



**ASPEN NETWORK
OF DEVELOPMENT
ENTREPRENEURS**

ANDE Gender Lens Investment Pay for Results Fund

Frequently Asked Questions

Featured Questions

Can the fund be used as investment capital or other direct support to SGBs?

Unfortunately, no. The fund can only be used for internal changes associated with developing the systems and processes necessary to take a gender lens approach to investment.

ANDE lists a few organization types that are eligible to apply, but I'm not familiar with them. What do they mean?

ANDE references organization types in the call for concept note from our membership categories. While you don't need to be a member to qualify, we use these categories across our work:

- **Capacity Development Providers:** Organizations that provide business development and advisory services to SGBs.
- **Investors:** Funds or financial entities that focus on providing capital to [small and growing businesses \(SGBs\)](#) in developing countries. Investments include debt, equity, and quasi-equity and are generally under US\$2M. 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, as well as associations that provide a service to the sector as a whole.

ANDE also lists **Non-Governmental Organizations** and **Non-Grantmaking (Operating) Foundations** as options in the application. What do these mean?

- **Non-Governmental Organizations:** Organizations independent from government involvement which typically serve humanitarian or environmental goals. We encourage applicants to select this organization type if your organization is a non-profit, non-governmental entity that does not fit the description for Capacity Development Provider, Investor, or Research and Advisory Service Provider listed above.
- **Non-grantmaking (Operating) Foundations:** Non-governmental organizations (as described above) which are named "foundation" but do not make charitable grants.

Do smallholder farmers or companies seeking less than USD \$20,000 in financing qualify as small and growing businesses (SGBs)?

A key piece of the SGB definition is that SGBs are small but poised for growth. They are not livelihood-sustaining small businesses which start small and stay that way. If you'd describe the businesses impacted by your proposal in this way, then they qualify.

I. Eligibility

Does my organization have to be an ANDE member to apply?

No, the ANDE's Gender Lens Pay for Result Fund is open to ANDE member organizations and non-member organizations.

Does my organization have to be an investor investing in SGBs?

Yes, organizations applying for the fund must be investor who are interested in taking gender lens approach to investing in SGBs. These funds are intended to cover costs associated with developing the systems and processes necessary to take a gender lens approach to investment. For the purposes of the fund, ANDE has defined **Gender lens investing**, and **SGB focused investors**, available in the call for concept notes, linked [here](#).

Yes, organizations that support other organizations directly supporting women climate entrepreneurs small and growing businesses (SGBs) qualify.

II. Guidelines to Consider

Can my organization submit more than one concept note/proposal?

Yes, an organization may submit or be involved in up to two concept notes/proposals. However, if successful, an organization can only be a lead or partner on one proposal.

What kind of budget line items are allowed?

While there are no overt restrictions on budget line items, we expect that all proposed budgets will be well thought-out, with reasonable amounts under each line-item to carry out the project in a reasonable and efficient manner.

Indirect costs or overhead may also be included in the overall budget.

Cost-sharing is permitted. Proposals can request funding for a subset of a project, not a standalone project. If funding request is for an entire budget, please indicate that. If not, include total projected cost of project and indicate which portion this grant would support. A list of project funders, including prospective and committed, is required.

In the list of project funding, can we budget for items like contracting Technical Assistance (TA) providers?

Yes.

Do we need to have identified all potential partner organizations in the concept note or can some be identified later (i.e. indicate number and type, but specific organizations or firms still being finalized)?

Ideally, we would like to have a sense for prospective and confirmed partners at this stage however, we understand how things might change between the concept note and proposal.

Can some of the funding be used for business or partner development?

Applications for this fund will be evaluated for efficiency in the sense of how these funds are being used to finance a relevant intervention. Any line item needs to support the rationale of the fund.

What is the maximum percentage of services that can be contracted?

Contracting is allowable with no percentage maximum. However, note that the funding cannot be used for loan guarantees, debt, equity etc. It is intended as grant capital only.

III. Use of Funds

Do proposals for research initiatives qualify?

A purely research driven proposal would not qualify because we are looking to fund the piloting of interventions that tackle the investment gap for women climate entrepreneurs in SGB's in Sub-Saharan Africa.

Are subawards or grants to founders eligible budget items?

We would consider this funding SGBs directly, so no. Not an eligible budget item.

Can the fund be used to pay for a project concluded prior to application?

No, the fund can only be used for new project.

IV. Other

Is there a specific timeframe within which the project needs to be completed?

The project must run between April 2022 and September 2023.

What kind of support will my organization get from ANDE?

Winners will receive programmatic support as well as monitoring, evaluation, and learning assistance from ANDE, structured around cohort meetings and quarterly check in calls in advance of reporting deadlines.