## Agenda

### Mon, Sep 25, 2017

#### 9:00am

**Early Tracks/Learning Lab Sessions**  
- **Metrics Meeting**  
  - 9:30am - 9:30am, Sep 25  
- **Member 101**  
  - 10:00am - 12:00pm, Sep 25  
- **Maximizing Business and Attracting Investment Through Gender Inclusion**  
  - 10:00am - 12:00pm, Sep 25

#### 10:00am

**Metrics Meeting**  
- 9:30am - 12:00pm, Sep 25  
  - Conant  
  
Join ANDE Annual Conference participants and other ANDE members for a morning session focused on impact measurement. This is a chance to discuss innovations and new approaches to impact measurement, learn from your peers, and explore solutions to common challenges. This session is open to all ANDE members, both ANDE Annual Conference participants and those who cannot attend the full conference. We are limiting this session to a maximum of 50.

**Member 101**  
- 10:00am - 12:00pm, Sep 25  
  - Kettering  
  
Learn how organizations can make the most of ANDE membership and take part in current ANDE programs.

**Maximizing Business and Attracting Investment Through Gender Inclusion**  
- 10:00am - 12:00pm, Sep 25  
  - Bacon  
  
This session will provide insights and tips for SMEs and investors that are seeking to maximize business performance through diversity and gender inclusion in their business operations. This session will begin with an expert panel discussion of gender inclusion strategies that can improve business
performance, and will then move to an interactive workshop to design practical steps that SMEs can take to use gender inclusion to attract investment.

Speaker:

Stephanie Finigan  
Gender Specialist, Value For Women Ltd.

Linda Jones  
MEDA

Alexander Eaton  
CEO, Sistema Biobolsa - Buen Manejo del Campo, S.A. de C.V.

James Haga  
Vice President, Strategy & Investment, Engineers Without Borders Canada

Heather Kipnis  
Entrepreneurship Lead - Gender Secretariat, IFC - International Finance Corporation

12:00pm

Networking Lunch

12:00pm - 1:00pm, Sep 25  
Riverside Hearth

1:00pm

Welcome & State of the Sector

1:15pm - 2:30pm, Sep 25  
Lansdowne Ballroom

Speaker:

Randall Kempner  
Executive Director, ANDE
2:00pm

**Speed Networking**
- 2:45pm - 3:45pm, Sep 25

6 Subsessions
- **Group 1**
  - 2:45pm - 2:45pm, Sep 25
- **Group 2**
  - 2:45pm - 2:45pm, Sep 25
- **Group 3**
  - 2:45pm - 2:45pm, Sep 25
- **Group 4**
  - 2:45pm - 2:45pm, Sep 25
- **Group 5**
  - 2:45pm - 2:45pm, Sep 25
- **Group 6**
  - 2:45pm - 2:45pm, Sep 25

4:00pm

**Small Group Breakouts #1**
- 4:00pm - 5:15pm, Sep 25

**Big Ideas for What Works and What's Needed in Technical Assistance**
- 4:00pm - 5:15pm, Sep 25
- Sarnoff

What do we know about what is working in technical assistance (TA)? And where do we see gaps in TA? As small businesses grow, they need a range of support at various stages to help them move to the next stage. This session will dive in to a discussion of evidence-based technical assistance including acceleration, gender equality mainstreaming, and supporting scale.

**Speaker:**

**Edward Thomas**
Lessons Learned from Investing in African SGBs

4:00pm - 5:15pm, Sep 25
Salon C

The session will host pioneer and recent impact investors to discuss challenges around investing in African SGBs and exchange ideas on how to overcome challenges and improve impact investing practices in Africa. Topics discussed will include best practices on operations, finance, and impact.

Speaker:

Anna Samake
CEO, MBC Africa

Olivier Lafourcade
I&P Développement Chairman, Investisseurs & Partenaires

Brad Merchant, CFA
Impact Investment, Palladium

Dave Richards
Co-Founder & Managing Partner, Capria Ventures

SGB Finance – New Paths to Scale

4:00pm - 5:15pm, Sep 25
Conant

Despite the challenges to accessing capital for SGBs, especially at early changes, we are seeing positive movement to close the capital gap. In the past year, three new reports were produced and a new collaborative of leading funders has formed to address the issue. In this deep dive session we’ll
explore the study findings and proposed action initiatives.

Speaker:

**Chris Jurgens**  
Director - Impact Investing, Omidyar Network

**Annie Roberts**  
Partner, Open Capital Advisors

**Alice Gugelev**  
Director, Global Development Incubator

**Roland Pearson**  
Enclude

### Climate Change and Helping SGBs Adopt Green Practices

**Time:** 4:00pm - 5:15pm, Sep 25  
**Location:** Bacon

This session will share tools that are being used by GIZ, Venture Well and NESsT to help SGBs and their stakeholders design, develop, and manage green products, services and businesses. Participants will become familiar with the tools and have an opportunity to provide feedback on how they might use them. We will also discuss why going green is good for business and how ANDE members and other intermediaries can collaborate in promoting these practices.

Speaker:

**Nicole Etchart**  
Co Founder and Co CEO, NESsT

**Pam Kahl**  
Communications Officer, The Lemelson Foundation

**Janine Elliott**  
Program Officer, VentureWell
Resilience and Wellbeing: Staying sane in a changing world

4:00pm - 5:15pm, Sep 25
Kettering

Social entrepreneurs and ecosystem builders are at the forefront of supporting positive development in challenging times, but this work takes its toll. In this session we will explore ongoing research and initiatives to support inner wellbeing in our sector, and discuss strategies for maintaining balance for our ourselves, and the entrepreneurs we support.

Speaker:

Christina Poser
Advisor - Financial System Development and Climate Finance, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Jenny Everett
Managing Director, ANDE

Ben Powell
CEO and Founder, Agora Partnerships

Rich Ambrose
Managing Partner, Pomona Impact

Nicholas Colloff
Executive Director, Argidius Foundation

The New Economy

4:00pm - 5:15pm, Sep 25
Salon D

To speed up change towards a circular and inclusive economy, we need new business models and different ways of working together. In this new economy, there is a large role for SGBs as innovators that can lead by example. In this session we'll explore these new business models and practices that are popping up all over the globe and examine what lessons we can learn from these innovators.

Speaker:

Saskia Werther
Programme Manager, DOEN Foundation
Carol Dahl
Executive Director, The Lemelson Foundation

Heather Strachan Matranga
Manager for New Initiatives, Village Capital

5:00pm

Free Networking Time
5:15pm - 6:00pm, Sep 25

6:00pm

Opening Reception
6:00pm - 7:00pm, Sep 25
Terrace Ballroom

7:00pm

Dinner
7:00pm - 8:30pm, Sep 25
Riverside Hearth

8:00pm

Drinks at Coton & Rye
8:30pm - 11:00pm, Sep 25
Coton & Rye

Tue, Sep 26, 2017

7:00am

Buffet Breakfast
7:30am - 9:00am, Sep 26
Riverside Hearth

Collaborating on Small and Early-Stage Financing Workshop (Invite Only)
8:00am

**Using Technology to Scale Solutions**

8:00am - 9:00am, Sep 26  
Salon C

Speaker:

- **Peter Blair**  
  Director, Vera Solutions

- **Dionne C. Powell-Cole**  
  Entrepreneur Finance Manager, Branson Centre of Entrepreneurship - Caribbean

9:00am

**Keynote Conversation with Magatte Wade**

9:15am - 10:30am, Sep 26  
Lansdowne Ballroom

Magatte Wade is the founder of Tiossan, a skin care company based on Senegalese recipes, sold in the U.S. at Nordstrom and boutique retailers. Her first company, Adina World Beverages, was also based on recipes from her home country of Senegal. She was named a Young Global Leader by the World Economics Forum as well as one of the “20 Youngest Power Women in Africa” by Forbes in 2011. In 2014, she was featured on the cover of Forbes Afrique for being the person in Francophone Africa having the greatest positive impact on the future. She writes for The Guardian, The Huffington Post, and Barron’s. As a speaker and consultant she specializes in helping indigenous entrepreneurs from around the world brand and market their products in the U.S. She is fluent in Wolof, French, and English.

10:00am

**Small Group Breakouts #2**

10:45am - 12:00pm, Sep 26

**What's Your Problem? Corporate Engagement Advisory Board**

10:45am - 12:00pm, Sep 26
ANDE members will present a key issue or challenge that they are facing related to working with corporations, corporate foundations, or corporate sustainability in front of a panel of experts, who will provide feedback and advice. The session is open to ANDE members who are interested in learning about common challenges related to corporate partnerships and garnering insights from the panel of advisors. The presenters and advisory board have been pre-selected but all ANDE members are welcome to observe the session.

Speaker:

Graham Macmillan  
Senior Program Officer, Impact Investing and Inclusive Economies, Ford Foundation

Gunjan Patel  
Head - Corporate Social Responsibility Asia Pacific Japan & India, SAP SE

Meredith Lee  
Deputy Director, Youth Livelihoods, The MasterCard Foundation

William Foote  
CEO, Root Capital

Post Investment Technical Assistance (TA)  
10:45am - 12:00pm, Sep 26  
Bacon

Access to capital is important, but it is only a piece of the puzzle. Post-investment TA is critical. This session will explore approaches to providing and resourcing TA and will discuss how needs evolve across an SGB’s lifecycle.

Speaker:

Mary Mwangi  
ANDE EAST AFRICA

Tahira Dosani  
Managing Director, Accion Venture Lab, Accion Venture Lab
Supporting the Growth of Youth Owned Enterprises

While supporting the growth of youth owned enterprises is one of the key ways to address unemployment among youth, practitioners face many challenges. Among them, is the issue of finding the right model that can be scaled and replicated. This session will give opportunities to practitioners to discuss and share lessons learned on different models to support the growth of youth owned enterprises around the world.

Speaker:

Kristi Raube
UC Berkeley

Gordon Adomdza
Ashesi University

Eleni Gabre-Madhin
Chief Happiness Officer, blueMoon

How Blended Finance Instruments Mobilize Private Investment in SGBs

This session aims to broaden understanding of the role of transaction advisory services and how they can enhance the SGB investment eco-system in developing and emerging markets. It also aims to explore differences in approaches to service delivery, engagement mechanisms, market dynamics and the use of blended finance instruments in mobilizing private investment in SGBs.

Speaker:
Healthcare Innovations

This session will present participants with an overview of how innovations in the healthcare space are ensuring quality, affordability, accessibility, sustainability and scalability so that these innovations can reach rural and urban underserved population at the last mile.

Speaker:

- **Roma Bose**
  Vice President, WISH Foundation

- **Jessica Daly**
  Senior Portfolio Lead, Chronic Care, Medtronic Foundation

- **Jose Magana**
  Sr Associate, Engagement, Innovations in Healthcare

- **Robert Wells**
  GE
Through an interactive World Café format, ANDE members will discuss challenges, solutions, and actions to take on four unique barriers affecting women-owned SGBs: gender-based violence, legal policy, media, and care demands.

Speaker:

Heather Kipnis
Entrepreneurship Lead - Gender Secretariat, IFC - International Finance Corporation

Pamela Roussos
Chief Innovation Officer, Miller Center for Social Entrepreneurship at Santa Clara University

Mara Bolis
Private Sector Adviser, Oxfam

Katrin Kuhlmann
President and Founder, New Markets Lab

Rebecca Fries
Managing Director, Value For Women Ltd.

Diana de Castro
Chief Alliance Officer, Pro Mujer

12:00pm

Networking Lunch

1:00pm

Speed Networking #2

3 Subsessions
- **Group 1:** Members interested or working in Latin America
  - 1:15pm - 2:15pm, Sep 26

- **Group 2:** Members interested or working in Africa
  - 1:15pm - 2:15pm, Sep 26

- **Group 3:** Members interested or working in Asia
  - 1:15pm - 2:15pm, Sep 26

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**2:00pm**

**Small Group Breakouts #3**
- 2:30pm - 3:45pm, Sep 26

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**Integrating SGBs into Corporate Value Chains**
- 2:30pm - 3:45pm, Sep 26
  - Sarnoff

This session will explore partnerships between corporations, non-governmental organizations, and the SGB sector. We will explore the potential of multi-stakeholder partnerships, as well as the challenges that need to be overcome to design and execute the partnerships well. Based on real-life examples from different sectors, a panel of experienced practitioners will discuss how they work in partnership with entrepreneurs and large businesses in complex ecosystems. Expect a lively debate from diverse perspectives on how to create social impact and achieve measurable success.

**Speaker:**

- **Henning Ringholz**
  Director of Market Systems, GOAL Ireland

- **Neil Jeffery**
  Chief Executive Officer, WSUP - Water & Sanitation for the Urban Poor

- **Luísa Bonin**
  Communications Director, Aliança Empreendedora

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**Everything You’ve Wanted to Know about the Impact Management Project but were Afraid to Ask**
- 2:30pm - 3:45pm, Sep 26
  - Salon D

The Impact Management Project. It’s bold. It’s audacious. But what is it exactly? This session will
delve into the Impact Management Project with the direct feedback of participants from Vox Capital, Global Partnerships, and Root Capital. Through this session you will learn how your organization can benefit from the peer-to-peer learning supported by this initiative.

Speaker:

- **Mara Bolis**  
  Private Sector Adviser, Oxfam
- **Daniel Izzo**  
  Partner, Vox Capital
- **Brian Milder**  
  EVP of Strategy & Innovation, Root Capital
- **Tara Murphy Forde**  
  Vice President, Impact & Research, Global Partnerships

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**Technical Assistance Deep Dive: Acceleration**  
〇 2:30pm - 3:45pm, Sep 26  
📍 Conant

This session will explore common challenges that accelerators around the world face, and provide an opportunity to dive into specific approaches to address these obstacles. We will learn how two organizations are working to disrupt traditional methodologies of entrepreneurial support, and then break into groups to discuss common challenges and crowdsource potential solutions.

Speaker:

- **Emily Eastman**  
  Global Partnerships Manager, Entrepreneurship Database Program: Social Enterprise Center, Emory University - Goizueta Business School
- **Juan Carlos Thomas**  
  Global Entrepreneurship Director, TechnoServe
- **Hugo Verkuijl**  
  Programme development manager, Hivos
Right Sized Support: Is the ecosystem for scaling microenterprises and SGBs one size fits all?

We will explore how we empower small and growing businesses on different growth paths with appropriate capital structures and support, challenging a “one size fits all approach.” Join practitioners and investors in the financial inclusion space to learn how they have matched access to relevant and accessible business knowledge, affordable financing, and key enablers to upsize and scale an increasingly varied SGB sector.

Speaker:

Ami Dalal
FINCA

Irvyne Jean-Baptiste
Zafen Program Manager, Fonkoze

Gregory Coussa
Country Director, USA, International Centre for Social Franchising (ICSF)

Tifany Boyles
Street Business School by BeadforLife

Influencing the Right Stakeholders on your Advocacy Agenda

Learn how ANDE members have tried to push specific advocacy agendas or pursued campaigns to influence the right stakeholders and overcome regulatory constraints. What changes have ANDE members sought and how have they effected change through advocacy? The Policy, Legal, and Regulatory (PLR) learning lab will seek feedback from this session to help inform how the ANDE membership network can drive collective change.

Speaker:

Katrin Kuhlmann
President and Founder, New Markets Lab
4:00pm

Micro-Talks on Key SGB Sector Challenges and Solutions
- Getting Past our Innovation Blind Spots
  4:00pm - 5:15pm, Sep 26
- Can Entrepreneurship Make Markets Inclusive?
  4:00pm - 5:15pm, Sep 26
- Solid Fuel Resource Recovery from Sludge: Something to get heated about!
  4:00pm - 5:15pm, Sep 26
- The Unfinished Social Entrepreneur
  4:00pm - 5:15pm, Sep 26
- Catalyzing Partnerships Between Companies and Social Enterprises
  4:00pm - 5:15pm, Sep 26

5:00pm

Fun, Failure and Free Time
- ANDE Fail Faire
  5:45pm - 6:45pm, Sep 26
● **ANDE Golf Contest on the RTJ Putting Green**
  - 5:45pm - 7:00pm, Sep 26

7:00pm

● **ANDE Awards Dinner**
  - 7:30pm - 9:00pm, Sep 26
  - Pavilion

9:00pm

● **Willy Foote Live & Karaoke!**
  - 9:00pm - 11:00pm, Sep 26
  - Pavilion

**Wed, Sep 27, 2017**

7:00am

● **Buffet Breakfast**
  - 7:30am - 9:00am, Sep 27
  - Riverside Hearth

● **Breakfast Clinic: Enterprise Segmentation Workshop (by invitation only)**
  - 7:30am - 9:00am, Sep 27
  - Salon D

9:00am

● **SGB Sector Report Run Down: 3 Minute Report Highlights**
  - 9:00am - 9:15am, Sep 27
  - Lansdowne Ballroom

● **New Developments in Development Plenary**
  - 9:15am - 10:30am, Sep 27
  - Lansdowne Ballroom

  This panel of development aid experts will explore new approaches that development agencies are using to support SGBs in emerging markets. Panelists include representatives from three different agencies that embrace distinct methodologies for propelling entrepreneurship. The speakers will address efforts in Africa, Southeast Asia, and Latin America.
As we build the business case for inclusive finance through credit to women-led SGBs, we can innovate while learning from existing data and programs. This session will go into depth about the winning projects from the 2016 ANDE Catalyst Fund, explore the key challenges that the winning projects faced and discuss how ANDE members could utilize some of the tools, outcomes, and findings.

Speaker:

**Randall Kempner**  
Executive Director, ANDE

**Stephanie Kimber**  
Innovation Officer, Department of Foreign Affairs and Trade, Australia

**Robert Schneider**  
Division Chief - Global Partnerships, U.S. Agency for International Development / USAID

**Esther Pan Sloane**  
Head, Partnerships, Policy And Communications, United Nations Capital Development Fund

**Kelly Roberts-Robbins**  
Special Projects Lead, Enclude Holding

**Rebecca Fries**  
Managing Director, Value For Women Ltd.

**Adithi Shetty**  
Development Project Manager - Kiva Labs, Kiva.org
Talent Challenge Showcase: An In-Depth Look at Talent Opportunities

10:45am - 12:00pm, Sep 27

Conant

Talent is a critical barrier for many SGBs, but the Argidius-ANDE Talent Challenge winners see this issue as an incredible opportunity. Come learn with them as we dive into each segment of the talent value chain: Talent Strategy & Planning, Hiring, Retention, Leadership & Management Training, and Achieving Leadership Potential. We’ll share the latest on what’s working, what’s not, and what we can do about it.

Speaker:

Caroline Gertsch
Program Director, Amani Institute

Paul Breloff
Co-Founder & CEO, Shortlist

Bidisha Bhattacharyya
Vice President - Product and Emerging Markets, Village Capital

Annie Roberts
Partner, Open Capital Advisors

Glynis Rankin
CEO, Creative Metier

Due Diligence Pitfalls for SGBs in Agriculture

10:45am - 12:00pm, Sep 27

Bacon

This session will shed light on the peculiarities of investing in agricultural SGBs in developing countries, in particular around due diligence and strategies to de-risk such investments. This includes informality in the ag-sector, HR capacity and financial management, volatility and seasonality, small-holder loyalty as suppliers, and the importance of building strong partnerships along the whole value chain. The lead discussants will share concrete case studies and potential solutions and invite participants to share their experiences.

Speaker:
Realizing the Potential of Networks
 10:45am - 12:00pm, Sep 27
Terrace Ballroom A

This session will look at the role that entrepreneurial/SME networks play in building and supporting a robust ecosystem and explore ways they generate value for their members and address various challenges they face.

Speaker:

Petr Skvaril
Global Partnerships Manager, Impact Hub

Jess Greenhalf
Director of Learning and Influence, Youth Business International (YBI)

Tom Drum
Senior Advisor, CEED

SIBs and DIBs: Not just all talk
 10:45am - 12:00pm, Sep 27
Terrace Ballroom BC

Social Impact Bonds (SIBs) and Development Impact Bonds (DIBs) are an exciting mechanism to finance social goals, but have been relatively slow to take off. Join three ANDE members with expertise in SIBs and DIBs across multiple regions to discuss their experience structuring these investments in
outcomes. We will also discuss how the SGB sector can engage with these investment structures.

Speaker:

Lily Han  
Senior Investment Principal, D. Capital Partners

Leonardo Letelier  
CEO, SITAWI Finance for Good

Kartik Desai  
Executive Director, Asha Impact

Rebuilding Futures: Entrepreneurship as a Response to the Refugee Crisis  
⏰ 10:45am - 12:00pm, Sep 27  
📍 Salon D

As the refugee crisis keeps growing, in particular in the Syria region, forced displacement has emerged as a growing development challenge that requires new vision, approaches, and collaborations. This session will explore how organizations can effectively support entrepreneurship in order to prevent more instability, poverty, radicalization and forced migration, and what opportunities exist for refugees to build up their lives again.

Speaker:

Aly El Sherei  
Vice Chairman & Managing Director, Dcode Economic & Financial Consulting [Dcode EFC]

Simon van Melick  
Programme Manager, SPARK / Fragile States

Esther Pan Sloane  
Head, Partnerships, Policy And Communications, United Nations Capital Development Fund

Closing Remarks  
⏰ 12:00pm - 12:30pm, Sep 27
Speaker:

Randall Kempner
Executive Director, ANDE

Closing Networking Lunch
⏰ 12:30pm - 2:00pm, Sep 27
📍 Riverside Hearth