ANDE Catalyst Fund for Impact Measurement - Africa

Guidelines for Learning Lab Funding

Starting on July 1, 2017 the Aspen Network of Development Entrepreneurs (ANDE) invites proposals exclusively from members of the ANDE East Africa and South Africa Metrics Learning Labs that follow the guidelines laid out by the Catalyst Fund for Impact Measurement.

The Catalyst Fund for Impact Measurement is an ANDE initiative with the goal of increasing the productivity and effectiveness of ANDE members, while creating tools and insights that can help the small and growing business (SGB) sector. This round of funding focused on impact measurement totals $150,000, and is generously funded by Department for International Development's (DFID) Impact Programme.

ANDE is partnering with DFID to build the capacity of impact investors, social entrepreneurs, and entrepreneurial support organizations working in sub-Saharan Africa to measure their social and environmental performance. By doing this, the project aims to catalyze greater local impact assessment within the impact investing and entrepreneurship sectors. Funds will support practitioners developing new analytical approaches, testing technologies, and developing case studies or resource guides.

Catalyst Fund for Impact Measurement

This round of funding has two windows. The first window is only open to members of ANDE's Metrics Learning Labs in East Africa and South Africa. Each Metrics Learning Lab can collectively submit one proposal on a rolling basis between July 2017 and February 2018.   The second window will include an open call for proposals that will be announced in November 2017, with proposals due in February 2018. Detailed information about the open call will be released in November.

Each Africa-based Metrics Learning Lab can submit one proposal requesting up to $40,000 for scopes of work lasting up to 12 months. While the proposal should be submitted by one lead organization, the projects should advance the collective benefit of the learning lab, and be submitted with the group's active collaboration and support. Successful projects should focus on the following:

1) Solutions that address a sector-wide challenge;
2) Collaboration among learning lab members;
3) Ideally highlighting one of these key themes: data for decision-making, creating a culture of measurement, standards for the field, and coordination along the "impact value chain."

*See the appendix for a sample list of previous Catalyst Fund projects that have linked to an ANDE Learning Lab for examples of how these projects have been structured in previous funding rounds.

Application Process

To apply for funding, each learning lab should come to consensus on which idea to move forward. One organization should submit the proposal as the lead implementer, additional partners from the learning lab should play an active role in developing the scope of work, and benefits of the project should be accessible by the entire group even if they do not take in active role in implementing the project. Having more than one organization actively engaged in the project is a plus.

The proposal feedback and approval process has three stages.

1st: The idea should be reviewed by the broader set of learning lab members who agree to propose it for submission.

2nd: The formal proposal presentation will be reviewed by ANDE staff to assess the feasibility and potential impact.

3rd: Representatives of the DFID Impact Programme will review and have input in the final funding decision.

If members of the learning labs would like to submit more than one proposal, we recommend they submit the additional idea to the open call which will be announced in November. In the open call, projects that leverage the learning lab will be given priority.

Proposal presentations should include the following eight components:

1) Summary including project title, amount of the request, and organizations involved
2) Problem or need the project addresses
3) Goal(s) for the project
4) Specific activities that will take place to achieve the stated goal
5) Organizations that will implement and/or participate in executing the scope of work
6) Expected outcomes and/or value created by the project
7) Project budget (to not exceed $40,000)
8) Project timeline (to not exceed 12 months)

Once projects have been approved, the presentation will be converted into a formal scope of work that will be included with the grant agreement. No additional proposals will need to be submitted.

Appendix: Examples of Past Catalyst Fund + Learning Lab Projects:

Typically, Catalyst Fund projects fall into four types: tools or platforms, training, research, and networking.

- **Tool:** New *Markets Lab + Legal Learning Lab*: East Africa Legal Guide
- **Training:** *William Davidson Institute + Metrics & Research Learning Lab*: Capturing Impact - Interactive Workshop on Outcomes Data Collection & Analysis (NY event description here)
- **Research:** *Santa Clara University + Capital Aggregation Working Group*: Coordinating Impact Capital
- **Research/Training:** *Value for Women + Women Entrepreneurship Working Group*: 1) YFE – Young, Female, Entrepreneurs ; 2) Gender sensitivity training (in partnership with the Mexico Women's Working Group)
- **Research:** *SNV Netherlands + Capacity Development Working Group* to develop a "taxonomy" of TA in the sector
- **Platform: Mexico Sustainable Agriculture Learning Lab** (note this is not a Catalyst Fund project, but projects that were funded out of an ANDE learning lab): In 2015 the learning lab supported the development of a platform called NUUP which brings together stakeholders integrating agriculture-focused SGBs into inclusive local supply chains. This lab also held a workshop in partnership with Root Capital on opportunities and challenges for financing smallholder farmers in Mexico, you can find the report and the one pager on the state of Agriculture Finance.