steps

- Complete basic information for **investor applicant** and **SGB applicant(s)**
- Prepare the **joint narrative**
- Assemble a **proposed budget**
- **Upload** compliance forms



Eligibility



Qualified Applicant Types:

[LEAD]: Investors are funds or financial entities that provide capital to SGBs in developing countries. Investments include debt, equity, and quasi-equity and are generally between \$20,000 and \$2 million USD. In addition, some investors also provide capacity development services.

[BENEFICIARY]: Small and Growing Businesses (SGBs) are defined by ANDE as commercially viable businesses with five to 250 employees that have significant potential, and ambition, for growth. Typically, SGBs seek growth capital from \$20,000 to \$2 million USD.

[SUBAWARDEE]: Capacity Development Providers are organizations that provide business development and advisory services to SGBs.



Eligibility



Geography:

India

Brazil

East and Southeast Asia:

Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Thailand, and Vietnam

Eastern Africa:

Ethiopia, Kenya, Rwanda, Tanzania, Uganda

Andean Region:

Argentina, Bolivia, Chile, Colombia, Ecuador, Peru, and Venezuela



Eligibility



Finance:

ANDE will fund a minimum of five projects with at least one focused on each eligible region, from a total funding pool of USD \$150,000.

Submissions should be for activities between 3-12 months with a maximum request of \$30,000. Funding requests must be matched based on the sliding scale provided.

Applicants must submit a subrecipient questionnaire and tax forms as part of their application.



Language:

Applications submitted in English are strongly preferred; however, applications submitted in Spanish or Portuguese are accepted.



Timeline

PHASE ONE: EXPRESSION OF INTEREST

July 16, 2021

Issuance Date

August 18, 2021

Deadline To Submit EOI

PHASE TWO: INTERVIEW

September 2021

Semi-Finalist Interviews

October 2021

Winners Announced



APPLICANT RESOURCES

- ❑ **Application Checklist** (Request for Concept Notes and Compliance Forms)
- ❑ **Frequently Asked Questions**
- ❑ **Office Hours Sessions:** available in English, Spanish, and Portuguese
- ❑ **Facility Overview Recording** (soon to be added)



FROM THE ANDE TEAM TO YOU:

GOOD LUCK!

SEND QUESTIONS TO: ande.membership@aspeninstitute.org