

**Wednesday,
September 30**

Time	Topic	Description	Moderator & Discussant(s)	Location
9:00 AM - noon	Registration			Lobby
10:00 AM - noon	Early Tracks/Working Group Sessions			
1	ANDE 101	<i>New to ANDE? Need a refresher on your Member Benefits? This session will cover the various ways organizations can make the most of ANDE membership and partake in the current ANDE programs.</i>	Jenny Everett, ANDE ; Laura Goldman, Dalberg Global Development Advisors	Washington Irving (Biddle Mansion)
2	Talent Working Group Meeting: Talent Tools	<i>How can we develop sustainable, scalable social enterprises without appropriately skilled managers to lead them and sufficient talent to operate them? The session will introduce the audience to a new talent tool designed to help intermediaries support inventor-entrepreneurs both in their own growth as leaders and in building their teams for maximum impact. The session will provide an overview of the Tool and will organize the participants into inventor-mentor teams to take the self-assessment survey and go through a mentoring process. We will then hold what promises to be a lively discussion! Anyone who is interested in helping entrepreneurs to grow their businesses for impact should not miss this session.</i>	Nicole Etchart, NESsT ; Andy Lieberman, Global Social Benefit Institute at Santa Clara University	Hartly (Biddle Mansion)
3	Latin American Funds Working Group Meeting	<i>Join us for the official launch of the Latin American Funds Working Group. Two years ago, Fundacion IES started gathering various Impact Investors in Latin America to share their experience and create a report on how impact funds are working in Latin America. During the past few months, ANDE and Fundacion IES have been working together to formalize the working group and have a series of webinars on various relevant topics. We will also be discussing the next steps for this working group and potential projects of collaboration!</i>	Julian Vargas, Fundacion IES	Knickerbocker (Biddle Mansion)
4	Corporate Working Group Meeting	<i>Join the Corporate Partnerships Working Group for its first in-person meeting. Even if you've never attended a working group session before, we encourage you to participate. This session will include an interactive activity that we hope will facilitate opportunities for collaboration at the Annual Conference. We will also share examples of existing partnerships to help spur new ideas and discuss future plans for the working group.</i>		Cronise (Biddle Mansion)
12:00 - 1:00 PM	Networking Lunch			Dining Room
1:15 - 2:45 PM	Welcome & State of the Sector Remarks - Executive Committee Perspective Panel		Graham Macmillan, Citi Foundation ; Ricardo Michel, U.S. Agency for International Development ; Laurie Spengler, Enclude	Mary Duke Ballroom
2:45 - 4:15 PM	Speed Networking			Various Rooms (see nametags)
4:15 - 5:30 PM	Small Group Breakouts #1			Fairfield/Atrium and Biddle Mansion room
1	Intro to ANDE's Regional Chapters		ANDE RCCs + Steering Committee Members	Hartly (Biddle Mansion)
2	Growing tech SGBs in frontier market systems	<i>This session will explore how to support and scale technology-based SGBs through acceleration, partnerships and good economics.</i>	Brett Johnson, SSG Advisors ; Amy Millington, Ebay Foundation ; Henning Ringholz, GOAL ; Catherine Wijnberg, Fetola	Washington Irving (Biddle Mansion)
3	Charting and Cultivating Entrepreneurial Ecosystems	<i>Join us for a deep-dive discussion of various entrepreneurial ecosystem mapping tools and programmatic models to support ecosystem strengthening. Tune in for updates on ongoing research and initiatives taking place in multiple emerging markets.</i>	Kurt Dassel, Monitor Deloitte; Amanda Kizer, B Lab ; Kalsoom Lakhani, Invest2Innovate ; Rhett Morris, Endeavor	Henry Hudson (Fairfield/Atrium)
4	Exits in Impact Investing	<i>This session will provide an overview of new research around exits in impact investing. The research will be complemented by case studies from veteran investors. Participants will come away with an understanding of what a successful exit in the impact space looks like and the various opportunities associated with different types of exits.</i>	Willy Foote, Root Capital ; Margot Quaegebeur, Anthos Asset Management B.V. ; Robert Vodicka, Small Enterprise Assistance Funds (SEAF)	Knickerbocker (Biddle Mansion)
5	Collaborative Efforts to Address the Talent Gap	<i>As the SGB sector grows, businesses and intermediaries are becoming increasingly aware of the challenges around finding and retaining the right kind of talent for the sector. This has led not only to the launch of new organizations working to specifically address the talent challenge, but also to collaborative efforts among actors. This session will explore new initiatives in three different regions that working to improve the pipeline of talent for the sector.</i>	Manuela Müller, edge; Anna Samake, Lundin Foundation; Rebecca Harrison, AMI	Sunnyside (Fairfield/Atrium)

6	Workshop on Effective Change Management	<i>Successful implementation of new initiatives to improve profitability, quality, or any other key metric requires two essential elements: a quality solution AND acceptance of that solution by those who have to change. R=Qs x A. This workshop will focus on ways to increase acceptance and address the issues that prevent people from accepting the change.</i>	Lynn Pikholtz and Jeanenne LaMarsh, CapitalPlus Exchange	Briarcliff (Fairfield/Atrium)
7	How to Find Funding Interactive Workshop	<i>This session will dive into recent philanthropic trends with a focus on U.S. funders supporting international causes and market-based approaches. It will also give organizations new to ANDE tips on how to approach fundraising at the Annual Conference and steer them toward helpful fundraising resources and tools. Participants will be encouraged to share their experiences raising grant funds with others and participate in interactive exercises.</i>	Kate McElligott, ANDE	Cronise (Biddle Mansion)
5:30 - 7:00 PM	Opening Reception			TBD
7:00 - 8:30 PM	Dinner			Dining Room
8:30 PM - ?	Drinks at the Pub			Celler 49 Restaurant and Tavern

Thursday, October 1

Time	Topic			
7:30 - 9:00 AM	Buffet Breakfast			Dining Room
7:30-9:00 AM	ANDE Open: Breakfast Breakouts			Various Rooms
1	Financing the acquisition of processing technology for small scale agriculture	<i>As global demand for food continues to increase and markets to formalize, over 20,000 small scale agriculture enterprises are investment-ready to play a greater role in the food chain. However, critical bottlenecks still exist, including the low availability of asset finance or lease finance for property, plant and equipment for post-harvest processing. This breakfast session will consider cases where successful investments have unlocked the potential of small-scale processing, business models and technology that are opening a new frontier for rural enterprise.</i>	Michele Bruni & Tim Chambers, Epven InspiraFarms	
3	Not your father's McDonalds: align making impact with making money though social franchising in emerging markets	<i>Unleashing entrepreneurial drive through business ownership propels emerging market social entrepreneurs to more powerfully address their communities' needs and create jobs while they are making money... at least in theory. But how can we better ensure that the powerful motive to make money stays properly integrated with social impact goals? Social franchising may hold the key. Jibu and others are discovering that channeling entrepreneurial drive within the bounds of a conditional and revocable social franchise license can be the 'secret sauce' that ensures making money and making impact stay aligned in emerging markets. Let's explore how this under-utilized franchising strategy in emerging markets can foster quicker scaling, better problem solving creativity, quality control, organically-funded growth and enduring social impact.</i>	Randy Welsch, Jibu	
	ANDE Funders Working Group Meeting (Closed Meeting)			
9:15 - 10:15 AM	Fireside chat with Nicholas Kristof	<i>Nicholas Kristof, Op-Ed Columnist for The New York Times and co-author of A Path Appears, will sit down with ANDE's Executive Director, Randall Kempner, to discuss global citizenry, women's rights, health, and the role the SGB sector can play in improving livelihoods worldwide.</i>		Mary Duke Ballroom
10:15 AM - 6:00 PM	Legal "Office Hours"	<i>Representatives from Lex Mundi Pro Bono Foundation will be on hand to discuss any of your legal questions and connect you with in country council.</i>		Hartly (Biddle Mansion)
10:15 - 11:45 AM	Small Group Breakouts #2			
1	The Power of Good Policy: Policy and Advocacy in the SGB Sector	<i>This panel led-discussion will seek to answer the question: How can the ANDE community – from the public to private sector – use policy and legal systems to improve the business environment for SGBs? This includes improving deal flow, growth and sustainability while navigating barriers like corruption, regulatory challenges, due diligence requirements, and lack of intellectual property rights protection.</i>	Mara Bolis, Oxfam ; Karen Bosman, New Markets Lab ; Nicholas Colloff, Argidius Foundation ; Marc Schleifer, Center for International Private Enterprise	Henry Hudsn (Fairfield/Atrium)
2	Credit Guarantees for SGB Development	<i>This session will explore the potential for credit guarantees and other alternative finance mechanisms to support and scale SGBs. Case studies of successful guarantee mechanisms will be shared and the potential scalability of these mechanisms will be examined.</i>	Heather Jackson, Atlantic Asset Management; Donna Katzin, Shared Interest; Benjamin Stone, MCE Social Capital	Washington Irving (Biddle Mansion)
3	Corporate Partnerships	<i>Often, the relationship between an SGB and a multinational corporation is supported by an intermediary organization. These organizations help bridge the gaps of capacity, access to information, and technical expertise to enable SGBs and corporations to engage effectively. This panel will focus on how corporations leverage the expertise of intermediaries to deliver shared value.</i>	Jonathan Halverson, Land O'Lakes, Inc. ; Adeeb Mahmud, FSG	Riverview (Fairfield/Atrium)
4	The Next Frontier: Why and how SGBs in post-conflict and fragile states can make for extraordinary impact	<i>Investments typically flee countries that are seen as unstable, thus continuing the cycle of poverty and unrest. But investing in and developing SGBs in fragile and conflict-affected states can actually produce an outsized impact. This session kick off with case studies and discussions of innovative examples of organizations working in these kinds of states, and will go over why and how to invest in and develop business capacity in these contexts.</i>	Betsy Alley, International Finance Corporation ; Elizabeth Crowell, Bpeace (Business Council for Peace) ; Michael MacHarg, Mercy Corps	Cronise (Biddle Mansion)
5	Filling in the Gaps: Social Enterprises and Youth Employment	<i>Approximately 75 million youth around the world are unemployed. Education providers, employers, and students alike want to bridge the gap between education and employment. So how can entrepreneurs play a role in tackling youth unemployment, and what challenges do they face in doing so? This panel-led discussion will dive into the initial results of a series of global roundtables ANDE hosted with SAP, and open up the discussion for other ANDE members to discuss how we can support entrepreneurs working in this space. It will also dive into solutions that groups like Dalberg and the Education Development Center are supporting to address the education to employment gaps, and discuss key opportunities and challenges for fostering partnerships across private and public sectors for workforce development.</i>	Nish Pangali, SAP ; Gunjan Patel, SAP India ; Michael Tetelman, Education Development Center ; Devang Vussonji, Dalberg Global Development Advisors	Knickerbocker (Biddle Mansion)
6	Women's Entrepreneurship Case Studies	<i>In this café style session, participants will explore 6-8 case studies from organizations working to empower women entrepreneurs and support women owned enterprises. Through an examination of these case studies participants will gain an understanding of not only the challenges in this field, but the opportunities for greater collaboration.</i>	Rebecca Fries, Value for Women, Saloni Korlimarla Cherie Blair Foundation for Women	New York (Fairfield/Atrium)

7	Amplify Impact through Design Thinking	<i>Participate in this prototyping workshop which will use examples of product, systems and service design for entrepreneurs to understand how to use good design in development. The session will address issues around communication for designers and suppliers and how to break barriers to success using good design.</i>	Drew Bonfiglio, <i>Emzingo Group</i> ; Shauna Carey, <i>IDEO.org</i> ; Elizabeth Friend, <i>Small Scale Sustainable Infrastructure Development Fund (S3IDF)</i>	Briarcliff (Fairfield/Atrium)
11:45 - 1:00 PM	Networking Lunch			Dining Room
1:00 - 2:15 PM	"Micro "Talks on topics such as Lean Data, Accelerator Research, Early Stage Finance, and Entrepreneurial Ecosystems			Mary Duke Ballroom
1	Sasha Dichter: Lean Data			
2	Lucie Klarsfeld: Corporate Partnerships in Sustainable			
3	Peter Roberts: Accelerator Research			
4	PR "Guns" Ganapathy: Villgro			
5	Ant Farr: Allan Gray Orbis			
2:15 - 3:30 PM	Speed Networking and Café Networking Sessions			Various Rooms (see nametags)
3:30 - 4:00 PM	Networking Break			
4:00 - 5:15 PM	Small Group Breakouts #3			
1	Collaboration and Concessions: Driving healthy competition with concessionary capital without distorting markets	<i>With the rapid proliferation of new players entering the SGB sector, new market dynamics are emerging between investors, accelerators, and donors. As the sector continues to grow, it is important to consider the ways in which competition and collaboration can emerge in a way that is most beneficial to entrepreneurs. This session will explore lessons learned in harnessing competitive dynamics among intermediaries in the SGB sector.</i>	Matt Guttentag, <i>U.S. Agency for International Development</i> ; Daniel Hsu, <i>Village Capital</i> ; Olivier Lafourcade, <i>Investisseurs & Partenaires</i> ; Annie Roberts, <i>Open Capital Advisors</i>	Riverview (Fairfield/Atrium)
2	Learning from our "Elders" a Session with Industry Veterans	<i>Incremental change will not move the needle on how we as group can unleash the potential of small and growing businesses across the globe. To create the disruptive change that is needed, people and organizations must be willing to think big, take risks, and not be afraid to fail. The most impactful organizations take calculated risks, work proactively to strengthen the ecosystem in which they operate, and are driven by opportunities presented on the ground, not by RFPs. This panel will discuss personal reflections from ANDE leaders on their struggles, failures, pivots and lessons learned working over the last decade. It will seek to bring out some wisdom on what the industry needs to do differently, and where we should be doubling down. It will also seek to reveal the people behind the programs, their motivations, frustrations, and joys working to drive more resources to entrepreneurs building a better world.</i>	Ben Powell, <i>Agora Partnerships</i> ; Mobola Onibonje, <i>Alitheia Capital</i> ; Maure Pessanha, <i>ARTEMISIA</i> ; Bart Meijs, <i>Enviu</i>	Briarcliff (Fairfield/Atrium)
3	Catalysing Capital for Early Stage Businesses: Applying Lessons from India to Other Regions	<i>Drawing on the Enclude report "Catalyzing Capital for Invention: Spotlight on India" this session will explore the finance landscape for early stage businesses in India. Discussion will seek to extrapolate what findings of this report can be applied in different geographies, and how local ecosystems can present unique challenges and opportunities.</i>	PR "Guns" Ganapathy, <i>Villgro Innovations Foundation</i> ; Deborah Keller, <i>Rianta Capital</i> , <i>Artha Initiative</i> ; Laurie Spengler, <i>Enclude</i> ; Philip Varnum, <i>The Lemelson Foundation</i>	Henry Hudson (Fairfield/Atrium)
4	SIBs and other Alternative Finance Models Deep Dive Session		Carolien De Bruin, <i>University of Cape Town- Bertha Center</i> ; Saskia Bruysten, <i>Yunus Social Business</i> ; Mitchell Strauss, <i>Overseas Private Investment Corporation</i>	Knickerbocker (Biddle Mansion)
5	Data Innovations/Mobile Impact Measurement	<i>Building on the "micro" talk, we discuss the current state of impact measurement in the SGB sector, and explore ways to make measurement easier and more relevant for impact investors and entrepreneurs.</i>	Sasha Dichter, <i>Acumen</i> ; Saurabh Lall, <i>ANDE</i> ; Brian Milder, <i>Root Capital</i> ; Julie Peachey, <i>Grameen Foundation</i>	New York (Fairfield/Atrium)
6	Key Ingredients of Good Partnerships	<i>Join this informative session on forming partnerships. We will discuss stages, barriers, successes and failures and why they are so important to building the sector. Seasoned experts in partnership building will discuss in-depth examples of working alongside partner organizations, including challenges, tensions, and impact witnessed.</i>	Joanna Heywood, <i>Christian Aid</i> , Suzanne Munson, <i>Heifer International</i> , Rebecca Fries, <i>Value for Women</i>	Washington Irving (Biddle Mansion)
6:00 - 7:00 PM	Free Networking Time			
7:00 - 9:00 PM	ANDE Awards Dinner			Dining Room
9:00 PM - ?	Evening Entertainment at Cellar 49!			Ballroom and/or Cellar 49

Friday, October 2

Time	Topic			
7:30 - 9:00 AM	Buffet Breakfast			Dining Room
	USAID Pace Friends and Family Session			Cronise (Biddle Mansion)
9:00 - 10:15 AM	Plenary: Talent Development in the SGB Sector		Tahira Dosani, <i>Accion Venture Lab</i> ; Nicole Etchart; <i>NESsT</i> , Paul Malherbe; <i>AMSCO</i> , Jon Shepard, <i>EY</i> .	Mary Duke Ballroom
10:15 - 11:30 AM	Small Group Breakouts #4			

1	Impact Inventing	<i>This session will examine the ecosystem that supports invention-based businesses and the progress that has been made over the past year to fill the ecosystem gaps identified in the Impact Inventing report.</i>	Vipul Kumar, <i>Ennovent</i> ; Andy Lieberman, <i>Global Social Benefit Institute at Santa Clara University</i> ; Kenneth Turner, <i>The Lemelson Foundation</i> , Paul Scott, <i>American Society of Mechanical Engineers</i>	Briarcliff (Fairfield/Atrium)
2	Crowdfunding for SGBs: Opportunities, Challenges and Solutions	<i>This session will draw on experience from the discussants and those in the room to address the opportunities, challenges and solutions encountered when crowdfunding for SGBs. We will address everything from regulatory challenges and building successful partnerships to how building a digital relationship with potential funders can help with future investment. We will explore how technology can act as a facilitator of access to finance.</i>	Ana Pantelic, <i>Fundacion Capital</i> ; Carlos Pierre: <i>Kiva</i> ; Renata Truzzi, <i>NESsT</i>	New York (Fairfield/Atrium)
3	Building the Next Generation of Entrepreneurs	<i>This discussion will deconstruct the standard approach to youth entrepreneurship training by addressing not only what has worked, but what hasn't, and why. We'll focus on identifying best practices as we compare experiences in Latin America and Sub-Saharan Africa (and welcome input from other regions as well), and provide examples of how technology can be used to improve programs themselves, measure impact, or even provide additional livelihood options.</i>	Steve Cumming, <i>The MasterCard Foundation</i> ; Youth Business International; Njideka Harry, <i>Youth for Technology Foundation</i>	Cronise (Biddle Mansion)
4	Public Private Partnerships	<i>Discuss ways that SGBs can make partnerships with government. Understand the experiences from corporations and government representatives in this area and generate ideas on how ANDE members can work together to foster more of these partnerships to the small and growing business ecosystem.</i>	Ana Luz Díaz, <i>Crea Comunidades de Emprendedores Sociales, A.C.</i> ; Birgit Seibel, <i>Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH</i> ; Isaac Williams, <i>SSG Advisors</i> ; Simon Winter, <i>TechnoServe Inc.</i>	Washington Irving (Biddle Mansion)
5	Accelerator Deep Dive Session	<i>This session will deconstruct the accelerator model to examine its components, and discuss ways to rigorously examine their effectiveness in different contexts.</i>	Saurabh Lall, <i>ANDE</i> ; Peter Roberts, <i>Social Enterprise at Goizueta, Emory University</i>	Riverview (Fairfield/Atrium)
6	Environmental Impact	<i>This session will examine the potential of impact investing and social entrepreneurship to have environmental impact and promote enhanced sustainability. Through the examination of several success stories, participants will explore key opportunities and challenges in the environmental impact field.</i>	London Davies, <i>Wildlife Conservation Society</i> ; Nathalie Prado, <i>EcoEnterprises Fund</i>	Sunnyside (Fairfield/Atrium)
7	Health Care in Latin America	<i>Come explore the state of health care SGBs in Latin America and dive into the different market opportunities in the region. Learn about the actors within the sector supporting these SGBs, their challenges and growth potential. We will also discuss various case studies about how ANDE members have supported the scaling of these initiatives.</i>	Peter Bladin, <i>Global Partnerships</i> ; Pedro Castillo, <i>Promotora Social Mexico</i> ; Logan Couce, <i>IPIHD</i>	Hartly (Biddle Mansion)
8	Collaborations Tools Workshop	<i>This session will explore some of the barriers and opportunities for stakeholders to collaborate and enhance their impact. Participants will learn about new tools, innovations and strategies deployed by members in diverse regions and contexts.</i>	Tim Chambers, <i>Epven</i> ; Marcos Mancini, <i>Banorte</i> ; Daniela Papi-Thornton, <i>Skoll Centre for Social Entrepreneurship</i> ; Shweta Sharma, <i>Karmany</i>	Knickerbocker (Biddle Mansion)
11:30 - 12:00 PM	Closing Remarks			Mary Duke Ballroom
12:00 - 2:00 PM	Closing Networking Lunch			Dining Room
12:00-4:00	ANDE Executive Committee Meeting			
1:00 - 5:00	ANDE Regional Chapter Steering Committee Meeting			