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MICROCREDIT SUMMIT CAMPAIGN

1998 Directory of Institutional Profiles

The Microcredit Summit Campaign

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The Microcredit Summit Campaign
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Contents

Introduction

Welcome to the second edition of the Microcredit Summit Campaign Directory of Institutional Profiles. We hope this book's contribution to the microcredit field will be multifaceted. Microcredit practitioners might use this book as an initial resource to review and learn from other organizations that are conducting lending and savings programs or providing training and networking services. The availability of this resource might accelerate the sharing of best practices, and initiate networking both nationally and regionally. Donors, educators, researchers, advocates, and others are provided with contact information and a survey of self-reported data for more than 600 organizations from around the world that are involved in credit for self-employment and other financial and business development services.

All the information contained in this directory was provided on a voluntary basis by the microcredit institutions themselves. The Microcredit Summit Campaign makes no claims as to the accuracy of the information that was provided to us. The next edition of these profiles is planned for the spring of 2000. Until then, we hope you find this a useful tool.

Collecting the data

In the summer of 1997, the Microcredit Summit Secretariat circulated Institutional Profile Questionnaires in English, French, and Spanish to more than 1,000 member institutions of the Microcredit Summit Council of Practitioners. According to the original Organizing Committee of the February 2-4, 1997 Microcredit Summit, the Council of Practitioners is open both to those institutions that provide credit and other financial and business services directly to clients and to those institutions that train or support microfinance institutions. To more accurately represent these different functions, the Secretariat circulated two versions of the Institutional Profile Questionnaire: Questionnaire #1 for direct providers of services to microentrepreneurs and Questionnaire #2 for network and training institutions that support the direct providers. Both questionnaires are reproduced at the end of this directory.

As of March 30, 1998, more than 500 direct practitioner institutions had completed Questionnaire #1 and returned it to the Secretariat. Each of these institutions has a half-page profile in the first section of the book. More than 80 institutions submitted Questionnaire #2. Each of these institutions has a half-page profile in the second section of the book. Another 12 institutions completed their profiles too late for inclusion in this edition of the directory, but their names and contact information are listed in a section at the end of the book. Additionally, 16 institutions had not begun lending as of June 30, 1997, but were planning to launch microcredit programs in the following 12 months. Their names and contact information also are listed at the end of the directory.

Reading the data

Each time we do this project, we learn how to be clearer in the questions we ask in order to collect the most reliable and consistent responses. Reviewing the completed Institutional Profile #1 Questionnaires revealed that the phrasing of certain questions still was not sufficiently clear. As a result, some information from the questionnaires is not included and other information should be clarified. Certain data in particular should be read in the context of the following notes:

Number of clients receiving loans:
Although the profile asked for the number of clients with active loans as of June 30, 1997, some institutions completed this form more recently than others and therefore supplied more recent numbers. The number of borrowers reported in this directory should be understood to be accurate within the last 12 months.

Participation of clients in governance at board level:
The different ways that practitioners answered this question demonstrated the wide range of meaning that people assign to the word "governance." Their answers reflected several layers of governance, ranging from clients deciding how to invest their own loans to administering loans to others, from forming their own groups to managing village banks, from participating in an annual general assembly and offering advice on policy to serving on the Board of Directors and creating policy. Originally, the question was intended to reflect high-level participation of clients in the overall organizational governance and policy (for example, if the clients sit on the Board of Directors or own shares of the organization). Initially we only included governance information in the directory when it referred to client participation in the formulation of organizational policy, but upon viewing the responses provided, we decided to include information about client involvement in program administration as well. We realize that the democratic nature of the administration of many microcredit institutions may not be reflected in the information presented here. In future directories, we hope to address this by asking a variety of questions about both client participation in policy and client participation in administration or management.

Group lending methodology and loan products:
These questions also received various interpretations. For the purposes of Institutional Profile #1, we intended group loans to mean those loans that are given to individual clients under the condition that the individual is a member of a group of borrowers. Under this definition, group lending might take a variety of forms. A group member may receive his/her loan from the group's own funds or from the microfinance program's funds. The group itself may or may not serve as the guarantee for the loan and may or may not be responsible for repaying a defaulting member's loan.

In the absence of a definition of group lending on the Institutional Profile Questionnaire #1, we received many different types of responses to our questions about group lending methodology and loan products. Some institutions answered the questions about loan period, average and maximum loan sizes, and interest rates with data about loans that were given to a group as a whole. By corresponding with institutions whose loan sizes seemed larger than those of comparable programs in their region, we tried to clarify whether the loan period, loan sizes, and interest rates reported on their questionnaires were meant to describe loans given to individuals who are members of a group or loans given to each group as a whole. Where we have been able to verify that the loan data describe a loan given to a group as a whole, we have indicated this and noted the size of the total loan, the number of group members, and/or how much of the loan is distributed to each individual group member. In profiles where there is no such note, we have interpreted the loan data as referring to loans given to individuals who are members of a group. For more detailed information regarding the lending methodology of a specific institution, we suggest that you contact the institution directly.

Finally, there were some institutions that reported an average first loan size that was higher that their reported average loan size. Given the unlikelihood that this would be the case (most clients take slightly larger amounts with each subsequent loan), we have slightly altered the way we reported the data of these institutions. Both the reported average first loan and the reported average loan sizes are indicated in the column "Average first loan" and represented as a range of numbers (e.g., $25 - $50). In the column "Average loan" we placed a dash. Blank or empty boxes in the loan information chart indicate that the institution did not report data for that question.

Delinquency rate and percent financial self-sufficiency:
Because of the wide disparity in understanding of the questions about delinquency rates and financial self-sufficiency, we did not include that information in the profiles.

Comparing the reported number of staff and the reported number of borrowers:
In some cases, the staff to borrower ratio may look unusually high. While in some cases this may reflect on the efficiency of the organization, it must be noted that many programs offer savings or other financial and business development services in addition to microcredit. Some programs may have substantially more savers than borrowers. Additionally, some organizations offer other non-financial services (e.g., health, literacy, etc.). These conditions affect the staff to client ratio considerably.

Africa

CBDIBA

BP 256
Bouhicon, Zou
Benin
Phone: 229 510 485
Fax: 229 516 0733
E-mail: cbdiba@bow.intnet.bj

Mission
To support rural organizations, promote microcredit, and develop income-generating activities.

Institutional profile
Area served: Zou, Mono, Atlantique, and Borgou Regions of Benin
Loans first given: January 1993
Number of staff: 64
Number of borrowers: 10,906

Client profile
Percent female: 65%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 5%
How poverty level is measured: Poverty is determined by the client's ability to obtain enough food, take care of her health, and take care of her children's needs.

Savings
Obligatory savings: Yes. All loans are dependent on group savings.

Training
Obligatory training: Yes. Literacy and income-generating activity training are mandatory. Group leaders receive additional training according to the annual training plan.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 - 2 years	$120	$200	$500	12%	Clients must make a group contribution.

Other loans available: School Supply Loan, Environmental Protection Loan (Reforestation)

Commission des Jeunes Entrepreneurs du Benin (CJEB-ONG)

03 BP 1485
Cotonou
Benin
Phone: 229 305 093
Fax: 229 305 093
E-mail: cjebong@intnet.bj

Mission
To promote social integration by ensuring access to credit and non-financial services for the poor.

Institutional profile
Area served: Benin
Loans first given: January 1995
Number of staff: 16
Number of borrowers: 1,890
Participation of clients in governance at board level: Clients are represented at the Annual Assembly, which adopts the Activity Report of the previous year and the Plan of Action of the year to follow.

Client profile
Percent female: 80%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: Poverty is estimated by indicators such as first-time loan, land ownership, production and sales level, number of children going to school, impoverished villages, etc.

Savings
Obligatory savings: Yes. Clients must save a portion of the amount before it is borrowed, usually less than 10 percent of the loan.
Voluntary savings: Yes. The organization teaches that savings are important and clients are asked to save whatever amount of money they want every two weeks. This amount goes into the Solidarity Fund, which is used to assist borrowers during bad times.

Training
Obligatory training: Yes. There are training seminars and workshops to enhance the client's capacity to manage her business.
Voluntary training: Yes. Additional training services are given to the clients upon request.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 and 12 months	$100	$180	$200	24%	Clients must belong to a group and provide part of the amount to be borrowed.

Other loans available: Rural Credit Loans, Food Security Loans, Community Development Loan

Enfants solidaires d'Afrique et du monde (ESAM)

08 BP 0049 Tri Postal
Cotonou
Benin
Phone: 229 305 237
Fax: 229 313 837

Mission

To help the poorest people and to improve their living conditions.

Institutional profile

Area served: Mono, Atlantique, and Zou Regions of Benin
Loans first given: January 1995
Number of staff: 25
Number of borrowers: 4,232
Participation of clients in governance at board level: Clients make up the Board.

Client profile

Percent female: 80%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty indicators include female-headed households, large family size, lack of land, unemployment, and low income.

Savings

Obligatory savings: Yes.
Voluntary savings: Yes.

Training

Obligatory training: Yes. All of the clients' children must receive schooling.
Voluntary training: Yes. Technical training is available in management and processing agricultural products.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 - 12 months	$60	$75	$180	12%	Clients must have at least 3 months of prior savings.

Projet D'Appui Au Développement de Micro-entreprises (PADME)

3 Avenue Clozel Face Marche Ganhi
08 BP 0712 Tri Postal
Cotonou
Benin
Phone: 229 310 545
Fax: 229 302 378
E-mail: padme@bow.intnet.bj

Mission

To promote the development of the microenterprise sector through finance and training.

Institutional profile

Area served: 30 km around Cotonou and Porto-Novo, Benin
Loans first given: April 1994
Number of staff: 14
Number of borrowers: 3,775
Participation of clients in governance at board level: A client representative sits on the Board of Executives.

Client profile

Percent female: 75%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 90%

Savings

Obligatory savings: Yes. Clients must save 10 percent of the loan received.

Training

Obligatory training: Yes. Clients must receive accounting and marketing training before the loan.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$160	$250	$300	24%	The client must already be doing the activity.
Individual lending	1 year	$800	$1,200	$4,000	24%	Each client receives a visit from a credit officer, a morality inquiry, and a visit from the supervisor. Then the client must face the credit committee.

Other loans available: Apex Loans to NGOs

Survie de la mère et de l'enfant

BP 126
Immeuble Houssinon Quartier Beton
Cases Zoume
Zou
Benin
Phone: 229 530 074
Fax: 229 530 105

Mission
To eradicate poverty.

Institutional profile
Area served: Benin
Loans first given: November 1995
Number of staff: 8
Number of borrowers: 917

Client profile
Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: The organization uses the national poverty line of US$94 per year with an average gross income for a rural family of US$204 per year.

Savings
Voluntary savings: Yes. Clients have the opportunity to save before receiving a loan.

Training
Obligatory training: Yes. All clients receive credit management training.
Voluntary training: Yes. A literacy program is available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 6 months	$40		$200	10%	

Assiba Bayi

Before receiving her loan, Assiba Bayi was in misery. She was the fourth wife of a 57-year-old alcoholic farmer, forced to eke out her own living to take care of herself and her six children, all below the age of 14.

Assiba worked in the field, but she could not feed her family year round. She was forced to beg for corn to eat. Her annual income was less than US$10. Her three oldest children stopped going to school, and the fourth was in danger of doing the same.

Assiba then took a loan from Survie de la mère et de l'enfant, which she used to start an income-generating activity. She began making and selling *olele* every morning, which is a kind of pastry. During the first loan cycle of five months, she worked hard at keeping her business going. She was able to repay her loan, but she did not save any money.

She received her second loan on March 3, 1996. She used this loan to expand her market and increase production. Assiba is now in her sixth loan cycle, and she says, "Thanks to you, I can now eat meat once a month." Her younger children are still in school, and she is actively seeking to place her oldest three children as apprentices.

Botswana

Women's Finance House Botswana (WFHB)

Private Bag 124
Gaborone
Botswana
Phone: 267 356 510
Fax: 267 304 176
E-mail: wfhb@global.bw

Mission

To empower low-income women entrepreneurs economically by providing credit, savings, and training.

Institutional profile

Area served: Southern Districts of Botswana
Loans first given: July 1993
Number of staff: 6
Number of borrowers: 180

Client profile

Percent female: 100%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 25%

Training

Obligatory training: Yes. Clients receive training in basic business topics and credit utilization.
Voluntary training: Yes. Training in intermediate business management is available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	5 months	$100	$125	$750	25%	
Individual lending	9 months	$125	$185	$1,250	25%	A client must be a woman entrepreneur with a monthly household income of less than US$1,250. She must complete a membership form with a fee of US$2.50 and register as a member.

Burkina Faso

Réseau CVECA/SOUM

BP 109
Djibo, Soum
Burkina Faso
Phone: 226 55 1010
Fax: 226 55 1010

Mission

To set up self-managed credit and savings banks.

Institutional profile

Area served: Soum, Burkina Faso
Loans first given: November 1992
Number of staff: 7
Number of borrowers: 873

Client profile

Percent female: 30%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 40%

Savings

Obligatory savings: Yes. Clients must save money in order to receive credit.
Voluntary savings: Yes. Clients may save with a savings plan or make sight deposits.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 or 6 months	$31	$31	$2,000	45%	Clients must have savings and pass a test.

Réseau des Caisses Populaires du Burkina Faso

38 Avenue Raoul Follèreau
01 BP 5382
Ouagadougo, Kaclingo
Burkina Faso
Phone: 226 304 841
Fax: 226 304 910

Burkina Faso

Mission

To promote rural poor women's access to credit using solidarity and moral support and to educate the community about health, nutrition, and small business.

Institutional profile

Area served: Burkina Faso
Loans first given: September 1993
Number of staff: 59
Number of borrowers: 19,622
Participation of clients in governance at board level: Banks belong to members. They elect the Board and Committee members.

Client profile

Percent female: 80%
First-time borrowers below poverty line: 85%
First-time borrowers in bottom 50% below poverty line: 75%
How poverty level is measured: Poverty level is approximated by looking at initial loan size and business activity.

Savings

Obligatory savings: Yes. Clients must save or bring 25 percent of the loan amount as well as save US$0.25 a week.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Clients receive training in cooperative and credit management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending		$163	$243	$333	10%	
Individual lending		$570	$700	$5,000	10%	Clients must be members for at least 4 months, have carried out many transactions with their accounts, have 25% of the loan amount, and have guarantees for the full amount.

Other loans available: Housing Loan

Association pour la Promotion Economique de la Femme

10 Ave. Bwiza
Bujumbura, 1892
Burundi
Phone: 257 213 375
Fax: 257 217 189

Burundi

Mission

To promote women's integration into the development process by supporting the poorest female entrepreneurs' access to credit.

Institutional profile

Area served: Burundi
Loans first given: January 1989
Number of staff: 3
Number of borrowers: 2,000

Client profile

Percent female: 100%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 20%

Savings

Obligatory savings: Yes. Clients must have savings before receiving credit.
Voluntary savings: Yes.

Training

Obligatory training: Yes. All clients receive training before and while they receive credit.
Voluntary training: Yes. Clients may attend training of other organizations.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$120	$200	$600	15%	Clients must have savings.
Individual lending	1 year	$200	$600	$1,000	15%	Clients must have had 2 previous loans.

BERDSCO

P.O. Box 368
Buea, South West Province
Cameroon
Fax: 237 322 106

Mission
To improve the conditions of the poorest of the poor, especially women, in rural regions.

Institutional profile
Area served: Cameroon
Loans first given: April 1994
Number of staff: 15
Number of borrowers: 5,600
Participation of clients in governance at board level: The organization is owned by members, a Board of Trustees is elected, and there is an annual General Assembly where all members meet to review the situation of the organization.

Client profile
Percent female: 90%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 60%

Savings
Obligatory savings: Yes. Members must save US$0.50 per week.
Voluntary savings: Yes. Members may save any amount above what is required.

Training
Obligatory training: Yes. Training is given about the BERDSCO system of credit management before the loan is given, and there is training concerning the activity that is financed.
Voluntary training: Yes. There is a program on responsible parenting.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$10	$142	$250	12%	The client must be selected by her group to receive the loan.

Comité National d'Action (FOSSEF Project) (CADEF)

No. 40 Impasse Memihotal Koléton
P.O. Box 1984
Yaoundé
Cameroon
Phone: 237 206 675
Fax: 237 206 675

Mission
To eradicate poverty.

Institutional profile
Area served: Cameroon
Loans first given: January 1996
Number of staff: 7
Number of borrowers: 190
Participation of clients in governance at board level: All members are part of the General Assembly, and each member must know how it works. Decisions are democratic.

Client profile
Percent female: 85%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 95%

Savings
Obligatory savings: Yes. Clients must have savings for death, illness, and school.
Voluntary savings: Yes.

Training
Voluntary training: Yes. Clients may attend an awareness-raising program.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1, 3, 6, or 12 months	$100			12%	Clients must have savings.

Other loans available: Sickness Loans, Schooling and Death Loans

FONDOUE

BP 7955
Yaoundé
Cameroon
Phone: 237 224 989
Fax: 237 229 143

Mission

To reach 200,000 of the poorest families by 2005.

Institutional profile

Area served: Cameroon
Loans first given: November 1997
Number of staff: 10
Number of borrowers: 3,600
Participation of clients in governance at board level: The basic principle of the program is that clients participate in governance.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 30%
How poverty level is measured: Poverty is measured through a participatory assessment method through questions and answers with a target group.

Savings

Obligatory savings: Yes. Clients must save in the Development Bank and the Savings Bank.
Voluntary savings: Yes. Clients have access to tontine savings.

Training

Obligatory training: Yes. Clients receive training to have a basic understanding of savings and credit.
Voluntary training: Yes. Clients may receive basic education.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 months	$50	$50	$90	3%	

Cameroon

NKON-KOA

BP 13375
Yaoundé
Cameroon
Phone: 237 211 507
Fax: 237 214 319

Mission

To reach approximately 200,000 very poor families by 2005.

Institutional profile

Area served: Cameroon
Loans first given: September 1997
Number of staff: 10
Number of borrowers: 3,800

Client profile

Percent female: 100%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 30%
How poverty level is measured: Poverty is determined by participatory assessment done by the poor of the community based on a questionnaire about housing, health, nutrition, and drinkable water supply.

Savings

Obligatory savings: Yes. Clients must save in a development fund.
Voluntary savings: Yes. Clients may save in a rotating savings account.

Training

Obligatory training: Yes. All clients receive credit and project management training.
Voluntary training: Yes. Clients may receive training explaining the notion of savings.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 months	$50	$50	$100	36%	

Gertrude Samekomba

Gertrude Samekomba has been a very poor woman for the past 30 years. Recently, however, she received a loan for US$60 from Nkon-Koa.

Gertrude started by selling corn. Waking up every morning at 5:00 a.m., she went to bargain and buy corn from the village women. Then she went to the Nuaga market to sell what she had bought.

After three months, she switched to making corn gruel, a popular dish in the area, which she made well. She quickly started to make a profit, which allowed her to pay back her loan and interest. She also was able to improve her living standards. Thanks to her small loan, Gertrude has redone the roof of her house, gradually replacing the thatch with sheet metal.

Projet Pilote Crédit Rural Decentralisé (PPCRD)

BP 4340
Yaoundé
Cameroon
Phone: 237 205 486
Fax: 237 205 486

Mission
To set up self-managed credit and savings banks.

Institutional profile
Area served: 5 districts in Cameroon
Loans first given: March 1996
Number of staff: 13
Number of borrowers: 2,480
Participation of clients in governance at board level: Clients develop their own rules, choose the bank workers, elect the management during the General Assembly, and determine the salaries of managers.

Client profile
Percent female: 33%

Savings
Obligatory savings: Yes.
Voluntary savings: Yes. Clients can make sight deposits and term deposits.

Training
Obligatory training: Yes. All clients receive training about developing bylaws and the management committee.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	2 - 12 months	$130	$130	$833	30% - 48%	Clients must have prior savings.
Individual lending	2 - 12 months		$57	$830	30% - 48%	

Other loans available: Agricultural Loans

RESADE

BP 1305
Yaoundé
Cameroon
Phone: 237 208 945
Fax: 237 215 742

Mission
To support self-help and microcredit.

Institutional profile
Area served: Central and western Cameroon
Loans first given: July 1992
Number of staff: 3
Number of borrowers: 30

Client profile
Percent female: 100%
First-time borrowers below poverty line: 70%

Savings
Obligatory savings: Yes.
Voluntary savings: Yes. Member savings vary from US$20 to US$1,000. The standard amount is US$150.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	2 - 3 months	-	-	$100	12%	Clients must participate in the savings program.

Other loans available: School Loans

Aidons Les Tous A Réussir (ATR)

09 BP 1795
Abidjan, 09
Côte d'Ivoire
Phone: 225 39 37 90
Fax: 225 35 52 24

Mission
To run a microcredit program for the poor.

Institutional profile
Area served: Abidjan, Côte d'Ivoire
Loans first given: April 1996
Number of staff: 5
Number of borrowers: 202

Client profile
Percent female: 85%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 55%
How poverty level is measured: Anyone who earns less than US$1 a day is under the poverty level.

Training
Obligatory training: Yes. Clients receive microenterprise management training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$360	$1,000	$2,000	20%	

Développement par L'Epargne et le Crédit

01 BP 3531
Bouaké 01
Côte d'Ivoire
Phone: 225 63 10 81
Fax: 225 63 39 46

Mission
To facilitate the integration of rural and urban women through easy access to credit and to eradicate poverty.

Institutional profile
Area served: Villages in the center of Côte d'Ivoire
Loans first given: July 1997
Number of staff: 30
Number of borrowers: 2,145

Client profile
Percent female: 80%
First-time borrowers below poverty line: 85%
How poverty level is measured: These factors are taken into account when determining poverty: income, nutrition, accommodations, toilets, electricity, running water, health centers, school, and transportation.

Savings
Obligatory savings: Yes. There is a savings program with Femmes Epargne Développement.
Voluntary savings: Yes.

Training
Obligatory training: Yes. Programs include functional basic education, management of community savings banks, community health, and agricultural techniques.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$100		$200	10%	Clients must belong to a group that is acknowledged by the organization. Clients must save money.

Action d'Aide Sanitaire aux plus Démunis (AASD)

77 Avenue Molua Q/Bolikango
BP 10892
Kinshasa I
Democratic Republic of Congo
Fax: 1 212 376 9270 (USA)

Mission
To grant the most impoverished people access to health care, sanitation, and credit.

Institutional profile
Area served: Kinshasa, Democratic Republic of Congo
Loans first given: January 1994
Number of staff: 22
Number of borrowers: 500

Client profile
Percent female: 95%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty indicators include homelessness, no clothing, no access to health care, and uneducated children.

Savings
Obligatory savings: Yes.
Voluntary savings: Yes.

Training
Obligatory training: Yes. There is mandatory leadership training to ensure good management.
Voluntary training: Yes. There is a program on computer science.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3, 6, or 12 months	$75	$150	$200	50%	

Action pour le Développement Rural Intégré de Sankuru (ADRISA)

Wembo Nyama, Kasai Oriental
c/o BP 11.772
Kinshasa I
Democratic Republic of Congo
Phone: 243 12 23495
Fax: 1 212 376 9270 (USA)

Mission
To eradicate poverty in rural and urban areas of Sankuru through microcredit loans to women.

Institutional profile
Area served: Sub-Region of the Sankuru District, Democratic Republic of Congo
Loans first given: January 1994
Number of borrowers: 900
Participation of clients in governance at board level: Most members of the Board of Directors are rural women and beneficiaries of credit.

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: The conditions that ADRISA uses to determine the poverty level include bad clothing, having children who receive no formal education, and a lack of income.

Training
Obligatory training: Yes. Training in savings is mandatory.
Voluntary training: Yes. Literacy training is available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3, 6, or 12 months	$100	$100	$150	25%	Clients must save money.
Individual lending	3, 6, or 12 months	$100	$100	$150	25%	Clients are selected according to ADRISA's poverty measurements.

Association d'Appui aux Conducteurs des Chariots du Congo (ACCCo)

Avenue du Plateau, No. 573
BP 11.772, Kinshasa I
Democratic Republic of Congo
Fax: 1 212 376 9270 (USA)

Mission

To grant credit to members and their wives so that they help themselves leave poverty.

Institutional profile

Area served: Democratic Republic of Congo
Loans first given: January 1989
Number of staff: 60
Number of borrowers: 11,000
Participation of clients in governance at board level: A large number of beneficiaries are on the Board of Directors and are on many of the decision-making committees.

Client profile

Percent female: 80%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty indicators include homelessness, lack of food, no clothing, and lack of school attendance by children.

Savings

Obligatory savings: Yes. Clients must save in the Saving and Microcredit Project.
Voluntary savings: Yes. Clients may save voluntarily in the Credit Program/Rickshaw.

Training

Voluntary training: Yes. There is a literacy training program for beneficiaries.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3, 6, or 12 months	$150	$150	$200	50%	Clients must save.

AVOBEN asbl

Avenue Mutombo No. 8 Bis
Commune Limete Salongo
BP 1548, Kinshasa I
Democratic Republic of Congo

Mission

To fight against poverty by using credit and savings.

Institutional profile

Area served: Kinshasa, Democratic Republic of Congo
Loans first given: April 1996
Number of staff: 8
Number of borrowers: 389
Participation of clients in governance at board level: Sixty-five percent of members are members of the Management and Credit committee.

Client profile

Percent female: 91%
First-time borrowers below poverty line: 100%
How poverty level is measured: Poverty indicators include lack of shoes, not being able to send children to school, etc.

Savings

Obligatory savings: Yes.
Voluntary savings: Yes.

Training

Obligatory training: Yes. All members receive basic accounting training.
Voluntary training: Yes. Literacy training is available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$50	$100	$150	50%	Clients must have savings.

Centre International de Recherche et Promotion des Valeurs Humaines (CIRPVH)

Com Boulevard Sendwe et Lumumba, No. 6822
Funa/Kalamu
BP 9434, Kinshasa I
Democratic Republic of Congo

Mission
To help fight poverty by giving credit to poor women.

Institutional profile
Area served: Kinshasa, Democratic Republic of Congo
Loans first given: May 1996
Number of staff: 7
Number of borrowers: 523
Participation of clients in governance at board level: Borrower delegates make up at least 50 percent of the Board.

Client profile
Percent female: 95%

Savings
Obligatory savings: Yes.
Voluntary savings: Yes. Clients have the option to save in the neighborhood savings bank.

Training
Obligatory training: Yes. Clients must receive training in management and marketing.
Voluntary training: Yes. Basic education is available for clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$50	$70	$100	30%	Clients must have savings, be poor, and receive training.

Charité et Secours /Charisecours

8, bis Avenue Mutombo
Commune Limete - Salongo
Kinshasa
Democratic Republic of Congo

Mission
To help put an end to poverty through microcredit.

Institutional profile
Area served: Kinshasa, Democratic Republic of Congo
Loans first given: August 1996
Number of staff: 10
Number of borrowers: 480
Participation of clients in governance at board level: Sixty percent of the members are part of the Executive Committee.

Client profile
Percent female: 92%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured according to daily living and clothing conditions.

Savings
Obligatory savings: Yes.
Voluntary savings: Yes.

Training
Obligatory training: Yes. Clients must receive basic management and accounting training.
Voluntary training: Yes. Job training is available for interested clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$50	$100	$150	50%	Clients must have savings.

Fédération des Caisses Populaires de Crédit Luymas CBCO

Croisement des Ave. du Commerce et du Marché No. 1318
B. P. 7143
Kinshasa I
Democratic Republic of Congo

Mission

To eradicate poverty by giving small loans to a large number of people.

Institutional profile

Area served: Kinshasa and Lower Congo provinces in the Democratic Republic of Congo
Loans first given: June 1971
Number of staff: 444
Number of borrowers: 22,114

Client profile

Percent female: 75%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Savings

Obligatory savings: Yes

Training

Voluntary training: Yes. When a new bank opens there is optional training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$100	$100	$200	50%	

Organisation d'Intérêt Communautaire pour le Développement du Congo (OICD)

Avenue Kuyala, No. 1
BP 11.134
Masina Sans Fil
Kinshasa 1
Democratic Republic of Congo
Fax: 1 212 376 9270 (USA)

Mission

To promote and grant microcredit to poor people to alleviate poverty.

Institutional profile

Area served: Kinshasa, Democratic Republic of Congo
Loans first given: January 1986
Number of staff: 10
Number of borrowers: 600
Participation of clients in governance at board level: Borrowers attend Board of Directors' meetings as well as other smaller decision-making assemblies.

Client profile

Percent female: 79%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined by the following factors: poor clothing, homelessness, malnutrition, and having children who do not go to school.

Savings

Obligatory savings: Yes. Savings are mandatory for clients in the business women credit program.
Voluntary savings: Yes. Clients may save voluntarily in the school credit program.

Training

Obligatory training: Yes. Executive agents receive training in the management of credit.
Voluntary training: Yes. There is a literacy program for women and a formal school program.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3, 6, or 12 months	$120	$120	$160	50%	The aforementioned poverty indicators are studied to make sure the client is truly poor, then he/she signs the credit application agreeing to the loan conditions and receives the loan.

Solidarité, promotion et accès des femmes au crédit (SPAFC)

Avenue Kigoma No. 81/A
B.P 11.772
Commune de Lingwala
Kinshasa I
Democratic Republic of Congo
Phone: 243 12 23495
Fax: 243 12 3769270

Mission

To promote and give impoverished women access to microcredit for self-employment.

Institutional profile

Area served: Kinshasa, Democratic Republic of Congo
Loans first given: January 1993
Number of staff: 5
Number of borrowers: 423
Participation of clients in governance at board level: Clients are on the Board of Directors, and they select a credit committee.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: The conditions that SPAFC uses to determine poverty include bad clothing, having children who receive no formal education, a lack of income, and homelessness.

Training

Obligatory training: Yes. Training about savings is mandatory.
Voluntary training: Yes. Literacy training is available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3, 6, or 12 months	$100	$100	$150	25%	
Individual lending	3, 6, or 12 months	$100	$100	$150	25%	Clients are selected according to the organization's poverty measurements.

Agri-Service Ethiopia

P.O. Box 2460
Addis Ababa
Ethiopia
Phone: 251 1 164 383
Fax: 251 1 654 088
E-mail: ase@padis.gn.apc.org

Mission

To contribute to the sustainable socio-economic advancement of rural communities by introducing a credit scheme that is linked to savings.

Institutional profile

Area served: Ethiopia
Loans first given: December 1996
Number of staff: 68
Number of borrowers: 1,135

Client profile

Percent female: 58%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 40%
How poverty level is measured: Poverty is determined by wealth ranking, size of land holdings, and whether a household is headed by a woman.

Savings

Obligatory savings: Yes. Each client must save 10 percent of the loan.
Voluntary savings: Yes. Members are encouraged to save regularly.

Training

Obligatory training: Yes. Mandatory training includes building local management capacity, record keeping, banking and financial procedures, and proper loan utilization.
Voluntary training: Yes. These programs cover topics such as small business management, diversification, literacy, the importance of the savings and credit schemes, and credit worthiness.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$30	$144	$340	varies	Clients must save 10% of the loan, and their proposals are appraised in terms of product demand, availability of raw materials, selection of technology, and social acceptability.

Other loans available: Medium Term Loan

Amhara Credit and Savings Institution

P.O. Box 417
Bahir Dar, ANRS
Ethiopia
Phone: 251 8 201 652
Fax: 251 8 201 753

Mission

To promote economic activities of the rural poor by providing credit and stimulating the regions' economy by eradicating poverty; to introduce modern credit and savings practices in inaccessible areas; and to cooperate with and support the development activities of governmental organizations and NGOs with the provision of credit facilities.

Institutional profile

Loans first given: October 1995
Number of staff: 402
Number of borrowers: 41,277

Client profile

Percent female: 40%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: The organization uses the minimum salary scale of the country, which is US$18 per month.

Savings

Obligatory savings: Yes. Clients must save in center and group savings.
Voluntary savings: Yes. Individual loan clients and non-loan clients may have savings.

Training

Obligatory training: Yes. Clients receive training before center and group formation about loan utilization and savings mobilization.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$51	$100	$357	12.5%	

Other loans available: Fertilizer Loans

Canadian Physicians for Aid Relief - Ethiopia (CPAR)

P.O. Box 2555
Addis Ababa
Ethiopia
Phone: 251 1 161 649
Fax: 251 1 654 655
E-mail: cpar@telecom.net.et

Mission

To strengthen and enhance the self-reliance of poor and vulnerable groups, including women, through appropriate interventions.

Institutional profile

Area served: Oromia and Ambara Region, Ethiopia
Loans first given: August 1987
Number of staff: 11
Number of borrowers: 3,100
Participation of clients in governance at board level: Members of saving and credit associations who are also clients collectively decide who should borrow.

Client profile

Percent female: 15%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined by ranking the villagers according to their wealth and selecting the poorest of the poor.

Savings

Obligatory savings: Yes. Mandatory savings are required for oxen credit, livestock rearing credit, agriculture, etc.
Voluntary savings: Yes. There is voluntary women's savings as well as credit group savings.

Training

Obligatory training: Yes. There are technical skill and entrepreneurial training sessions.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months - 5 years	$60	$60	$300	5% - 24%	Clients must have savings.
Individual lending	6 months - 5 years	$60	$60	$300	5% - 24%	The village development committee of the client's village screens the applicant based on certain criteria and submits their findings to the CPAR.

Daughters of Charity Urban Development Project

P.O. Box 8771
Addis Ababa
Ethiopia
Phone: 251 1 550 640
Fax: 251 1 550 640

Mission

To assist the poor to achieve a more acceptable quality of life as well as gain confidence in their own abilities.

Institutional profile

Area served: Ethiopia
Loans first given: January 1995
Number of staff: 2
Number of borrowers: 15
Participation of clients in governance at board level: Beneficiaries own all assets including the office furniture and equipment and a revolving fund. In making decisions, committee members are elected from among beneficiaries.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Savings

Obligatory savings: Yes. Clients must save about US$0.74 per week.
Voluntary savings: Yes. Clients can save an additional minimum amount of US$0.75 per month.

Training

Obligatory training: Yes. Initial training is given by the bank.
Voluntary training: Yes. There are voluntary education programs every month at regular member meetings.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	10 months		$82	$448	10.5%	Clients must have regular savings and prove that the business is viable.

Omo Micro-finance Share Company

P.O. Box 18
Awassa
Ethiopia
Phone: 251 6 201 395
Fax: 251 6 201 281

Ethiopia

Mission

To provide credit and savings services to the rural poor for purposes of improving their economic condition, eliminating exploitation by moneylenders, and creating opportunities for self-employment.

Institutional profile

Area served: Southern Ethiopia
Loans first given: June 1997
Number of staff: 98
Number of borrowers: 588

Client profile

Percent female: 65%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: First-time borrowers are selected on the following criteria: households that own fewer than two heads of cattle and households that do not have enough annual income to purchase basic food.

Savings

Obligatory savings: Yes. Groups collect small but compulsory contributions periodically to build up a reserve that could serve as a loan guarantee fund. Each member is required to save at least US$0.20 per month and contribute 5 percent of their borrowed amount to the group fund.
Voluntary savings: Yes. All organizations and individuals (clients or non-clients) are encouraged to deposit savings voluntarily.

Training

Obligatory training: Yes. Staff training includes an intensive three months of mostly field work with some time spent in the classroom in order to obtain detailed knowledge of how a bank works. Training is also provided for borrowers and center chiefs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	8 months	$80	$80	$397	12.5%	

Pro Pride

P.O. Box 13047
Addis Ababa
Ethiopia
Phone: 251 1 139 126
E-mail: actionaid@telecom.net.et

Mission

To empower disadvantaged individuals, families, and communities to eradicate poverty by realizing their latent potential.

Institutional profile

Loans first given: August 1995
Number of staff: 20
Number of borrowers: 2,400

Client profile

Percent female: 81%
First-time borrowers below poverty line: 100%
How poverty level is measured: Beneficiaries are identified through committees elected by members of the community.

Savings

Obligatory savings: Yes. Clients are required to save a minimum of US$0.30 a week and 10 percent of the loan.
Voluntary savings: Yes. Clients may save anything more than US$0.30 and a 3 percent security fund.

Training

Obligatory training: Yes. Leadership training is mandatory.
Voluntary training: Yes. Training in functional adult literacy is available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$74	$150	$485	11%	

Ms. Hiwot

Ms. Hiwot is a client of Pro Pride. She is a widow and a mother of nine children. The following is her story in her own words:

"All the people in my village knew me as one of the poorest people in the neighborhood. I was not engaged in any productive activity. All I did was rent the room in which I lived to people who came in from rural areas for very little money. As my house is near the bus terminal, I went to the bus station late in the afternoon and invited people coming from the rural areas to spend the night in my house for a very low price of US$0.08 for one night. My house could accommodate six people at a time. The maximum income that I could make was US$0.30 to US$0.45 per day. Since these people themselves were poor, they came with lice, fleas, bed bugs, and bugs that bury themselves into one's skin. This made my life miserable. I could not feed my family members.

"Later the nomination committee selected me to be a member of Pro Pride savings and credit groups. At first, I took a US$74 loan and started to bake bread. The villagers bought it from me. This helped me to earn more, feed my family better, and pay my loan regularly. In the second round, I decided to diversify my income source. I took a loan of US$162 and bought three beds and bedding. I started to rent beds from US$0.74 per night. Together with the bread business, my income increased substantially. Now, we all eat well, are dressed well, and even bought extra dresses for the holidays."

Ethiopia

RELIEF Society of Tigrai

P.O. Box 20
Mekelle, Tigrai
Ethiopia
Phone: 251 3 402 646
Fax: 251 3 402 629

Mission
To run a sustainable microfinance service that is led by the people.

Institutional profile
Area served: Ethiopia
Loans first given: March 1994
Number of staff: 817
Number of borrowers: 72,000

Client profile
Percent female: 40%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: The very poor are those with no assets except for their labor.

Savings
Obligatory savings: Yes. Clients must save in group and center savings.
Voluntary savings: Yes. Non-credit and credit clients may have individual savings.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3, 6, or 12 months	$170	$205	$359	12.5%	Clients must pass the institution's screening criteria.

Other loans available: Agricultural Loans

The Gambia

Gambia Women's Finance Association

PMB 81
Independence Dr.
Banjul
The Gambia
Phone: 220 227 066
Fax: 220 229 226

Mission
To enhance the entrepreneurship of Gambian women as a means of eradicating their poverty.

Institutional profile
Area served: The Gambia
Loans first given: September 1990
Number of staff: 7
Number of borrowers: 2,437
Participation of clients in governance at board level: Members of the organization sit on the Board and are members of technical committees.

Client profile
Percent female: 100%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 80%

Savings
Obligatory savings: Yes.

Training
Voluntary training: Yes. Clients may receive business management training and non-financial related training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 12 months	$560	$500	$3,000	25%	Clients must have savings.
Individual lending	3 - 12 months	$400	$500	$2,000	25%	Borrowers must be members with at least 41% of the loan amount requested.

Visaca Promotion Centre

P.O. Box 2338
Serekunda
The Gambia
Phone: 220 373 012
Fax: 220 390 969

Mission

To train and promote best practices in microfinance.

Institutional profile

Area served: The Gambia
Number of staff: 360
Number of borrowers: 2,942
Participation of clients in governance at board level: All credit policies of the bank are defined by the General Assembly of villagers. They also select the cashiers and the management committee.

Client profile

Percent female: 52%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 50%

Savings

Voluntary savings: Yes.

Training

Obligatory training: Yes. The management committees and cashiers of the village banks are trained in their various functions.
Voluntary training: Yes. Members of the bank may attend literacy and numeracy programs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3, 6, 9, or 12 months	$35	$35	$500	40%	Clients must provide collateral in the form of sheep, goats, jewelry, etc.

Fatou Barrow

Fatou Barrow is a 53-year-old women from Jiffarong. Her 70-year-old husband cannot undertake the rigors of farming. Her two sons remain unemployed in urban areas. Her two grandchildren, both less than ten years old, live with her. She is therefore the head of the household and the only provider for the family. She found Visaca about one year ago, and the following is her story in her words:

"The establishment of a Visaca Bank in my village was received with skepticism. The fear of having one's personal effects confiscated in case of default made me afraid of taking loans. Besides, how can a poor woman like myself offer collateral? Some of my friends and neighbors already had taken loans and were benefitting from the bank; they were repaying their loans on time. After a series of attempts to convince me to take a loan, I finally made up my mind to borrow US$5 to start a soap-making project. With materials borrowed from a friend, I was able to pay back the principal and interest on the loan. I was left with a small amount of profit, and after a few months of soap making, I was able to save in the bank.

"Visaca increased my capacity to manage, but more importantly, gave me a sense a self-confidence and pride. It has given us great relief, like being saved shortly before drowning.

"My last loan amount was US$200, thereby expanding my business and allowing me to go into new activities, such as sheep fattening. I can now maintain my children at school, and my family's living conditions have improved."

African Centre for Human Development

P.O. Box 0273, OSU
Accra
Ghana
Phone: 233 21 223 031
Fax: 223 21 220 138
E-mail: achd@africaonline.com.gh

Ghana

Mission

To assist poor people, both farmers and non-farmers, by giving them access to investment, credit, and training.

Institutional profile

Area served: Kadjebi District, Ghana
Loans first given: January 1996
Number of staff: 10
Number of borrowers: 3,500

Client profile

Percent female: 70%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Poverty is measured through wealth ranking and a poverty index.

Savings

Obligatory savings: Yes. Clients must save 10 percent of the loan amount.
Voluntary savings: Yes. Groups decide on a minimum amount for savings that is paid weekly and lodged in the group's account.

Training

Obligatory training: Yes. Prospective clients undergo training in bylaw development and savings mobilization, and there are pre-disbursement workshops.
Voluntary training: Yes. Programs are available in business development training, marketing, record keeping, costs and pricing, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 18 months		$60	$250	30%	Clients must be engaged in a viable venture.
Individual lending	6 - 18 months		$250	$1,500	30%	Information is sent to the business community through the program's Rural Development News Journal. The activity must fall in the priority sectors of the target area.

Association of Women in Development Exports (A.W.I.D.E.)

P.O. Box 7600
Accra - North
Ghana
Phone: 233 21 222 459
Fax: 233 21 222 459
E-mail: gawe@ighmail.com

Mission
To improve the lives of women living below the poverty line and to develop rural enterprise.

Institutional profile
Area served: Ghana
Loans first given: April 1994
Number of staff: 5
Number of borrowers: 100

Client profile
Percent female: 80%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 80%

Training
Voluntary training: Yes. Clients may receive training in entrepreneurial skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$100	$100		Clients must have viable business plans.

Abena Ackah

Abena Ackah was born in a little village to very poor parents. She did not receive any form of education. According to Abena, "I was used to going to bed without supper and wondered how I would ever be somebody with no skills nor training. When A.W.I.D.E. came, I saw an opportunity to be somebody in life and decided I would make use of that opportunity so I would not be a burden to people around me."

Abena showed great interest in earthenware products and learned the necessary skills in a training program. After the program, due to her zeal, she was given a loan of US$50, which she used to start the enterprise.

For the first three months, Abena was not able to save but was living a more comfortable life. "I now know what it means to be able to fend for oneself without having to wait for someone to provide for you. At first I thought I would not make it. When I went to the coordinator and told her that I had not been able to save for three months, she asked me if I still depend on others for food. When I replied that I did not, she told me to go on with my business. After the fourth month, I started saving US$9 every month after all my expenses. Now, I have a big store with a lot of stock. I have been able to pay back my loan for others to benefit from the scheme, and I have become self-sufficient."

Citi Savings and Loans Co. Ltd.

P.O. Box 353
Watson House
Accra
Ghana
Phone: 233 21 778 805
Fax: 233 21 772 409

Mission

To support and sustain the growth and development of micro- and small enterprises in Ghana by providing innovative, efficient, and effective banking services.

Institutional profile

Area served: Accra Region, Ghana
Loans first given: December 1993
Number of staff: 8
Number of borrowers: 2,600

Client profile

Percent female: 80%
First-time borrowers below poverty line: 25%
First-time borrowers in bottom 50% below poverty line: 15%
How poverty level is measured: Very poor people are those who live at subsistence level and earn less than US$100.

Savings

Obligatory savings: Yes. Clients in certain programs have to save 25 percent of the loan.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Clients must have training in order to understand the mechanisms of the savings and loan portfolio.
Voluntary training: Yes. Clients may attend courses in small enterprise management, financial management, and other non-financial and educational topics.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 6 months	$100	$200	$500	70%	Clients must save for 3 months.
Individual lending	varies	varies	$1,200	varies	53%	Clients must be over 18, have a business, and have had a good account for at least 5 months.

Other loans available: Enterprise Expansion Loans, School Fee Loans, Enterprise Transformation Loans, Hire Purchase Loans

Freedom From Hunger Campaign / AD

c/o FAO
P.O. Box 1628
Accra
Ghana
Phone: 233 21 666 854
Fax: 233 21 668 427
E-mail: lydia.sasu@field.fao.org

Mission

To improve food security, household income, and conflict resolution.

Institutional profile

Area served: Greater Accra and the central region of Ghana
Loans first given: February 1990
Number of staff: 1
Number of borrowers: 368

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 10%
How poverty level is measured: Through a quick appraisal method poverty is determined. The very poor can only afford to eat once a day.

Savings

Obligatory savings: Yes. Group savings are mandatory.
Voluntary savings: Yes. Clients may save voluntarily.

Training

Voluntary training: Yes. Clients may receive training in numeracy and bookkeeping.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$250	$500	40%	Clients must have an income-generating activity.

Gbeogo Women Cooperative Development Council

c/o Dist. Liaison Office (NMP) Dist. Assembly
P.O. Box 38
Bolgatanga, Upper East Region
Ghana

Mission

To build self-reliance and entrepreneurial spirit by building grassroots enterprise utilizing the principle of self-help.

Institutional profile

Area served: Tallensi Traditional Area, Ghana
Loans first given: September 1996
Number of staff: 3
Number of borrowers: 120
Participation of clients in governance at board level: Members of the society serve as the Board of Directors of the group. They make policies and rules for the Management Committee.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 98%
First-time borrowers in bottom 50% below poverty line: 80%

Savings

Obligatory savings: Yes. Clients must save US$3 a month.
Voluntary savings: Yes.

Training

Obligatory training: Yes. There is mandatory training in cooperative principles, small-scale business management, accounting, and loan repayment.
Voluntary training: Yes. Programs cover topics such as social development, life skills, and home management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$1,000 ($40)	$3,000 ($120)	$25,000 ($1,000)	2%	A client must belong to the group and have an account with the group.

* Loans are given to entire groups. There are 25 members per group. The larger loan amount is the one given to the group as a whole, while the number in parentheses is what each individual member receives.

Other loans available: Shea Butter Extract Loans, Dawadawa Production Loans, Poultry Rearing Loans.

Sapanbil Poakpeem Manpiel

Madame Sapanbil Poakpeem Manpiel is a sixty-eight-year-old woman who entered Gbeogo Women Cooperative Development Council's loan program in 1996. Her husband died in 1981, leaving her with one son. After the death of her husband, she suffered greatly. Finding food for herself and her son became a big problem.

She turned to the loan scheme in 1996. With a loan of US$50, she started a poultry project. At her age, she cannot do hard farming work, so she used the loan to buy 10 fowls, two cocks, poultry feed, guinea fowl eggs, and material to prepare the coops. After a period of one year, she had more than 100 guinea fowls and 60 fowls.

Commenting on the project, she said, "Gbeogo Women Cooperative Development Council loan scheme has saved me from starvation. I now get enough food to eat and clothes to wear. I now have a good foundation for my only child to build his future."

International Christian Revival Ministry

P.O. Box 093
K.C.B.C. Mamprobi
Accra
Ghana
Phone: 233 21 403 007
Fax: 233 21 403 007
E-mail: rednet@ghana.com

Mission

To provide financial advice and support in addition to credit facilities.

Institutional profile

Area served: Rural communities in Ghana
Loans first given: January 1996
Number of staff: 150
Number of borrowers: 10,870

Client profile

Percent female: 95%
First-time borrowers below poverty line: 68%
First-time borrowers in bottom 50% below poverty line: 32%
How poverty level is measured: Poverty indicators include having a low income or no income-generating activity, lack of proper shelter, lack of farm land, and absence of property.

Savings

Obligatory savings: Yes. Clients must save in the social security benefit.
Voluntary savings: Yes. Clients may make deposits in rural bank savings.

Training

Obligatory training: Yes. All clients receive vocational training and agricultural extension services.
Voluntary training: Yes. Clients may attend orientation courses and courses on marketing strategies and vocational skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$50	$80	15%	Clients must have a proof of business certificate, proof of tax clearance certificate, and collateral.

Other loans available: Technical Loans

La Mansaamo Kpee

P.O. Box A 92 LA
Accra
Ghana
Phone: 233 760 689
Fax: 233 21 772 300

Mission

To assist vulnerable groups, particularly women, in the community.

Institutional profile

Loans first given: January 1994
Number of staff: 20
Number of borrowers: 50

Client profile

Percent female: 100%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 10%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	6 months	$20	$25	$100	12%	

Lower Pra Rural Bank Ltd.

P.O. Box 18
Shama
Via Takoradi, Western Region
Ghana
Phone: 233 3 124 556
Fax: 233 3 123 991

Mission
To provide credit with education to poor rural women.

Institutional profile
Area served: Shama, Ahanta East District, Ghana
Loans first given: November 1992
Number of staff: 6
Number of borrowers: 1,167

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: The annual income level of borrowers is used to measure poverty.

Savings
Obligatory savings: Yes. Clients must save for two months before loans are given.

Training
Obligatory training: Yes. New groups must receive six weeks of training. Additionally there are weekly educational sessions for all members.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$60	$80	$175	48%	

Namalteng Integrated Development Programme

c/o Dept. of Cooperatives
P.O. Box 91
Bolgatanga, Upper East Region
Ghana
Phone: 233 722 485

Mission
To provide financial assistance to improve the economic and social conditions of the rural poor, especially women.

Institutional profile
Loans first given: January 1995
Number of staff: 11
Number of borrowers: 170
Participation of clients in governance at board level: Borrowers are members of the credit management committee.

Client profile
Percent female: 90%
First-time borrowers below poverty line: 85%
First-time borrowers in bottom 50% below poverty line: 75%

Savings
Obligatory savings: Yes. Clients must save US$3.50 monthly.
Voluntary savings: Yes. Clients may save US$5 or more.

Training
Obligatory training: Yes. Programs include small-scale investment, small-scale business management, and loan repayment.
Voluntary training: Yes. These include cooperative management and accounting.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$1,250 ($50)	$3,000 ($150)	$50,000 ($2,000)	2%	Clients must belong to a group, be confident, open an account with the group, and attend regular group meetings.

*Loans are given to entire groups. Groups have 25 members. The larger number is the sum given to the group as a whole, while the smaller number in parentheses refers to the amount that each individual member receives.

Other loans available: Livestock Loans, Crop Production Loans, Poultry Rearing Loans

Women's Assistance and Business Agency

P.O. Box 13039
Accra
Ghana
Phone: 233 21 500 455
Fax: 233 21 400 948
E-mail: gloriaob@ug.gn.apc.org

Mission
To provide credit, financial services, and technical training to women entrepreneurs.

Institutional profile
Area served: Ghana
Loans first given: March 1997
Number of staff: 2
Number of borrowers: 10

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%

Training
Obligatory training: Yes. There is mandatory Small Enterprise development training (i.e., technical assistance, marketing, legal training).

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending		$50	$50	$50		

Women's World Banking Ghana Savings and Loans Company Ltd. (WWBG)

P.O. Box 2989
Accra
Ghana
Phone: 233 21 243 260
Fax: 233 21 668 336

Mission
To enhance women, particularly by raising their living standards, through business training, consultation, information dissemination, networking opportunities, and the provision of savings and credit facilities and other critical resources for sustainable development.

Institutional profile
Area served: Greater Accra, Ashanti, and western regions of Ghana
Loans first given: January 1983
Number of staff: 65
Number of borrowers: 2,310
Participation of clients in governance at board level: Clients are shareholders and nominated as members of the Board of Directors and other committees based on interest, good performance, and good loan track record.

Client profile
Percent female: 70%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: Poverty is determined by standard of living, income, and fixed assets.

Savings
Obligatory savings: Yes. Clients must save consistently for six months.
Voluntary savings: Yes. Savings accounts are maintained for groups and individuals with a minimum savings requirement of US$2.

Training
Voluntary training: Yes. The organization offers training in business and financial management to aspiring and practicing entrepreneurs. Health and nutrition education is also available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$45	$91	$136	51%	
Individual lending	12 months	$44	$218	$305	45%	Clients must be in a productive business and be contributing consistently to savings. They may be called upon to provide 1 or 2 guarantors to provide 50% of the collateral. Clients are interviewed, and their ability to repay the loan is analyzed.

Nimba Bank Solidarité

BP 3009
Conakry
Guinea
Phone: 224 45 3899
Fax: 224 45 1061

Mission

To give microcredit to poor, unemployed women and girls to fight against poverty and exclusion.

Institutional profile

Area served: Guinea
Loans first given: February 1996
Number of staff: 6
Number of borrowers: 568

Client profile

Percent female: 100%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 90%
How poverty level is measured: Poverty is measured by a client's activities, her savings level, her access to health care, schooling of children (especially girls), housing, and nutrition.

Savings

Obligatory savings: Yes. In order to obtain credit, clients must have US$1 of savings.
Voluntary savings: Yes. Clients may save in a solidarity fund.

Training

Obligatory training: Yes. All borrowers undergo literacy and basic education courses.
Voluntary training: Yes. Clients may attend seminars on credit and entrepreneurship. Groups also have training about health, family planning, and hygiene.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 months	$20	$35	$150	24%	Clients must have paid a US$1 tax.

PRIDE

BP 4507
Conakry
Guinea
Phone: 224 41 3948
Fax: 224 41 4830
E-mail: fugitive@mirinet.net.gn

Mission

To provide financial and training services to micro- and small enterprises.

Institutional profile

Area served: Guinea
Loans first given: May 1992
Number of staff: 60
Number of borrowers: 8,270

Client profile

Percent female: 72%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 64%

Savings

Obligatory savings: Yes. Clients must save in guarantee and solidarity funds.

Training

Obligatory training: Yes. Clients must receive on-going training and business skill development.
Voluntary training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$150	$277	$700	24%	

Programme d'Appui aux Initiatives de Base (PAIB)

c/o PNUD
BP 222
Conakry
Guinea
Phone: 224 44 1557
Fax: 224 41 2485
E-mail: fo.gnf@undp.org

Guinea

Mission

To build capacity for self-empowerment in the poorest communities.

Institutional profile

Area served: Forest regions of Guinea, Upper Guinea
Loans first given: February 1992
Number of staff: 26
Number of borrowers: 905
Participation of clients in governance at board level: To ensure that the organization's decisions are being carried out, group leaders and members have a say in decisions.

Client profile

Percent female: 59%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 80%

Savings

Voluntary savings: Yes. The organization facilitates opening deposit accounts in rural banks.

Training

Obligatory training: Yes. Clients receive education in literacy and management.
Voluntary training: Yes. Visits between groups are organized.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$600	$800	$1,000	18%	Groups must be legally recognized as cooperatives. Members are all involved in production, marketing, and management. Profits must be shared.
Individual lending	6 months	$150	$300	$600	18%	Clients are selected by a committee based on their moral character and the viability of their economic activity, especially in regard to reducing poverty.

*These loans are given to entire groups. There are five members per group.

Other loans available: Loans to Refugees

VITA/PRIDE/UCOFIS

33 Boulevard du Commerce
BP 4507
Immeuble Zaidan
Conakry
Guinea
Phone: 224 41 4830
Fax: 224 45 4517
E-mail: pride.vita@eti-bull.net

Mission
To participate in the development of Guinea; to fight against poverty; to offer financial services and training to micro- and small entrepreneurs.

Institutional profile
Area served: Guinea
Loans first given: May 1992
Number of staff: 61
Number of borrowers: 7,500
Participation of clients in governance at board level: Clients are represented by the oversight committee as well as certain boards in each division.

Client profile
Percent female: 67%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 50%

Savings
Obligatory savings: Yes. Clients must save 4 percent of the loan.

Training
Obligatory training: Yes. Clients receive basic on-going training.
Voluntary training: Yes. Clients receive training in business thinking.

Guinea

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 or 12 months	$163	$500	$500	24%	Clients must pass a test after basic training and be willing to attend on-going training.
Individual lending	1 - 2 years	$1,500	$2,350	$5,000	24%	Clients first participate in a group loan program and then submit a financially feasible case. Finances are secured to guarantee the loan.

Abalekwa Development Organization

P.O. Box 293
Butere
Kenya

Mission
To work so that our community and organization can identify very poor families and learn from them.

Institutional profile
Area served: Butere, Kenya
Loans first given: June 1996
Number of staff: 2
Number of borrowers: 37
Participation of clients in governance at board level: The program empowers communities, especially groups of women, to control the disbursement of loans.

Client profile
Percent female: 11%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Savings
Obligatory savings: Yes. Clients must save US$33.

Training
Obligatory training: Yes. Training is given in areas such as business planning, bookkeeping, and business management.

Kenya

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	6 months	$33	$49.20	$82	21%	

Action Research

P.O. Box 43950
Kenya
Phone: 254 2 570 234

Mission
To empower the poverty-stricken rural community economically.

Institutional profile
Area served: Busia District, Kenya
Loans first given: January 1989
Number of staff: 8
Number of borrowers: 300
Participation of clients in governance at board level: The Board of Directors is made up of the leaders of the women's groups.

Client profile
Percent female: 75%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Very poor clients are those who earn less than US$10 per month.

Savings
Obligatory savings: Yes. Clients must save US$0.47 per month.
Voluntary savings: Yes.

Training
Obligatory training: Yes. Clients must attend development meetings.
Voluntary training: Yes. Group leaders are invited to attend biannual training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$5	$50	$150	2%	
Individual lending	1 year	$5	$10	$150	2%	Clients with steady businesses and profits who have paid off first and second loans can apply for individual loans.

ACTIONAID, Kenya

P.O. Box 42814
Nairobi
Kenya
Phone: 254 2 440 440
Fax: 254 2 445 843
E-mail: aaken@users.africaonline.co.ke

Mission
To ensure sustained access to financial services for the poor.

Institutional profile
Area served: Urban and rural areas of Kenya
Loans first given: September 1991
Number of borrowers: 12,556

Client profile
Percent female: 75%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: All participants are identified through Participatory Rural Appraisal (PRA) exercises carried out in the community.

Savings
Obligatory savings: Yes. Clients must save an agreed amount each week.

Training
Obligatory training: Yes. Clients are trained in record keeping, group dynamics, and loan scheme procedures.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$90	$250	$450	15%	

Ambassadors Development Agency

P.O. Box 44814
Nairobi
Kenya
Phone: 254 2 228 730
Fax: 254 2 211 500
E-mail: crwrc-k@users.africaonline.co.ke

Mission

To uplift the standard of living of the beneficiaries through the promotion of small enterprises by providing basic business management training and affordable credit facilities.

Institutional profile

Area served: Kenya
Loans first given: September 1993
Number of staff: 12
Number of borrowers: 110
Participation of clients in governance at board level: Clients make up project management committees and growth management committees.

Client profile

Percent female: 80%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Poverty is determined though Kenyan government assessment criteria and observation by the organization.

Savings

Obligatory savings: Yes. Clients must save in business loan and insurance loan accounts.
Voluntary savings: Yes. Clients may have emergency savings.

Training

Obligatory training: Yes. Programs include basic business management and Biblical teaching for six months before a client is qualified for a first loan.
Voluntary training: Yes. These programs include topics such as advanced business management, marketing, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$50	$100	$500	28%	Clients must be group members for at least 6 months, attend all savings and credit training sessions and save during this time, conform to group ideals, and participate in all group activities.

Business Initiatives and Management Assistance (BIMAS)

P.O. Box 2299
Embu
Kenya
Phone: 254 16 120 645
Fax: 254 16 120 573

Mission

To promote microenterprise activities among the communities. To enable low-income people to improve their socio-economic status.

Institutional profile

Area served: Kenya
Loans first given: July 1992
Number of staff: 5
Number of borrowers: 1,290

Client profile

Percent female: 52%
First-time borrowers below poverty line: 40%
First-time borrowers in bottom 50% below poverty line: 30%

Savings

Obligatory savings: Yes. Clients must save US$6 before receiving their first loan. They must also save 25 percent of their loan for subsequent loans.

Training

Voluntary training: Yes. Group leaders can receive training in leadership skills and business management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$228	$228	$2n3	17%	Clients must first save US$88 over a 7-week period. They must also attend weekly meetings.

CARE, Kenya (WEDCO Project)

P.O. Box 88
Kisumu
Kenya
Phone: 254 3 521 211
Fax: 254 3 521 680
E-mail: carewedco@form.net.com

Mission
To create a sustainable microfinance institution to serve the poor.

Institutional profile
Area served: Western Kenya
Loans first given: January 1996
Number of staff: 26
Number of borrowers: 9,200

Client profile
Percent female: 90%
First-time borrowers below poverty line: 50%

Savings
Obligatory savings: Yes. Clients must save as a loan guarantee.

Training
Obligatory training: Yes. Clients must receive leadership training and training in revolving loan funds.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*		$400			24%	Clients must have savings, have a bank account, and must be part of a group.

*Loans are given to entire groups. There is an average of 25 members per group.

CISS - International

P.O. Box 76
Kisumu
Kenya
Phone: 254 3 544 635
Fax: 254 3 521 635

Mission
To create a revolving fund from which poor people can draw credit.

Institutional profile
Area served: Kenya
Loans first given: January 1993
Number of staff: 6
Number of borrowers: 350
Participation of clients in governance at board level: All clients are members and meet annually to vote and approve policies.

Client profile
Percent female: 75%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 35%

Savings
Obligatory savings: Yes. Initially clients must save at least US$0.34 per month for six months.
Voluntary savings: Yes.

Training
Obligatory training: Yes. Clients must attend training on savings, credit program management, and pre-loan and post-loan training about business planning and operation.
Voluntary training: Yes. Clients may receive training regarding particular business operation needs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	14 months	$51	3 times total savings	Varies	12%	The loan is approved by the group through a credit committee that is elected by members. Forms are sent to CISS for checking and final approval.

Fondation pour Integration Socio-Economique

Kayole
P.O. Box 21744
Nairobi
Kenya
Fax: 254 2 710 386
E-mail: ucomm@form.net.com

Mission

To create women's groups that work together and to provide financial assistance to foster self-employment, economic reliance, and social economic integration.

Institutional profile

Area served: Nairobi Province, Kenya
Loans first given: September 1994
Number of staff: 4
Number of borrowers: 42

Client profile

Percent female: 85%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 75%

Savings

Voluntary savings: Yes. Clients make individual voluntary savings to participate in training in weaving or artisan education.

Training

Voluntary training: Yes. Programs include weaving, knitting, making baskets, and selling cereals, vegetables, and fruits.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 or 12 months	$65	$160 – $250	$500	14%	Clients must belong to groups and be convinced of a social and economic integration ideology.

Kenya Enterprise Empowerment Program (KEEP)

P.O. Box 66490
Nairobi
Kenya
Phone: 254 2 445 828
Fax: 254 2 448 464
E-mail: crwrc-k@africaonline.co.ke

Mission

To provide assistance to entrepreneurs in Kenya by furthering skill development and making appropriate and affordable technologies available.

Institutional profile

Loans first given: November 1996
Number of staff: 2
Number of borrowers: 10

Client profile

First-time borrowers below poverty line: 40%
First-time borrowers in bottom 50% below poverty line: 40%
How poverty level is measured: Poverty is determined through government statistics and observation.

Savings

Obligatory savings: Yes. Clients must save in business loan and business insurance programs.
Voluntary savings: Yes. Clients may have emergency savings.

Training

Obligatory training: Yes. Clients must take courses on basic business management, bookkeeping, the role of Christians in business, and Christian service.
Voluntary training: Yes. Courses are available in investment and advanced business management and administration.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending		$300	$500	$800	24%	Clients must be KEEP partners and subscribe to KEEP partner ideals, attend training for 6 months, have been self-employed for at least 12 months, produce evidence of a security or guarantor for the loan, conform to the rules and regulations of the KEEP loan scheme, be willing to share knowledge and business experience, and be willing to share 10% of their business profits with the rest of the community.
Individual lending	1 year	$100	$250	$500	24%	The management committee screens loan applications, selects clients, and later monitors their progress.

Kenya Rural Enterprise Program (K-REP)

P.O. Box 39312
Nairobi
Kenya
Phone: 254 2 572 422
Fax: 254 2 711 645
E-mail: krep@arcc.or.ke

Kenya

Mission
To empower poor people so that they can take greater control of their lives.

Institutional profile
Area served: Kenya and the southeastern region of Africa
Loans first given: September 1990
Number of staff: 50
Number of borrowers: 15,880

Client profile
Percent female: 60%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 40%

Savings
Obligatory savings: Yes. Savings are required as a partial guarantee for a loan.
Voluntary savings: Yes. A voluntary savings option is available through financial services associations.

Training
Voluntary training: Yes. Clients can receive education in credit methodology.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 12 months	$280	$300		35%	

Other loans available: Housing Loans, Solar Loans

PRIDE Kenya

P.O. Box 63486
Nairobi
Kenya
Phone: 254 2 749 504
Fax: 254 2 750 314

Mission
To provide credit to clients in the informal sector who cannot access it from established institutions.

Institutional profile
Area served: Kenya
Loans first given: August 1989
Number of staff: 27
Number of borrowers: 6,231

Client profile
Percent female: 52%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 60%

Training
Voluntary training: Yes. Clients can learn about PRIDE's policies and procedures. They can also receive training in basic skill management and basic loan appraisal.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending		$166	$457	$833	20%	Clients must have savings and proof of ownership.

Yitzhak Rabin Foundation

P.O. Box 68017
Nairobi
Kenya
Phone: 254 2 724 488
Fax: 254 2 330 170

Mission
To foster peace, human dignity, and development.

Institutional profile
Loans first given: December 1996
Number of staff: 22
Number of borrowers: 75

Client profile
Percent female: 80%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 75%

Savings
Obligatory savings: Yes.
Voluntary savings: Yes.

Training
Obligatory training: Yes. Clients must attend training on small-scale business and farm promotion.
Voluntary training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$500	$1,000	$2,000	2.5%	Clients must pass a test and show willingness to adhere to the rules on savings.
Individual lending	1 year	$50	$100	$200	15%	The client comes in person to apply. The team will then interview her and visit her home to assess her need.

*We were unable to verify whether this loan is given to the group as a whole or to each individual member.

YWCA of Kenya

P.O. Box 40710
Nairobi
Kenya
Phone: 254 2 724 699
Fax: 254 2 710 519

Mission
To improve the socio-economic condition of low-income women and their families.

Institutional profile
Area served: Kenya
Loans first given: January 1993
Number of staff: 7
Number of borrowers: 387

Client profile
Percent female: 100%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 35%
How poverty level is measured: Poverty is measured through a needs assessment that looks at the weekly and monthly incomes, number of dependents, and social status (whether widow or divorcee) of potential clients.

Savings
Obligatory savings: Yes. US$15 is saved as an Insurance Fund.
Voluntary savings: Yes. There is a voluntary savings pool available for clients.

Training
Obligatory training: Yes. Credit and business management training, group leadership, and adult education are mandatory programs.
Voluntary training: Yes. There is a voluntary adult education program.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$154	$385	$615	18%	Clients must have savings and be ready to start a business or already have one.

Association pour la Promotion de l'Entreprise de Madagascar (APEM)

Rue Rajakoba Augustin
Ankadivato
101 Antananarivo
Madagascar
Phone: 261 20 226 2775
Fax: 261 20 223 3864
E-mail: cabram@bow.dts.mo

Mission

To promote the creation and development of micro- and small-scale firms.

Institutional profile

Area served: Province of Antananarivo, Madagascar
Loans first given: May 1997
Number of staff: 3
Number of borrowers: 480

Client profile

Percent female: 10%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 50%

Training

Voluntary training: Yes. Education is given related to family budget, microbusiness management, and technical knowledge.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year maximum	$67	$70	$384	19%	Clients must obtain the approval of on-site supervisors.

Vola Mahasoa

Mahavatsy Propriete Fidel Ami
BP 67
Toliara, 601
Madagascar
Phone: 261 20 944 1822
Fax: 261 20 944 2379
E-mail: cidrvm@syfed.refer.mg

Mission

To set up a financially sustainable institution that offers financial services to small- and medium-size farmers.

Institutional profile

Area served: Southwest Madagascar
Loans first given: November 1992
Number of staff: 24
Number of borrowers: 2,300
Participation of clients in governance at board level: Clients give input about the overall direction of the organization. The access to capital allows them to become shareholders and members of the Board in two years.

Client profile

Percent female: 50%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 20%
How poverty level is measured: Very poor people have a daily income of less than US$1 and have trouble covering their expenses.

Training

Obligatory training: Yes. All clients must receive training in family budget management, group structure, and credit use.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	5 - 8 months	$42	$70	$200	42%	Group members undergo 6 months of training prior to loan disbursal. They must be settled and have no prior debts. Two members of the group must be literate.

FINCA, Malawi

Private Bag 392
Chichiri, Blantyre
Malawi
Phone: 265 622 256
Fax: 265 632 256
E-mail: 110006.2720@compuserve.com

Mission

To provide very poor families with small loans to finance self-employment activities, plus a savings plan and group support through community-run village banks.

Institutional profile

Area served: Blantyre, Malawi
Loans first given: January 1994
Number of staff: 36
Number of borrowers: 6,598
Participation of clients in governance at board level: Clients choose group members, elect officers, create bylaws, do bookkeeping, manage funds, and enforce the collection of loans.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poor families are those that have a per capita income of US$1 per day. There is self-selection by the poor because of an initial loan size of US$65, and clients are usually from female-headed households or households with a single working adult.

Savings

Obligatory savings: Yes. Clients must save 20 percent of every loan.
Voluntary savings: Yes. Clients re-lend their savings to create a second loan portfolio.

Training

Obligatory training: Yes. Clients receive four to six classes of start-up training in group organization, bylaws, bookkeeping, and management.
Voluntary training: Yes. Topics depend on the interest of borrowers and the credit officer; they can include health subjects, manual arts, human relations, and business skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$65	$99	$493	48%	Clients must fully repay previous loans before securing new ones; they must have acceptable meeting attendance and good loan payment performance.

Malawi Rural Finance Company, Ltd. (MRFC)

Private Bag 39
Lilongwe
Malawi
Phone: 265 743 555
Fax: 265 742 249
E-mail: 106663.2362@compuserve.com

Mission

To become one of the most efficient and profitable banks in the country with the largest customer base for loans and deposits. To be a bank for everyone and to be a household name in Malawi.

Institutional profile

Area served: Malawi
Loans first given: October 1994
Number of staff: 134
Number of borrowers: 8,544

Client profile

Percent female: 37%
First-time borrowers below poverty line: 18%
First-time borrowers in bottom 50% below poverty line: 9%
How poverty level is measured: Borrowers must have less than 1.5 hectares of land.

Savings

Obligatory savings: Yes. Clients must have collateral savings.
Voluntary savings: Yes. Clients can make individual and group savings.

Training

Obligatory training: Yes. Group members undergo training in group dynamics, credit procedures, agricultural extension, and business management.
Voluntary training: Yes. Group members are encouraged to attend other training such as adult literacy classes, primary health care, reforestation, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 18 months	$98	$107	$500	37%	These are individual business loans to group members who do not have cash collateral. Clients must pass screening and training tests, go through a qualifying waiting period, have savings, and fill out an application. The process takes at least 6 months.
Individual lending	9 - 36 months	$1,354	$1,354	$25,000	37%	MRFC assesses the character of the entrepreneur, appraises her business, examines financial statements (cash flows, profits, losses, balance), and assesses the profitability of her business.

Other loans available: Group Loans for Farms without Cash Collateral or Farms with Cash Collateral, Individual Farm Loans

National Association of Business Women (NABW)

Private Bag 56
Blantyre
Malawi
Phone: 265 674 671
Fax: 265 674 805

Malawi

Mission

To promote the growth of businesses belonging to women and to encourage more women to enter into business.

Institutional profile

Area served: Malawi
Loans first given: January 1992
Number of staff: 7
Number of borrowers: 10,500
Participation of clients in governance at board level: All major decisions affecting the organization are made at the Annual General Meeting, and policy is written at Board Meetings.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 40%
How poverty level is measured: The poorest people in Malawi are those with less than 1 hectare of land, poor women, estate workers, and those who earn less than US$30 per month.

Savings

Obligatory savings: Yes. All members must have bank accounts in order to receive loans.

Training

Obligatory training: Yes. In order to receive loans, women must attend the initial business training.

Self-employment loan profile: No information provided.

Linly Kwalimba

Before membership with NABW, life was very difficult for Linly Kwalimba. She was the sole provider for a family with eight children, and they did not have enough to eat or enough to wear. When her first son was selected to go to secondary school, Linly was distressed but determined to find a way to pay the fees. She first went to relatives who said it was not their concern. Then she undertook the very dangerous job of going into the forest and collecting firewood to sell. There was great risk of being attacked. This venture worked for a short period of time, but it was very difficult work. Later, she started buying and smoking fish, and then bringing it to market to sell.

This continued until 1994 when Linly heard of NABW. Her son was selected to go to the university, and she needed another means of income generation. She decided to join the organization and actively lobbied her case; she was determined to change her living situation. In 1996, she received her first loan of US$334. She increased sales and invested the larger capital amount.

Linly began to see an improvement in her family's living conditions. They could now afford balanced meals and even decent clothing. Previously, she was skinny, due to anxiety and lack of food. Now, she has enough to feed her family and peace of mind. They have two houses, one that is rented, and the other that has just had a roof put on it. Her husband is still unemployed, and he mainly works on cultivating their family garden. Linly, however, has plans for the future. She wants to open a bakery and employ others. She also wants to build her family a better house.

National Association of Small and Medium Enterprise

P.O. Box 30083
Blantyre, 3
Malawi
Phone: 265 676 256
Fax: 265 671 147

Mission
To promote the creation, growth, sustainability, and performance of the small and medium enterprise sector.

Institutional profile
Area served: Malawi
Loans first given: July 1996
Number of staff: 28
Number of borrowers: 847

Client profile
Percent female: 38%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 50%

Training
Obligatory training: Yes. Clients receive on-going business management training and counseling.
Voluntary training: Yes. The organization has a built-in program for training and education through its voluntary network.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$250	$250	$500	market rate	Clients must submit a simple business plan.

Small Enterprise Development Organization of Malawi (SEDOM)

P.O. Box 525
Haileselassie Road
Blantyre
Malawi
Phone: 265 622 555
Fax: 265 622 781
E-mail: echioko.sedombt@malawi.net

Mission
To provide financial and technical services to microenterprises for the rural poor, especially women.

Institutional profile
Area served: Malawi
Loans first given: January 1983
Number of staff: 45
Number of borrowers: 15,850

Client profile
Percent female: 75%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 65%

Savings
Obligatory savings: Yes.
Voluntary savings: Yes. The loan amount on subsequent loans depends on the amount of savings.

Training
Obligatory training: Yes. Groups are required to undergo three weeks of business training.
Voluntary training: Yes. Clients can also undergo other business management training that is conducted by various institutions.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$50	$238	30%	Clients must belong to a self-selected group and attend training.
Individual lending	1 year	$1,400	$1,400	$11,905	30%	Clients are interviewed to determine whether their project ideas are viable. The training period weeds out those clients who are not serious. The next step in the selection process is during appraisal.

Malawi

Women's World Banking, Malawi

Box 1868
Blantyre
Malawi
Phone: 265 672 227
Fax: 265 672 365
E-mail: congoma@unima.wn.apc.org

Mission
To economically empower disadvantaged groups, especially women, through credit.

Institutional profile
Area served: Malawi
Loans first given: January 1994
Number of staff: 35
Number of borrowers: 4,000
Participation of clients in governance at board level: Clients participate in decision making during business clinics when they decide on loans to clients, when they should collect repayments, and what sort of default punishment to carry out.

Client profile
Percent female: 90%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 60%

Training
Voluntary training: Yes. Training is carried out in business management, record keeping, banking, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	2 years maximum	$333 - $588	-	$16,667	15%	
Individual lending	2 years maximum	$333 - $588	-	$16,667	15%	Individuals must attend training and are given loans depending on circumstances such as the ability to pledge tangible personal security.

Other loans available: Machinery Leasing Loans

Mali

Appui aux Collectivités Décentralisées pour un Développement Participatif (ACODEP)

BP 120
Bamako
Mali
Phone: 223 234 507
Fax: 223 235 426

Mission
To fight poverty, to allow villages to manage and keep up their own development, and to improve living conditions while protecting the environment.

Institutional profile
Loans first given: June 1993
Number of staff: 60
Number of borrowers: 34,500

Client profile
Percent female: 50%
First-time borrowers below poverty line: 100%
How poverty level is measured: Poverty is determined by annual income.

Savings
Obligatory savings: Yes. Clients must save 10 to 15 percent of the loan.

Training
Obligatory training: Yes. Clients must attend training for the activity in which they are involved and literacy classes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	10 months	$400	$600	$1,200	10%	

*The loan is given to the group as a whole.

Other loans available: Equipment Loans

Association pour le Développement Intégré des Villages du Haire (ADIVH)

BP 205
Mopti, 136
Mali
Phone: 223 430 197
Fax: 223 430 037
E-mail: ktorade@mop_erra.ier.ml

Institutional profile

Area served: Plateau Dogon, Mali
Loans first given: June 1995
Number of staff: 16
Number of borrowers: 30
Participation of clients in governance at board level: The major decisions are made by clients during the General Assembly.

Client profile

Percent female: 30%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 60%

Training

Obligatory training: Yes. All clients receive schooling.
Voluntary training: Yes. Clients may receive functional literacy training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	6 months	$25	$25	$39	10%	

* The only loans given are in-kind millet loans. The monetary amounts shown are the U.S. dollar equivalents of 100 kg and 150 kg of millet.

Centre d'Appui Nutritionnel et Economique aux Femmes (CANEF)

BP 5081
Hamdallaye Porte No. 85
Ilue No. 245
Bamako
Mali
Phone: 223 230 446
Fax: 223 232 964

Mission

To deliver credit, savings, and education to poor people, especially women, in both rural and urban communities.

Institutional profile

Area served: Mali
Loans first given: April 1992
Number of staff: 20
Number of borrowers: 7,506
Participation of clients in governance at board level: Among other things, clients elaborate credit and savings rules, interest and savings rates analysis, credit approval, and disbursement. They also conduct weekly meetings.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 50%

Savings

Obligatory savings: Yes. At every repayment meeting, each member has to pay her savings, which is 10 percent of the credit.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Mandatory training includes nutrition education, microenterprise development, credit and savings management, and literacy.
Voluntary training: Yes. This includes leadership and local organization management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 6 months	$30	$120	$400	30%	

GIE Guinedou Service d'Appui aux CVECB Pays Dogon

BP 11
Koro
Mali
Phone: 223 420 177
Fax: 223 42 0 177

Mission
To gather rural savings and recycle them for small loans.

Institutional profile
Area served: Koro, Bandiayara, and Bankass in Mali
Loans first given: January 1987
Number of borrowers: 9,437

Client profile
Percent female: 27%

Savings
Voluntary savings: Yes. Clients may have regular savings and term deposits (three to 12 months).

Training
Voluntary training: Yes. Clients may receive management training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	1 - 12 months	$10	$116	$40,000	40%	

Kafo Jiginew

BP 47
Koutiala
Mali
Phone: 223 640 011
Fax: 223 640 011

Mission
To fight poverty by meeting the needs of the poorest in the best way possible.

Institutional profile
Area served: Southern Mali
Loans first given: June 1988
Number of staff: 64
Number of borrowers: 39,600
Participation of clients in governance at board level: The Board is made up entirely of farmers and artisans who are clients.

Client profile
Percent female: 35%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured by the ability to meet most basic needs.

Savings
Voluntary savings: Yes.

Training
Obligatory training: Yes. Members receive training and education in health, nutrition, family planning, and microbusiness management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$50	$80	$125	36%	These are groups of women.
Individual lending	3 months	$60	$100	$700	48%	

Other loans available: Cotton Production Loans

Mali-Enjeu

BP 9003, Zone Industrielle Porte 409
Rue 958
Bamako
Mali
Phone: 233 231 906
Fax: 233 231 906

Mission
To support the creation or development of micro-projects with microcredit loans.

Institutional profile
Area served: Bamako, Segou, Mali
Loans first given: June 1993
Number of staff: 4
Number of borrowers: 56

Client profile
Percent female: 65%
First-time borrowers below poverty line: 90%
How poverty level is measured: Poverty is determined by a client's income and level of schooling, which is identified through an interview or a socio-economic record.

Training
Obligatory training: Yes. Clients must receive training in management.
Voluntary training: Yes. Clients may receive training in marketing.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 - 3 years	$778		$6,000	12%	Clients must have ideas about a project, be motivated, and agree with the credit procedures.

*A loan is given to a group as a whole. There are four to 30 people per group.

Nyesigiso, Union des Caisses d'Epargne et de Crédit

BP 198
Bamako
Mali
Phone: 223 223 195
Fax: 223 229 640
E-mail: nyesigiso@malinet.ml

Mission
To operate a mutual credit and savings bank.

Institutional profile
Area served: Segou and Koulikoro, Mali
Loans first given: January 1996
Number of staff: 26
Number of borrowers: 9457
Participation of clients in governance at board level: Members own the bank.

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured according to the sustainable human development index of Mali.

Savings
Obligatory savings: Yes. Members must save a fixed amount every week.

Training
Obligatory training: Yes. Clients receive training in small business management, health, and nutrition.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	16 weeks	$25	$78	$300	33%	Clients must be very poor women.
Individual lending	1 - 12 months	$500	$600	$10,000	15%	Clients are chosen from among members of the bank.

Other loans available: Agricultural Loans

Projet Caisses Villageoises d'Epargne

BP 45
Niono
Mali
Phone: 223 352 178
Fax: 223 352 178

Mission

To set up self-managed village credit and savings banks.

Institutional profile

Area served: Niger River area, Mali
Loans first given: March 1995
Number of staff: 7
Number of borrowers: 1,299
Participation of clients in governance at board level: The General Assembly is made up of all villagers, and they choose the management committee that carries out decisions.

Client profile

Percent female: 52%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty indicators include house construction, lack of health care, no schooling, little access to working capital for production, and living in famine conditions for four months.

Savings

Obligatory savings: Yes. Clients must make term deposits based on the refinancing of the loan.
Voluntary savings: Yes.

Training

Obligatory training: Yes. All managers must receive initial training.
Voluntary training: Yes. Clients may receive thematic training in savings.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$250	$350	$500	20%	Clients must make weekly term deposits.
Individual lending	9 months	$200	$400	$2,000	12%	Clients are chosen according to their trustworthiness and experience.

Other loans available: Small Business Loans, Credit for Fairs, Market Gardening Loans

Réseau Jigiyaso des Femmes

World Education
Rue 524 Porte 223, Quinzambougou
BP 2137
Bamako
Mali
Phone: 223 230 057
Fax: 223 220 291
E-mail: worldedu@djata.malinet.ml

Mission

To develop the economic capabilities of women entrepreneurs.

Institutional profile

Area served: Bamako, Koulikoro Region, Mali
Loans first given: February 1996
Number of staff: 12
Number of borrowers: 480
Participation of clients in governance at board level: Banks are self-managed. They are run by a democratically elected group of administration advisors and by education, oversight, and credit committees.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is determined by observation of the state of clothing, number of meals, etc.

Savings

Obligatory savings: Yes. Membership is dependent on partial payment of savings.

Training

Obligatory training: Yes. Bank directors and managers as well as members receive training in business management and civic education.
Voluntary training: Yes. There is optional training in business administration, appropriate technology, and democratic principles.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 6 months	$30	$90	$1,000	30%	Clients must have paid the social contribution fee. For bigger loans they must save 30% of the loan amount requested.

Agence pour la Promotion des Caisses Populaires d'Epargne et de Crédit (PROCAPEC)

Immeuble A59 Izvraghzeina
A Côte de la Clinique Chiva
BP 5008
Nouakchott
Mauritania
Phone: 222 2 58589
Fax: 222 2 57137

Mission

To do outreach to support credit and savings banks that are economically viable and have democratic structures.

Institutional profile

Area served: Mauritania
Loans first given: November 1997
Number of staff: 3
Participation of clients in governance at board level: As members of the credit union, financial cooperative, and credit and savings bank, members have some ownership.

Client profile

Percent female: 48%
How poverty level is measured: Poverty is determined by analyzing credit applications. The organization uses standards set by the World Bank. Very poor people are those who earn less than US$1 a day.

Savings

Obligatory savings: Yes. Clients must save one-third of the loan amount.
Voluntary savings: Yes

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	1 year		$523	$823	18%	Members must save regularly and deposit 20% of the loan amount.

U.N.H.P.M.

BP 42
Nouadhibou
Mauritania
Phone: 222 2 45174
Fax: 222 2 49013

Mauritania

Mission

To integrate handicapped people into a normal life.

Institutional profile

Area served: Nouadhibou, Aleg, Mauritania
Loans first given: July 1997
Number of staff: 10
Number of borrowers: 20
Participation of clients in governance at board level: The governance structure dictates that there must be agreement from the clients when making decisions.

Client profile

Percent female: 96%
First-time borrowers below poverty line: 100%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$7 - $10	–	$15	10%	All clients must live in Nouadhibou, have a property title, and have an acceptable level of schooling.
Individual lending	1 year	$40	$40	$40	10%	Clients are selected according to their poverty and the nature of their handicap.

Marieme Abdi

Marieme Abdi is a poor, 32-year-old handicapped woman. She contracted polio at age five, which left her right hand and left leg paralyzed. Marieme did, however, go to elementary school and can read and write in French. She became a member of the Handicapped Association at age 20 and was elected vice-president of the Regional Union of Handicapped Persons of Nouadhibou and president of the Handicapped Women's Group of Mauritania in 1992.

Marieme took a training course in sewing and received US$100 from the Association Rayat Bourghal. Someone loaned her a workplace to use, and she opened a sewing shop there. Within nine months, she reimbursed the US$100. Currently, Marieme is still running the shop along with five handicapped women. She now has four sewing machines and one embroidery machine.

Rural Women's Association (RUWAS)

Jackson Rd.
Vacoas
Mauritius
Phone: 230 686 4100
Fax: 230 208 6370
E-mail: macoss@intnet.mu

Mission

To improve the living conditions of poor people through credit facilities.

Institutional profile

Area served: Mauritius
Loans first given: January 1992
Number of staff: 2
Number of borrowers: 300
Participation of clients in governance at board level: All borrowers who save in the Plan Epargne Crédit are members and more than 60 percent of them are elected to the decision-making body.

Client profile

Percent female: 30%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 20%

Savings

Obligatory savings: Yes. There is a mandatory Savings Credit Plan called Plan Epargne Crédit (PEC).
Voluntary savings: Yes. The organization runs a savings sensitization campaign.

Training

Obligatory training: Yes. Local PEC borrowers must attend meetings.
Voluntary training: Yes. These programs include literacy, bookkeeping, and family budgeting.

Mauritius

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$40	$200	$500	6%	Clients must have savings.

Association Marocaine de Solidarité et de Développement

11 Rue Maarip Quartier Aviation
Rabat
Morocco
Phone: 212 7 759 352
Fax: 212 7 750 098

Mission

To improve the situation of the active poor by increasing income.

Institutional profile

Area served: Khenirra, Fes, and Tendrara in Morocco
Loans first given: May 1993
Number of staff: 11
Number of borrowers: 490

Client profile

Percent female: 54%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 25%

Savings

Obligatory savings: Yes. Savings is mandatory for membership.
Voluntary savings: Yes. Optional savings are promoted.

Morocco

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 6 months	$72	$146	$326	18% - 36%	All clients must open savings accounts.

BMCI

Ave Md. V
Casablanca
Morocco
Phone: 212 2 234 058
Fax: 212 2 259 084

Mission
To provide personal credit for development.

Institutional profile
Area served: Morocco
Loans first given: March 1993
Number of borrowers: 83

Client profile
Percent female: 75%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined through close relationships between the clients and the organization.

Savings
Voluntary savings: Yes.

Training
Voluntary training: Yes. Awareness and other types of training are available for men and women.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	6 months	$35	$28	$150	10%	Loans are given to active and hard-working people by relatively wealthy people in the same village. Clients must have proven credibility. Some loans are given without interest.

Foundation Zakoura

162, Boulevard d'Anfa
Casablanca
Morocco
Phone: 212 2 391 450
Fax: 212 2 391 352

Mission
To administer microcredit.

Institutional profile
Area served: Nine regions throughout Morocco
Loans first given: October 1995
Number of staff: 20
Number of borrowers: 2,000

Client profile
Percent female: 60%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 45%

Training
Obligatory training: Yes. Basic literacy, family planning, and hygiene training are mandatory.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$125	$180	$500	30%	

CARE International - Project CRESCE

Av. Josina Machel 691/692
Chimoio
Mozambique
Phone: 258 51 23141
Fax: 258 51 23365
E-mail: jf@careinv.uem.mz

Mission

To increase household economic security among rural and urban poor in the Beira Corridor by providing access to sustainable savings and credit services over a four-year period.

Institutional profile

Area served: Central Mozambique
Loans first given: July 1996
Number of staff: 7
Number of borrowers: 238

Client profile

Percent female: 33%

Savings

Obligatory savings: Yes. Clients must save 10 percent of the loan as a guarantee.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3, 4, or 5 months	$120	$120	$170	35%	Clients receive a site visit, a home visit, 5 two-hour informational sessions. They must give 10% of the loan as a guarantee.

CARE International - Project FISH

CARE - Angoche
Angoche (Nampula Province)
Mozambique
Phone: 258 6 72845
Fax: 258 6 72523
Website: marie@careang.uem.mz

Mission

To increase the household income and productivity of the economically active poor in two coastal districts.

Institutional profile

Area served: Northern Mozambique
Loans first given: March 1997
Number of borrowers: 64

Client profile

Percent female: 8%

Savings

Obligatory savings: Yes. Clients must save 10 percent of the loan as a guarantee if they are in an association and 20 percent if they are in a solidarity group.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 months	$80	$80		35%	Clients must be in an association of 15 to 20 members, save 20% of the loan as a guarantee, receive site visits, and attend informational sessions.

Other loans available: Association Loans

Mozambique

Norwegian People's Aid, Mozambique

C.P. 9
Tete
Mozambique
Phone: 258 52 22505

Institutional profile
Loans first given: December 1997
Number of staff: 2
Number of borrowers: 10

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%

Savings
Obligatory savings: Yes. Clients must save money before they can receive loans.

Training
Obligatory training: Yes. All clients receive bookkeeping and technical training related to the activity.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	varies	$40			10%	Clients must have US$3 in savings.

Namibia

Community Small Enterprise Development Agency (COSEDA)

P.O. Box 70147
Khomasdal
Windhoek
Namibia
Phone: 264 61 217 409
Fax: 264 61 216 332

Mission
To provide credit on a financially viable basis to poor entrepreneurs in Namibia.

Institutional profile
Area served: Namibia
Loans first given: October 1997
Number of staff: 2
Participation of clients in governance at board level: Clients participate in decision making regarding the approval of loans and the disbursement of the loan insurance fund.

Client profile
Percent female: 90%

Savings
Obligatory savings: Yes. Clients must save 10 percent of the second loan.
Voluntary savings: Yes. Clients may save more than 10 percent as cash collateral that can be withdrawn.

Training
Obligatory training: Yes. Clients are educated regarding the rules and regulations of the credit program.
Voluntary training: Yes. Clients may receive training by referral to other training organizations.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$200		$900	19%	Clients must attend group meetings and have savings.

Caisses Populaires d'Epargne et de Crédit/FED/Coopérative Jardins Villageois

BP 11617
Niamey
Niger
Phone: 227 7 23018
Fax: 227 7 33675

Mission
To encourage members to save; to ensure the safekeeping of these savings; and to set up village banks.

Institutional profile
Area served: Niamey, Maradi, Dono, Tillabey, and Zinder in Niger
Loans first given: January 1997
Number of staff: 12
Number of borrowers: 475
Participation of clients in governance at board level: At the General Assembly members elect and are elected to the different bodies that manage the bank.

Client profile
Percent female: 80%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 50%

Savings
Obligatory savings: Yes.
Voluntary savings: Yes.

Training
Obligatory training: Yes. Clients receive general training as well as awareness raising and literacy education.
Voluntary training: Yes. There is an additional literacy program available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 - 12 months	$50	$100	$2,000	30%	Clients must fill out an application, submit it to the loan committee, and be guaranteed by one person.
Individual lending	1 - 6 months	$100	$150	$200	30%	Clients must have guarantees for their loans.

Other loans available: Livestock Fattening Loan

ONG - CDR

BP 10928
Niamey
Niger
Phone: 227 7 22613
Fax: 227 7 33569
E-mail: smahazou@intnet.ne

Mission
To support groups of very poor women.

Institutional profile
Area served: Niger
Loans first given: February 1994
Number of staff: 2
Number of clients: 150

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$60	$60	$100		Clients must have savings.

ONG/ LACENI

BP 10508
Niamey
Niger
Phone: 227 7 25130

Niger

Mission

To improve living standards by a credit and savings system and technical support.

Institutional profile

Area served: Niger
Loans first given: January 1995
Number of staff: 5
Number of borrowers: 515
Participation of clients in governance at board level: Clients suggest policies to build up their activities through the savings/credit program. They participate in drawing up collaboration agreements.

Client profile

Percent female: 52%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 35%
How poverty level is measured: Poverty is determined by a study done by the statistics bureau of the different regions and different economic strata.

Savings

Obligatory savings: Yes. Clients must deposit at least US$70 before receiving a loan.
Voluntary savings: Yes. Clients may deposit a minimum of 3 percent of the loan in volantary savings.

Training

Obligatory training: Yes. All clients receive technical support and follow up.
Voluntary training: Yes. A basic training program is available for interested clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$300	$500	$700	13%	Clients must present collateral and meet the mandatory savings requirement

Other loans available: Fruit Growing Loans, Gardening Loans, Livestock Raising Loans

Anglican Family Income Project

St. Peters Anglican Church
Umuneke - Ngor
Ngor - Okpala, LGA
Nigeria
Phone: 1 718 441 8940 (USA)
Fax: 1 718 441 3133 (USA)

Mission

To ensure self-sufficiency especially for women who are the heads of their families or the primary income generators for their families.

Institutional profile

Area served: Imo State, Nigeria
Loans first given: August 1996
Number of staff: 30
Number of borrowers: 3,100
Participation of clients in governance at board level: Every society is represented on the Planning Board.

Client profile

Percent female: 95%
First-time borrowers below poverty line: 85%

Savings

Obligatory savings: Yes.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Clients must attend a biweekly microcredit review program and training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$25	$50	$75	7%	Clients must pass a test and should have collateral.

Other loans available: Emergency Loans

Okwudili Okechukwu

Okwudili Okechukwu is a mother of two. She is single and lives in a one-room thatch house provided by her father. Her children reached school age in 1996, but she could not afford to send them.

Okwudili was among the first members of St. Peter's Anglican Church to receive a US$50 loan. She used it to purchase a bicycle that she used to sell vegetables at community market centers. After six months, she was able to rent a shop at the village square, and send her two children to elementary school. Now Okwudili is a vegetable store owner in her community, and her children are happy. According to her, God has answered her prayers. Okwudili says, "My children are like every other child of their age."

Catholic Institute for Development, Justice and Peace (CIDJAP)

1&3 Ikuwato St., Uwani
P.O. Box 302
Enugu
Nigeria
Phone: 234 42 252 727
Fax: 234 42 257 004

Mission

To support microenterprise, achieve self-reliance, and successfully deliver and manage credit. To initiate self-help programs and ensure the sustainability of entrepreneurs by training them with long-term survival strategies.

Institutional profile

Area served: Eastern Nigeria
Loans first given: January 1988
Number of staff: 6
Number of borrowers: 1,300

Client profile

Percent female: 70%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty is measured through information from the Federal Office of Statistics, the organization's own questionnaires, and factors such as malnutrition and poor clothing.

Savings

Obligatory savings: Yes. Group members must save in a group account. They build up the fund for revolving loans to others.
Voluntary savings: Yes. There is an individual voluntary savings scheme.

Training

Obligatory training: Yes. Clients attend workshops on financial management, social development, saving, bookkeeping and accounting.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$119	$337	$595	5%	Clients must have savings and are subject to recommendations from field and project supervisors.

Other loans available: Small Entrepreneur Loans

Centre for Human Development

49 Obafemi St.
Ile-Ife
Nigeria
Phone: 234 36 231 415
Fax: 234 36 231 415
E-mail: safonja@oauife.edu.ng

Mission

To alleviate poverty among the urban poor, teach simple business and accounting skills, and improve income generation.

Institutional profile

Area served: Ile-Ife, Nigeria
Number of clients: 46

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Objective and subjective criteria are used as poverty indicators including income, expenditures, education, and occupation.

Savings

Voluntary savings: Yes.

Training

Obligatory training: Yes. All borrowers must receive initial training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$35	$63	$125	10%	Clients must be poor and receive training in microcredit management.

Community Development Trust Fund (CDTF)

19 Isaac John St, G.R.A.
P.O. Box 11003
Ikeja, Lagos
Nigeria
Phone: 234 1 497 4508
Fax: 234 1 497 4507

Mission

To increase the productive capabilities and improve the socio-economic status of low-income people through the provision of financial and institution-building services.

Institutional profile

Area served: Nigeria
Loans first given: February 1995
Number of staff: 7
Number of borrowers: 5,963

Client profile

Percent female: 90%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 75%

Training

Obligatory training: Yes. There is mandatory training in group management and financial and credit management.

Enterprise loans

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1.5 - 3 years	$2,975	$2,975	$3,775	24%	The project must generate income and be operated by a group of people, not an individual. This group of people must be registered. The client must be willing to make an equity contribution.

*Loans are given to a group as a whole. The average number of members in a group is 85, but this can vary greatly.

Other loans available: On-lending Loans

Country Women Association of Nigeria (COWAN)

No. 7 Awosika Crescent
Ijapo Estate, P.M.B. 809
Akure, Ondo State
Nigeria
Phone: 234 241 945
Fax: 234 241 001
E-mail: cowan.b@akure.rel.nig.com

Mission

To ensure members access to credit, technology, and health delivery; to ensure economic, social, and political empowerment of women.

Institutional profile

Area served: Nigeria
Loans first given: January 1982
Number of staff: 234
Number of borrowers: 178,000

Client profile

Percent female: 100%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty indicators include being unable to send children to school, not having homes, wearing bad quality clothes, making little or no income, and owning less than 0.5 hectares of farm land.

Savings

Obligatory savings: Yes. Savings for children, Health Development Fund savings, and group savings are mandatory.
Voluntary savings: Yes. Clients may have widowhood savings.

Training

Obligatory training: Yes. All clients undergo training in credit management, agriculture and small-scale technology, leadership, family planning, and health.
Voluntary training: Yes. Clients can train to be traditional birth attendants.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$25	$63	$188	36%	Clients must save for three months after registration.

Other loans available: Community Project Loans, Children's Educational Loan, Health Emergency Loan, Widow's Loan

DEC Finance Trust and Nnebuife Commercial Bank

No. 3 - 5 DEC Ave, Independence Layout
P.O. Box 15723
Enugu
Nigeria
Phone: 234 42 451 000
Fax: 234 42 458 499

Mission

To empower women and their families economically, socially, and politically.

Institutional profile

Area served: Nigeria
Loans first given: January 1983
Number of staff: 50
Number of borrowers: 25,000
Participation of clients in governance at board level: The 10-member Board of Directors has six directors who represent the women's groups.

Client profile

Percent female: 99%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: An indicator of abject poverty is that only US$10 is needed to start a business activity.

Savings

Obligatory savings: Yes. Clients must save US$0.20 a month.
Voluntary savings: Yes. Clients save more money to become eligible for further credit.

Training

Obligatory training: Yes. This program includes leadership training, education in management of group resources, basic accounting, etc.
Voluntary training: Yes. Clients may receive specialized skill training and human rights education.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$20	$40	$200	24%	Clients must have savings (for every US$1 saved she can receive US$3) and undergo training in group management and loan recovery.

Other loans available: Food Seller Loan, Community Health Loans

Farmers Development Union

12 Adegoke Adelabu Rd., Iyaganku Gra
P.M.B. 5297, Dugbe
Ibadan
Nigeria
Phone: 234 2 231 5891
Fax: 234 2 231 8588
E-mail: fadu@skannet.com.ng

Mission

To promote grassroots development and credit for microenterprise through grassroots groups.

Institutional profile

Area served: Nigeria
Loans first given: October 1989
Number of staff: 292
Number of clients: 26,000
Participation of clients in governance at board level: As a membership organization, decisions are made by all members at their weekly society general meeting.

Client profile

Percent female: 87%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty is measured by the annual income level.

Savings

Obligatory savings: Yes. Members must save 25 percent of their loan request before the loan is granted.
Voluntary savings: Yes. Savings are voluntary if a member does not want the loan.

Training

Obligatory training: Yes. Mandatory programs include group management training, leadership training, project management training, microenterprise development and planning, use of credit training, business management skills, record keeping training, etc.
Voluntary training: Yes. There is voluntary health training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$375	$750	$2,500	42%	Members must have savings, pay dues and registration fees, and are on probation for 3 months for assessment.

Other loans available: Agriculture Loan, Equipment Loan

Grassroot Credit and Development Organization

190 Anolono Rd.
Ikoyi
Lagos
Nigeria
Phone: 234 1 269 2235
Fax: 234 1 269 2235

Mission
To extend credit and financial services to poor people, particularly women, in Nigeria.

Institutional profile
Area served: South and southwest Nigeria
Loans first given: November 1996
Number of staff: 10
Number of borrowers: 800

Client profile
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 20%

Savings
Obligatory savings: Yes. Clients must save in a child education savings program.
Voluntary savings: Yes. Clients have the option to save for a life insurance policy.

Training
Obligatory training: Yes. There is a mandatory skill training program.
Voluntary training: Yes. A personal hygiene and child health care program is available to interested clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$250	$400	$7,000	2%	Clients must provide a personal guarantee, have integrity, and provide identification.
Individual lending	6 months	$50	$150	$10,000	2%	

Other loans available: Asset Acquisition Loans

Imo Self Help Organisation

Plot 99B Ikeneghu Layout Extension
P.M.B. 1058
Owerri
Nigeria
Phone: 234 83 232 547
Fax: 234 83 232 547

Mission
To improve the condition of poor people in society, especially women and children, by providing training in savings and credit and promoting agriculture, trade, health, and education.

Institutional profile
Area served: Imo State, parts of Anambara, and Abia in Nigeria
Loans first given: April 1990
Number of staff: 8
Number of borrowers: 1,370

Client profile
Percent female: 87%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty is measured by income. The minimum national wage per month is US$22 and in the private sector it is US$11. Anyone who makes less than that is very poor.

Savings
Obligatory savings: Yes. All clients must save a fixed amount.
Voluntary savings: Yes.

Training
Obligatory training: Yes. Clients must take courses in loan management.
Voluntary training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$25	$50	$125	3%	Clients must be registered and have savings.

Lift Above Poverty (LAPO)

5 Eguadase St.
P.M.B. 1729
Benin City, Edo State
Nigeria
Phone: 234 52 252 427
Fax: 234 52 252 427

Mission
To assist members to break out of the grip of poverty.

Institutional profile
Area served: Nigeria
Loans first given: January 1987
Number of staff: 26
Number of borrowers: 4,999

Client profile
Percent female: 99%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: The organization uses their own score sheet to determine poverty, which takes into account the average monthly income, number of dependents, assets owned, etc.

Savings
Obligatory savings: Yes. Clients must save weekly and/or monthly in the common fund savings.
Voluntary savings: Yes. Clients may have Christmas business savings or other special savings.

Training
Obligatory training: Yes. Mandatory training includes health awareness and microbusiness programs.
Voluntary training: Yes. There are leadership training and microbusiness management skills acquisition programs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$100	$220	$625	36%	Clients must pass a pre-loan test, save 10% of the loan, be registered, and pay the registration fee.

Other loans available: Christmas Business Loans, Emergency Loans, Joint Project Loans

NALT - United Self Help Organisation

No. 2 Obulo Rd., Obuupa/Ovoo (Near First Bank Ovoko)
P.O. Box 441
Nsukka, Enugu State
Nigeria
Phone: 234 42 770 760

Mission
To alleviate poverty by administering credit.

Institutional profile
Loans first given: May 1989
Number of staff: 15
Number of borrowers: 6,480
Participation of clients in governance at board level: The general body is the highest decision-making body.

Client profile
Percent female: 98%
First-time borrowers below poverty line: 95%

Savings
Obligatory savings: Yes. Clients must save monthly.
Voluntary savings: Yes. There is a special deposit scheme available for interested clients.

Training
Obligatory training: Yes. Members must attend workshops on awareness, skill acquisition, and credit management.
Voluntary training: Yes. Additional skills workshops and adult education or literacy programs are available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$25	$35	$50	36%	Clients must be up-to-date in their savings.
Individual lending	3 months	$15	$20	$25	36%	

Ndikom Progressive Association

NEPA House, No. 4 Ugwuoye La.
P.M.B. 2074
Nsukka, Enugu State
Nigeria
Phone: 234 42 770 631

Mission
To revamp the rural economy by providing capital to rural activity.

Institutional profile
Area served: Nsukka, Nigeria
Loans first given: March 1989
Number of staff: 41
Number of borrowers: 3,060

Client profile
Percent female: 73%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Income levels are measured using the Lorenco Curve. The Lorenco Curve is a graph that shows income deviations from a reference line of standard values. The distance between the reference and the income curve shows level of income.

Savings
Voluntary savings: Yes. Interested clients may donate US$0.12 per day or every week to be saved.

Training
Obligatory training: Yes. All beneficiaries take two days of cash flow lessons.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$62	$62	$62	3%	A client must be a member of a farmer's union.

Nigerian Agricultural and Cooperative Bank Ltd.

Yakubu Gowon Way
P.M.B. 2155
Kaduna
Nigeria
Phone: 234 62 235 0113
Fax: 234 62 230 612

Mission
To provide access to credit to small holder Nigerian farmers.

Institutional profile
Area served: Nigeria
Loans first given: June 1981
Number of staff: 1,350
Number of borrowers: 41,300

Client profile
Percent female: 18%
First-time borrowers below poverty line: 85%
First-time borrowers in bottom 50% below poverty line: 75%

Savings
Obligatory savings: Yes. Clients must save 5 percent of their loans.

Training
Obligatory training: Yes. Training is mandatory in community development and business management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	3 - 24 months	$375	$450	$625	20%	Groups must have been in existence for at least 6 months.
Individual lending	1 year	$31	$125	$313	16%	Clients must have access to land.

*We were unable to verify whether this loan is given to the group as a whole or to each individual member.

Palorie Organization

48 Amaechi St.
Achara Layout
Enugu
Nigeria
Phone: 1 973 374 5773 (USA)
Fax: 1 973 416 8530 (USA)
E-mail: aguone@aol.com

Mission
To fight poverty and illiteracy and promote self-awareness and economic well-being for all.

Institutional profile
Area served: Eastern region of Nigeria
Loans first given: June 1996
Number of staff: 1,200
Number of borrowers: 4,500

Client profile
Percent female: 95%
First-time borrowers below poverty line: 98%
How poverty level is measured: Poverty is determined by per capita income.

Savings
Obligatory savings: Yes.

Training
Obligatory training: Yes. Clients are taught savings and budgeting techniques.
Voluntary training: Yes. Training is available in money management and business practices.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	6 - 12 months	$1,500	$5,000	$5,500	5%	Clients must have savings and pass a test.

*We were unable to verify whether this loan is given to the group as a whole or to each individual member.

Patphil International

No. 3 Chikwere St.
Owerri, Imo State
Nigeria
Phone: 1 718 441 8940 (USA)
Fax: 1 718 441 3133 (USA)

Mission
To economically empower and promote equal opportunities for all people.

Institutional profile
Area served: Imo State, Nigeria
Loans first given: June 1988
Number of staff: 45
Number of borrowers: 3,527
Participation of clients in governance at board level: The Action Committee includes representatives from all groups that are receiving funds.

Client profile
Percent female: 80%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is measured using an official publication by the Nigerian Government.

Savings
Obligatory savings: Yes. Clients must contribute to the Isu-su group.
Voluntary savings: Yes.

Training
Obligatory training: Yes. All clients take seven hours of classes on microcredit programs and objectives as well as seminars on group business.
Voluntary training: Yes. Clients may receive additional training through membership in a cooperative organization.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$75	$85	$100	10%	Clients must pass an oral test to prove knowledge of the microcredit operations.

People's Bank of Nigeria

Plot 2A Herbert Macaulay Way
Wuse Zone
PMB 5041
Abuja, Federal Capital Territory
Nigeria
Phone: 234 9 523 8211
Fax: 234 9 523 9175

Mission

To empower poor people and integrate them into the national economy.

Institutional profile

Area served: Nigeria
Loans first given: October 1989
Number of staff: 2,650
Number of borrowers: 178,000

Client profile

Percent female: 70%
First-time borrowers below poverty line: 85%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is determined by type of business, income and savings level, literacy, and housing.

Savings

Obligatory savings: Yes. Clients must save one-third of the loan size.
Voluntary savings: Yes. Clients may save in the people's target savings scheme and general savings.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$250	$1,250	$3,000	20%	
Individual lending	1 year	$25	$250	$3,000	20%	Clients must have been saving for 6 months.

*Loans are given to entire groups. Groups average 15 members.

Other loans available: Banking for Health Loan Scheme

Rural Finance Development Consultation

AM14 Kazaure
P.O. Box 2988
Kaduna
Nigeria
Phone: 234 62 217 678
Fax: 234 62 230 612

Mission

To liberate rural dwellers from poverty through microcredit.

Institutional profile

Area served: North Central Nigeria
Loans first given: October 1997
Number of staff: 3
Number of borrowers: 7

Client profile

Percent female: 17%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 85%
How poverty level is measured: Poverty is determined by average monthly income, food, assets, living condition, and productive hours.

Savings

Obligatory savings: Yes. All clients must save for the planting season.
Voluntary savings: Yes. Clients may save for special festivities.

Training

Obligatory training: Yes. There are quarterly seminars to educate clients about small business strategies.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 6 months	$70	$75	$200	25%	Clients must to able to describe how they will use the loan and have regular savings.
Individual lending	6 months	$70	$100	$250	25%	Clients must belong to a group or be known by a member of a group in the village.

SAJJU Institute and Research Foundation (SIRF)

58 Ekpo Abasi St.
P.O. Box 1130
Calabar, Cross River State
Nigeria
Phone: 234 87 221 974
Fax: 234 87 220 111

Mission

To reach poor and very poor people with support for income generation and to assist the rural poor to alleviate their individual poverty and move toward sustainable living styles.

Institutional profile

Area served: Marginal urban area of Calabar City, Nigeria
Loans first given: March 1992
Number of staff: 6
Number of borrowers: 1,312

Client profile

Percent female: 88%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 85%
How poverty level is measured: The client declares what her expected income is per year and an estimate is made of what it will be after the loan has been received and utilized by the client.

Savings

Obligatory savings: Yes. There is an obligatory Ten Saving Scheme and Monthly Saving Scheme.
Voluntary savings: Yes. There is a voluntary Bulk Sum Savings at 8 percent interest.

Training

Voluntary training: Yes. There is a quarterly disbursement seminar for interested clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 months	$50	$50	$100	10%	Clients must pass group screening, be members, have an individual security item from the household property, and have a guarantor.
Individual lending	3 months	$50	$50	$100	10%	A client must have a recommendation from a guarantor, which can be from the group to which he/she belongs or from an influential member of the local community who can vouch for character and willingness to repay the loan.

United Uwani Community Bank Nigeria Ltd.

391 Agbani Rd.
Garriki, Enugu
Nigeria
Phone: 234 42 450 495
Fax: 234 42 458 149

Mission

To alleviate poverty by training women entrepreneurs and providing microcredit primarily to those who live in rural areas.

Institutional profile

Area served: Eastern Nigeria
Loans first given: January 1992
Number of staff: 10
Number of borrowers: 3,300
Participation of clients in governance at board level: Group leaders come to Board meetings on a rotating basis.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 98%
First-time borrowers in bottom 50% below poverty line: 2%
How poverty level is measured: Poverty indicators include malnutrition and having children who do not attend school.

Savings

Obligatory savings: Yes. All women must save 10 percent of the loan.

Training

Obligatory training: Yes. All clients receive training in simple business management and skills acquisition.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$62.50	$70	$125	10%	

Widow's Organisation International

66 Ekulu Terrace
P.O. Box 142
Enugu
Nigeria
Phone: 234 42 257 2559
Fax: 234 42 258 982

Mission

To eradicate abject poverty and ignorance among widows and empower them so that they can participate in development and the economy.

Institutional profile

Area served: Nigeria
Loans first given: December 1987
Number of staff: 22
Number of borrowers: 5,000
Participation of clients in governance at board level: Group leaders are required to attend all Board meetings, and group members must attend the annual general meeting.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 45%
How poverty level is measured: Staff visit the clients' homes and interview their neighbors and children to determine their poverty. Indicators include poor living conditions, lack of food, high drop-out rate of children in school, etc.

Savings

Obligatory savings: Yes. Clients must save 5 percent of their profit.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Clients attend regular workshops that teach numeracy, loan management, and modern business methods.
Voluntary training: Yes. Clients may receive additional skill and leadership training, as well as attend self-esteem programs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 6 months	$50	$100	$180	6%	Clients must draw up a business plan, find a guarantor for the group, a have an annual income of less than US$300. They must be widows.
Individual lending	3 - 6 months	$50	$80	$120	5%	Clients must be widows who have less than US$100 annual income. The must have a business idea and be recommended by a village leader or religious leader.

Other loans available: School Loans for Young Children, Loans for Payment of School Fees

Women Development Project Centre

43 Nwafor Orizu Ave., Ndiakwu Otolo Nnewi
P.O. Box 2835
Nnewi, Anambra State
Nigeria
Phone: 234 46 463 576

Mission

To empower rural women economically through vocational skill training and microcredit provision.

Institutional profile

Area served: Anambra State, Nigeria
Loans first given: June 1997
Number of staff: 4
Number of borrowers: 540
Participation of clients in governance at board level: Clients decide on the content and time for training and make decisions regarding future organizational projects and programs.

Client profile

Percent female: 90%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 95%
How poverty level is measured: The loan size is so small that only the very poor can use it. The clients income-generating activities primarily consist of selling perishable food, and 70 percent of their children attend public primary school where the quality of education is low.

Savings

Obligatory savings: Yes. Clients must save either weekly or monthly.
Voluntary savings: Yes. There is a seasonal business saving scheme.

Training

Obligatory training: Yes. Clients must receive many kinds of training such as pre-loan and microbusiness managrment training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$38	$38	$500	16%	

Other loans available: Loan Given to Entire Group, Seasonal Loan (Christmas)

Women Economic Development Action

10/12 Ibusa Ave.
Independence Layout
Enugu
Nigeria
Phone: 234 42 456 156
Fax: 234 42 257 820

Mission

To facilitate women's access to credit and to enable them to enter the economic mainstream of society.

Institutional profile

Area served: Enugu State, Nigeria
Loans first given: January 1996
Number of staff: 6
Number of borrowers: 2,000
Participation of clients in governance at board level: Beneficiaries send representatives to Board meetings.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 32%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Poverty is determined by visiting clients' homes, the health and education of their children, and their general appearance.

Savings

Obligatory savings: Yes. Clients must save 7 percent of their profits monthly.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Clients must attend regular meetings where they are taught alternative business methods and loan management.
Voluntary training: Yes. Clients may attend seminars, conferences, and workshops.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$30	$40	$50	10%	Clients must have a business plan and a repayment schedule.

Other loans available: School and Health Loans

Women Education and Development

III Nnewi Crescent, Independence Layout
P.O. Box 3441
Enugu
Nigeria
Phone: 234 42 455 530
Fax: 234 42 457 758

Mission

To alleviate poverty and improve societal well-being through the economic empowerment of women.

Institutional profile

Area served: Anambra, Enugu, Benue, Imo, and Rivers states of Nigeria
Loans first given: June 1997
Number of staff: 5
Number of borrowers: 258

Client profile

Percent female: 100%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is measured by the clients' clothing, the quality of their houses, their children's health, and whether or not their children are in school.

Savings

Obligatory savings: Yes. Forty percent of the profit from their businesses (after interest) must be deposited in a savings account. Groups put in monthly contributions of US$5.

Training

Obligatory training: Yes. Clients must have training in health management, child welfare, and business accounting.
Voluntary training: Yes. Training is made available in housekeeping, arts and crafts, soap making, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$30	$70	$100	40%	Clients must belong to a credit group, have a business plan/projections and have a savings account.

Other loans available: Equipment Purchase Loan

Women's Self Help

18 Kenyatta St.
Uwani
Enugu
Nigeria
Phone: 234 42 250 886
Fax: 234 42 253 223

Mission

To provide microcredit to rural women to help them start businesses.

Institutional profile

Area served: Nigeria
Loans first given: March 1997
Number of staff: 7
Number of borrowers: 95

Client profile

Percent female: 98%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 77%

Training

Obligatory training: Yes. Clients are trained on how to use the loan.
Voluntary training: Yes. Voluntary training about different types of trade is offered.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$50	$60	$150	5%	The client must pass a test and have good credit history. Also, her type of business is taken into account.
Individual lending	6 - 12 months	$50	$60	$150	5%	The organization selects a client based on the nature of her trade and the type of person she is.

Other loans available: Staff Loans, Family Loans

ASBL Duterimbere/Move Forward

BP 738
Kigali
Rwanda
Phone: 250 73598
Fax: 250 72184

Mission
To promote entrepreneurship to better the lives of poor women.

Institutional profile
Area served: Rwanda
Loans first given: February 1989
Number of staff: 14
Number of borrowers: 3,082
Participation of clients in governance at board level: Clients have input in updating credit policy and eventually become members of the organization.

Client profile
Percent female: 90%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Savings
Obligatory savings: Yes. Clients must save in order to receive credit.
Voluntary savings: Yes. Clients may save anything above the required amount.

Training
Obligatory training: Yes. All clients receive training before and after receiving credit.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year maximum	$350	$1,000	$1,500	13%	Clients must have savings and feasible projects.

Other loans available: Rehabilitation Loans

Coopérative d'Epargne et d'Entraide pour Salariés (CEPES)

BP 2291
Kigali
Rwanda
Phone: 250 77648
Fax: 250 77648

Mission
To promote solidarity and entrepreneurship among wage and non-wage earners through savings and credit.

Institutional profile
Area served: Rwanda
Loans first given: November 1995
Number of staff: 125
Number of borrowers: 1,056
Participation of clients in governance at board level: The highest decision-making body is the General Assembly, which is attended by member delegates. All directors are named by this body.

Client profile
Percent female: 30%
First-time borrowers below poverty line: 62%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Poverty is measured by using the yardstick of annual income per capita of less than US$282.

Savings
Obligatory savings: Yes. Clients must save US$3 per year.
Voluntary savings: Yes. Clients may have interest-generating savings.

Training
Obligatory training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6, 9, or 12 months	$30	$50	$1,000	36%	Clients must have proportional savings and directly deposit their salaries.
Individual lending	6 or 9 months	$30	$45	$150	36%	Clients must have feasible projects.

Other loans available: Business Loans, Livestock Loans, Equipment Loans

Union des Banques Populaires du Rwanda

BP 1348
Kigali
Rwanda
Phone: 250 73559
Fax: 250 73579

Mission
To develop savings and credit, to promote self-help and social and economic well-being of members, and to serve the community.

Institutional profile
Area served: Rwanda
Loans first given: January 1976
Number of staff: 154
Number of borrowers: 50,000

Client profile
Percent female: 12%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: Poverty is determined by field evaluations and interviews with clients.

Savings
Obligatory savings: Yes. New members must pay a fee of US$6.25 and also put this amount in savings.

Training
Obligatory training: Yes. Clients receive training once every quarter through the sector committee.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$50	$60	$150	13% - 16%	Clients must have savings.
Individual lending	36 months	$1,500		$3,000	13% - 16%	Clients are chosen based on membership and level of savings.

Other loans available: "Bridging the Gap" Loan, Credit for the Community

Réseau des Caisses d'Epargne et Crédit

BP 569
Sao Tome
Sao Tome and Principe
Phone: 239 12 22392
Fax: 239 12 22392

Mission
To create a network of self-managed credit and savings banks as part of our agrarian reform.

Institutional profile
Area served: Sao Tome and Principe
Loans first given: August 1996
Number of staff: 5
Number of borrowers: 312
Participation of clients in governance at board level: The savings and credit banks are completely run by clients.

Client profile
Percent female: 49%

Savings
Obligatory savings: Yes. Clients must save as part of the loan guarantee.
Voluntary savings: Yes. Clients can make sight deposits, term deposits, and have savings plans.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending			$20	$460	50%	Clients must have prior savings, deposit 10% of the loan, undergo a visit by a loan officer, be trustworthy, and own some land.

Action pour la Femme en Casamance

BP 22240
Dakar, Ponty
Senegal
Phone: 221 824 3871

Mission
To promote the economic activities of the women in Casamance.

Institutional profile
Area served: Casamance Region and Dakar
Loans first given: December 1996
Number of staff: 5
Number of borrowers: 80

Client profile
Percent female: 100%

Savings
Obligatory savings: Yes.
Voluntary savings: Yes.

Training
Obligatory training: Yes. All clients receive training in management and accounting.
Voluntary training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$20	$20	$85	2%	Clients must have savings.

Alliance de Crédit et d'Epargne pour la Production (ACEP)

Sicap Amitre I villa No. 3077
Avenue Bourguiba
BP 5817
Dakar
Senegal
Phone: 221 825 2932
Fax: 221 825 2935
E-mail: acep@telecom_plus.sn

Mission
To collect savings and to provide credit to microentrepreneurs in Senegal.

Institutional profile
Area served: Senegal
Loans first given: January 1986
Number of staff: 23
Number of borrowers: 25,000
Participation of clients in governance at board level: Clients are owners and participate in decision making through various structures (annual general meeting, Board of Directors, credit committee).

Client profile
Percent female: 46%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is measured by gross national product.

Savings
Obligatory savings: Yes. Clients must have 5 percent of the loan amount saved before receiving a loan.
Voluntary savings: Yes.

Training
Obligatory training: Yes. Clients are trained in the principles of mutual assistance funds.
Voluntary training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$300	$560		16%	Clients must have savings and a viable investment plan.

ANAPES

BP 7304
Dakar Soumbedioune
Dakar
Senegal
Phone: 221 825 6697

Mission

To provide maintenance for hydro-projects in rural areas; to become involved in development projects through microcredit.

Institutional profile

Area served: Thies, Senegal
Loans first given: July 1995
Number of staff: 2
Number of borrowers: 189

Client profile

Percent female: 70%
First-time borrowers below poverty line: 65%
First-time borrowers in bottom 50% below poverty line: 40%

Savings

Obligatory savings: Yes. All clients must save in the tontine.
Voluntary savings: Yes. Clients may make savings deposits in a bank or post office account.

Training

Voluntary training: Yes. Clients can receive training to learn how to maintain hydraulic projects and literacy education. Clients may also attend a private professional training center.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$10	$50	$100	13%	

Association de Bacheliers pour l'Emploi et le Développement (ABACED)

BP 12135 Colobsu Dellar
19 Avenue C.A. Bemba
Dakar
Senegal
Phone: 221 825 7056
Fax: 221 824 1376

Mission

To support the sustainable development of women's ability to save and earn money, which helps increase their socio-economic status, via microcredit, literacy, and gender equality programs.

Institutional profile

Area served: Dakar
Loans first given: May 1996
Number of staff: 6
Number of clients: 435

Client profile

Percent female: 85%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is determined by talking to the clients and visiting them.

Savings

Obligatory savings: Yes. Clients must pay monthly and weekly dues to the group as well as interest payments.

Training

Obligatory training: Yes. Each group receives three to five days of training in money management, savings, and market evaluations before receiving credit. Each group is instructed to establish credit committees for credit evaluation and follow-up.
Voluntary training: Yes. Programs include training in literacy and gender equality.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	6 months	$150	$125	$175	10%	Groups are evaluated for cohesiveness and literacy level. At least 10% of the members must be functionally literate since they manage the lending process. Individual credit committees evaluate the members' credit needs and potential to repay. Members should show prior savings initiatives. Training is given, and the groups that pass the training receive credit.

*This loan is given to the group as a whole. There are 30 to 75 members per group.

Sala Fall

In 1996, Sala Fall from the town of Diurbel near Thies was widowed. Illiterate, she joined Bok Tom, a cooperative of women that is part of Association de Bacheliers pour l'Emploi et le Développement, and received a loan of US$15. She began selling a cereal mush called *bouillie*, which is a staple for breakfast and supper in Senegal. With the loan, she also received training in money management and the power of saving.

In the six months since her training, she has increased her production from one pot to two pots of bouillie per day. She took the initiative to travel to another village where millet is grown and purchased several sacks, which she will use to make her bouillie. In the next few months the price of the grain will rise, but she has purchased it already, which increases her earning potential. Sala also has saved enough money to send her three children to school.

Association des Frères et Soeurs Unis

Grand Dakar
Parcelle No. 93
Dakar
Senegal
Phone: 221 835 0618

Mission
To provide training and funding for projects.

Institutional profile
Area served: Dakar, Senegal
Loans first given: April 1996
Number of borrowers: 30
Participation of clients in governance at board level: Most decisions are made at monthly or sector meetings.

Client profile
Percent female: 70%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 30%

Training
Obligatory training: Yes. Clients must receive literacy training

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 months	$300	$300	$400	7%	

Association Islamique de Secours à l'Enfance Deshéritée (AISE)

Sahil Liberté V
BP 10518
Dakar
Senegal
Phone: 221 824 8513
Fax: 221 824 1557

Mission
To provide microcredit.

Institutional profile
Area served: Dakar, Louga, and Saint-Louis in Senegal
Loans first given: January 1994
Number of staff: 6
Number of borrowers: 692

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 75%
How poverty level is measured: Poverty is measured by using the mean monthly income of a house servant, which is US$30.

Savings
Obligatory savings: Yes. Clients must save in personal funds.

Training
Obligatory training: Yes. All clients receive training in money management.
Voluntary training: Yes. A literacy program is available for interested clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 months	$30	$30	$50	10%	Clients must have savings.

Caritas, Thies

B François Xavier NDione
BP 3024
Thies
Senegal
Phone: 221 951 2576
Fax: 221 951 3442

Mission

To increase the income of rural people, especially women; to promote the creation of small and medium businesses; to increase the savings of women.

Institutional profile

Area served: Thies and Diourbel, Senegal
Loans first given: March 1995
Number of staff: 20
Number of borrowers: 12,329
Participation of clients in governance at board level: Women make up the General Assembly and elect the Board. All decisions made by the General Assembly are carried out by the Board.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 98%
How poverty level is measured: Poverty is measured through income per person, the number of meals per day, and the fulfillment of daily minimum requirements.

Savings

Obligatory savings: Yes. Clients must save in the village bank program.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Clients receive mandatory village bank training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$40	$110	$300	30%	

Other loans available: Internal Account Loans, Revolving Loans

Catholic Relief Services, Senegal

72 Boulevard de la République
BP 11 175
Dakar
Senegal
Phone: 221 8 23 6621
Fax: 221 8 235 824
E-mail: crssn@telecomplus.sn

Mission

To provide loans to poor rural women.

Institutional profile

Area served: Senegal
Loans first given: January 1988
Number of staff: 19
Number of borrowers: 4,528
Participation of clients in governance at board level: All decisions made by the village bank are made in a participatory, democratic manner.

Client profile

Percent female: 99%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 50%

Savings

Obligatory savings: Yes. Borrowers are required to save 20 percent of their loan.

Training

Obligatory training: Yes. Management committee members of the village bank are required to attend literacy and basic credit training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$35	$74	$205	30%	Clients must make a symbolic savings of US$2, purchase a pass book, be selected by a group, and attend meetings regularly.

Cellule d'Appui a la Promotion de l'emploi (CAPE), Ministère du Travail et de l'Emploi

BP 4007
Dakar
Senegal
Phone: 221 823 3450
Fax: 221 821 9132

Mission

To help disadvantaged people gain access to credit; to analyze and give technical and financial support to microfinance projects; to provide assistance and advice to the entrepreneurs; and to recover loans in order to finance new projects; to emphasize microcredit for women, youth, and poor families in order to fight poverty and child labor. CAPE is organized by the Ministry of Labor and Employment.

Institutional profile

Area served: Senegal

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	1 - 2 years			$500 - $833	4%	A client must be Senegalese, 45 years old or younger, and either 1) a young high school graduate; 2) a young person with a technical or professional degree; 3) a young person with no degree, but who has professional skills or experience; 4) a young person with no diploma; or 5) a poor family.

Conseil National des Caisses Populaires d'Epargne Crédit (CONACAP)

BP 2186
Dakar
Senegal
Phone: 221 824 1811
Fax: 221 824 1811
E-mail: remix@enda.sn

Institutional profile

Area served: Dakar, Thies, Louga, and Saint Louis in Senegal
Number of staff: 27
Number of borrowers: 4,840
Participation of clients in governance at board level: Members are owners and make all decisions about running the program.

Client profile

First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: The organization uses the official poverty line of Senegal.

Savings

Obligatory savings: Yes.

Training

Obligatory training: Yes. All clients receive business training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$50	$60	$250	18%	Clients must have savings.
Individual lending	6 months	$25	$50	$100	18%	

FDEA

Zone B Derrière Clinique Internationale
BP 3921
Dakar
Senegal
Phone: 221 824 7153
Fax: 221 825 4287
E-mail: fdea@telecom-plus.sn

Mission

To develop and support women entrepreneurs in Senegal and Africa.

Institutional profile

Area served: Senegal
Loans first given: January 1989
Number of staff: 10
Number of borrowers: 10,000

Client profile

Percent female: 100%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 10%
How poverty level is measured: In Senegal the minimum standard of living determined by the government is used.

Savings

Obligatory savings: Yes. Clients must save 5 to 10 percent of the credit amount.
Voluntary savings: Yes. Clients may save whatever additional amount they desire.

Training

Obligatory training: Yes. Mandatory training includes feasibility studies, leadership, and marketing management.
Voluntary training: Yes. There are literacy and health programs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	4 - 6 months	$60	$900	$8,000	12%	

*Loans are divided among entire groups. There are 10 borrowers per group.

GIE Soumarnet

Villa 5468 Liberté 5
BP 10518
Dakar
Senegal
Phone: 221 824 8513

Mission

To provide training, financial services (savings, business development), and non-financial services (literacy).

Institutional profile

Area served: Dakar, Yeubeul, St. Louis, and Louga in Senegal
Loans first given: January 1996
Number of staff: 6
Number of borrowers: 602

Client profile

Percent female: 100%
First-time borrowers below poverty line: 98%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: Poverty is determined by using the salary earned by house servants.

Savings

Obligatory savings: Yes. Clients must have individual savings.

Training

Obligatory training: Yes. All clients receive training in household finances and literacy.
Voluntary training: Yes. Clients may choose to receive education in group leadership.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 months	$30	$30	$30	10%	Clients must have savings.

Horizons Verts

BP 10
Diourbel
Senegal
Phone: 221 971 2406
Fax: 221 971 1716
E-mail: ritaalin@sonatel.senet.net

Mission

To create a non-banking microfinance institution to serve the poor and the poorest, especially women.

Institutional profile

Area served: Senegal and West Africa
Loans first given: June 1996
Number of staff: 11
Number of borrowers: 300
Participation of clients in governance at board level: Seventy percent of board members are borrowers.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined by owning 0.5 acre of land or less, a housing index, a network test, and an interview.

Savings

Obligatory savings: Yes. Clients must save 5 percent of each loan or US$0.15 per week.

Training

Obligatory training: Yes. Mandatory training includes group training, weekly meetings, monthly workshops, an annual supportive session, and other special training.
Voluntary training: Yes. Literacy and health programs are optional.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	50 weeks	$30	$50	$100	20%	There are 4 kinds of loans: General, Seasonal, Collective, and another without a name. For the first 3, clients must be in groups, undergo training, and pass a test. The submission of a loan proposal is an additional requirement for a Collective Loan. The only requirement for the last loan is feasibility.

Mutuelle d'épargne et de crédit artisanal (MECA)

Résidence Crectcheu Dieupeul L No. 2207
BP 10319
Dakar
Senegal
Phone: 221 825 3683
Fax: 221 824 3511

Mission

To give access to credit to artisans and the poorest people.

Institutional profile

Area served: Dakar and Thies, Senegal
Loans first given: July 1997
Number of staff: 8
Number of borrowers: 406
Participation of clients in governance at board level: Each client participates in the General Assembly and has voting powers.

Client profile

Percent female: 80%
First-time borrowers in bottom 50% below poverty line: 75%
How poverty level is measured: Poverty is determined through comparisons to the national poverty line.

Savings

Obligatory savings: Yes. Clients must deposit savings for six months before receiving the loan.
Voluntary savings: Yes. Clients may make fixed term deposits.

Training

Obligatory training: Yes. Clients must receive training before receiving a loan.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending		$100	$100	$1,000	12%	The MECA committee meets to study each case.

Other loans available: Seasonal Loans, Loan to Make a Business Deal

Organisation de Formation et d'Appui au Développement

Bagadadli Siège Social
BP 165
Kolda
Senegal
Phone: 221 996 1340
Fax: 221 996 1382

Mission

To better the standard of living of our clients by promoting income-generating activities to lead them to financial independence.

Institutional profile

Area served: South Kolda Region, Senegal
Loans first given: January 1995
Number of staff: 3
Number of borrowers: 1,188
Participation of clients in governance at board level: From their first loan, women are owners of their group through the management committee, which has complete control and handles the assets of the members.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poor women are those who do not eat three meals a day, who earn less than US$20 annually, and whose assets total less than US$20.

Savings

Obligatory savings: Yes. Any woman who has received an external account loan must have savings.
Voluntary savings: Yes. Clients recycle savings and have an internal account loan.

Training

Obligatory training: Yes. All clients receive literacy and solidarity group training.
Voluntary training: Yes. Clients may receive training in village banking principles.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months		$30	$240	15%	Clients have to be poor women from rural areas.

Other loans available: Recycled Savings Loans, Internal Account Loans

Programme d'Aide pour les Pauvres de Diourbel (PRAPD)

c/o feu Aliou Sow, commerçant Route de Bambey
Diourbel
Senegal
Phone: 221 971 1431

Mission

To help poor people in Diourbel and if possible in other places in Senegal.

Institutional profile

Area served: Diourbel, Kaolack, and Fatick in Senegal
Loans first given: January 1997
Number of staff: 20
Number of borrowers: 50

Client profile

Percent female: 50%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 45%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$15 - $25	-	$100	10%	
Individual lending	1 year	$20 - $25	-	$50	20%	

Other loans available: Commerce Loan, Market Garden Loan, Farming Loans

RCREC du Walo

S/C Fongs
BP 269
Thies
Senegal
Phone: 221 951 1237
Fax: 221 951 2059

Mission

To provide credit to all group members.

Institutional profile

Area served: Northern Region of Senegal, Walo
Loans first given: October 1993
Number of staff: 91
Number of borrowers: 1,200

Client profile

Percent female: 80%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 85%
How poverty level is measured: Poverty indicators include kind of housing, the number of meals a client eats per day, begging in public places, and the condition of the children's clothing.

Savings

Obligatory savings: Yes. Clients must save 3 percent of the loan amount.
Voluntary savings: Yes. Clients may have retirement savings accounts, frozen savings accounts, and normal savings.

Training

Obligatory training: Yes. All clients must receive literacy training.
Voluntary training: Yes. Basic hygiene education is available for interested clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 6 months	$35	$46	$100	24% - 36%	Clients must have savings.

Diop Degane

Diop Degane is 42 years old and has seven children. She had difficulty feeding her children and meeting their needs. Her situation grew worse and worse, to the point that her parents had to bring her food every day. Too proud to let this continue, she left her village of Ronkh to go to Dakar.

Diop found work as a house servant, but her children's health worsened. She decided to try her luck with the credit and savings bank RCREC du Walo. She begged for the US$2.60 she had to deposit as savings. She used her first loan of US$67 to make curdled milk from milk powder, and to make a daily meal for her family. She paid back her loan and received others. Now, Diop can provide three meals a day for her family and meet their medical expenses. She has acquired one-half of a hectare of land for rice cultivation. She also deposits US$135 in her savings account every six months. Her twins, once sickly and scrawny, are healthy now. Their three sisters go to the village school and can dress like their classmates. Diop is preparing to add two rooms to her house and looks forward to planting season.

REFEF / RAFEM

Villa n)éa Cité Front de Terre
BP 10 532
Dakar
Senegal
Phone: 221 825 5165
Fax: 221 826 0090

Mission

To promote women's economic development.

Institutional profile

Area served: Dakar and St. Louis, Fatic, Mbour, and Kaolack regions of Senegal
Loans first given: February 1996
Number of borrowers: 3,400

Client profile

Percent female: 100%
How poverty level is measured: Poverty is determined by the number of the client's dependents, her technical skills, financial means, and where she lives.

Savings

Obligatory savings: Yes. All clients must save US$5.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Clients receive training on how to better manage their loans and microenterprises.
Voluntary training: Yes. Literacy training is available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	8 months	$100	$200	$320	5%	A client must save 1/5 of the loan amount and the project must be analyzed.
Individual lending	8 months	$100	$200	$320	5%	Clients are chosen from among savings depositors who show regular savings. Loans of US$50 are given to women who have little savings.

Réseau des Caisses d'Epargne et Crédit

Cité Millionaire, Grand Yoff
BP 13069
Dakar
Senegal
Phone: 221 827 2025
Fax: 221 827 3215
E-mail: graf@enda.sn

Mission

To alleviate poverty through microcredit loans to low-income women and to reinforce women's decision-making power.

Institutional profile

Area served: Dakar
Loans first given: January 1987
Number of staff: 27
Number of borrowers: 8,730
Participation of clients in governance at board level: Loan recipients are shareholders and participate in general assemblies. Each person has one vote.

Client profile

Percent female: 96%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 15%

Savings

Obligatory savings: Yes. Every borrower must save one-fourth of the loan amount requested.
Voluntary savings: Yes. Clients may voluntarily save for housing, household provisions, education, and pilgrimages to Mecca.

Training

Obligatory training: Yes. Committee members receive training.
Voluntary training: Yes. Training programs include literacy, accounting and management, food processing, and waste management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months		$120	$240	10%	
Individual lending	6 months	$100	$150	$200	10%	The client is interviewed, his/her reputation is assessed, and a financial analysis is done of his/her income-generating activity.

Réseau PAMECAS

BP 15554
Dakar - Fann
Senegal
Phone: 221 837 3968
Fax: 221 820 3394
E-mail: didpik@telecom-plus.sn

Mission
To develop autonomous, decentralized financial systems.

Institutional profile
Loans first given: March 1997
Number of staff: 26
Number of borrowers: 261
Participation of clients in governance at board level: Representatives from solidarity groups attend the General Assembly and form part of the Board of Directors and the Credit and Oversight Committees.

Client profile
Percent female: 82%
First-time borrowers below poverty line: 55%
First-time borrowers in bottom 50% below poverty line: 30%

Savings
Obligatory savings: Yes. Clients must save 10 percent of the loan amount.
Voluntary savings: Yes. Clients may have contingency and school savings.

Training
Obligatory training: Yes. Members receive group credit training.
Voluntary training: Yes. Managing and marketing training are available for women.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year maximum	$650	$650	varies	20%	Clients must save prior to receiving the loan.
Individual lending	varies		$50	$160	30%	Clients apply directly to the bank and are chosen according to reputation. Among other loan requirements, they must have savings and have securities to cover a percentage of the loan.

*Loans are given to entire groups. Each individual receives approximately US$50.

Other loans available: Women Entrepreneur Loans, Individual Women Entrepreneur Loans

UNICOM / Latmingue

BP 507
Kaolack
Senegal
Phone: 221 941 3781
Fax: 221 941 3777

Mission
To work for the financial autonomy of communities.

Institutional profile
Area served: Rural community of Latmingue in Senegal
Loans first given: February 1996
Number of staff: 6
Number of borrowers: 228
Participation of clients in governance at board level: Clients are on the Board of Directors.

Client profile
Percent female: 79%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: Poverty is measured by illiteracy and having an annual income of less than US$154.

Savings
Obligatory savings: Yes. Clients must save a regular refundable US$0.40 to US$1 a month.
Voluntary savings: Yes.

Training
Obligatory training: Yes. All clients receive literacy training in the local languages.
Voluntary training: Yes. Clients may receive training in keeping their own bank accounts and in health education.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	6 months	$1,900	$2,800	$3,800	15%	
Individual lending	3 months	$50 - $60	$80 - $90	$100 - $200	13%	

*Loans are given to the group as a whole. There are 38 people per group.

Other loans available: Agricultural Loan, Mutual Assistance Fund Loan

Senegal

Village Banks of Nganda

BP 21163
Dakar Ponty
Dakar
Senegal
Phone: 221 823 5768
Fax: 221 236 849
E-mail: bexcom@metissacana.com

Mission

To improve the standards of living of poor women in rural areas of Senegal.

Institutional profile

Area served: Arrondissement of Nganda, Senegal
Loans first given: June 1993
Number of staff: 8
Number of borrowers: 1,200
Participation of clients in governance at board level: Each village has a credit committee that is part of the Board of Directors.

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: The organization uses the poverty line, which is estimated at US$100 per year per household.

Savings

Obligatory savings: Yes. Clients must save 20 percent of the loan amount.
Voluntary savings: Yes. Clients may save more than the obligatory amount.

Training

Obligatory training: Yes. Literacy classes are mandatory.
Voluntary training: Yes. There is training in credit management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$40	$160	$300	30%	

Sierra Leone

Grass Roots Finance

8 Siaka Stevens St.
P.M.B. 863
Freetown
Sierra Leone
Phone: 232 22 229844
Fax: 232 22 22439

Mission

To confront poverty, which is at the root of the nation's problems, and provide new life for 25,000 families by 2005.

Institutional profile

Area served: Koinadugh, Kambia, Tonkolili, Moyamba, Kono, Pugehun, Kailahun, and Freetown in Sierra Leone
Loans first given: January 1996
Number of staff: 15
Number of borrowers: 1,500

Client profile

Percent female: 55%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 40%
How poverty level is measured: Poverty is measured by studying food consumption, degree of child labor, living conditions, earning capacity, and literacy.

Savings

Obligatory savings: Yes. Clients must save US$5 monthly.
Voluntary savings: Yes. Clients may have additional savings that accrue interest.

Training

Obligatory training: Yes. The organization provides mandatory periodic counseling and workshops for borrowers. Marketing advice is also provided.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	4 months	$400	$500	$1,000	20%	Clients must demonstrate credit worthiness, attain guarantees from leaders in the community, and reside in the community.
Individual lending	4 months	$200	$400	$500	20%	A client must be a resident of the village, chiefdom, or township for one year, which must be confirmed by the Town Chief, Section Chief, or Paramount Chief; she must be declared a law abiding citizen by a Muslim Imam or Christian Reverend; and she must be engaged or soon to be engaged in a productive venture.

*A loan is given to the group as a whole for a collective project. There are 10 borrowers per group.

Get Ahead Financial Services

P.O. Box 3776
227 Minnaar St.
Pretoria, 0001
South Africa
Phone: 27 12 320 6350
Fax: 27 12 320 8287
E-mail: getfin@mweb.co.za

Mission

To provide microcredit to groups of people who had previously been excluded from banks in both rural and urban South Africa.

Institutional profile

Area served: Eastern Cape, Guateng, Western Cape, Kwa, Zulu Natal, and Mpumalanga in South Africa
Loans first given: July 1984
Number of staff: 64
Number of borrowers: 9,300

Client profile

Percent female: 80%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 50%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending		$111	$155	$189	32%	Group savings must be registered with a financial institution; members must pass a group test, pay a deposit fee of US$8, and verify that they have a business.

The Small Enterprise Foundation

P.O. Box 212
Tzaneen, 0850
South Africa
Phone: 27 15 307 5835
Fax: 27 15 307 2977
E-mail: sef@pixie.co.za

Mission

To provide microentrepreneurs with access to credit that will enable them to realize their potential and generate income and employment.

Institutional profile

Area served: Northern South Africa
Loans first given: January 1992
Number of staff: 47
Number of borrowers: 3,641
Participation of clients in governance at board level: Clients have limited participation in decision making.

Client profile

Percent female: 97%
First-time borrowers below poverty line: 40%
First-time borrowers in bottom 50% below poverty line: 20%
How poverty level is measured: Poverty is measured by a housing index test that gives a score based on the outside appearance of the house.

Savings

Obligatory savings: Yes. Members must save US$4 per month but can withdraw it as needed.
Voluntary savings: Yes. Members may save more than the mandatory amount.

Training

Obligatory training: Yes. Clients must receive training in savings and credit methodology before receiving the first loan. There is also annual leadership training.
Voluntary training: Yes. There are periodic member workshops about business experiences.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	10 months	$106	$184	$744	26%	Clients must pass a savings and credit methodology test, demonstrate regular savings, and pass a group formation test.

Sudan

Acord Port Sudan Small Scale Enterprise Program

P.O. Box 986
Khartoum
Sudan
Phone: 249 11 465 767
Fax: 249 11 472 527

Mission

To improve the quality of life and future prospects of poor people, especially women.

Institutional profile

Area served: Port Sudan, Sudan
Loans first given: July 1984
Number of staff: 20
Number of borrowers: 4,000
Participation of clients in governance at board level: The program formed community structures called Loan Advisory Committees in the different sub-offices to contribute to credit administration.

Client profile

Percent female: 50%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 75%

Savings

Voluntary savings: Yes. Clients are encouraged to open bank accounts.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$120 - $182	-	$303	48%	
Individual lending	6 months	$120 - $182	-	$303	48%	Clients must meet lending criteria of a certain income per capita and number of dependents. They also must possess a business skill.

Other loans available: Home Improvement Loans

Tanzania

African Inland Church of Tanzania

P.O. Box 905
Mwanza
Tanzania
Phone: 255 68 503 338
E-mail: njugunam@maf.org

Mission

To assist small business operators within three regions by providing credit and technical assistance to improve and expand their businesses and increase income by 50 percent.

Institutional profile

Area served: Tanzania
Loans first given: June 1996
Number of staff: 2
Number of borrowers: 270
Participation of clients in governance at board level: Groups govern themselves, set their own objectives, and have formed their own associations.

Client profile

Percent female: 70%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined through an income estimate, the number of dependents, and the value of assets.

Savings

Obligatory savings: Yes. Clients must save US$1.60 a week from the time the loan is given until it is fully repaid.

Training

Obligatory training: Yes. Clients must receive training in basic business management skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 - 6 months	$81	$81	$322	20%	Among other requirements, clients must attend training sessions and have 6 weeks of savings.

Coopec-Kalundu

P.O. Box 681
Kigoma
Tanzania
Fax: 255 695 2229

Mission
To fight poverty with savings and credit for the disadvantaged.

Institutional profile
Area served: Kalimabenge and Makobla Uvira in the Democratic Republic of Congo
Loans first given: September 1995
Number of staff: 6
Number of borrowers: see below*

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Training
Obligatory training: Yes. All clients must receive training in reading, writing, and knitting.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	4 months	$50	$200	$200	60%	Clients must be women, be members, contribute to the credit capital, be poor, have sound morals, and ask only for income-generating credit.

*Due to the war in Zaire (now the Democratic Republic of Congo), the organization had to suspend operations and took refuge in Tanzania.

Evangelical Lutheran Church in Tanzania - Iringa Diocese

Projects and Development Dept.
P.O. Box 511
Iringa
Tanzania
Phone: 255 64 2473
E-mail: woudstra@maf.org

Mission
To alleviate poverty.

Institutional profile
Area served: Southern Tanzania
Loans first given: January 1993
Number of staff: 7
Number of borrowers: 25

Client profile
Percent female: 65%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is determined by an income estimate.

Savings
Obligatory savings: Yes. Clients must save US$1 per week.

Training
Obligatory training: Yes. There is a basic business skills seminar.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*		$300	$400	$600	10%	Clients must save in the group savings account.

*The loan is given to the group as a whole. Currently one group has five members; the other has 20 members.

Evangelical Lutheran Church in Tanzania - East of Lake Victoria Diocese

P.O. Box 423
Mwanza
Tanzania
Phone: 255 68 500 353
E-mail: njugunam@maf.org

Mission

To assist small business operators within the Diocese region by providing credit and technical assistance to improve and expand their businesses and increase income by 50 percent.

Institutional profile

Area served: Tanzania
Loans first given: June 1995
Number of staff: 2
Number of borrowers: 308
Participation of clients in governance at board level: Groups govern themselves, set their own objectives, implement their own plans, and have formed their own associations.

Client profile

Percent female: 74%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined through an income estimate, the number of dependents, and the value of assets.

Savings

Obligatory savings: Yes. Clients must save US$1.60 a week from when the loan is given until it is fully repaid.
Voluntary savings: Yes. Clients may save US$0.32 weekly.

Training

Obligatory training: Yes. Clients must receive training in basic business and management skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 - 6 months	$161	$160	$322	20%	Among other requirements, clients must attend training sessions and have 6 weeks of savings.

Huduma ya Injili na Maendeleo Kwa Wafugaji (HIMWA)

P.O. Box 1705
Iringa
Tanzania
Phone: 255 64 2345
E-mail: woudstra@maf.org

Mission

To enable rural people of southern Tanzania to achieve sufficiency in food production, improved housing, education, land use management, water supply, and health, while preserving the environment and building peace, unity, justice, and good relations among all peoples.

Institutional profile

Area served: Southern Tanzania
Loans first given: January 1996
Number of staff: 3
Number of borrowers: 80

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty level is determined by an income estimate, the number of dependents, and the number of livestock.

Savings

Obligatory savings: Yes. Clients must make in-kind savings.

Training

Obligatory training: Yes. There are mandatory business planning workshops at the village level.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$500	$500	$2,000	10%	Clients must go to a seminar, plan and set objectives, and open a bank account.

*We were unable to verify whether this loan is given to a group as a whole or to individuals within a group.

Irish Foundation for Cooperative Development

P.O. Box 664
Iringa
Tanzania
Phone: 255 64 2345
Fax: 255 64 2345

Mission

To restructure the production market and rural financial services through the development of Producer Marketing Groups and Savings and Credit Groups.

Institutional profile

Area served: Iringa Region, Tanzania
Loans first given: January 1992
Number of staff: 9
Number of borrowers: 13
Participation of clients in governance at board level: Members are involved in general meetings where they make decisions about their affairs.

Client profile

Percent female: 45%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Poverty is determined by per capita income and access to resources (e.g., land ownership).

Savings

Obligatory savings: Yes. Clients must make a down payment of 5 percent of the loan.
Voluntary savings: Yes.

Training

Obligatory training: Yes. There are mandatory training workshops on leadership and being a manager and a treasurer.
Voluntary training: Yes. There are correspondence courses in adult education and at a university.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$82	$123	$163	20%	Clients must have savings and 10 guarantors.
Individual lending	1 - 12 months	$82	$123	$163	15% - 20%	A group loan committee approves loan applications from individuals, specifically in Savings and Credit Societies/Groups.

Other loans available: Multi-Purpose Personal Loans

Presidential Trust Fund for Self Reliance

P.O. Box 7000
Dar Es Salaam
Tanzania
Phone: 255 51 35117

Mission

To promote economic growth among its members through credit in order to alleviate poverty.

Institutional profile

Area served: Dar Es Salaam, Pwani, and Morrocan regions of Tanzania
Loans first given: December 1989
Number of staff: 10
Number of borrowers: 2,065
Participation of clients in governance at board level: One member of the Board of Trustees is a client who has been nominated by fellow clients.

Client profile

Percent female: 98%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 30%

Savings

Obligatory savings: Yes. Clients must save 5 percent of the loan.

Training

Obligatory training: Yes. Clients must receive seven days of pre-loan training.
Voluntary training: Yes. Clients may receive skills training in entrepreneurship.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$83	$250	$1,000	30%	Clients must attend the training, pass a test, and have an income-generation project.

PRIDE Africa, Tanzania

P.O. Box 13900
Arusha
Tanzania
Phone: 255 57 2945
Fax: 255 57 4050
E-mail: pridetz@africaonline.co.ke

Mission

To provide business services to micro- and small-scale entrepreneurs to increase their incomes and employment and stimulate business growth in Africa.

Institutional profile

Area served: Tanzania
Loans first given: May 1994
Number of staff: 57
Number of borrowers: 13,671

Client profile

Percent female: 67%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 90%
How poverty level is measured: Very poor clients have an annual per capita income of US$278.

Savings

Obligatory savings: Yes. Clients must save US$1.33 a week that also serves as a loan insurance fund.

Training

Obligatory training: Yes. Clients receive three to four weeks of pre-registration training during group formation and eight weeks of post-registration training on PRIDE credit policy.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 24 months	$83	$300	$1,000	30%	Clients must participate in group meetings for at least 8 weeks.

Women Entrepreneurship Development Trust Fund (WEDTF)

P.O. Box 2299
Zanzibar
Tanzania
Phone: 255 54 33357
Fax: 255 54 71132 Attn: Kidawa

Mission

To provide credit training and consulting facilities to women to sustain their economic and business activities.

Institutional profile

Area served: Unguja and Pemba Islands of Zanzibar
Loans first given: August 1992
Number of staff: 5
Number of borrowers: 216
Participation of clients in governance at board level: The clients own the organization, select the Board of Trustees, and are represented on the Board.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 50%

Savings

Obligatory savings: Yes. Clients must save 5 percent of the loan.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Clients receive pre-loan training, as well as training in business management and leadership.
Voluntary training: Yes. Adult education is available for interested clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1, 1.5, or 2 years	$900	$1,330	$2,200	30%	

*Loans are given to either a group as a whole or to an individual. There are five borrowers per group.

Caisse d'Epargne - Crédit - APGA

S/C APGA
BP 12 283
Kpalime
Lomé
Togo
Phone: 228 224 712
Fax: 228 224 712

Mission
To rekindle economic activities in rural areas through savings and credit; to improve agriculture.

Institutional profile
Area served: Kloto, Togo
Loans first given: August 1994
Number of staff: 3
Number of borrowers: 394

Client profile
Percent female: 94%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 65%

Savings
Obligatory savings: Yes. Clients must save money before obtaining credit.
Voluntary savings: Yes.

Training
Obligatory training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$180	$180	$901	18%	Clients must be group members who have opened a savings account.

Femme et Monde Rural

BP 30246
Lomé
Togo
Phone: 228 268 749
Fax: 228 268 448

Mission
To fight poverty among women by supporting their income-generating activities through credit.

Institutional profile
Area served: Togo
Loans first given: April 1993
Number of staff: 42
Number of borrowers: 2,550
Participation of clients in governance at board level: Clients' opinions are always sought through their representatives before making any decisions.

Client profile
Percent female: 100%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 60%

Savings
Obligatory savings: Yes. During outreach, clients must deposit US$1 in their savings account.
Voluntary savings: Yes. There is savings in a tontine.

Training
Obligatory training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$80	$90	$120	7%	

Enda Inter-Arabe

6 Rue Imam Tarmadhi
Ksar Said II
Tunis, 2009
Tunisia
Phone: 216 1 515 217
Fax: 216 1 582 783
E-mail: bhessma@gnet.tn

Mission

To support women in the attempt to better their lives.

Institutional profile

Area served: Grand Ettadhamen, Tunisia
Loans first given: June 1995
Number of staff: 5
Number of borrowers: 300

Client profile

Percent female: 65%
First-time borrowers below poverty line: 48%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Poverty is measured using the International Labor Organization approach and the National Statistics Institute.

Savings

Voluntary savings: Yes. Clients are encouraged to save (with bonuses).

Training

Obligatory training: Yes. All clients receive basic business and accounting training.
Voluntary training: Yes. Clients have access to marketing programs and information exchanges.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	3 - 12 months	$450	$600	$2,000	19%	Clients receive home visits to evaluate the level of poverty and a visit to their workplace to evaluate their skills and needs. Their neighbors are interviewed as well.

Fédération de Tunis de Solidarité Sociale

76 Ave. Farhat Hached
Tunis
Tunisia
Phone: 216 1 323 389
Fax: 216 1 328 171

Mission

To provide funds to formal and informal microenterprises.

Institutional profile

Area served: Tunis
Loans first given: December 1993
Number of staff: 5
Number of borrowers: 250

Client profile

Percent female: 60%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: A poverty survey is conducted.

Training

Obligatory training: Yes. All clients receive basic management training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 24 months	$1,000	$1,000	$2,500	7%	Clients must show need and meet other qualifications.

Other loans available: Bank Loans

Action for Development (ACFODE)

Plot 623/624 Bukoto
P.O. Box 16729
Kampala
Uganda
Phone: 256 41 531 812
Fax: 256 41 530 412
E-mail: acfode@starcom.co.ug

Mission

To enable women to improve their economic capacity, as well as gain access and control over productive resources as a means of enhancing their socio-economic positions in their families and in society.

Institutional profile

Loans first given: June 1995
Number of staff: 2
Number of borrowers: 350

Client profile

Percent female: 93%
First-time borrowers below poverty line: 87%
First-time borrowers in bottom 50% below poverty line: 87%
How poverty level is measured: ACFODE uses gender-sensitive, participatory methods to determine the poorest among the economically active poor.

Savings

Obligatory savings: Yes. Clients must deposit 10 percent of the loan amount in a group bank account.
Voluntary savings: Yes. Groups use their own rotating savings to assist members.

Training

Obligatory training: Yes. At least three-fourths of group members should be trained in leadership skills, project management, savings and credit management, and project appraisal skills.
Voluntary training: Yes. Programs are available in technical skills, marketing, legal and human rights, family life education, and appropriate technology.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$30	$50	$75	24%	Clients must save, receive training, and belong to a group of which 80% of the members are women.

Action for Welfare and Awakening in Rural Environment (AWARE)

P.O. Box 492
Kampala, Arua
Uganda
Fax: 256 47 5184 8586

Mission

To extend mutually guaranteed loans for microenterprise projects to women and young people to improve their quality of life and to allow them to achieve economic independence.

Institutional profile

Area served: Arua District, Uganda
Loans first given: January 1995
Number of staff: 16
Number of borrowers: 3,500

Client profile

Percent female: 65%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 25%

Savings

Obligatory savings: Yes. Clients must save according to their income.
Voluntary savings: Yes.

Training

Obligatory training: Yes. There is a mandatory monthly literacy program.
Voluntary training: Yes. Professionals are invited to come and teach skills to the groups.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$250	$400	$800	12%	Clients must save weekly for 6 months before they are eligible to receive loans.

Feed the Children Community Banking Program

P.O. Box 30009
Kampala
Uganda
Phone: 256 41 533 148
Fax: 256 41 533 147

Mission

To benefit poor community families with credit so that they can improve their income, health, and standard of living.

Institutional profile

Loans first given: April 1997
Number of staff: 4
Number of borrowers: 136
Participation of clients in governance at board level: Community banks are owned and managed by members. The program only builds the clients' capacity to handle and utilize the banks.

Client profile

Percent female: 99%
First-time borrowers below poverty line: 98%
First-time borrowers in bottom 50% below poverty line: 90%

Savings

Obligatory savings: Yes. The client must save 10 percent of the loan amount before it is received. During the loan cycle, the client must save 20 percent of the loan.
Voluntary savings: Yes. On average, clients save 50 percent of the loan per cycle.

Training

Obligatory training: Yes. Clients must undergo promotional training in program policies concerning the delivery of financial services, pre-credit training of roles and expectations, and post-credit business skill training.
Voluntary training: Yes. There is voluntary training available in family planning and nutrition.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$50	$67	$500	42%	Clients must receive training and save 10% of the loan amount prior to receiving it.

Other loans available: Internal Loans

FINCA, Uganda

32 Kanjokya St.
P.O. Box 24450
Kampala
Uganda
Phone: 256 41 534 449
Fax: 256 41 534 449
E-mail: mccord@starcom.co.ug

Mission

To provide very poor families with small loans to finance self-employment activities, and a savings plan and group support through community-run village banks.

Institutional profile

Area served: Uganda
Loans first given: March 1993
Number of staff: 57
Number of borrowers: 10,429
Participation of clients in governance at board level: Clients choose group members, elect officers, create bylaws, do bookkeeping, manage funds, and enforce the collection of loans.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 85%
First-time borrowers in bottom 50% below poverty line: 75%
How poverty level is measured: Clients are self-selected by poor families. They often are from female-headed households with single working adults, and the program offers low loan sizes.

Savings

Obligatory savings: Yes. Clients must save 20 percent of the loan each four-month cycle.
Voluntary savings: Yes. Clients re-lend from group savings to create a second loan portfolio.

Training

Obligatory training: Yes. There is a start-up training of four to six classes in group organization, bylaws, bookkeeping, and management.
Voluntary training: Yes. Topics depend on the interest of borrowers and the credit officer. They have included health subjects, manual arts, human re-creation, and business skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$75	$102	$600	36%	Clients must have repaid an old loan in full before receiving a second one, continue with regular payments, and have good meeting attendance. The interest rate is a flat rate that is divided into 3% a month.

People's Refuge Shelter (PRS)

P.O. Box 819
Kabale
Uganda

Mission

To improve the welfare of vulnerable people in Uganda through capacity building, advocacy, and networking using community initiatives.

Institutional profile

Area served: Kabale District, Southern Uganda
Loans first given: January 1994
Number of staff: 5
Number of borrowers: 35

Client profile

Percent female: 70%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 50%

Savings

Obligatory savings: Yes. Clients must make deposits every month.

Training

Obligatory training: Yes. Training is mandatory before receiving a first loan.
Voluntary training: Yes. Capacity-building training regarding project planning and management is available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$100	$500		10%	

Other loans available: Revolving Loans

PRIDE Africa, Uganda

P.O. Box 7566
Kampala
Uganda
Phone: 256 41 346 297
Fax: 256 41 346 147
E-mail: pride@mail1.starcom.co.ug

Mission

To provide financial services to microentrepreneurs to increase incomes and employment, and stimulate business growth.

Institutional profile

Area served: Uganda
Loans first given: March 1996
Number of staff: 24
Number of borrowers: 1,800

Client profile

Percent female: 62%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 80%

Savings

Obligatory savings: Yes. Clients must deposit weekly savings in a Loan Insurance Fund.

Training

Obligatory training: Yes. Clients receive training before and after registering for credit that covers PRIDE credit policies and procedures.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 18 months	$100	$120	$1,500	30%	Clients must participate in at least 8 weeks of group meetings.

TRENCOP

P.O. Box 310
Masindi
Uganda
Phone: 256 46 520 211
Fax: 256 46 520 411

Mission

To improve life quality.

Institutional profile

Area served: Masindi, Uganda
Loans first given: July 1996
Number of staff: 2
Number of borrowers: 100
Participation of clients in governance at board level: Clients elect the Board of Directors.

Client profile

Percent female: 80%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 90%

Training

Obligatory training: Yes. There is mandatory pre-credit training

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	3 - 6 months	$50	$50	$100		Clients must be members of the organization in order to receive loans

Uganda Association for Socio-Economic Progress

P.O. Box 14364
Mengo
Kampala
Uganda
Fax: 256 41 345 597

Mission

To help the people of rural Uganda live in good conditions, especially those people of the Mukono District.

Institutional profile

Area served: Uganda
Loans first given: August 1992
Number of staff: 8
Number of borrowers: 120

Client profile

Percent female: 56%
First-time borrowers below poverty line: 30%
First-time borrowers in bottom 50% below poverty line: 30%
How poverty level is measured: Poverty is measured by the nature of the house.

Savings

Obligatory savings: Yes. Clients must save 25 percent of their loan.

Training

Obligatory training: Yes. Clients must receive training in bookkeeping and feasibility studies.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$200	$500	$5,000	70%	

CARE, Zambia, PULSE

P.O. Box 36238
Mumana Road, Plot 6581, Olympia Extension
Lusaka
Zambia
Phone: 260 1 295 667
Fax: 260 1 295 642
E-mail: cpulse@zamnet.zm

Mission

To provide sustainable credit to low-income groups within peri-urban areas in Zambia.

Institutional profile

Area served: Peri-urban areas around Lusaka City, Zambia
Loans first given: May 1995
Number of staff: 8
Number of borrowers: 1,450

Client profile

Percent female: 63%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Poverty is measured by access to shelter and clean water, etc.

Savings

Obligatory savings: Yes. There is a loan insurance fund that must be paid weekly.

Training

Voluntary training: Yes. Training is provided in group dynamics, business management, and marketing. Clients can receive other training on request.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$160	$200	$600	40%	

Other loans available: Manufacturing Loans

Micro Bankers Trust

P.O. Box 32211
Lusaka
Zambia
Phone: 260 1 290 852
Fax: 260 1 227 335
E-mail: mbt@zamnet.zm

Institutional profile

Loans first given: October 1988
Number of staff: 6
Number of borrowers: 1,212

Client profile

Percent female: 100%
First-time borrowers below poverty line: 20%
How poverty level is measured: Poverty indicators include income, income spent on education, health, and nutrition.

Savings

Obligatory savings: Yes. Clients must make a 10 percent contribution to the development fund.

Training

Voluntary training: Yes. There are guidelines for starting, managing, and expanding a business, and programs on inventory and record keeping.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	2, 6, 9, or 12 months	$171	$214	$357	60%	Clients must fill out an application, obtain an appraisal, contribute to a development fund, and receive training.
Individual lending	2, 6, 9, or 12 months	$171	$214	$357	60%	

Zambia

Women Finance Co-operative Zambia, Ltd.

Plot 11072, P.O. Box 50839
Kabwata Estates
Lusaka
Zambia
Phone: 260 1 221 628
Fax: 260 1 227 335
E-mail: wfcz@zamnet.zm

Mission

To economically empower low-income women through the provision of financial services (i.e., savings, credit, etc.), advocacy, and networking.

Institutional profile

Area served: Zambia
Loans first given: April 1995
Number of staff: 5
Number of borrowers: 632

Client profile

Percent female: 100%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 80%

Savings

Obligatory savings: Yes. Group savings of 10 percent of the loan amount are necessary for security.

Training

Obligatory training: Yes. Clients must attend an orientation on loans, shares, and group formation.
Voluntary training: Yes. Record keeping, business management, and skills training are provided.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 9 months	$200	$350	$500	50%	

Zimbabwe

Credit Against Poverty

No. 28 Mukwa St.
Rhodine
Masuingo
Zimbabwe
Phone: 263 39 62445
Fax: 263 39 64090
E-mail: zubf@mango.zw

Mission

To eradicate poverty through the provision of business training and loans.

Institutional profile

Area served: Masuingo, Zimbabwe
Loans first given: September 1996
Number of staff: 8
Number of borrowers: 600

Client profile

Percent female: 95%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 20%
How poverty level is measured: Poverty indicators include housing, level of education, and food.

Savings

Obligatory savings: Yes. Clients must have personal savings.
Voluntary savings: Yes. There is a voluntary housing savings program.

Training

Obligatory training: Yes. Clients must attend loan training, project improvement, and basic accounting programs.
Voluntary training: Yes. Business management training is available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$40	$50	$500	30%	

Dondolo Mudonzvo Credit Scheme

P.O. Box 5589
Harare
Zimbabwe
Phone: 263 4 705 679

Mission

To cultivate a business mentality among marginalized women by providing loans, training, and product marketing; to empower the poor.

Institutional profile

Area served: Zimbabwe
Loans first given: October 1986
Number of staff: 34
Number of borrowers: 10,626

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%

Savings

Obligatory savings: Yes. Each group is expected to open a savings account and deposit their profits in it.

Training

Obligatory training: Yes. All first-time borrowers must attend training.
Voluntary training: Yes. Further business management training is provided for all funded projects after initial training.

Zimbabwe

Self-employment loan profile*

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$263	$526	$1,052	25%	Clients must have savings
Individual lending	1 year	$263	$526	$1,052	25%	Clients must be women who have small businesses. Clients supply the history of their project, net profits, market, etc. and fill out an application form. Loan officers visit and appraise projects and present their findings to an authority who approves the loan.

*Loans are given in three ways: in one sum to entire groups for joint projects, to individual group members, and to people who approach the organization directly but do not belong to a group.

Self-Employed Women's Association of Zimbabwe (SEWAZ)

232 Churchill Rd Prospect
P.O. Box W102, Waterfalls
Harare
Zimbabwe
Phone: 263 4 660 563

Mission

To operate a credit loan scheme for self-employed women that is accessible to very poor women with an affordable interest rate in order to enhance economic activity to increase their rate of income and earnings.

Institutional profile

Area served: Zimbabwe
Loans first given: September 1996
Number of staff: 1
Number of borrowers: 129
Participation of clients in governance at board level: The council consists of elected representatives from project areas. These regularly elected committee members elect officers to the Executive Committee.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: The organization uses information from a poverty alleviation study by the government of Zimbabwe in 1994. At the national level, 74 percent of all women are considered poor and very poor, meaning that they fall below the food poverty line and total consumption poverty line.

Savings

Obligatory savings: Yes. A future plan will require group members to save two-thirds of the initial amount to be borrowed.
Voluntary savings: Yes.

Training

Obligatory training: Yes. New members have to attend three days of workshops to learn credit procedures and the organization's policies.
Voluntary training: Yes. Members can attend courses that are organized by other women's organizations such as book binding, leather work, patch work, farming, nutrition, child care, and literacy.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 - 3 months	$10 - $30	$5 - $30	$135	5%	The client must save 2/3 of the amount to be loaned.

Southern Africa Federation of the Disabled

P.O. Box 2247
Bulawayo
Zimbabwe
Phone: 263 9 69356
Fax: 263 9 74398
E-mail: safod@teleconet.co.za

Mission
To empower people with disabilities economically via credit to start income-generating projects.

Institutional profile
Area served: Southern Africa
Loans first given: January 1992
Number of staff: 24
Number of borrowers: 2,180

Client profile
Percent female: 60%
First-time borrowers below poverty line: 85%
First-time borrowers in bottom 50% below poverty line: 45%

Savings
Voluntary savings: Yes. Saving is encouraged.

Training
Obligatory training: Yes. People are first trained on basic business skills before receiving loans.
Voluntary training: Yes. Follow-up training is provided for those already in business outside of official working hours.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$300	$500		The business plan must pass a simple feasibility study.
Individual lending	1 year	$50	$100	$200		The disabled person should be a member of the disability movement, have a business idea, apply for a loan, and undergo a feasibility study.

Zambuko Trust

P.O. Box 1183
Harare
Zimbabwe
Phone: 263 4 729 822
Fax: 263 4 729 824
E-mail: zambukohq@baobab.cszim.co.zw

Mission
To be a bridge between marginalized and unemployed people and provide opportunities for enterprise and income generation.

Institutional profile
Area served: Zimbabwe
Loans first given: January 1992
Number of staff: 51
Number of borrowers: 8,110
Participation of clients in governance at board level: Clients are invited to strategic planning meetings to help develop appropriate products and lending methodologies.

Client profile
Percent female: 77%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Poverty is determined by using government statistics and organizational experience.

Savings
Obligatory savings: Yes. Ten percent of the loan must be saved as security.
Voluntary savings: Yes.

Training
Obligatory training: Yes. All clients attend orientation programs.
Voluntary training: Yes. Clients are encouraged to attend a client development program that offers business courses.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 18 months	$125	$150	$1,000	38%	In addition to the previously mentioned savings and training requirements, a client's project must be viable, have been in existence for a minimum of 6 months, be legal, and be environmentally friendly.
Individual lending	6 - 18 months	$150	$200	$2,500	38%	

Asia and the Pacific

Association of Medical Doctors of Asia (AMDA)

AMDA Headquarters
355-1 Narazu
Okayama City, Okayama 701-12
Japan
Phone: 81 86 284 7730
Fax: 81 86 284 8959
E-mail: relnick@aol.com
Website: http://www.amda.or.jp

Mission

Working in conjunction with WHO to develop communities, especially in regard to health and income generation in Western Afghanistan.

Institutional profile

Area served: Afghanistan
Loans first given: May 1997
Number of staff: 3
Number of borrowers: 108
Participation of clients in governance at board level: The program is structured to be handed over to the community, with monitoring by the AMDA. The community is involved from the start, although informally, in the decision-making process.

Client profile

Percent female: 40%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 33%
How poverty level is measured: The average daily wage of a day laborer and a minimum nutritional sustenance cost is used to calculate the minimum daily sustenance level. Data from Bangladesh, India, and Pakistan are used to estimate a poverty line based on asset size (land and livestock). A hypothetical poverty line can be calculated for select communities based on household monthly expenditures and asset size.

Savings

Obligatory savings: Yes. Borrowers attend mandatory weekly meeting where they save US$0.05. The savings program continues until the borrower withdraws from the borrower group.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$100	$150	$200	0%*	For all loans, clients must pass a Means Verification Test and an oral examination, attend mandatory weekly group meetings, and save weekly

*Interest is prohibited by Islamic law. All borrowers must contribute to a group fund that covers administrative costs.

Other loans available: Livestock Loans, Agricultural/Harvest Loans

Asian Development Technology Centre (ADTC)

House # 67, Road # 11/A
Dhanmondi R.A.
Dhaka, 1209
Bangladesh
Phone: 880 2 911 4716
Fax: 880 2 911 4716
E-mail: lneadtc@ncll.com

Mission

To alleviate poverty; to foster sustainable development; to develop entrepreneurship with a special focus on self-employed women by providing a training program about business, microcredit, and income generation; to protect the rights of poor children; and to focus on the environment.

Institutional profile

Area served: Bangladesh
Loans first given: August 1995
Number of staff: 28
Number of borrowers: 344

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: Poverty is measured by income level, house size, type of house, available utilities, and location.

Savings

Obligatory savings: Yes. Clients must save monthly.
Voluntary savings: Yes. Clients may use savings for health insurance and group insurance.

Training

Obligatory training: Yes. Business training, group discussion, and education in health and hygiene are mandatory for all clients.
Voluntary training: Yes. Adult education and training in social awareness, family planning, environmental awareness, and gender equality are available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$125	$175	$225	10%	Clients must be members, should attend the regular training program, and must participate in the marketing promotion program.
Individual lending	1 year	$125	$175	$225	10%	Clients are mainly women and must have their own income-generating activity.

Other loans available: Health Care Loans

Association for Social Advancement (ASA)

23/3 Block B
Khilji Rd., Mohammedpur
Dhaka, 1207
Bangladesh
Phone: 880 2 810 934
Fax: 880 2 811 175
E-mail: asa@bd.drik.net

Mission

To alleviate poverty through microcredit. To facilitate additional income earning at the micro-level for improving the economic status of women.

Institutional profile

Area served: Bangladesh
Loans first given: January 1991
Number of staff: 4,580
Number of borrowers: 562,798
Participation of clients in governance at board level: Group leaders have a General Body Meeting every two years.

Client profile

Percent female: 96%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty is determined by clients that make a monthly income of less than US$45, own less than 0.5 acres of land, and are day laborers.

Savings

Voluntary savings: Yes. Savers can save and withdraw any amount of money at any time.

Training

Obligatory training: Yes. Members or savers must attend weekly education classes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$91	$105	$275	13%	Clients must attend a weekly meeting and be knowledgeable about loan schemes.
Individual lending	1 year	$161	$340	$1,136	12.5%	Field workers sit with groups of poor women and discuss ASA's services and their needs. Within 2 to 4 visits over a 1- or 2-week period, it is determined whether or not the women meet ASA's preconditions for membership (i.e., income level, housing, and character).

Other loans available: Small Enterprise, Rehabilitation Loan

Bangladesh Agricultural Working People's Association (BAWPA)

[illegible] Tajmahal Rd., Block - C
Mohammadpur
Dhaka, 1207
Bangladesh
Phone: 880 2 911 4225
Fax: 880 2 822 178

Mission

To develop, create, and ensure employment opportunities of target families through self-financed self-employment in agro-based and other income-generating activities.

Institutional profile

Area served: Bangladesh
Loans first given: June 1993
Number of staff: 236
Number of borrowers: 27,174
Participation of clients in governance at board level: This is a membership-based people's organization where the members own the organization. There are two types of membership: 1) general member, and 2) associate member. Savers and borrowers are general members and are not included in the governing structure. They participate, through representation, in the decision-making process of the organization in the National Committee and Executive Committee.

Client profile

Percent female: 92%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 85%
How poverty level is measured: Poverty is determined by a baseline survey.

Savings

Voluntary savings: Yes. Clients may save US$0.13 weekly.

Training

Obligatory training: Yes. Clients receive training in group management, and in selecting, planning, and managing an income-generating activity.
Voluntary training: Yes. Programs are available in social awareness, family planning, primary health care, environmental awareness, and gender equality.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$13	$125		16%	Loans are given based on regular attendance, discipline, and previous repayment history.

Other loans available: House Repair, Agricultural, Water and Sanitation

BURO, Tangail

10/KA Pisciculture Housing Society
Ring Road
Shyamoli, Dhaka 1207
Bangladesh
Phone: 880 2 815 815
Fax: 880 2 912 5492
E-mail: burot@bdmail.net

Mission

To establish an independent, sustainable organization dedicated to providing flexible and responsive financial services to promote self-reliance among the rural poor in Bangladesh.

Institutional profile

Area served: District of Tangail, Bangladesh
Loans first given: February 1989
Number of staff: 424
Number of borrowers: 40,830
Participation of clients in governance at board level: Each member is encouraged to participate in the planning, implementation, and monitoring of the financial services and village development activities provided by the organization.

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 90%

Savings

Voluntary savings: Yes. General savings accounts and contractual savings accounts are available.

Training

Obligatory training: Yes. Human resource development training is required.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$125	$150	$1,000	20%	All members are landless poor people, defined as owning less than 0.5 acres of land, having US$391 or less annual income, or having less than US$2,174 in assets.

Other loans available: Line of Credit Program, Business Loan

Caritas, Bangladesh

2 Outer Circular Rd.
Shantibagh
Dhaka, 1217
Bangladesh
Phone: 880 2 835 409
Fax: 880 2 834 994
E-mail: caritasb@citechco.net

Mission
To foster socio-economic development of the target group of people and create a self-reliant people's organization.

Institutional profile
Area served: Rural areas of Bangladesh
Loans first given: January 1982
Number of staff: 677
Number of borrowers: 167,656

Client profile
Percent female: 65%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty indicators include having less that one-tenth of a square mile of land, an annual per capita income of less than US$500, and a calorie intake below 2,200 per day.

Savings
Obligatory savings: Yes. Members must save US$7 per year.
Voluntary savings: Yes. An additional voluntary option has just been started.

Training
Obligatory training: Yes. There is a development education service for members, and the field staff receive credit management training.
Voluntary training: Yes. Networking through other NGOs has resulted in voluntary workshops, seminars, training, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$75	$87	$120	12%	A field worker first verifies the needs of the client, the savings of the client, project feasibility, etc., and then makes a recommendation.

Other loans available: Other loans are offered to entire groups for joint fish farm projects. There are 20 members in each group.

Centre for Advanced Research and Social Action (CARSA)

House #14/F, Road #4
Dhanmondi, R/A 1205
Bangladesh
Phone: 880 2 860 334
E-mail: kamal@bdonline.com

Mission
To promote poverty alleviation and social empowerment of poor, rural women.

Institutional profile
Area served: Barisal and Madaripur districts, Bangladesh
Loans first given: February 1997
Number of staff: 30
Number of borrowers: 3,256

Client profile
Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 90%
How poverty level is measured: Poverty is measured by those clients who own less than 50 decimals of land.

Savings
Obligatory savings: Yes. Obligatory savings vary from US$0.11 to US$0.43 per week.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	12 months	$67	$67	$100	15%	Clients must have at least 10% of the loan in savings and must regularly attend group meetings.

Other loans available: Small Traders' Loan

Concern for Environmental Development and Research (CEDAR)

768, Satmasjid Road
Dhanmondi R/A
Dhaka, 1209
Bangladesh
Phone: 880 2 912 1504
Fax: 880 2 912 1504

Mission

To empower women through income-generating activities.

Institutional profile

Area served: Gazipur and Narayangonj districts, Bangladesh
Loans first given: June 1996
Number of staff: 26
Number of borrowers: 2,571

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured by monthly income, standard of living, level of education, etc.

Training

Obligatory training: Yes. Mandatory training on skill development, leadership development, awareness raising, basic literacy, health, and family planning is required.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$65	$86	$100	15%	Clients must have a 95% attendance rate at weekly meetings, regular savings, etc.

Development Society (DS)

6/22 Humayun Road, Block-B, Flat No. 12
Mohammadpur
Dhaka, 1207
Bangladesh
Phone: 880 2 822 114
Fax: 880 2 815 548 Attn: DS
E-mail: dp@citechco.net

Mission

To reduce poverty by increasing income and employment opportunities for poor, rural women.

Institutional profile

Area served: Narsingdi, Kishoregonj, and Sunamgonj districts of Bangladesh
Loans first given: March 1992
Number of staff: 32
Number of borrowers: 3,644
Participation of clients in governance at board level: Nine percent of the Executive Committee and General Council are elected group members.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 95%
How poverty level is measured: Poverty measurements are based on income, access to food and housing, education, health, purchasing power, and the status of women within the family and community.

Savings

Obligatory savings: Yes. Clients must save US$4 per person per year.

Training

Obligatory training: Yes. Clients must participate in informal education and must receive training and education in human development, skills development, and nutrition.
Voluntary training: Yes. Clients are provided with the opportunity to receive training in gardening and becoming a traditional birth attendant.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	50 weeks	$22	$50	$78	10%	Clients must save 5% of their total loan amount, regularly attend weekly meetings, and have skills in literacy.

Dustha Shasthya Kendra

5/8 Sir Syed Road, Mohammedpur
Dhaka, 1207
Bangladesh
Phone: 880 2 912 8520
Fax: 880 2 81 5764
E-mail: dsk@citechco.net

Mission

To generate gainful employment for the rural and urban poor, with a particular emphasis on expanding female participation in income-earning ventures. To promote efforts in supplying various production inputs, particularly disbursement of credit.

Institutional profile

Area served: Bangladesh
Loans first given: March 1992
Number of staff: 261
Number of borrowers: 11,587

Client profile

Percent female: 97%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 60%

Savings

Obligatory savings: Yes. Clients must contribute a 5 percent group tax at the time of borrowing.

Training

Obligatory training: Yes. Clients must take part in seven days of induction training.
Voluntary training: Yes. Training is available in health awareness, family planning, adult education, and skills development.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$110		15%	

Gono Kallayan Trust (GKT)

21 Adorsho Chayaneer Housing Society
Ring Road Shaymoli
Dhaka, 1207
Bangladesh
Phone: 880 2 81 8687
Fax: 880 2 81 5386

Mission

To organize poor women in a group and assist them by providing credit for income generation. To impart innovative technology on income-generating activities to the beneficiary groups.

Institutional profile

Area served: Bangladesh
Loans first given: December 1992
Number of staff: 148
Number of borrowers: 11,145

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 90%
How poverty level is measured: Poverty is determined by the health and nutrition status, education, purchasing capacity, household size, and land ownership of the client.

Savings

Obligatory savings: Yes. Each client must save US$3 per year.

Training

Obligatory training: Yes. There is mandatory human development training, skill development training, and training in managerial and account keeping.
Voluntary training: Yes. Voluntary training and education programs include identification of income-generating activities, marketing education, training on innovative technologies, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$125	$500	10%	

Other loans available: Poultry, Agriculture

Grameen Bank

Head Office Mirpur -2
Dhaka, 1216
Bangladesh
Phone: 880 2 80 1222
Fax: 880 2 80 3559
E-mail: g_admin@citechco.net

Mission

To be a bank for the poor; to alleviate poverty and hunger through microcredit intervention.

Institutional profile

Area served: Bangladesh
Loans first given: December 1978
Number of staff: 11,183
Number of borrowers: 2,020,000
Participation of clients in governance at board level: Member borrowers are share holders, and 92 percent of the total shares of the bank are held by them. Nine out of 13 people on the Board of Directors are elected borrowers who serve three-year terms. Currently these nine people are all women.

Client profile

Percent female: 95%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Savings

Obligatory savings: Yes. Clients must save in the group fund.
Voluntary savings: Yes. Clients may have voluntary personal savings.

Training

Obligatory training: Yes. Mandatory training includes seven days of group recognition training and various workshops.
Voluntary training: Yes. About 14,000 preschool learning centers for children are financed and managed by Grameen members.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$75	$190	$375	20%	

Other loans available: General Housing Loans, Basic Housing Loans, Leasing Loans, Seasonal Loans, Tube Well Loans

Integrated Development Foundation (IDF)

House # 1, Road #15 A
Block # G/1, Mipur - 2
Dhaka, 1216
Bangladesh
Phone: 880 2 90 05452
Fax: 880 2 80 3559
E-mail: zalamidf@citechco.net

Mission

To alleviate poverty through microcredit.

Institutional profile

Area served: Urban areas in Bangladesh
Loans first given: December 1993
Number of staff: 94
Number of borrowers: 3,526
Participation of clients in governance at board level: Any decision related to clients is discussed with them before it is finalized and implemented.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is calculated through a minimum food calorie basket and other basic needs.

Savings

Obligatory savings: Yes. Clients must save US$0.12 a week and 4 percent of the loan amount.
Voluntary savings: Yes. Clients may save voluntarily in individual savings accounts.

Training

Obligatory training: Yes. Group members are required to undergo extensive training on group management, group discipline, credit conditions, and accounting.
Voluntary training: Yes. Voluntary training includes education on health and sanitation, beef fattening, milk cow rearing, animal vaccinations, and gardening.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$70	$115	$280	20%	Clients are required to pass a test regarding IDF credit rules, group discipline, and management.

Other loans available: Disaster Loan

Jagorani Chakra

44 Mujib Sarak
Jessore, 7400
Bangladesh
Phone: 880 4 217 2218
Fax: 880 4 217 2243

Mission

To mobilize local resources to reduce poor people's dependence on local money lenders; to provide financial services.

Institutional profile

Area served: Bangladesh
Loans first given: January 1990
Number of staff: 138
Number of borrowers: 12,177

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: The organization uses the nation's poverty line, which categorizes an average family of five that earns less than US$84 as poor.

Savings

Obligatory savings: Yes. Clients must save between US$1.11 and US$2.17 weekly.

Training

Voluntary training: Yes. There is a program of functional literacy for entry-level clients and skill training according to their requirements.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	1 year	$90	$170	$225	15%	Clients are selected through the staff by group meetings and visiting people at their homes.

Manabik Shahajya Sangstha (MSS)

11/16 Iqbal Rd.
Mohammadpur
Dhaka
Bangladesh
Phone: 880 2 912 0323
Fax: 880 2 912 0323
E-mail: manabik@bangla.net

Mission

To empower the disadvantaged urban poor, especially women, by providing microcredit, among other things, with the aim of creating income-generating activities in the formal sector.

Institutional profile

Area served: Dhaka, Bangladesh
Loans first given: May 1989
Number of staff: 40
Number of borrowers: 16,529
Participation of clients in governance at board level: Clients make major decisions about the program in the annual workshop of group leaders, and they administer the disaster fund. They do not sit on the Board of Directors.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 10%

Savings

Obligatory savings: Yes. Clients must save in a savings fund.
Voluntary savings: Yes. Clients may save in a savings deposit fund.

Training

Obligatory training: Yes. There is mandatory training on the rules and discipline of the center, numeracy, legal and general awareness raising, and a health and family planning.
Voluntary training: Yes. There are voluntary skill development programs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending		$80		$204	15%	

Mauchak

8/1 Eang Road, Shyamoli
Dhaka, 1207
Bangladesh
Phone: 880 2 811 843
Fax: 880 2 813 324 Attn: Mauchak
E-mail: mauchak@citechco.net
Website: http://www.sunsite.com/oh/m/mauchak.bd

Mission

To uplift and empower landless people, especially women, in a socio-economic way through training, credit, and other support services.

Institutional profile

Area served: Rural Bangadesh
Loans first given: July 1992
Number of staff: 56
Number of borrowers: 7,155
Participation of clients in governance at board level: Clients and representatives to the General Council that elects the Executive Committee of the organization. Workshops are also held when necessary on different issues in order to attain the opinions of clients.

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined by individual and group contacts, a village survey, observation, using a national poverty measurement, occupation, etc.

Savings

Obligatory savings: Yes. Three percent of the credit must be saved at the time that it is given.
Voluntary savings: Yes. Members save at the rate of US$0.12 a week.

Training

Obligatory training: Yes. Credit and group management training are compulsory.
Voluntary training: Yes. Programs include income-generating activity vocational training; education and awareness building about nutrition, family planning, group development, and sanitation; and a literacy program for children of group members.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$45	$80	$113	14.4%	

Other loans available: Tube Well Loans, Latrine Loans

Rabeya Khatun

Rabeya Khatun of Wail Village in Daulatpur owned no land to till and no house to live in with her husband and four children. They stayed in a thatched house in the backyard of a rich man of the village. She worked at the home of the rich man as a maidservant and in turn received food for herself. Her husband Mafiz worked as a farm laborer and earned less than US$1 per day. The days he could not find work, the entire family went unfed or half-fed. Her children, who are between four and ten years of age, sometimes had to work in other people's homes as well.

Rabeya took her first loan of US$25 from Mauchak in 1993 and started to buy paddy. She and her family husked the paddy and sold it in the market. In 1994, after duly repaying the first loan, Rabeya took a second loan of US$43 and expanded her business. She then employed another person to husk more rice. In 1995 she took her third loan of US$87 and used that and the profit and savings from the last two years to buy a milk cow. Now she earns US$2 daily from selling milk and at least US$1 a day from paddy husking. In 1996, she took another loan of US$120 and bought a rickshaw for her husband. He now earns US$1 daily on average. Rabeya's monthly income now stands at US$150 per month. She also took another loan for a tubewell and a low-cost sanitary latrine.

Now she has repaid all of the loans and has a continuous income. She bought a piece of land to construct her own home, into which they will soon move. She saves more than US$100 per month after meeting all her family needs. Three of her children go to school; they all have sufficient clothes, shoes, and medical care. The whole family now drinks pure water and uses a latrine.

Micro Industries Development Assistance and Services (MIDAS)

House No. 5, Road No. 16 (New)
Dhanmondi
Dhaka, 1209
Bangladesh
Phone: 880 2 816 094
Fax: 880 2 811 188
E-mail: midasppe@fastnet.bangla.net

Mission

To develop and promote micro- and small enterprises for the creation of employment on a self-sustainable basis.

Institutional profile

Area served: Urban and semi-urban areas of Bangladesh.
Loans first given: September 1993
Number of staff: 12
Number of borrowers: 681

Client profile

Percent female: 45%
First-time borrowers below poverty line: 30%
First-time borrowers in bottom 50% below poverty line: 5%

Training

Voluntary training: Yes. There is an entrepreneurship development program to develop basic knowledge about running a business enterprise.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending						Clients are interviewed, then issued a loan application form. The completed application form is screened and then the client's profile is appraised to determine if he or she will be selected.

Other loans available: Self and Wage Employment

My Right

G.P.O. Box No. 3132
Dhaka, 1000
Bangladesh
Phone: 880 2 813 858
Fax: 880 2 956 3407
E-mail: abs@bangla.net

Mission

To provide credit for income-generating activities that will create a brighter future for 150 borrowers. To give women, in particular, access to credit so that they may become free of poverty.

Institutional profile

Area served: Bhola, Thana-Borhanuddin, Bangladesh
Loans first given: June 1996
Number of staff: 10
Number of borrowers: 150

Client profile

Percent female: 90%
How poverty level is measured: Poverty measurements are based upon the income, land ownership, and literacy of a client.

Savings

Obligatory savings: Yes. Clients must put savings into a health and sanitation program.
Voluntary savings: Yes. Clients may voluntarily put funds into a rural poor youth saving program.

Training

Obligatory training: Yes. Obligatory training and education include health and gender issues, an income-generating program, and a drug prevention program.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$100	$150	16%	Clients must be evaluated by the staff before they are approved for a loan

Other loans available: Poultry and Horticulture, Fish Culture, Handicrafts

Nari Maitree

145/2 East Goran
Dhaka, 1219
Bangladesh
Phone: 880 2 414 362
Fax: 880 2 814 183
E-mail: carebang@bangla.net

Mission

To empower the program.

Institutional profile

Area served: Bangladesh
Loans first given: March 1994
Number of staff: 9
Number of borrowers: 993

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured through a baseline survey, an economic survey, and the Participatory Rural Assessment method.

Training

Obligatory training: Yes. There are mandatory programs in income generation and accounts management.
Voluntary training: Yes. Clients can voluntarily participate in leadership training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$45	$89	$111	15%	

Narsingdi Zila Sheccha Sebi Samannya Sangstha

Sadar Rd.
Narsingdi, 1600
Bangladesh

Mission

To provide microcredit support to alleviate the poverty of distressed women in rural communities and to make them self-reliant.

Institutional profile

Area served: Narsingdi District, Bangladesh
Loans first given: October 1995
Number of staff: 18
Number of borrowers: 20,000

Client profile

Percent female: 100%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Workers visit women in rural areas to determine poverty. Poverty is measured by those women with less than a certain amount of land for living and a yearly income not exceeding US$217.

Savings

Voluntary savings: Yes. Clients are encouraged to save voluntarily.

Training

Voluntary training: Yes. Programs include awareness raising, group leadership, vocational training, credit utilization, and literacy.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$50	$100	10%	Clients are women with only a certain amount of land for living, and a yearly income of less than US$217.

National Co-operative Federation (NCF)

22, Dilkusha (2nd Floor) C/A
Dhaka, 1000
Bangladesh
Phone: 880 2 966 6394
Fax: 880 2 956 3974

Mission

To eradicate poverty for the poorest people of Bangladesh.

Institutional profile

Area served: Bangladesh
Loans first given: January 1973
Number of staff: 458
Number of borrowers: 20,000

Client profile

Percent female: 75%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Training

Obligatory training: Yes.
Voluntary training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$75 - $100	-	$150	15%	

Nilmoti Dustha Narikallyan Sangstha (NDNKS)

Vill. Hijalbari
P.O. Kadambari
P.S. Rajoir, Madaripur 7900
Bangladesh
Phone: 880 2 966 5956

Mission

To establish and empower the rural poor and women through capacity building and by involving them in other economic activities.

Institutional profile

Area served: Madaripur, Bangladesh
Loans first given: October 1992
Number of staff: 30
Number of borrowers: 4,675

Client profile

Percent female: 95%
First-time borrowers below poverty line: 75%
How poverty level is measured: Poverty is measured by a baseline survey. Indicators include holding less than 50 decimals of land, having an income that is less than expenses, selling labor, having a daily calorie shortage for 200 days, and being discriminated against because of gender.

Savings

Obligatory savings: Yes. Clients must save in case of emergency.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Mandatory programs include literacy, numeracy, income-generating activity management, professional skills training, and consciousness-raising training.
Voluntary training: Yes. Programs include primary health training, leadership and management training, and gender development training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$44	$66	$133	15%	Clients must have a loan pass book, regular savings, and regular meeting attendance.

Noakhali Rural Development Society

Hospital Rd, Maijde Ct.
P.O. Box #28
Noakhali, 3800
Bangladesh
Phone: 880 3 215 016
Fax: 880 3 215 016

Mission
To empower poor and marginalized people so as to release their potential for sustainable livelihood.

Institutional profile
Area served: Bangladesh
Loans first given: April 1994
Number of staff: 31
Number of borrowers: 2,290

Client profile
Percent female: 85%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 75%
How poverty level is measured: Poverty is determined by an annual income of less than US$400 per household.

Savings
Obligatory savings: Yes. There is an obligatory weekly savings program.

Training
Obligatory training: Yes. Mandatory training includes homestead gardening, and poultry and livestock keeping.
Voluntary training: Yes. Functional education, group management, and accounting training are available.

Bangladesh

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$45	$70	$120	15%	

Other loans available: Gardening Loans, Poultry Loans, Livestock Loans

PAGE Development Centre (PAGE)

Uplota, Professor Para
Nazrul Avenue
Comilla, 3500
Bangladesh
Phone: 880 816 323
Fax: 880 2 811 175 Attn: PAGE
E-mail: ase@drik.bd.net

Mission
To alleviate poverty through the organized participation of the rural poor by providing them with credit and financial services.

Institutional profile
Area served: Bangladesh
Loans first given: January 1994
Number of staff: 69
Number of borrowers: 9,455
Participation of clients in governance at board level: The PAGE governing council consists of seven members. Two of them are group members. They sit in the council meeting and participate in the decision-making process.

Client profile
Percent female: 93%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty is measured by the income status and living conditions of the poor.

Savings
Obligatory savings: Yes. Each member must deposit US$0.11 to US$0.22 per week.

Training
Obligatory training: Yes. Group members must attend weekly meetings where they are educated to run the group and manage their projects.
Voluntary training: Yes. There is social awareness training about sanitation, and a child education program.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$44	$54	$109	15%	Clients must deposit savings and attend meetings.

Other loans available: Sanitation Loans, Housing Loans, Rehabilitation Loans

Palli Formation

Post & Thana: Borhanuddin
Bhola
Bangladesh
Phone: 880 491 206
Fax: 880 2 811 175
E-mail: asa@drik.bd.net

Mission

To help establish a just society, promote socio-economic self-reliance and sustainability, and encourage savings.

Institutional profile

Area served: Southern coastal belt of Bangladesh
Loans first given: July 1992
Number of staff: 30
Number of borrowers: 4,680

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 80%

Savings

Obligatory savings: Yes. Clients must save US$0.46 weekly.

Training

Voluntary training: Yes. Basic health training and mass education is provided.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$65	$75	$217	15%	

Palli Manabik Unnyan Sangstha

60 Kadamtala Bashaboo
Dhaka, 1214
Bangladesh
Phone: 880 2 966 6394
Fax: 880 2 956 3974

Institutional profile

Area served: Bangladesh
Loans first given: January 1991
Number of staff: 36
Number of borrowers: 3,500

Client profile

Percent female: 75%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Training

Voluntary training: Yes. Group members can receive training every four months and participate in weekly discussions with the staff.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$45	$55	$65	15%	

Poverty Eradication and Environment Program (PEEP)

3/7 Asad Avenue
Mohammadpur
Dhaka, 1207
Bangladesh
Phone: 880 2 810 123
Fax: 880 2 811 614

Mission
To ensure overall economic development through microcredit and education.

Institutional profile
Area served: 105 villages in Bangladesh
Loans first given: November 1992
Number of staff: 250
Number of borrowers: 3,150

Client profile
Percent female: 60%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Poverty is determined by a survey.

Savings
Obligatory savings: Yes. Each member must save US$0.15 a week.

Training
Obligatory training: Yes. There is initial compulsory training for 12 weeks.
Voluntary training: Yes. Education programs include reading, writing, and simple arithmetic.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$50	$75	$100	12%	Clients must have 3 months of weekly savings.

Other loans available: Sanitary Latrine and Tube Well Loans

Prism Bangladesh

House # 49, Road # 4A
Dhanmondi R/A
Dhaka, 1205
Bangladesh
Phone: 880 2 861 170
Fax: 880 2 963 533
E-mail: prismbd@citechco.net
Website: http://www.citechco.net

Mission
To provide microfinance services for the poor on a financially sustainable basis with increasing outreach.

Institutional profile
Area served: Rural and urban areas in eight districts in Bangladesh
Loans first given: September 1991
Number of staff: 174
Number of borrowers: 2,629

Client profile
Percent female: 58%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Some poverty indicators include owning less than 50 decimals of land; a monthly household income of less than US$8 per member; the condition of the client's house; and limited employment opportunities for laborers.

Savings
Obligatory savings: Yes. Savings are obligatory in the Participatory Rural Credit Programme (PRCP).
Voluntary savings: Yes. The Integrated Socio-Economic Development Programme (ISEDP) has a voluntary savings component.

Training
Obligatory training: Yes. Programs include sanitation and hygiene education, group dynamics and leadership, literacy, simple accounting practices, and credit management training.
Voluntary training: Yes. There are voluntary programs on skill training, agriculture crop production, pisciculture, duckweed farming, management and leadership training, afforestation and tree nursery training, and business.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$60	$120	$200	15%	

Other loans available: Fisheries Loan

Proshika Manobik Unnayan Kendra

1/1 - GA, Section 2
Mirpur - 2
Dhaka, 1216
Bangladesh
Phone: 880 2 803 398
Fax: 880 2 805 811
E-mail: mashrur@proshika.bdonline.com

Mission

To reduce poverty, improve the status of women, protect and regenerate the environment, and increase people's participation in public institutions.

Institutional profile

Area served: Bangladesh
Loans first given: October 1976
Number of staff: 2,638
Number of borrowers: 803,864

Client profile

Percent female: 56%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty indicators include landlessness, a monthly income of less than US$17, and selling labor for six months of the year.

Savings

Obligatory savings: Yes. Weekly savings are fixed by the groups. Ninety percent of them are deposited into a savings scheme.

Training

Obligatory training: Yes. Members are required to attend human and skill development training and an education program.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	15 months	$70	$125	$330	18%	Clients must attend regular group meetings, have weekly savings and keep records of their account.

Other loans available: Mixed Employment, Housing Loans

Resource Integration Centre (RIC)

3/9, Block-C, Lalmatia
Dhaka, 1207
Bangladesh
Phone: 880 2 814 034
Fax: 880 2 813 014
E-mail: ricbdesh@dhaka.agni.com

Mission

To empower the poor through sustainable development and a participatory approach.

Institutional profile

Area served: Rural areas of Bangladesh
Loans first given: January 1983
Number of staff: 159
Number of borrowers: 12,970

Client profile

Percent female: 95%
First-time borrowers below poverty line: 98%

Savings

Obligatory savings: Yes. Each borrower must save US$0.11 per week.

Training

Obligatory training: Yes. There is obligatory skills training for each member.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$60	$148	$212	15%	

Rural - Urban Poverty Eradication Program (RUPEA)

Bangladesh Bank, Head Office
Dhaka, 1000
Bangladesh
Phone: 880 2 955 0304
Fax: 880 2 956 6212

Mission
To eradicate poverty through microcredit and other related activities.

Institutional profile
Area served: Dhaka and a few rural villages in Bangladesh
Loans first given: July 1996
Number of staff: 20
Number of borrowers: 150

Client profile
Percent female: 40%

Savings
Obligatory savings: Yes. Each member is required to save $0.13 each week.

Training
Obligatory training: Yes. Clients must spend one day of each month learning about credit operation and savings mobilization. Education and health programs are being planned.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$55	$55	$222	12% service charge	

Bachhu Mia

Bachhu Mia's only asset was a small thatched homestead in the village of Salimabad. Begging was his occupation until, with motivation and awareness-raising, he learned the art of weaving. He worked as a laborer in a weaver's house until he realized that his employer was exploiting him with low wages. So he decided to make his own pit hand loom in his own house.

He joined a group at RUPEA and started saving. In July 1996, after six months, he applied for a loan of US$53 to rent a loom from a village weaver. During the next year, he fully repaid the monthly installments and applied for a US$107 loan to buy a loom of his own.

Before taking the loan, Bachhu's wife worked as a maidservant for the rich farm families. Now, both Bachhu and his wife operate the loom. They are regularly repaying the monthly installments and have some savings to put tin sheeting over their roof. Bachhu's wife joined a female group at RUPEA. They send their son to primary school. Bachhu feels proud and says, "I don't go neither for begging nor for work in others' houses; rather I run a handloom in my cottage and earn my respectable livelihood. In the near future, I have a plan to take more loans to buy one more loom and engage a weaving laborer in my cottage weaving factory."

Samaj Unnayan Kendra (SUK)

P.O. & P.S. Saria
Brahmanbaria, 3400
Bangladesh
Phone: 880 8 515 3245
Fax: 880 2 811 175 Attn: SUK
E-mail: asa@arik.bd.net

Mission
To alleviate the poverty of the rural masses by providing credit and other financial services.

Institutional profile
Area served: Bangladesh
Loans first given: August 1995
Number of staff: 35
Number of borrowers: 4,004
Participation of clients in governance at board level: Clients are represented in the General Body of the organization where major decisions are made.

Client profile
Percent female: 90%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is measured through earnings and living conditions.

Savings
Obligatory savings: Yes. Clients must save US$0.11 to US$0.22 per member.

Training
Obligatory training: Yes. Weekly group meetings help group members develop skills to manage groups and projects.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$51	$65	$72	15%	Clients must have savings and attend meetings regularly.

Other loans available: Sanitation Loans, Housing Loans

Service Civil International (SCI)

G.P.O. Box 3254
Dhaka, 1000
Bangladesh
Phone: 880 2 911 3623
Fax: 880 2 81 0254
E-mail: scil@citechco.net

Mission
To foster participatory development for sustainable livelihoods through poverty alleviation and socio-economic development.

Institutional profile
Area served: Southern and coastal districts of Bangladesh
Loans first given: July 1995
Number of staff: 100
Number of borrowers: 1,607

Client profile
Percent female: 95%
First-time borrowers below poverty line: 100%

Savings
Obligatory savings: Yes. Group savings are obligatory.

Training
Obligatory training: Yes. There is training in income-generating activity (IGA) analysis, IGA selection, and planning and management.
Voluntary training: Yes. There is a functional education course to improve literacy and math skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	45 weeks	$45	$70	$100	15%	

Shakti Foundation for Disadvantaged Women

House #5, Road #15 (New)
Dhanmondi R-A
Dhaka, 1209
Bangladesh
Phone: 880 2 911 2650
Fax: 880 2 911 2650
E-mail: shakti@citechco.net

Mission

To empower women socially and economically by providing credit for income-generating activities and by mobilizing savings.

Institutional profile

Area served: Urban areas of Dhaka and Chittagong, Bangladesh
Loans first given: April 1992
Number of staff: 116
Number of borrowers: 21,245

Client profile

Percent female: 100%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 90%
How poverty level is measured: National poverty indicators of Bangladesh are used to determine poverty; household income minus household expenditure over a given period of time is also used.

Savings

Obligatory savings: Yes. Members must save US$0.22 a week.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$78	$124	$178	20%	

Other loans available: Seasonal Loan, Emergency Loan

Shishu Sasthya Foundation, Bangladesh

6/2 Barabagh, Section 2
Mirpur
Dhaka, 1216
Bangladesh
Phone: 880 2 804 896
Fax: 880 2 912 1670
E-mail: Inltex@citecho.net

Mission

To reduce maternal and childhood mortality and to improve the socio-economic status of the poor.

Institutional profile

Area served: Satkhira, Bangladesh
Loans first given: July 1993
Number of staff: 52
Number of borrowers: 3,000

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined by the economic status of the client.

Savings

Obligatory savings: Yes.

Training

Obligatory training: Yes. There is mandatory skill development training, functional education, and health and nutrition education.
Voluntary training: Yes. A training program in social awarness is available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$30	$50	$120		Clients must have savings and receive functional education and skill development training.
Individual lending	1 year	$30	$50	$120	20%	Clients must be women between 15 and 45 years of age and possess no land or assets.

Social Upliftment Society (SUS)

Savar (Uttarpara)
P.O. Savar
Dhaka
Bangladesh
Phone: 880 2 861 409

Mission

To organize poor rural women to ensure their participation in the production process, national development, and income earning.

Institutional profile

Area served: Dhaka and Netrokona, Bangladesh
Loans first given: January 1991
Number of staff: 22
Number of borrowers: 2,900

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured by average yearly income. An annual income of less than US$286 is below the poverty line and below US$150 is in the bottom 50 percent below the poverty line.

Savings

Obligatory savings: Yes. Clients must save US$0.12 a week.

Training

Obligatory training: Yes. Clients must receive training in group management and credit management, learn how to write their signature, and learn about the basic accounts.
Voluntary training: Yes. These programs cover topics such as integrated agriculture, handicrafts, sanitation, human rights, primary health care, and income-generating activities.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$71	$155	$238	15%	First-time clients must have 6 months of regular savings, attend weekly meetings, and attend the mandatory training. Second-time borrowers must meet those criteria and have repaid their first loan.

Socio-Economic Development Society (SEDS)

House # 293, Road # 2, Baitul Aman Housing Society
Adabor, Shymoli
Dhaka, 1207
Bangladesh
Phone: 880 2 81 7538
Fax: 880 2 81 3095 Attn: SEDS
E-mail: seds@citechco.net

Mission

To organize poor rural women in a group, provide small credit for undertaking income-generating activities, and impart effective skill development training.

Institutional profile

Area served: Bangladesh
Loans first given: January 1994
Number of staff: 52
Number of borrowers: 4,000

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 90%
How poverty level is measured: Poverty is determined by benchmark survey studies and socio-economic research. Income, health, education, the status of women, purchasing power, migration, condition and location of house, etc. are among factors that are taken into account.

Savings

Obligatory savings: Yes. Each client must save US$3.

Training

Obligatory training: Yes. Mandatory programs include human and skill development training and a functional education program.
Voluntary training: Yes. Programs include legal aid training, traditional birth attendant training, handmade paper making, and mushroom cultivation.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$45	$67	$112	15%	Clients must save 15% of the loan.

Surjamukhi Sangstha (SMS)

22 Dilkusha C/A
Dhaka, 1000
Bangladesh
Phone: 880 2 955 2710
Fax: 880 2 956 3974
E-mail: sms@bdmail.net

Mission

To eradicate poverty for the poorest people in Bangladesh.

Institutional profile

Area served: Bangladesh
Loans first given: January 1986
Number of staff: 56
Number of borrowers: 3,900

Client profile

Percent female: 85%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Training

Voluntary training: Yes. Group members are provided training every four months and can participate in weekly discussions with staff members.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$60	$70	15%	

Surjamukhi Shisu Sangha (SSS)

6/21 Humayun Road, Block B, 2nd Floor
Mohammadpur
Dhaka, 1207
Bangladesh
Phone: 880 2 900 4073
Fax: 880 2 817 957
E-mail: wcnct@bangla.net

Mission

To enhance the socio-economic development of women and children through employment and microcredit support.

Institutional profile

Area served: Bangladesh
Loans first given: May 1989
Number of staff: 45
Number of borrowers: 4,500

Client profile

Percent female: 80%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 90%
How poverty level is measured: Poverty measurements are based on family income, health status, purchasing power, education, shelter, etc.

Training

Obligatory training: Yes. Clients must participate in informal education and must receive training in human development, skills development, and savings.
Voluntary training: Yes. Clients can receive leadership training, management training, vocational training, informal education, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$30	$55	$80	12%	Clients must have savings and a passbook, and must have filled out an application.

r Bangladesh

matia

806
7
@bangla.net

rty and develop self-employment and wage
ortunities along with improving family welfare.

profile

proximately 10,000 villages under 138 districts

n: December 1982
650
wers: 658,440

Client profile

Percent female: 75%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 90%
How poverty level is measured: For purposes of credit eligibility the family land holding must be under 0.4 acres and annual monetary income of the household less than US$445.

Savings

Obligatory savings: Yes. There are four obligatory savings programs: Weekly Saving, Group Fund, Emergency Fund, and Workers' Trust Fund.
Voluntary savings: Yes. As members of the Landless Group of the Swanirvar Village Development Committee, clients voluntarily save US$0.02 to US$0.07 per week.

Training

Obligatory training: Yes. There are seven days of initiation training to prepare for loan use and subsequent refresher training. There is also training for the Loan Supervisor.
Voluntary training: Yes. Voluntary training programs include those about small trade, poultry, livestock, kitchen gardens, cottage industry, fishing, goat rearing, and health and nutrition.

nt loan profile

	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
	$46	$57	$114	11%	Clients must receive 7 days of initiation training, save US$0.02 per day, and open a savings account for the group with the designated bank.

ara Mohila Sabuj Sangha (TMSS)

Gokul

19
1

ry and improve the social conditions of poor
nting self-employment opportunity.

profile

hahi and Dhaka, Bangladesh
: May 1986
594
wers: 30,025
lients in governance at board level: Members
Committee, which has 21 members.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 23%
How poverty level is measured: The staff collects socio-economic statistics of clients. Poverty is determined by income of US$13 per person per month and nutrition intake of less than 2,122 Kcal per day.

Savings

Obligatory savings: Yes. Clients must save weekly.
Voluntary savings: Yes. Clients may save in the Disaster and Accident Fund.

Training

Obligatory training: Yes. There is obligatory awareness-raising training.
Voluntary training: Yes. Group leaders receive training on group leadership and record keeping. Other members receive advice on health and social issues at weekly meetings. Additional voluntary training concerns topics such as poultry, goat and cow rearing, home gardening, family planning, adult literacy, and income generation.

nt loan profile

	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
	$65	$88	$218	15%	Clients must save weekly for 6 months, attend meetings, and pass tests

ilable: Cottage Industry Loans, Handloom Loans

UDDIPAN

4/25, Sir Syed Road
Mohammadpur
Dhaka, 1207
Bangladesh
Phone: 880 2 815 459
Fax: 880 2 912 1538
E-mail: udpn@dhaka.agni.com

Mission

To create gender-balanced socio-e
poor through social and economic
cultural and environmental awar
innovative methods.

Institutional profile

Area served: Districts of Chittag
and Bhagerhat, Bangladesh
Loans first given: December 19
Number of staff: 150
Number of borrowers: 48,720

Self-employment loan profi

Type	Loan period	Average 1st loan (US$)
Group lending	12 - 36 months	$43

Unnayan

38, Iqbal Nagar Lane
Khulna City
Bangladesh
Phone: 880 4 172 5357
Fax: 880 2 408 650

Institutional profile

Area served: Rural areas of Khul
Loans first given: June 1993
Number of staff: 22
Number of borrowers: 1,558

Self-employment loan profi

Type	Loan period	Average 1st loan (US$)
Group lending	1 year	$62

UDDIPAN

9/25, Sir Syed Road
Mohammadpur
Dhaka, 1207
Bangladesh
Phone: 880 2 815 459
Fax: 880 2 912 1538
E-mail: udpn@dhaka.agni.com

Mission

To create gender-balanced socio-economic development for the poor through social and economic empowerment. To foster cultural and environmental awareness that utilizes permanently innovative methods.

Institutional profile

Area served: Districts of Chittagong, Pirojpur, Kushtia, Comilla, and Bhagerhat, Bangladesh
Loans first given: December 1990
Number of staff: 150
Number of borrowers: 48,720

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: In rural areas, poverty is measured by those clients earning less than US$33 per month and living on less than 50 decimals of land. In urban areas, poverty is measured by those clients living mainly in slums and earning less than US$43 per month.

Savings

Voluntary savings: Yes. Borrowers save on average US$0.11 per week.

Training

Voluntary training: Yes. Borrowers can receive training in accounting and have access to an adult education program. They can also take part in training on poultry, livestock, nurseries, agriculture, and fishery.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	12 - 36 months	$43	$65	$217	15%	Clients must attend weekly meetings and sign a savings ratio commitment.

Unnayan

58, Iqbal Nagar Lane
Khulna City
Bangladesh
Phone: 880 4 172 5357
Fax: 880 2 408 650

Institutional profile

Area served: Rural areas of Khulna City, Bangladesh
Loans first given: June 1993
Number of staff: 22
Number of borrowers: 1,558

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$62	$83	$145	15%	

Bangladesh

WOMENS

152 West Rampura
Wapda Rd.
Dhaka, 1219
Bangladesh
Phone: 880 2 818 52
Fax: 880 2 913 1465
E-mail: mauchak@citechco.net

Mission

To empower and improve the socio-economic situation of landless women through training and providing credit and other support services.

Institutional profile

Area served: Bangladesh
Loans first given: July 1992
Number of staff: 30
Number of borrowers: 5,160
Participation of clients in governance at board level: Clients send representatives to the General Council, which elects the Executive Committee of the organization. Additionally, workshops are held about different issues to attain the opinions of clients.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined through individual contacts, group contacts, a village-wide survey, observation, and the national poverty measurement.

Savings

Obligatory savings: Yes. Clients must deposit 3 percent of the loan.
Voluntary savings: Yes. Clients save US$0.12 weekly.

Training

Obligatory training: Yes. Credit and group management training are mandatory.
Voluntary training: Yes. Program topics include income-generating activities, vocational training, education, nutrition, family planning, group development, and sanitation. There is also a literacy program for group members' children.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$45	$75	$113	14.4%	Among other requirements, clients must regularly attend weekly meetings, save, deposit a life insurance premium, contribute to the group fund, and do volunteer work.

Other loans available: Tube Well Loans, Latrine Loans, Handicraft Loans

Bhutan

Bhutan Development Finance Corporation

P.O. Box 256
Thimphu
Bhutan
Phone: 975 2 22455
Fax: 975 2 23428

Mission

To deliver microfinance services to the poorest of the poor living in rural areas.

Institutional profile

Area served: Bhutan
Loans first given: January 1982
Number of staff: 52
Number of borrowers: 9,823

Client profile

Percent female: 65%

Savings

Obligatory savings: Yes. Clients must save in a joint compulsory savings account.
Voluntary savings: Yes. Individual savings accounts are available to clients who wish to save voluntarily. Joint emergency savings accounts are also available.

Training

Obligatory training: Yes. There is mandatory training in loan and business management.
Voluntary training: Yes. An informal adult education program is available to clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$125	$350	$500	13%	
Individual lending	varies	$250	$488	$500	13%	Clients are chosen based upon their credit worthiness, repayment capability, and the recommendations of village headmen, extension agents, and the district administrator.

Association of Cambodian Local Economic Development (ACLEDA)

#132 St. 163 Tuol Tumpong I
P.O. Box 1149
Phnom Penh
Cambodia
Phone: 855 23 364 612
Fax: 855 23 364 914
E-mail: acleda@forum.org.kh

Institutional profile

Area served: Cambodia
Loans first given: March 1993
Number of borrowers: 51,991

Client profile

Percent female: 90%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty is determined by income. Poor people in the capital city are those with an income of less than US$140, and in provincial towns with less than US$70.

Savings

Obligatory savings: Yes. Savings are required in order to receive a loan.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending		$61	$82	$232		
Individual lending		$865	$869			After finishing training and having completed a business plan, clients undergo a home visit, a business assessment, and a collateral assessment

Ly Kay

Ly Kay, 36, is among the thousands who have benefited from ACLEDA's loan scheme. She and her family returned to Phnom Penh in 1993 after staying in a refugee camp for several years. Ly now runs a small grocery business next to her house in the Kien Svay district outside of Phnom Penh.

"My family was the poorest in the village. I had six children among eight dependents to support, and my husband was disabled after being injured by a land mine," she explains. "At that time, I had no idea how to start a business–until I was introduced to ACLEDA by a friend. I managed to borrow US$145 at the start and attended the microcredit training course."

Ly started small by stocking daily products such as fish, meat, and other perishables in her shop. Later she went on to include other foodstuffs, such as rice and drinks. "I managed to earn about US$2.60 per day when I started," she says.

Ly repaid her first loan. As her business grew, she borrowed more money from ACLEDA, including a US$520 loan in 1995, a US$1,000 loan in 1996, and a US$2,200 loan in 1997. Her daily income now amounts to US$16.

Since joining ACLEDA, Ly has built a US$3,500 wooden house for her family. She also purchased a small rice mill, a water pump, and 14 piglets. Before learning about ACLEDA, only one of her children attended school. Now, all six receive regular schooling.

Cambodia Community Building

P.O. Box 126
Phnom Penh
Cambodia
Phone: 855 23 426 464
Fax: 855 23 426 464
E-mail: ccb@forum.org.kh

Mission

To improve the welfare of poor families through loans, savings, and training.

Institutional profile

Area served: Cambodia
Loans first given: August 1992
Number of staff: 55
Number of borrowers: 8,500

Client profile

Percent female: 100%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: A baseline survey is done on a sample group.

Savings

Voluntary savings: Yes.

Training

Obligatory training: Yes. There is weekly training during repayment meetings.
Voluntary training: Yes. There is additional health and business training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 7 months	$30	$55	$200	60%	Clients must have savings and attend an orientation meeting.

Ennatien Moulethan Tchonnebat

72 - 74 rue 598
13 P 57
Phnom Penh
Cambodia
Phone: 855 23 362 913
Fax: 855 23 720 177
E-mail: emt@worldmail.com.kh

Mission

To provide rural Cambodians with permanent access to financial services.

Institutional profile

Area served: Six provinces in Cambodia
Loans first given: August 1991
Number of staff: 67
Number of borrowers: 25,293

Client profile

Percent female: 65%
First-time borrowers below poverty line: 46%
How poverty level is measured: It is measured through a methodology that uses an inventory of material and financial assets.

Savings

Voluntary savings: Yes. There is an experimental savings program being carried out by the credit officers that has 10 participants.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	5 - 10 months	$30	$40	$100	48%	
Individual lending	5 - 24 months	$140	$200	$800	48%	Clients are chosen from solidarity group borrowers who have borrowed successfully 2 or 3 times.

Association for Rural Development of Poor Areas in Sichuan

Sandao St. #45
Chengdu
Sichuan, 610031
P.R. of China
Phone: 86 28 626 0043
Fax: 86 28 626 0043
E-mail: panzhu@iscsw.sichuan-china.gov.cn

Mission
To benefit poor people directly; to improve the abilities of poor people, especially women, in project management and accounting; to make revolutionary reforms in poverty alleviation models in China.

Institutional profile
Area served: Sichuan Province, southwest China
Loans first given: June 1996
Number of staff: 75
Number of borrowers: 7,250

Client profile
Percent female: 81%
First-time borrowers below poverty line: 92%
First-time borrowers in bottom 50% below poverty line: 87%
How poverty level is measured: The poverty line is set at an annual average income per capita of US$60 and 400 kg of grain per year per capita.

Savings
Obligatory savings: Yes. Every client must deposit US$0.13 to US$0.25 every 10 days.
Voluntary savings: Yes. Clients are encouraged to save more money, but very few do.

Training
Obligatory training: Yes. Each client has to participate in the training course on credit discipline and practical techniques.

China

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$96	$110	$150	6% - 8%	Clients must pass an oral test and participate in a center meeting.

Heifer Project - China

B - 102, 12th Block
International Metropolitan, Xipu, Pixean
Chengdu, Sichuan 611731
P.R. of China
Phone: 86 28 785 2135
Fax: 86 28 785 2134
E-mail: hpichina@mail.sc.cninfo.net
Website: http://www.heifer.org

Mission
To work in partnership with others to end hunger and poverty and care for the earth through the sharing of livestock and knowledge.

Institutional profile
Area served: Rural areas in western China
Loans first given: December 1985
Number of staff: 120
Number of borrowers: 13,593

Client profile
Percent female: 55%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 78%
How poverty level is measured: Poverty level is determined by Participatory Rural Assessment, a property index, an income index, and a house index.

Training
Voluntary training: Yes. Clients may be trained in animal husbandry and veterinary medicine.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	1-3 years	$100	$100	$1,000	5%	Clients should be qualified rural laborers who are willing to participate in training.

Other loans available: In addition to giving monetary loans for the purchase of animals, the organization gives in-kind animal loans.

Funding the Poor Cooperative, Chinese Academy of Social Science, China (FPC,CASS)

5 Jianguomennei Dajie
Beijing, 100732
P.R. of China
Phone: 86 10 6513 7744 extension 5065
Fax: 86 10 6522 6834

Mission

To microfinance the poor, give training, and serve as an advisor.

Institutional profile

Area served: China
Loans first given: May 1994
Number of staff: 20
Number of borrowers: 3,000

Client profile

Percent female: 85%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 30%
How poverty level is measured: Poverty is determined by a housing index and interviews.

Savings

Obligatory savings: Yes. Savings are based on the Grameen model.

Training

Obligatory training: Yes. Training follows the Grameen model with additional training on agriculture and animal raising.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$125	$140	$250	16%	Clients must pass a test.

Action in Distress

402, Krishnapuri Colony
West Marredpalli
Secunderabdad, 500026
India
Phone: 91 40 780 4992
Fax: 91 40 780 0715
E-mail: ruhyd@actionaidindia.org

Mission

To facilitate the empowerment of the poor in the process of social change

Institutional profile

Area served: Bantaram Mandal, India
Loans first given: July 1993
Number of staff: 4
Number of borrowers: 1,800

Client profile

Percent female: 50%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty ranking is done through a participatory methodology.

Training

Obligatory training: Yes. Clients must learn microcredit systems and management, how to establish village development plans, and how to manage local-level social and economic issues.
Voluntary training: Yes. Programs are available according to the need of clients.

India

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 9 months	$32	$148	$148	12% - 24%	A client must be a resident of the village, be a member of an effectively functioning group, regularly participate in meetings, and have paid back any previous loans in full and on time.

Actionaid Karnataka Projects

Karunya Campus
Jagalur
Davanagere District, Karnataka 577 528
India
Phone: 91 81 964 7354
Fax: 91 80 558 6284

Mission

To empower the people by enhancing the quality of their life. To specifically help the landless laborers, small and marginal farmers, and women by infusing them with a sense of confidence to express their needs and interests and fulfill their ambitions and aspirations.

Institutional profile

Area served: Davanagere District, Karnataka State, India
Loans first given: April 1990
Number of staff: 37
Number of borrowers: 2,741

Client profile

Percent female: 39%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 63%
How poverty level is measured: Poverty is measured by those families with a yearly income less than US$250; clients without assets, except for small amounts of land; poor housing conditions; lack of sanitary latrines; and clients whose children must also work. Health is also ranked in a Participatory Rural Assessment exercise.

Savings

Obligatory savings: Yes. Clients must have savings that equal 10 to 25 percent of their loan. Each family is expected to save at least US$5 to US$15 each year.

Training

Obligatory training: Yes. All illiterate clients must attend literacy classes.
Voluntary training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$10	$63	$150	15%	Clients must have savings equaling 25% of the loan amount.

Other loans available: Crop Loan, Agricultural Implements/Housing Loan, Irrigation

Actionaid, India

3 Rest House Road
Bangalore, Karnataka 560 001
India
Phone: 91 45 260 2718
Fax: 91 80 558 6284
E-mail: coblr@actionaidindia.org

Mission

To initiate and support savings and credit programs that can strengthen existing livelihoods, thereby generating new livelihood options and increasing the confidence and self-image of marginalized families.

Institutional profile

Area served: 93 villages in India
Loans first given: December 1992
Number of staff: 20
Number of borrowers: 912

Client profile

Percent female: 60%
First-time borrowers below poverty line: 100%
How poverty level is measured: Poverty is determined by those families with less than two acres of land who are supporting a family of six or more people on less than US$375 income per year.

Savings

Obligatory savings: Yes.

Training

Obligatory training: Yes. There is mandatory training in savings and credit (twice a year) and in village accounts documentation (twice a year).
Voluntary training: Yes. Experienced women leaders give voluntary training in savings and credit to new groups.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 28 months	$100	$143	$285	12%	

Other loans available: Consumption Loans

The Activists for Social Alternatives

SATHIA ILLAM, 2A-10th Cross
Alli St. Annamalai Nagar
Tiruchirappalli, 620 018
India
Phone: 91 43 176 3980
Fax: 91 43 176 3356
E-mail: asa/trichi@dartmail.dartnet.com

Mission

To alleviate poverty and uplift poor women and children toward sustainability. To expand the network of microcredit and strengthen the linkages through national and international microfinance institutions.

Institutional profile

Area served: Tamil Nadu, India
Loans first given: March 1993
Number of staff: 30
Number of borrowers: 2,733
Participation of clients in governance at board level: The institution is owned and managed by the representatives of the clients.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured through a housing index (a thatched hut or small house with mud walls in a rural area), an income lower than US$450 per year, and owning less than 1.5 acres of dry land or 0.5 acres of wet land.

Savings

Obligatory savings: Yes. Clients must save the group tax.

Training

Obligatory training: Yes. There is an obligatory Woman-Sangha member course and a Sangha leader course.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	50 weeks	$56	$139	$278	20%	Clients must take the Sangha course, have regular attendance for 2 months, be a member, and save.

Other loans available: Housing Loans, Seasonal Loans

Ahmedabad Jilla Mahila Bachat (SEWA)

109 - Sakar II
Building opp. Town Hall
Ellisbridge Mandal, Ahmedabad 380 006
India
Phone: 91 79 658 1652
Fax: 91 79 657 6074

Mission

To help poor, rural women break the vicious cycle of poverty by providing them with credit, savings, and insurance services.

Institutional profile

Loans first given: October 1994
Number of staff: 6
Number of borrowers: 4,000
Participation of clients in governance at board level: Group members make the rules on savings, loans, and interest. The association is membership-based, and the Executive Committee is elected by the members.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 30%

Savings

Voluntary savings: Yes. The women decide on the amount they want to save.

Training

Obligatory training: Yes. Clients must undergo mandatory training in leadership, banking operations, financial management, and accounting.
Voluntary training: Yes. Training in health and nutrition is provided.

India

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 years	$100	$150	$200	24%	

Annai Education Society

Post Box No. 22
Shembagamuthu Street, Usilai Road
Tirumangalam, Madurai District, Tamilnadu 625 706
India
Phone: 91 45 492 0099
Fax: 91 45 274 2151

Mission

To promote microenterprises through self-help groups that focus on women.

Institutional profile

Area served: Tamil Nadu, India
Loans first given: February 1995
Number of staff: 22
Number of borrowers: 3,026

Client profile

Percent female: 100%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 72%
How poverty level is measured: Poverty measurements are based on actual income, capacity to generate income, the size of the family, assets, and the number of family members earning an income.

Savings

Obligatory savings: Yes. Clients must save the equivalent of one day's wages each month.

Training

Obligatory training: Yes. Clients must participate in group-building exercises, leadership training, bookkeeping training, and skills training for income generation.
Voluntary training: Yes. Informal education, gender awareness training, legal literacy, and nutrition training are provided.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$75	$140	12%	Clients must save regularly and be members of a group for 1 year.

Other loans available: Consumption Loan, Emergency Loan

Association for Rural and Tribal Development (ACTION)

Krishna Sadan, Dr. Meda Ranga Prasadarao Gardens
Hukumpet P.O.
Raja Hmundry, Andhra Pradesh 533 103
India
Phone: 91 83 361 442
Fax: 91 88 368 449

Mission

To provide microcredit to poor tribal women for their economic development and for the promotion of self-help groups.

Institutional profile

Area served: Andhara Province
Loans first given: September 1989
Number of staff: 62
Number of borrowers: 3,000

Client profile

Percent female: 80%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined by using location. Tribes in the hills are in interior forest areas, tend to be the most underdeveloped, and have illiteracy rates of nearly 99 percent.

Savings

Obligatory savings: Yes. Clients must save on a group and a village level.
Voluntary savings: Yes. Clients may save individually and there is a senior citizen voluntary savings program.

Training

Obligatory training: Yes. Mandatory training includes programs about thrift and savings, income generation, and record keeping.
Voluntary training: Yes. There are motivation camps on a village level about savings.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$1,000	$1,000		12%	Clients must save money.

*We were unable to clarify whether this is a loan to an individual within a group or a loan to an entire group.

Other loans available: Small Business Training Loans, Agricultural Loans, Housing Loans

Banaskantha DWCRA Mahila SEWA Association - Ahmedabad (SEWA)

SEWA Reception Centre
OPP Lok Manya Tilak Baug, Bhadra
Ahmedabad, Gujarat 380 001
India
Phone: 91 79 550 6477
Fax: 91 79 550 6446

Institutional profile

Area served: Banaskantha (Santalpur, Radhanpur), India
Loans first given: November 1993
Number of staff: 10
Number of borrowers: 400
Participation of clients in governance at board level: Group leaders are selected by the group members, savings accounts are solely operated by the group, and the savings federation is fully governed by the Executive Committee, which is elected from the groups.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined by an index fixed by the government of India.

Savings

Voluntary savings: Yes. There are village-level savings groups.

Training

Voluntary training: Yes. Programs include leadership training, DWCRA group leader training, self-help group formation, and saving group leader's training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$25	$125	$125	17%	

Banaskantha DWCRA Mahila SEWA Association - Radhanpur (SEWA)

Suleman Bhagat Banerlo
Opp. Market Yard
Radhanpur, Gujarat
India

Institutional profile

Loans first given: January 1995
Number of staff: 8
Number of borrowers: 1,200
Participation of clients in governance at board level: This is a membership-based organization in which the members are elected to the Executive Committee.

Client profile

Percent female: 100%
How poverty level is measured: Poverty is determined by the living conditions and occupations of the potential clients.

Savings

Voluntary savings: Yes. The clients decide the amount they want to save and the interest rate.

Training

Voluntary training: Yes. Clients receive voluntary training in organizing their groups, defining the roles of their members and leaders, and financial management.

India

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	2 years	$100	$150	$300	24%	

Bharati Integrated Rural Development Society (BIRDS)

#26/110-E-2, Gnanapuram
Nandyal - RS, Andhra Pradesh 518 502
India
Phone: 91 85 144 3444
Fax: 91 85 144 3145

Institutional profile

Area served: Kurnool (Dist) A.P., India
Loans first given: March 1993
Number of staff: 40
Number of borrowers: 5,355

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
How poverty level is measured: Socio-economic data is collected to determine poverty.

Savings

Voluntary savings: Yes. Clients may make seasonal deposits.

Training

Obligatory training: Yes. Group leaders are given training for capacity development and then train the other members.
Voluntary training: Yes. There is voluntary adult education and education programs for adolescent girls.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$50	$150	24%	Clients must be group members and have savings.

Other loans available: Consumption Loans, Health Loans, Educational Loans

India

Creators Charitable Organisation

78-8-4, Gandhipuram - 3
Rajahmundry, A.P. 533 103
India
Phone: 91 88 369 870
Fax: 91 88 363 091

Mission

To promote the integrated development of hill tribes through the formation, motivation, and strengthening of self-help groups comprised of women.

Institutional profile

Area served: Devipatnam Mandal, Andhra Pradesh, India
Loans first given: May 1991
Number of staff: 63
Number of borrowers: 5,560
Participation of clients in governance at board level: Both clients and the staff form the General Body. The General Body then elects an Executive Committee to make decisions.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: A detailed survey is conducted that takes into account housing conditions, access to electricity, land holdings, type of crops, amount of livestock, the health of the family, etc.

Savings

Voluntary savings: Yes. An occasional Corpus Fund is introduced.

Training

Voluntary training: Yes. Informal training is offered in adult education, savings and credit, thrift, leadership qualities, legal issues, bookkeeping, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$25	$50	$100	18%	Clients must save regularly, give assurance of 100% repayment, etc.

Gandinagar Mahila Bachat Mandal (SEWA)

109 - Sakar II
Opp. Town Hall
Ellisbridge, Ahmedabad
India
Phone: 91 79 658 1652
Fax: 91 79 657 6074

Mission

To help poor, self-employed women become self-reliant through building assets and increasing income.

Institutional profile

Area served: District Gandinagar, India
Loans first given: June 1996
Number of staff: 6
Number of borrowers: 2,000
Participation of clients in governance at board level: This is a member-based organization in which the Executive Committee is elected by the members.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Poverty is determined by the occupation and living conditions of the women.

Savings

Voluntary savings: Yes. The women decide the amount and interest of savings.

Training

Voluntary training: Yes. Clients receive voluntary training in organizing their groups, banking operations, financial management, and accounting systems.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	2 years	$100	$200	$300	17%	Clients must save for 1 year before receiving a loan.

Goodwill Social Work Centre

No. 3, South Street Extension, Singarayar Colony
Madurai, Tamilnadu 625 002
India
Phone: 91 45 253 1414
Fax: 91 45 253 1056

Mission

To strengthen and rebuild dysfunctional families with support services that include microenterprise initiatives for self-employment among poor women.

Institutional profile

Area served: Madurai City, India
Loans first given: August 1992
Number of staff: 5
Number of borrowers: 150

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Savings

Obligatory savings: Yes. Clients must become active members of the Credit and Savings Scheme.

Training

Obligatory training: Yes. Clients must participate in gender and development training programs.
Voluntary training: Yes. Vocational training and training in financial management and skills development is provided for women.

India

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year maximum	$40 - $66	-	$70	36%	Clients must be self-employed, participate in family fellowship meetings, and have initial savings.
Individual lending	1 year maximum	$40 - $66	-	$70	36%	Self-employed women requesting small loans must submit a letter of request to the Centre. Applications are screened and approved.

Other loans available: Health and Emergency Relief Loan

GRAMA

Dattatreya Temple Road
T.R. Nagar
Challakere, Chitradurga District 577 522
India
Phone: 91 81 954 2957
Fax: 91 80 663 3538

Mission

To build self-manageable, sustainable, independent groups among the rural poor, with a focus on women. To help these target groups achieve self-reliance.

Institutional profile

Area served: Karnataka State, India
Loans first given: January 1991
Number of staff: 31
Number of borrowers: 3,500

Client profile

Percent female: 100%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is measured by income and standard of living.

Training

Obligatory training: Yes. There is training in capacity development, accounting and bookkeeping, credit management, and Participatory Rural Assessment (PRA) techniques. Health and cultural issues are also part of mandatory education.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$7	$13	$150	12%	Clients must be members of a group and regularly attend weekly meetings.

Other loans available: Consumption Loans, Education/Health Loans

Grameen Development Services

525 KHA/110, Sector-B, Plot No. C-1040/C
Mahanagar
Lucknow, Uttar Pradesh 226 006
India
Phone: 91 52 238 0823
Fax: 91 52 238 9187
E-mail: gds.lko@smy.sprintrpg.ems.vsnl.net.in

Mission

To economically empower the poor, especially women, by providing them with assistance for their income generation.

Institutional profile

Area served: Uttar Pradesh State, India
Loans first given: November 1995
Number of staff: 29
Number of borrowers: 847

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 70%

Training

Obligatory training: Yes. Training is regularly given on self-help group management, leadership, accounts, credit, and gender issues.
Voluntary training: Yes. Clients can receive training in non-farm activities and in creating income-generating small businesses.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$140	$255	$390	15%	Clients must take a test and have a viable business venture.
Individual lending	1 year	$35	$42	$60	15%	Clients are recommended mostly by a self-help group in the area. Applicants are interviewed, and their requirements are cross-verified from peers in the area.

Other loans available: Consumption Loan

Institute for Resources Conservation (IRCon)

83 Prakesh Nagar
DHAR, Madhya Pradesh 454 001
India
Phone: 91 72 922 2490

Mission

To develop and restore natural resources for the economic and social development of society.

Institutional profile

Area served: Central India
Loans first given: July 1995
Number of staff: 45
Number of borrowers: 2,650
Participation of clients in governance at board level: Village level Watershed Committees, User Groups, and Self-help Groups make decisions pertaining to program planning, implementation, resource sharing, and credit disbursement. All resources developed in the program are owned by the committees and groups.

Client profile

Percent female: 60%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: A poverty level survey is carried out by the District Rural Development Agency every year.

Savings

Obligatory savings: Yes. Clients must save in the maintenance fund of the Watershed Project.
Voluntary savings: Yes. Clients may save in Women Thrift and Credit groups and the Village Common Fund.

Training

Obligatory training: Yes. There is training for the User Groups, Self-help Groups, and Women Thrift and Credit Groups as well as non-formal education.
Voluntary training: Yes. Other programs include organization of awareness camps, exposure visits, and technical training for self-employment ventures.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$75	$125	$250	12%	Clients must have approval and a guarantee by the Watershed Development Committee of the concerned village.

Other loans available: Crop Loans, Agricultural Implement Loans

Institute for Self Management (ISM)

40 – A Meyappan III. St.
Gomsolivupuram
Madurai, Tamil Nadu 625 016
India
Phone: 91 45 260 3762
Fax: 91 45 260 3762
E-mail: ism.mdu@gnmds.globalnet.ems.vsnl.net.in

Mission

To help promote a self-regulatory and gender-just society. To bring sustainable development among unorganized grassroots working sections of the society with a special focus on women.

Institutional profile

Area served: Tamil Nadu, India
Loans first given: April 1989
Number of staff: 108
Number of borrowers: 16,754

Client profile

Percent female: 76%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Factors used to determine poverty include access to water, home, education, income, health, etc.

Savings

Obligatory savings: Yes. Clients must save in a life insurance program.
Voluntary savings: Yes. Clients may save monthly.

Training

Obligatory training: Yes. Clients must attend training in financial management, bookkeeping, and general membership education.
Voluntary training: Yes. Clients may take courses amongst themselves in lending, productive lending, and management skills.

India

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$600	$600	$750	18%	Clients must have regular savings and be capable of running a microenterprise.
Individual lending	1 year	$30	$30	$150	18%	Clients must be living below the poverty line, have regular savings, have regular attendance in meetings and at training, be involved in resolving local and social issues, and find 2 people to guarantee the loan.

*These loans are given to the entire group. There are 25 members per group.

Other loans available: Alternative Agricultural Practice Loans, Health Loans

Janarth

19, Samadhan Colony
Aurangabad, Maharashtra 431 001
India
Phone: 91 24 033 7479
Fax: 91 24 033 3570
E-mail: rosur@bom3.vsnl.net.in

Mission

To tide over an agriculturally bad year. To support the poor to initiate microenterprises to supplement earnings.

Institutional profile

Area served: Central India
Loans first given: October 1988
Number of borrowers: 7,100

Client profile

Percent female: 45%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 30%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 years	$84	$84	$142		The client should not be a defaulter, and both the husband and the wife must be aware of the credit and the purpose.

India

Kalanjiam Foundation - PRADAN

18, Pillayar Koil Street, S.S. Colony
Madurai, Tamil Nadu 625 016
India
Phone: 91 45 260 2247
Fax: 91 45 260 2247
E-mail: kalanjiam@pronet.nlweb.com

Mission

To create localized financial systems to be managed by poor women for poverty alleviation and empowerment.

Institutional profile

Area served: The states of Tamil Nadu and Andhra Pradesh, India.
Loans first given: October 1989
Number of staff: 350
Number of borrowers: 12,651

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 85%
How poverty level is measured: Various participatory methods such as wealth ranking and village mapping are used.

Savings

Voluntary savings: Yes.

Training

Voluntary training: Yes. Clients can participate in leadership development training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$15 - $30	$10 - $20	$15 - $30	24% - 36%	Clients must save regularly and must have good attendance at meetings

Other loans available: Consumption/Emergency

Kheda District Self-Employed Women's Saving Association (SEWA)

SEWA Reception Center
Opp. Lok Manya Tilak Baugh, Bhadra
Ahmedabad
Gujarat 380002
India
Phone: 96 79 550 6477
Fax: 96 79 550 6446

Institutional profile

Area served: Kheda, India
Loans first given: December 1991
Number of staff: 10
Number of borrowers: 2,322
Participation of clients in governance at board level: The saving federation is fully governed by the Executive Committee, which is elected by the groups. Group members select leaders and control all savings accounts.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty determination is based on the poverty index fixed by the government of India.

Savings

Voluntary savings: Yes. Clients may save in village level savings groups.

Training

Voluntary training: Yes. There is voluntary training regarding leadership and self-help group formation.

India

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	20 months	$50	$125	$250		

Kheda Mahila Bachat Mandal (SEWA)

Gangotri Complex, Mafair Road
Anand
Gujarat
India
Phone: 91 26 922 4844

Mission

To help poor self-employed women to be self-reliant.

Institutional profile

Loans first given: January 1991
Number of staff: 9
Number of borrowers: 7,000
Participation of clients in governance at board level: Members elect the Executive Committee.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is determined by living conditions.

Savings

Voluntary savings: Yes.

Training

Obligatory training: Yes. There is training in organizing a group accounting system and financial management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	2 years	$100	$200	$300	24%	Clients must have 1 year of savings.

Liberal Association for Movement of People (LAMP)

66, Surya Sen Street
Calcutta, 700 009
India
Phone: 91 33 241 8496
Fax: 91 33 241 7469

India

Mission

To empower oppressed and downtrodden people, especially women, dalits, and tribals, through a participatory approach.

Institutional profile

Area served: West Bengal, Bihar, Orissa, Sikkim, and Tripura states of India.
Loans first given: January 1981
Number of staff: 16
Number of borrowers: 420
Participation of clients in governance at board level: Representatives of the women's groups, village committees, and artisans' groups are members of the Central Working Committee of LAMP and participate in the decision making.

Client profile

Percent female: 78%
First-time borrowers below poverty line: 96%
First-time borrowers in bottom 50% below poverty line: 82%
How poverty level is measured: Poverty is measured by those clients earning an annual income of less than US$150.

Savings

Obligatory savings: Yes. The Community Grain Fund and the Community Money Bank are mandatory savings programs.
Voluntary savings: Yes. Mahila Samriddhy Jojana is a voluntary savings program.

Training

Obligatory training: Yes. Clients must undergo relevant vocational and leadership training courses and must participate in an entrepreneurship development program for self-employed persons before receiving a loan.
Voluntary training: Yes. There is a voluntary community organizing and rural development training program.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$40	$50	$150	12% - 25%	
Individual lending	1 year	$40	$50	$50	12% - 16%	Clients are chosen based upon the recommendation of the village committees.

Other loans available: Grain Bank

M. P. Mahila Arthik Vikas Nigam, Bhopal

4/7, Triveni Complex
Roshanpura, BPL
Bhopal, Madhya Pradesh 462 003
India
Phone: 91 75 555 3535
Fax: 91 75 557 1827

Institutional profile
Area served: India
Loans first given: April 1991
Number of staff: 855
Number of borrowers: 54,048

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Training
Voluntary training: Yes. Optional computer and secretarial training to women is provided.

India

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$13	$13	$26		

Malarchi Trust

Pettathur, Sankarankoil Tahik
Tirunelveli District, 627 756
India
Phone: 91 46 362 2586

Mission
To empower weaker sections and rural women through creating alternative sustainable democratic institutions.

Institutional profile
Area served: Tamil Nadu, India
Loans first given: January 1986
Number of staff: 21
Number of borrowers: 1,261
Participation of clients in governance at board level: There is a Village Development Sangam (VDS) in each village that has one male and one female member from each family in the village. The VDS makes all decisions with regard to credit - who receives it, what the repayment schedule should be, the amount of credit, etc. There is an apex body that consists of members from each VDS that oversees overall program policy matters.

Client profile
Percent female: 65%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Poverty is measured by income level, ownership of resources, social discrimination, and health status.

Savings
Voluntary savings: Yes. Women's saving groups form together and help each other with their own funds.

Training
Obligatory training: Yes. All members or credit groups undergo leadership and management training once every six months.
Voluntary training: Yes. The village cultural team of the credit groups educate themselves and the villagers through Art and Cultural meets.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	5 years	$105	$263	$315	12%	The client should be under the poverty line, be a member of a group, and not be receiving benefits from the government.
Individual lending	2 years	$52	$104	$260	12%	Clients are forwarded by the Sangha office bearers or are recommended by development workers. Only membership card holders can receive a loan.

Other loans available: Emergency Loan

Manav Adhikar Seva Samitee (MASS)

Dhanupali
Sambalpur, Orissa 768 100
India
Phone: 91 66 320 9620
Fax: 91 66 340 4000

Mission

To empower the poor, downtrodden masses, particularly the women members of these communities.

Institutional profile

Area served: Orissa State, India
Loans first given: September 1992
Number of staff: 15
Number of borrowers: 580

Client profile

Percent female: 100%
First-time borrowers below poverty line: 98%
How poverty level is measured: Poverty is based upon the socio-economic condition of the client. This includes land holding, income, access to credit, whether the client owns cattle, etc.

Savings

Obligatory savings: Yes. Clients must save 200 grams of rice and US$0.25 per week.

Training

Obligatory training: Yes. Mandatory training is given in regular intervals and includes leadership training, accounting, and management.
Voluntary training: Yes. Functional literacy classes and conflict management training is offered.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	1 year	$3	$12	$75	48%	The group's Executive Committee selects the clients based on the need and availability of funds.

Other loans available: Crop Loan

National Integration Rural Development Agency (NIRDA)

M. Pudu Patti
Sithayan Kottai
Dindigul, Tamil Nadu 624 708
India
Phone: 91 45 143 1958

Mission

To empower women economically.

Institutional profile

Area served: Athoor Union - Dindigul District Tamil Nadu, India
Loans first given: August 1995
Number of staff: 6
Number of borrowers: 200

Client profile

Percent female: 100%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is measured by examining the daily income and needs of family members.

Savings

Obligatory savings: Yes. Weekly savings are obligatory.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Clients must attend monthly meetings.
Voluntary training: Yes. These programs include vocational skill and microenterprise topics.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 6 months	$20	$50	$50	12%	

North East India Committee on Relief and Development (NEICORD)

Shalom Nongrimbah Rd.
Laitumkhrah
Shillong, Meghalaya 793 003
India
Phone: 91 36 422 7317
Fax: 91 36 422 5585
E-mail: neicord.shillong@gems.vsnl.net.in

Mission

To generate income and employment through microlending. To empower people through credit opportunity and development.

Institutional profile

Area served: North East India
Loans first given: June 1994
Number of staff: 4
Number of borrowers: 250

Client profile

Percent female: 95%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 55%
How poverty level is measured: Poverty is measured by family income.

Savings

Obligatory savings: Yes. Clients must save a certain amount of money.
Voluntary savings: Yes. They may save more than the compulsory amount.

Training

Obligatory training: Yes. Clients must attend promotional and awareness training, a monthly group meeting/seminar, and an annual organizers' training meeting.
Voluntary training: Yes.

India

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	10 months	$35	$70	$122	14%	Clients must receive training, and be accepted and guaranteed by the group.

Other loans available: Loans from Savings

Orissa Social Service Institute

P.O. Baramba, Post Box - 1
Dist. Cuttack
Orissa, 754 031
India
Phone: 91 67 213 276

Mission

To help groups of women help themselves.

Institutional profile

Loans first given: July 1995
Number of staff: 13
Number of borrowers: 120

Client profile

Percent female: 80%
First-time borrowers below poverty line: 80%
How poverty level is measured: Poverty measurements are based on a government-set poverty line.

Savings

Obligatory savings: Yes. Clients must save in the Integrated Mahila Samridhi program.
Voluntary savings: Yes. Clients may save to promote their Self Help Groups.

Training

Obligatory training: Yes. Self Help Group training for women committee members is offered.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$10	$11	$15		
Individual lending	3 months	$3	$4	$11	6%	Clients are poor women who are not defaulters.

Orissa State Volunteers and Social Workers Association

N-1/324, I.R.C. Village
Bhubaneswar
Orissa, 751 015
India
Phone: 91 67 441 4459
Fax: 91 67 440 0599

Mission

To promote voluntary action and development that is centered around people.

Institutional profile

Area served: Orissa, India
Loans first given: January 1992
Number of staff: 21
Number of borrowers: 175
Participation of clients in governance at board level: Borrowers sit on the Advisory Council for the microcredit/microenterprise promotion program.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Savings

Voluntary savings: Yes.

Training

Voluntary training: Yes. There is voluntary education and training on development and management of microenterprise and self-help groups.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$30	$30		12%	

Ramakrishna Mission Lokasiksha Parishad

P.O. Narendrapur
24 Parganas (S)
West Bengal, 743 508
India
Phone: 91 33 477 2201
Fax: 91 33 477 2070

Mission

To develop independent self-help groups and a local support system. To give the masses easy access to credit.

Institutional profile

Area served: West Bengal, India
Loans first given: January 1982
Number of staff: 50
Number of borrowers: 5,620

Client profile

Percent female: 40%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 90%

Savings

Obligatory savings: Yes. Clients must save for six months before receiving a loan.

Training

Obligatory training: Yes. Training and education for effective use of the borrower's capital is a prerequisite.
Voluntary training: Yes. Training and education on a voluntary basis is continuous.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$53	$132	$263	18%	Clients must save and pass a test.

*Loans are given to groups as a whole, to several members of a group, or to individuals. These loan amounts are for loans given to each individual group member.

Other loans available: Working Capital, Consumption, Emergency

Rayalaseema Seva Samithi (RASS)

4, Old Huzur Office Buildings
Tirupati, 517 501
India
Phone: 91 85 742 7526
Fax: 91 85 742 8362

Mission

To provide women with opportunities for economic empowerment so that they and their families can make meaningful and substantial lives for themselves. To provide a synergetic approach to organizing women into self-help groups.

Institutional profile

Area served: Andhra Pradesh, Orissa, and Tamil Nadu, India
Loans first given: February 1990
Number of staff: 50
Number of borrowers: 2,112
Participation of clients in governance at board level: The advisory committee, comprised of an elected body of group members, and the credit/loan committee (also an elected body), have an active, participatory role in the decision-making process. They work in strengthening group activities/dynamics, and they are in charge of credit/loan requisitions, approvals, and recovery, as well as all other operational features of the group.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Poverty is measured by livelihood, income, family size, area of residence, and number of breadwinners. Landless laborers and people whose primary needs of food, shelter, and clothing aren't being met are also measures of poverty.

Savings

Obligatory savings: Yes. Every month, a minimum of US$1.25 per member per group is obligatory.
Voluntary savings: Yes. Recently, the group members have started an insurance savings and are in the process of setting aside emergency savings as well.

Training

Obligatory training: Yes. Training is given at three levels: for cluster leaders, group leaders, and group members. Credit officers also are given one day of training each month.
Voluntary training: Yes. Inter-group visits and interactions are provided as well as exposure to other NGOs working in the area of self-help groups. Additional programs such as nutrition, health, and environmental education also are provided.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	varies	$75	$150	$375	12%	Clients must save regularly for 1 year, attend all group activities, exhibit ability to create a profitable business, have group members' approval, etc.
Individual lending	1 - 3 years	$100	$100 - $150	$250	8% - 12%	A member with regular savings and repayments is recommended by the group for large loans from external agencies and the revolving fund.

Other loans available: Asset Creation Loans, Health Loans, Repayment of Old Debts

Rural Centre for Human Interests (RUCHI)

Dagar House, Shaktighat
Jabhar, Dist. Solan H.P. 173 225
India
Phone: 91 17 928 3732
Fax: 91 17 927 2649

Mission

To work on people-centered, environmentally sustainable development.

Institutional profile

Area served: Solan and Sirmour districts, India
Loans first given: October 1994
Number of staff: 34
Number of borrowers: 458

Client profile

Percent female: 100%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty indicators include earning level, education level, debt, and infrastructure/assets.

Savings

Obligatory savings: Yes. Clients save in the self-help groups.
Voluntary savings: Yes. Clients may make recurring deposits.

Training

Obligatory training: Yes. Training is required for members.
Voluntary training: Yes. There is training in group management and accounts keeping.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$1,300	$1,300	$1,500	12%	Clients must have at least 6 months of regular savings habits.
Individual lending	3 years	$100	$150	$300	12%	The self-help group decides which members will receive a loan.

*These loans are given to the group as a whole. Individual group members receive an average loan of US$100 and pay 18 to 24 percent interest.

Other loans available: Consumption Loans

Rural Development Organization

Lamsang Bazar
Imphal, Manipur 795 146
India
Phone: 91 38 531 0961
Fax: 91 38 522 2936

Mission

To provide credit to the very poorest who are without collateral. To create new opportunities for self-employment.

Institutional profile

Area served: Northeastern region of India
Loans first given: January 1993
Number of staff: 40
Number of borrowers: 5,300
Participation of clients in governance at board level: In the Project Advisory Committee (PAC), representatives of the borrowers are included in order to participate in the decision-making process.

Client profile

Percent female: 100%
How poverty level is measured: Poverty is measured either through the Housing Index or the Participatory Rural Appraisal (PRA) method.

Savings

Obligatory savings: Yes. There is a compulsory group tax and individual weekly saving.

Training

Obligatory training: Yes. Clients must undergo seven days of continuous group training before becoming eligible for a loan.
Voluntary training: Yes. Interested members can participate in a leadership training program, exposure field visits, and bookkeeping and accounting training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$70	$80	$140	24%	Clients must save weekly for 1 to 3 months and pass a group recognition test.

Rural Institute for Community Education

108 Varadharajapuram Main Rd.
Uppilipalayam - Post
Coimbatore, Tamil Nadu 641 015
India
Phone: 91 42 257 4580
Fax: 91 42 230 1866
E-mail: coimbator.subduler@.gems.vsnl.net.in

Mission

To enable rural women to access capital and skill training to increase income.

Institutional profile

Area served: Erode District, Tamil Nadu State, India
Loans first given: July 1996
Number of staff: 35
Number of borrowers: 2,800

Client profile

Percent female: 100%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: Poverty is determined by comparing family income to the poverty line, US$275.

Savings

Obligatory savings: Yes. Clients must save US$0.50 per month.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Mandatory programs include credit union management, skill training, small business management training, and accounts and bookkeeping training.
Voluntary training: Yes. Programs include topics such as leadership and the environment.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	10 months	$20	$20	$30	24%	

Other loans available: Consumption Loan

Rural Integrated Development Organisation (RIDO)

Sevagram, Morappur Post, Harur Taluk
Dharmapuri District
Tamil Nadu, 635 305
India
Phone: 91 43 464 3367
Fax: 91 43 462 2885

Mission

To empower rural poor women through education and credit.

Institutional profile

Area served: Salem and Dharmapuri districts in Tamil Nadu, India
Loans first given: August 1992
Number of staff: 42
Number of borrowers: 10,105

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Families with annual income below US$275 are considered poor. This is the standard determined by the government of India.

Savings

Voluntary savings: Yes. Each woman contributes US$0.25 per month.

Training

Obligatory training: Yes. The organization has done training on animation, team building, and bookkeeping.
Voluntary training: Yes. The organization has done training on animation, team building, and bookkeeping.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 years	$85	$156	$529	18%	Clients must save.

Other loans available: Health and Education

Sanghamitra Service Society

78 - 14 - 52 Krishna Nagar
Vijayawada, 520 007
India
Phone: 91 86 655 4002
Fax: 91 86 647 0207

Mission

To promote a sustainable people's organization that offers microcredit to the poorest of poor women for their socio-economic development.

Institutional profile

Area served: Krishna District of Andhra Pradesh, India
Loans first given: June 1988
Number of staff: 34
Number of borrowers: 7,178

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 40%
How poverty level is measured: Poverty is measured through Participatory Rural Appraisal and visual indicators.

Savings

Voluntary savings: Yes. Clients may make recurring deposits, fixed deposits, and special savings in peak season.

Training

Voluntary training: Yes. The programs available include group promotion, group management, financial management, income generation, skill development, literacy, and health.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$125	$137	$150	24%	

Other loans available: Vermiculture Loan, Lamb Loan, Crop Loan. Additional loans for self-employment, venders, small shops, and houses are offered to entire groups and range from US$1,000 to US$2,777. There are 15 members per group.

India

SHARE

H. No. 12-13-680
Nagarjuna Nagar, Tarnaka
Hyderabad, Andhra Pradesh 500017
India
Phone: 91 40 717 4925
Fax: 91 40 717 3558
E-mail: share@hd1.vsnl.net.in

Mission

To mobilize resources in order to provide financial and support services to the poor, particularly women, for viable, productive income-generation enterprises enabling them to reduce their poverty. To be a viable community-owned institution developing sustainable communities.

Institutional profile

Area served: Rural areas of Andhra Pradesh, India
Loans first given: May 1993
Number of staff: 140
Number of borrowers: 6,043

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: A means test is conducted in order to see that only the poor enter the program. Eligibility criteria include the following: a member should not hold more than 2.5 acres of dry land; total asset holding does not exceed US$570; and per capita income is less than US$7 per month.

Savings

Voluntary savings: Yes. The group fund is mobilized. Every member is expected to save US$0.13 per week. Five percent of the loan amount disbursed is contributed toward this fund.

Training

Voluntary training: Yes. There is a seven-day training session offered during the group formation stage. There are also special training sessions on various projects, exposure visits for clients, workshops for information exchange on experiences, and cultural programs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$85	$145	$400		The member should have passed the group recognition test, have saved for at least 4 weeks, and must have been approved for a loan by the group and center members.

Other loans available: Seasonal Loans, Housing Loans, Sanitary Loans

Shri Mahila Sewa Sahakari Bank Ltd. (SEWA)

109 Sakar II Building, Opp. Town Hall
Ellisbridge
Ahmedabad
India
Phone: 91 79 658 1652
Fax: 91 79 657 6074

Mission

To make women workers in the informal sectors self-reliant by building their financial and human capacity.

Institutional profile

Area served: Gujarat State, India
Loans first given: January 1974
Number of staff: 70
Number of borrowers: 24,000
Participation of clients in governance at board level: Representatives serve on the Executive Committee, where all decisions on policy are made.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 40%

Savings

Voluntary savings: Yes.

Training

Voluntary training: Yes. There is financial counseling and training in leadership and financial management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year minimum	$100	$200	$800	17%	Clients must save.
Individual lending	1 year minimum	$100	$200	$800	17%	Regular savings is required. Clients must be recommended by a community leader.

Other loans available: Housing Loans, Equipment Loans

Society for Planning Urban and Rural Development (SPURD)

6/29, Saldurga Nivas 3rd Cross
Lajnagar, Lakkasandra Extension
Bangalore, 560 030
India
Phone: 91 80 224 0180
Fax: 91 22 307 2760

Mission
To promote socio-economic development among the less-privileged.

Institutional profile
Area served: Karnataka State, India
Loans first given: February 1985
Number of staff: 6
Number of borrowers: 3,100
Participation of clients in governance at board level: The clients are members of the Apex body, which decides every activity of the program.

Client profile
Percent female: 90%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 90%
How poverty level is measured: Poverty is measured using the Socio-economic Survey Schedule.

Savings
Obligatory savings: Yes. Each member must save US$1 each month.

Training
Obligatory training: Yes. Members should undergo at least two training programs on group formation and financial management and recordkeeping.

India

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$25 - $50	-	$62	10%	

Society to Uplift Rural Economy (SURE)

Malgodam Rd., Near Ramdwara
P.O. Box 29
Barmer, Rajasthan 344 001
India
Phone: 91 29 822 2865
Fax: 91 29 822 1592

Mission
To make rural women self-reliant and sustainable with microcredit.

Institutional profile
Area served: Chohtan Tehsil, Barmer District, India
Loans first given: January 1996
Number of staff: 12
Number of borrowers: 600

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
How poverty level is measured: Families below the poverty line are identified by Participatory Rural Assessment. Poor people were those who could afford only two meals a day with great difficulty.

Savings
Obligatory savings: Yes. Loans are provided based on client savings.

Training
Obligatory training: Yes. Orientation and training are given concerning the microcredit system.
Voluntary training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 6 months	$3 - $25	$12	$40	12%	Loans are based on the client's savings.
Individual lending	1 year minimum	$25	$25	$25	12%	Clients receive loans based on their savings.

Other loans available: Agricultural Loans, Health Care Loans, Education Loans, Handicraft Business Loans

South Asia Research Society

309 Jodhpur Park
Calcutta, West Bengal 700 068
India
Phone: 91 33 473 3187
Fax: 91 33 473 9175

India

Mission

To alleviate the poverty of very poor people living below the poverty line, especially women, through microcredit.

Institutional profile

Area served: West Bengal, India
Loans first given: June 1993
Number of staff: 20
Number of borrowers: 1,690

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 75%
How poverty level is measured: Poverty is measured by the following: 1) living in a small thatched house, 2) being landless or near landless (owning no more than 0.5 acre of land), 3) having monthly family income of less than US$35, and 4) having the value of tangible, moveable assets worth less than three times the monthly income.

Savings

Obligatory savings: Yes. Clients must save US$3 per year plus 1 percent of the loan amount.

Training

Obligatory training: Yes. There is a mandatory 10-day training program before the loan is given.
Voluntary training: Yes. Seminars, workshops, and educational literacy programs are held periodically.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$43	$75	$175	12.5%	Clients must pass a recognition test after 10 days of training and [illegible] a minimum of two weeks prior to receiving a loan.

Other loans available: Seasonal Loans, Term Loans

SPHERE

Gooty 515401
Anantapur, Andhra Pradesh
India
Phone: 91 85 524 2720
Fax: 91 85 524 2625

Mission

To alleviate poverty through microcredit.

Institutional profile

Area served: India
Loans first given: April 1997
Number of staff: 9
Number of borrowers: 1,066
Participation of clients in governance at board level: All loan recipients are members of the organization. They can participate in the decision-making process.

Client profile

Percent female: 97%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty is determined by a basic survey of the household, employment, and assets.

Savings

Obligatory savings: Yes. Twenty percent of the loan must be in deposits.
Voluntary savings: Yes. Group deposits and individual deposits are available.

Training

Obligatory training: Yes. Members are required to participate in village unit meetings where they receive literacy training.
Voluntary training: Yes. Field staff attending the monthly meetings of village units provide training on credit, savings, and related issues.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$50	$200	18%	Clients must have experience in self-employment, pass a test, and be below the poverty line.

Swayamkrushi Women's Development Mutually Aided Cooperative Thrift Society

[illegible] Urban Bank St.
[illegible]
[illegible]Vishapatnam District A.P., 531 055
India
Phone: 91 89 513 1122
Fax: 91 89 513 1231

Mission
To provide financial support to members who need it and to encourage their self-reliance.

Institutional profile
Area served: India
Loans first given: April 1997
Number of staff: 7
Number of borrowers: 150
Participation of clients in governance at board level: Clients are shareholders.

Client profile
Percent female: 100%
First-time borrowers below poverty line: 85%
How poverty level is measured: Through surveys and studies, the poor who make less than US$313 per year are identified.

Savings
Obligatory savings: Yes. Clients must save money.

Training
Obligatory training: Yes. There is obligatory training through YCO, which is the parent body.
Voluntary training: Yes. There is also voluntary training through YCO, which is the parent body.

India

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	18 months	$30	$45	$60	18%	

Other loans available: Medium Term Loans, Shelter Finance Loans, Consumption Loans

Urmul Marusthali Bunkar Vikas Samiti (UMBVS)

4 Adarsh Nagar, Phalodi
Jodhpur District
Rajasthan, 342 301
India
Phone: 91 29 252 272

Mission
To organize the target group and help them to participate actively in all aspects of their development by making them more aware of their rights. To keep traditional crafts alive by upgrading the skills of clients.

Institutional profile
Area served: Western Rajasthan, India
Loans first given: January 1996
Number of staff: 55
Number of borrowers: 350
Participation of clients in governance at board level: Village-level groups decide on all development interventions in their village. Both planning and implementation of programs are done in partnership with them.

Client profile
Percent female: 60%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 30%
How poverty level is measured: The primary criteria for measuring poverty include access to drinking water, nutritional status, the materials used for a house, and illness in the household. The following income and expenditure criteria are also used: yearly income, yearly expenditure, nature of employment, number of earning members in the household, and number of dependent members in the household.

Savings
Obligatory savings: Yes. Members of the group must save US$0.25 each month.

Training
Obligatory training: Yes. All members of village-level groups have to undergo training in savings and loan-related issues. They must also receive training in identifying and working on development issues at the village level.
Voluntary training: Yes. Clients can participate in exposure visits to see successful savings and credit programs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	5 years	$131	$263	$263	15%	A client must be approved by entire group.

Other loans available: Agricultural Loans, Health/Emergency Loan, Housing Loan

Women's Multiple Co-operative Society

1877 Joshi Galli
Nippani
Belagaum District, Karnataka State 591 237
India
Phone: 91 83 382 2310
Fax: 91 80 663 3538

Mission

To improve the economic conditions of women through co-operative activity. To enhance the position and social status of women.

Institutional profile

Area served: Karnataka State, India
Loans first given: January 1988
Number of staff: 12
Number of borrowers: 3,200
Participation of clients in governance at board level: The governing board consists of honorary members and members of the target group.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Most of the members are rural poor and are identified by the local government through the green ration cards given to them.

Training

Obligatory training: Yes. There is mandatory training in capacity development, accounts and bookkeeping, credit management, Participatory Rural Assessment techniques, health, and education.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$8	$15	$75	12%	
Individual lending	1 year minimum	$50	$150	$250	12%	

Other loans available: Consumption Loans, Education/Health Loan

Youth Charitable Organization (YCO)

20-14, Urban Bank Street
Yelamanchili
Visakhapatnam, Andhra Pradesh 531 055
India
Phone: 91 89 313 1122
Fax: 91 89 313 1231

Mission

To create meaningful employment opportunities for the poor for their self-reliance

Institutional profile

Loans first given: March 1992
Number of staff: 85
Number of borrowers: 6,300

Client profile

Percent female: 100%
First-time borrowers below poverty line: 85%
How poverty level is measured: Income must be below US$250 per year.

Savings

Voluntary savings: Yes.

Training

Obligatory training: Yes. There is training in literacy, bookkeeping, income generation, and marketing.
Voluntary training: Yes. There is voluntary training in leadership, awareness building, and other capacity building.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$150	$175	$1,000	18%	Clients must save for 10 months.

Other loans available: Shelter Loans, Consumption Loans

Lakamali

PO Box 138
Bau-Bau, Buton-Sultra 93700
Indonesia
Phone: 62 402 21601
Fax: 62 402 21200

Mission

To deliver microcredit to local communities.

Institutional profile

Area served: Buton Regency, S.E. Sulawesi, Indonesia
Loans first given: June 1995
Number of staff: 5
Number of borrowers: 300
Participation of clients in governance at board level: The savings and credit system has been developed and is determined by direct consultation with members.

Client profile

Percent female: 98%
First-time borrowers below poverty line: 98%
First-time borrowers in bottom 50% below poverty line: 20%
How poverty level is measured: Poverty is measured using the Belcher Scale. The Belcher Scale rates the dwelling, education, sanitation, health and nutrition, and assets of the client.

Savings

Obligatory savings: Yes. Clients must save US$1.50 per month.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Group coordinators and leaders receive training in managing microcredit.
Voluntary training: Yes. Members may receive training in making energy-efficient clay cookstoves.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	10 months	$15	$30	$150	18%	Clients must save US$7.50 before the issuance of their first loan.

RFR
RED FINANCIERA RURAL

LPPSE

Jl. Jatipadang Baru No. 19
Pasar Minggu
South Jakarta, 12540
Indonesia
Phone: 62 217 827 139
Fax: 62 217 827 139
E-mail: lppse@centrin.net.id

Mission

To take poor people out of poverty by promoting small and medium businesses and giving them access to banks and other financial services.

Institutional profile

Area served: Jakarta, Bogor, Tangerang, Bekasi, Lampung, and Aceh in Indonesia
Number of staff: 25
Number of borrowers: 1,141

Client profile

Percent female: 50%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 30%
How poverty level is measured: Poverty is measured through welfare indicators. If a client's income is less than the equivalent of 320 kg of rice per year, he/she is considered poor.

Savings

Obligatory savings: Yes. Groups should save 25 percent of the loan.
Voluntary savings: Yes.

Training

Obligatory training: Yes. All clients receive entrepreneurship training.
Voluntary training: Yes. Groups that are linked with the bank may receive small business plan training.

Self-employment loan profile: No information provided.

Micro Credit Kopmaba

Jl. Suryalaya Raya No. 6
Buah Batu
Bandung, 40264
Indonesia
Phone: 62 223 07847

Mission

To give low-interest credit for the purpose of community development.

Institutional profile

Loans first given: August 1997
Number of staff: 10
Number of borrowers: 102

Client profile

Percent female: 70%
First-time borrowers below poverty line: 75%

Savings

Obligatory savings: Yes. Clients must save US$0.50 per month.

Training

Voluntary training: Yes. Each month the client is offered training in business.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	3 - 10 months	$75	$250	$400	2%	Clients must live in Bandung, pay an administration fee of approximately US$3, have been registered for 3 months, and have voluntary savings equaling at least 20% of their loans.

Other loans available: Emergency Loan

Mitra Karya, East Java

Jalan Cimahi 12
Malang, East Java
Indonesia
Phone: 62 341 551 876
Fax: 62 341 551 876

Mission

To alleviate poverty by providing credit to poor families, especially women.

Institutional profile

Area served: Rural areas in East Java, Indonesia.
Loans first given: October 1993
Number of staff: 15
Number of borrowers: 2,100

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 75%
How poverty level is measured: Three indicators are used to determine poverty: 1) house size cannot exceed 100 square meters; 2) total assets cannot exceed US$4,000; and 3) per capita income cannot exceed US$9 each month.

Savings

Obligatory savings: Yes. Clients must save in the Group Fund.
Voluntary savings: Yes.

Training

Obligatory training: Yes. There is compulsory group training.
Voluntary training: Yes. There are semester workshop training programs for members.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$30	$70	$200	30%	Loan proposals must be approved by group members, the chairman, and the center chief to receive the branch manager's consideration and approval. The branch manager completes the loan release form and prepares the loan amount. The whole group and the center chief witness the distribution of the loan.

P4K

Ministry of Agriculture, AAET
Bank Rakyat
Jakarta
Indonesia
Phone: 62 217 817 580
Fax: 62 217 817 580

Mission

To eradicate poverty by increasing incomes, improving knowledge, and empowering poor families.

Institutional profile

Area served: Indonesia
Loans first given: June 1990
Number of staff: 3,000
Number of borrowers: 196,174

Client profile

Percent female: 39%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 20%
How poverty level is measured: Poverty is determined by a survey done by a field worker. Those who consume less than 320 kg of rice per capita per year are considered poor.

Savings

Obligatory savings: Yes. Borrowers must save 5 percent of the loan in the bank.
Voluntary savings: Yes. Groups have their own savings within the group.

Training

Obligatory training: Yes. Each group receives training in group organization, management, business planning, and credit.
Voluntary training: Yes. Other institutions provide training in literacy, health care, religion, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$300	$409	$900	22%	The members must save 5% of the loan and have a group business plan, and the group must have existed for more than 6 months.
Individual lending						After 4 to 5 years in P4K, members can join the BRI KUPEDES program or other commercial schemes.

*The loan goes to the entire group of 10 people.

PERSEPSI

Jl. Jatinom Km 3, Kwaren, Ngawen
P.O. Box 196
Klaten, Center of Java 57466
Indonesia
Phone: 62 272 22211
Fax: 62 272 22211

Mission

Economic and Social Development

Institutional profile

Area served: Rural areas of Indonesia
Loans first given: January 1984
Number of staff: 12
Number of clients: 816

Client profile

Percent female: 80%

Savings

Obligatory savings: Yes. Members must make a one-time basic saving as members and make a permanent saving every month.

Training

Obligatory training: Yes. Gender awareness and business plan training are mandatory.
Voluntary training: Yes. Among other things, training is available in management and administration.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4, 6, 8, or 12 months	$34	$156	$313	3%	

PKPEK

Jl. Mangkuyudan, No. 7
Yogyakarta, DIY 55143
Indonesia
Phone: 62 274 380 549
Fax: 62 274 380 549

Mission

To strengthen microbusinesses and allow people, especially the women of poor families, to have access to resources and to become active economic agents.

Institutional profile

Area served: Province of Central Java and Yogyakarta, Indonesia
Loans first given: June 1996
Number of staff: 13
Number of borrowers: 200

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 80%
How poverty level is measured: Poverty is determined by having an income of less than US$1.50 a day, not owning a house, or having a house with no permanent floor.

Savings

Obligatory savings: Yes.
Voluntary savings: Yes.

Training

Obligatory training: Yes. There is training and education in marketing and business administration.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	2 years	$85	$85	$142	20%	Clients must have savings and be willing to join a group

PT Ukabima

Sl. Widaya 1, No. 35
Jakarta, 12 044
Indonesia
Phone: 62 217 254 177
Fax: 62 217 251 566
E-mail: cre_indo@indo.net.id

Mission

To support efficient rural banks that serve the poor.

Institutional profile

Area served: Indonesia
Loans first given: August 1996
Number of staff: 104
Number of borrowers: 7,855

Client profile

Percent female: 40%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 30%

Savings

Voluntary savings: Yes. Clients may save in savings accounts and term deposit accounts.

Training

Voluntary training: Yes. There is training in bad debt management, financial analysis, and bank rating.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$15	$20	$50	55%	

Pusat Pengembangan Sumberdaya Wanita (PPSW)

Billy Moon H1, No. 7
Pondok Kelapa
East Jakarta
Indonesia
Phone: 62 21 864 2134
Fax: 62 21 864 2134
E-mail: ppswjar@rad.net.id

Mission

To strengthen women economically, especially those in the lowest levels of Indonesian society.

Institutional profile

Area served: Indonesia
Loans first given: January 1989
Number of staff: 13
Number of borrowers: 1,641
Participation of clients in governance at board level: Clients and group members decide the interest rate, amount of credit, and profit allocation.

Client profile

Percent female: 98%
First-time borrowers below poverty line: 40%

Savings

Obligatory savings: Yes.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Mandatory programs include group motivation, group management, and bookkeeping.
Voluntary training: Yes. These programs include simple feasibility studies, small business management, small business forecasting, technical skills according to business, and gender awareness.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 12 months	$10	$211	$1,650	36%	Clients must present an application letter and save.

Other loans available: Revolving Fund Loans

Amanah Ikhtiar Malaysia

Lot JKR 3179 & 3185
Jalan Ledang off Jalan Duta
Kuala Lumpur, 50480
Malaysia
Phone: 60 32 540 797
Fax: 60 32 540 772

Mission
To provide microcredit without interest to poor people.

Institutional profile
Area served: Malaysia
Loans first given: January 1986
Number of staff: 460
Number of borrowers: 43,801

Client profile
Percent female: 100%
First-time borrowers below poverty line: 11%
How poverty level is measured: The program determines that the client's family (average of five members) income is two-thirds below the government poverty line.

Savings
Obligatory savings: Yes. Clients must save 5 percent of their loan amount.
Voluntary savings: Yes.

Training
Obligatory training: Yes. Discipline training is mandatory.
Voluntary training: Yes. The program offers entrepreneurship training and skill training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1, 2, and 3 years	$256	$362	$2,564		

Other loans available: Housing Loan, Education Loans

Credit Union Promotion Centre

No. 13, Taman Sri, Berjuntai
45600 Batang Berjuntai
Selangor
Malaysia
Phone: 60 38 719 125
Fax: 60 38 717 267
E-mail: paulccu@pc.jaring.my

Mission
To introduce a community credit program for the poor.

Institutional profile
Area served: Malaysia
Loans first given: January 1974
Number of staff: 20
Number of borrowers: 30,000
Participation of clients in governance at board level: Members own, control, and operate their credit unions.

Client profile
Percent female: 50%
First-time borrowers in bottom 50% below poverty line: 30%
How poverty level is measured: Poverty measurements include whether the clients are landless, homeless, without social security, and without the means to send their children to school.

Savings
Obligatory savings: Yes. Clients must contribute savings monthly.
Voluntary savings: Yes. There are children's savings and youth savings programs.

Training
Obligatory training: Yes. Clients must take a pre-membership course in leadership of five lessons and an additional 16 lessons in a management and accounting course.
Voluntary training: Yes. Clients can voluntarily participate in family budget training, an individual budget program, and consumer education.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	24 months	$250	$500	$1,000	5.6%	Clients must take pre-membership courses and have savings.

Other loans available: Multi-Purpose Personal Loans, Productive Loans, Educational Loans

Yayasan Usaha Maju

P.O. Box 218, Likas Post Office
88856 Kota Kinabalu
Sabah
Malaysia
Phone: 60 88 429 124
Fax: 60 88 426 046

Mission

To transform the poorest households in Sabah into self-reliant communities through a financially viable organization. To reduce poverty through a credit program for the poorest households to enable them to venture into any profitable economic activities.

Institutional profile

Area served: Sabah, Malaysia
Loans first given: August 1988
Number of staff: 187
Number of borrowers: 8,354

Client profile

Percent female: 99%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: Poverty is determined by these factors: monthly per capita income of less than US$31, cultivated agricultural land with title that does not exceed five acres, moveable assets that do not exceed a total value of US$300 per capita, and a housing index.

Savings

Obligatory savings: Yes. Members must contribute US$0.25 per week as compulsory savings, 5 percent of the loan is deducted for group savings, and an additional 1 percent of the loan goes into the Emergency Fund.
Voluntary savings: Yes. Members may save into the center fund.

Training

Obligatory training: Yes. There is organization and leadership training, and workshops for center chiefs, members' husbands, and the center.
Voluntary training: Yes. Managers encourage members to receive technical training related to their activities from another organization.

Malaysia

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1-3 years	$149	$593	$1,778	9%	

Agricultural Development Bank

Ramshahpath
Kathmandu
Nepal
Phone: 977 1 221 797
Fax: 977 1 225 329
E-mail: agrbnk@mos.com.np

Mission

To provide credit facilities along with social and community services to small farmers and the landless.

Institutional profile

Area served: Nepal
Loans first given: December 1975
Number of staff: 4,658
Number of borrowers: 196,391
Participation of clients in governance at board level: A Board member is nominated from individual borrowers.

Client profile

Percent female: 23%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 70%

Savings

Obligatory savings: Yes. There is a group savings program for small farmers.

Training

Voluntary training: Yes. There are various training programs on income-generation activities, adult education, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months - 10 years	$80	$125	$476	13% - 17%	Clients must contribute to group savings and regularly attend group meetings.

Center for Self-Help Development (CSD)

P.O. Box 8852
Thapathali
Kathmandu
Nepal
Phone: 977 1 244 997
Fax: 977 1 245 469
E-mail: csd@csd.mos.com.np

Mission

To alleviate poverty through the provision of microcredit services.

Institutional profile

Area served: Nepal
Loans first given: January 1994
Number of borrowers: 10,051

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: The target group is identified by Participatory Rural Assessment and then households are cross-checked by the staff. The target group consists of households with less than 0.34 hectares of land.

Savings

Obligatory savings: Yes. There is mandatory weekly group savings, a center fund, and an emergency fund.
Voluntary savings: Yes. Clients may have personal savings.

Training

Obligatory training: Yes. There is compulsory pre-group training before joining a group.
Voluntary training: Yes. Training includes adult literacy classes, leadership development training, skill development, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$70	$268	20%	Clients must pass pre-group tests and join a regular savings scheme.

Other loans available: Seasonal Loans

Community Development Committees

CCODER-Nepal
P.O. Box No. 5716
Kathmandu
Nepal
Phone: 977 1 410 382
Fax: 977 1 220 143
E-mail: gdhital@ccoder.mos.com.np

Mission

To empower people.

Institutional profile

Loans first given: February 1992
Number of staff: 35
Number of borrowers: 1,020

Client profile

Percent female: 45%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 75%

Savings

Obligatory savings: Yes.

Training

Obligatory training: Yes. Banking education is provided to members before operating in the bank.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 24 months	$65 - $83	–	$333	18%	Clients must be members, attend meetings regularly, and save regularly

Grameen Bank-Nepal

P.O. Box No. 262
Biratnagar - 4
Nepal
Phone: 977 2 124 259
Fax: 977 2 124 259

Nepal

Mission

To uplift the socio-economic status of women and develop institutional mechanisms from the grassroots level.

Institutional profile

Area served: Eastern Development Region, Nepal
Loans first given: August 1993
Number of staff: 285
Number of borrowers: 33,579

Client profile

Percent female: 100%
First-time borrowers below poverty line: 42%
How poverty level is measured: Poverty indicators include having an income of less than US$50, and holding less than 0.6 hectares of land in the terai (plains) or 0.5 hectares in the hills that is used for livelihood.

Savings

Obligatory savings: Yes. Clients must save in the compulsory group fund.
Voluntary savings: Yes. There is voluntary personal saving.

Training

Obligatory training: Yes. Clients must undergo compulsory group training to be able to receive bank loans.
Voluntary training: Yes. Adult education programs, several types of skill development, and community development programs have been conducted by collaborating with other NGOs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$72	$136	$240	20%	

Other loans available: Seasonal Loans, Irrigation Loans, Group Fund Loans

Radha Luintel

Radha Luintel is 38 years old and comes from a family of 10 who are traditional small farmers from Bojhpur district, a hilly region of Nepal. The family owns only a small section of low-quality land. All the adults are forced to work as hired laborers.

Radha never fulfilled her dreams to read, write, and wear decent clothes. She toiled very hard from a very young age. At a time when other girls her age were playing with dolls, Radha was herding goats in the field and helping her mother husk paddy.

When she was about 15 years old, she married into a large family. Her husband was also a traditional poor farmer, and his family had only a piece of land big enough for a house. Radha and her husband separated from the joint family with no property of their own. Year after year, they found themselves indebted to the village lenders. Eventually, Radha's husband was forced to go to Dehli in search of work. Radha was left with three children and no way to pay back their loans.

During her husband's absence, she struggled to raise her children. She had to work as a hired laborer in other people's fields with her eldest son of 12. They weeded crops and looked after cattle from dawn to dusk.

When her husband returned, they paid off the loan to the village lenders. However, there was no end in sight to endless toil and poverty. At this time, they heard about programs to assist the poor by Grameen Bank's Chimdi branch. Radha joined the group training and found the courage to join a group. After a time she was approved to receive a loan for US$89 to start a tea stall. From this point on, the family's fate took a turn for the better. Her husband stopped leaving in search of work. The children began to go to school, working only after their studies were complete. Radha made US$2.46 to US$3.28 per day from the sale of tea, biscuits, and other items. She could pay the loan installments and family expenditures.

At present, Radha is in her third year of loans. She started a small grocery store and bought a small piece of land. She and her husband produce vegetables on this land.

Human Welfare and Environment Protection Centre (HWEPC)

N Centre HWEPC
Tribhuwan Nagar
Ghorahi, Dang
Nepal
Phone: 977 8 260 320
Fax: 977 8 260 311

Mission
To aid and support the development of a self-reliant society

Institutional profile
Area served: Nepal
Number of staff: 35
Number of borrowers: 300

Client profile
Percent female: 95%

Savings
Obligatory savings: Yes.

Training
Obligatory training: Yes. Clients receive basic managment training and skill development training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 - 3 years	$100 - $400	$200	$500	11%	

Other loans available: Emergency Loans

MANUSHI Gyaneshwar

P.O. Box 11385
Kathmandu
Nepal
Phone: 977 1 416 067
Fax: 977 1 228 943
E-mail: spi@nptktm.cum.np

Mission
To upgrade women's overall social and economic standards for their complete development. To integrate women into the mainstream.

Institutional profile
Area served: Kathmandu municipalities, Nepal
Loans first given: February 1996
Number of staff: 4
Number of borrowers: 45
Participation of clients in governance at board level: One representative for the borrowers is invited to sit on the Board of Directors.

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Savings
Obligatory savings: Yes.

Training
Obligatory training: Yes. Training is mandatory in record keeping and entrepreneurship skills, and on savings and credit programs. Basic training on social preparation and skills development is required as well.
Voluntary training: Yes. Gender and literacy training and training on women's empowerment is provided.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 years	$166	$417	$666	14.5%	Clients must have savings and must have completed basic training on a savings and credit program.
Individual lending	1 - 3 years	varies	$2,778	$3,968	14.5%	Clients are selected based upon a household survey and their own interest in receiving credit. Their collateral is evaluated by bank managers and, if approved, they will receive a loan.

Nepal Rural Development Organization (NERUDO)

Jamal Tole
GPO Box 2691
Kathmandu
Nepal
Phone: 977 1 245 458
Fax: 977 1 251 151
E-mail: nerudo@nepyo.mos.com.np

Mission

To provide microcredit to poor, landless women living in rural areas. To promote savings and, later, create a women's bank.

Institutional profile

Area served: Plain Terai District, Nepal
Loans first given: February 1998
Number of staff: 4
Number of borrowers: 28

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined through an observation of the client's house and a household survey. Clients with less than 0.3 hectares of land and assets worth less than US$1,613 are eligible to join groups.

Savings

Obligatory savings: Yes. Group saving and individual saving is mandatory. Clients must also save money for emergencies.

Training

Obligatory training: Yes. Group training includes a loan procedure briefing and literacy training so that the clients can sign their name.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$60	$67	$86	10%	Clients must pass a test.

Other loans available: Livestock Loan

Nirdhan

Siddharthanagar Municipality - 12
Shatinagar
Bhairahawa, Lumbini Zone
Nepal
Phone: 977 7 120 025
Fax: 977 7 121 647
E-mail: nirdhan@nirdhan.wlink.com.np

Mission

To provide financial services to poor women in rural Nepal and to convert into a bank that specializes in serving poor customers.

Institutional profile

Area served: Terai (plains) Region, Nepal
Loans first given: March 1993
Number of staff: 51
Number of borrowers: 4,270

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Field staff go house to house and collect information about yearly income and expenses of the family. This is then compared with the nationally defined poverty line to find out whether borrowers are living below poverty.

Savings

Obligatory savings: Yes. Clients must save 5 percent of any loan amount and US$0.02 a week.
Voluntary savings: Yes. Clients may save US$0.16 or a multiple of US$0.16 as voluntary savings.

Training

Obligatory training: Yes. There is compulsory group training before entering the organization so that a member learns the rules and regulations, her duty, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$60	$100	$86 - $350	25%	Clients must pass a test and have a group discussion about the feasibility of their proposed project. The maximum loan amount increases according to the number of times a client has borrowed money.

Other loans available: Seasonal Loans

Rastriya Banijya Bank, Nepal

Central Office
Tangal, Post Box 8368
Kathmandu
Nepal
Phone: 977 1 419 821
Fax: 977 1 414 256

Institutional profile

Area served: Nepal
Loans first given: January 1974
Number of staff: 5,955
Number of borrowers: 1,310,000

Client profile

Percent female: 40%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Poverty is measured through a household survey. The threshold is an annual income of less than US$150.

Savings

Obligatory savings: Yes. There is a special fixed term deposit scheme.
Voluntary savings: Yes. Clients may save in current accounts, savings accounts, or fixed accounts.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$77	$100	$230	15%	This loan is with the Banking with the Poor Program. Clients must save 5% of the loan amount in initial savings
Individual lending	varies	$231	$462	$770	15%	Clients that fulfill the criteria of project feasibility are given loans.

Other loans available: Production Credit for Rural Women/Micro Credit Project for Women Loans, Deprived Sector Credit, Priority Sector Credit, Project Loan

Skill Service Center, Nepal

Samakhusi - 29
Kathmandu, Bagmati 12752
Nepal
Phone: 977 1 424 341
Fax: 977 1 422 860

Mission

To provide financial assistance to rural women so that they can become self-reliant.

Institutional profile

Area served: Dhading District, Nepal
Loans first given: June 1996
Number of staff: 40
Number of borrowers: 1,400

Client profile

Percent female: 53%
First-time borrowers below poverty line: 73%
First-time borrowers in bottom 50% below poverty line: 60%

Savings

Obligatory savings: Yes. Clients must contribute to the Women Fund Savings Program.

Training

Obligatory training: Yes. There are 10 staff members trained to teach clients about savings accounts.
Voluntary training: Yes. Adult education is provided.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	12 months	$100 - $500	–	$1,500	3%	Clients must show the original deed to their land.
Individual lending	12 months	$500	$1,000	$1,500	2%	Clients are chosen based upon their living conditions, particularly by examining the state of their house.

Other loans available: Providing Medical Treatment

Sudur Paschimanchal Grameen Bikas Bank

Nainadevi Rd
Dhangadhi, Kailali
Nepal
Phone: 977 9 122 624
Fax: 977 9 122 963

Mission
To provide microcredit to rural households for income-generating activities.

Institutional profile
Area served: Far western development region of Nepal
Loans first given: June 1993
Number of staff: 180
Number of borrowers: 10,663

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 50%

Savings
Obligatory savings: Yes. Five percent of each loan must be deposited into the Group Fund.
Voluntary savings: Yes. Members can save whatever amount they wish in personal savings.

Training
Obligatory training: Yes. Members have to participate in a week-long compulsory training program before being recognized as group members.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$81		$254	20%	This is also known as a regular loan. A member must pass the group recognition test and deposit 5% of the loan amount in group fund

Other loans available: Drinking Water and Irrigation Loans, Sanitation and Pit Latrine Loans, Seasonal Loans

Western Rural Development Bank

Central Office, Butwal
Butwal
Nepal
Phone: 977 7 140 295
Fax: 977 7 141 289

Mission
To raise the socio-economic status of women without collateral by providing them with loans through their borrowing groups.

Institutional profile
Area served: Nepal
Loans first given: July 1995
Number of staff: 88
Number of borrowers: 4,400

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%

Savings
Obligatory savings: Yes. Clients must save 5 percent of their loan amount as well as US$0.02 for each weekly meeting.

Training
Obligatory training: Yes. There is one week of compulsory training before clients join a group.
Voluntary training: Yes. Adult education and training done in conjunction with other agencies is provided.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	12 months	$80	$125	$410	11%	Clients must pass a test.

Awami Commitee for Development

Sant Khudadad WARD No. 10
Sher Shah Rd.
Multan, Punjab 60000
Pakistan
Phone: 92 61 539 821
Fax: 92 61 586 764

Mission
To eradicate the povery of women in southern Punjab.

Institutional profile
Area served: South Punjab, Pakistan
Loans first given: March 1991
Number of staff: 15
Number of borrowers: 200

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
How poverty level is measured: A household survey is conducted to determine life conditions. Then the poorest people are chosen.

Savings
Voluntary savings: Yes. Members may save US$2 per person.

Training
Obligatory training: Yes. Three training workshops are arranged during the year.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$100 - $250	$380	$1,200	19%	

Other loans available: Seasonal Loans

Basic Urban Services for Katchi Abadies (BUSTI)

70/71-A Nazarul Islam Road, Block-II
P.E.C.H. Society
Karachi, Sind
Pakistan
Phone: 92 21 431 0514

Mission
To promote the sustainable development of communities by generating jobs and income through loans to a small family base.

Institutional profile
Area served: Karachi and rural areas of Sind, Pakistan
Loans first given: November 1993
Number of staff: 12
Number of borrowers: 1,259

Client profile
Percent female: 56%
First-time borrowers below poverty line: 80%
How poverty level is measured: BUSTI determines poverty level using the poverty line established by the National Institute of Population Studies of Pakistan.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 24 months	$375	$625	$1,250	18.25%	Clients must submit a statement about their income, expenditures, and sales. They then must co-sign a loan form with 2 guarantors and local NGOs, and sign an agreement form with BUSTI.

Bunyad Literacy Community Council

E - 105, A - 9 Gulgushat Colony
New Super Town Main Defence Near Aadil Hospital
Lahore, Punjab
Pakistan
Phone: 92 42 667 0887
Fax: 92 42 666 1817
E-mail: sarblcc@bunyad.sdnpk.undp.org

Mission

To promote credit and literacy among rural women.

Institutional profile

Area served: Pakistan
Loans first given: June 1996
Number of staff: 4
Number of borrowers: 50

Client profile

Percent female: 80%
First-time borrowers below poverty line: 95%

Savings

Obligatory savings: Yes. Clients must save US$0.25.

Training

Obligatory training: Yes. There are ongoing obligatory training programs.
Voluntary training: Yes. The staff gives voluntary training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$37.50	$37.50	$37.50	10%	

Community Development Concern

Village Dhalleywali
Head Marala Dish Sialkot
Head Marala
51200
Pakistan
Phone: 92 43 259 1362

Mission

To bring about socio-economic upliftment.

Institutional profile

Area served: Head Marsala
Loans first given: February 1994
Number of staff: 9
Number of borrowers: 239
Participation of clients in governance at board level: Clients are council members and credit committee members.

Client profile

Percent female: 13%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 45%

Savings

Voluntary savings: Yes. Clients may save in a committee system.

Training

Voluntary training: Yes. There is some informal training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	12 - 18 months	$162 - $228	-	$341	30%	Clients must live and work locally, not use child labor, meet environmental standards, and have a small business enterprise. The organization promotes women's rights, children's rights, environmental conservation, and community development.

Awami Commitee for Development

Basti Khudadad WARD No. 10
Sher Shah Rd.
Multan, Punjab 60000
Pakistan
Phone: 92 61 539 821
Fax: 92 61 586 764

Mission

To eradicate the povery of women in southern Punjab.

Institutional profile

Area served: South Punjab, Pakistan
Loans first given: March 1991
Number of staff: 15
Number of borrowers: 200

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
How poverty level is measured: A household survey is conducted to determine life conditions. Then the poorest people are chosen.

Savings

Voluntary savings: Yes. Members may save US$2 per person.

Training

Obligatory training: Yes. Three training workshops are arranged during the year.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$100 - $250	$380	$1,200	19%	

Other loans available: Seasonal Loans

Basic Urban Services for Katchi Abadies (BUSTI)

70/71-A Nazarul Islam Road, Block-II
P.E.C.H. Society
Karachi, Sind
Pakistan
Phone: 92 21 431 0514

Mission

To promote the sustainable development of communities by generating jobs and income through loans to a small family base.

Institutional profile

Area served: Karachi and rural areas of Sind, Pakistan
Loans first given: November 1993
Number of staff: 12
Number of borrowers: 1,259

Client profile

Percent female: 56%
First-time borrowers below poverty line: 80%
How poverty level is measured: BUSTI determines poverty level using the poverty line established by the National Institute of Population Studies of Pakistan.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 24 months	$375	$625	$1,250	18.25%	Clients must submit a statement about their income, expenditures, and sales. They then must co-sign a loan form with 2 guarantors and local NGOs, and sign an agreement form with BUSTI.

Bunyad Literacy Community Council

E - 105, A - 9 Gulgushat Colony
New Super Town Main Defence Near Aadil Hospital
Lahore, Punjab
Pakistan
Phone: 92 42 667 0887
Fax: 92 42 666 1817
E-mail: sarblcc@bunyad.sdnpk.undp.org

Mission

To promote credit and literacy among rural women.

Institutional profile

Area served: Pakistan
Loans first given: June 1996
Number of staff: 4
Number of borrowers: 30

Client profile

Percent female: 80%
First-time borrowers below poverty line: 95%

Savings

Obligatory savings: Yes. Clients must save US$0.25.

Training

Obligatory training: Yes. There are ongoing obligatory training programs.
Voluntary training: Yes. The staff gives voluntary training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$37.50	$37.50	$37.50	10%	

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Institutional profile

Area served: Head Marala
Loans first given: February 1994
Number of staff: 9
Number of borrowers: 239
Participation of clients in governance at board level: Clients are council members and credit committee members.

Client profile

Percent female: 13%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 45%

Savings

Voluntary savings: Yes. Clients may save in a committee system.

Training

Voluntary training: Yes. There is some informal training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	12 - 18 months	$162 - $228	–	$341	30%	Clients must live and work locally, not use child labor, meet environmental standards, and have a small business enterprises. The organization promotes women's rights, children's rights, environmental conservation, and community development.

Family Planning Association of Pakistan (FPAP)

3 - A Temple Road
Lahore, Punjab 54000
Pakistan
Phone: 92 42 636 1587
Fax: 92 42 636 8692
E-mail: fpapak@brain.net.pk

Mission

To strive for equal rights for women and to empower women to obtain equality and benefit from social and economic development.

Institutional profile

Area served: Pakistan
Loans first given: October 1984
Number of staff: 1,150
Number of borrowers: 3,519
Participation of clients in governance at board level: Borrowers are members of the National Council, the supreme policy-making body of FPAP.

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%

Training

Obligatory training: Yes. Obligatory programs include skill training and improvement, literacy, microenterprise, reproductive health, family planning, and leadership.
Voluntary training: Yes. These include training in other aspects of development such as the smokeless stove, kitchen gardening, and capacity building.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$27	$27	$133	10%	

KASHF Foundation

[illegible] Ferozepur Rd.
Ahmed Arcade
Lahore
Pakistan
Phone: 92 42 756 2810
Fax: 92 42 757 0256
E-mail: credit@kashaff.lhr.erum.cum.pk

Mission

To eliminate poverty and empower women economically.

Institutional profile

Area served: Lahore district, Pakistan
Loans first given: September 1996
Number of borrowers: 119

Client profile

Percent female: 100%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 20%
How poverty level is measured: There is a well-being ranking of each borrower, and an income and housing structure test.

Savings

Obligatory savings: Yes. Borrowers must save US$1 a month.

Training

Obligatory training: Yes. All borrowers must undergo signature training and also undertake business planning.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	13 months	$100	$100	$100	18%	Clients must pass a poverty test and a group recognition test

Network Leasing Corporation Limited

301-302 Gul Tower
I.I. Chundrigar Road
Karachi, 74000
Pakistan
Phone: 92 21 242 4616
Fax: 92 21 242 5366
E-mail: micleas@biruni.erum.com.pk
Website: http://www.costar.net/network

Mission

To provide collateral-free credit to microenterprises by using the leasing instrument, attempting to reduce poverty levels.

Institutional profile

Area served: Pakistan
Loans first given: March 1995
Number of staff: 41
Number of borrowers: 1,554

Client profile

Percent female: 25%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 50%

Training

Obligatory training: Yes. Basic cash management training is mandatory.
Voluntary training: Yes. Marketing and banking services are available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	3 years	$500	$2,600	$10,000	22%	Marketing officers select clients.

Orangi Pilot Project

ST - 4, Sector 5A, Mangopir Road
Qasba Town
Karachi, Sind
Pakistan
Phone: 92 21 665 2297
Fax: 92 21 666 5696

Mission

To promote the expansion of microenterprises through easy access to credit without collateral.

Institutional profile

Area served: Pakistan
Loans first given: September 1987
Number of staff: 13
Number of borrowers: 5,245

Client profile

Percent female: 20%
First-time borrowers below poverty line: 30%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	3 - 20 months	$350	$425	$1,200	15%	Potential borrowers must either be recommended by a previous client, have directly contacted the lending organization, or be recommended by NGOs/community-based organizations outside Karachi.

Organization for Participatory Development

Opp. Qari Aslam Mosque, Naushehra Road
P.O. Box 442
Gujranwala, Punjab 52250
Pakistan
Phone: 92 43 123 1573
Fax: 92 43 123 1573
E-mail: opd@paknet1.ptc.pk

Mission

To generate income and alleviate poverty.

Institutional profile

Area served: Gujranwala, Pakistan
Loans first given: May 1993
Number of staff: 5
Number of borrowers: 364

Client profile

Percent female: 25%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Poverty is measured by monthly income, sources of income, education, etc.

Training

Voluntary training: Yes. Training is given in bookkeeping and accounts.

Pakistan

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	2 years	$307	$309	$555	21.9%	

Other loans available: Seasonal Loans

Sarhad Rural Support Corporation

109 Defence Officers' Colony
Khyber Rd.
Peshawar, NWFP
Pakistan
Phone: 92 91 273 731
Fax: 92 91 276 734
E-mail: zulfiqar@srsc.pwr.sdnpk.undp.org

Mission

To build the capacity of local communities through participatory community-based organizations for sustainable social and economic development with a primary focus on the rural poor and disadvantaged, including women.

Institutional profile

Area served: Northwest frontier province of Pakistan
Loans first given: June 1991
Number of staff: 42
Number of borrowers: 6,875
Participation of clients in governance at board level: Every decision is made with participation by the members of the organization.

Client profile

Percent female: 30%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 50%
How poverty level is measured: The poorest are targeted by the communities through dialogues.

Savings

Voluntary savings: Yes. A bank account is opened for the community organization in which members save voluntarily.

Training

Voluntary training: Yes. There is training in activism, bookkeeping, livestock management, agricultural extension, and beekeeping.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	18 months	$1,376	$1,376	$5,488	16%	Savings are required.

*Loan is given to entire group. Each group has nine members.

Other loans available: Agricultural Loans, Livestock Loans

Sindh Agricultural and Forestry Workers Cooperative Organization (SAFWCO)

H. #248/249, Shahdadpur
Cooperative Housing Society Shahdadpur
68030, Sindh
Pakistan
Phone: 92 22 324 1242
Fax: 92 22 324 1445
E-mail: safwco@hyd.infolink.net.pk

Mission

To promote the economic development of rural people by providing financial and technical support.

Institutional profile

Area served: Sindh, Pakistan
Loans first given: January 1992
Number of staff: 6
Number of borrowers: 1,664
Participation of clients in governance at board level: SAFWCO field staff and village activists unanimously decide the credit program with the governing body of SAFWCO.

Client profile

Percent female: 86%
First-time borrowers below poverty line: 63%
First-time borrowers in bottom 50% below poverty line: [illegible]
How poverty level is measured: Poverty is determined through a survey of social organizers, Participatory Rural Assessment (PRA), and with the consultation of village organizations.

Savings

Voluntary savings: Yes. Savers deposit money through savings pass books.

Training

Voluntary training: Yes. There are trend, trade, and lending training programs, and regular credit and savings programs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	1 year	$43	$45 - $113	-	15%	Clients are selected by a selection committee by the consultation of SAFWCO social organizations and village organizations.

Other loans available: Agricultural Loan

Strengthening Participatory Organization

H-9 Street 89, G 6/3
Islamabad, 44000
Pakistan
Phone: 92 51 820 983
Fax: 92 51 273 527

Institutional profile
Area served: Pakistan
Loans first given: May 1994
Number of staff: 14
Number of borrowers: 225

Client profile
Percent female: 44%
First-time borrowers below poverty line: 100%

Savings
Obligatory savings: Yes. Each borrower must save US$2.17 each month.

Training
Obligatory training: Yes. Mandatory training includes development planning and management training.
Voluntary training: Yes. Informal education for girls and women is provided.

Pakistan

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	12 months	$109	$326	$435	16%	

Other loans available: Livestock Loans, Seed and Fertilizer Loans, Garment Loans

Nasim Bibi

Nasim Bibi lived with her sister until 16 years of age, when she married. Now she is the widowed mother of five children. When her husband died, she started housework in her neighborhood, but could not earn enough to feed her children. She also faced abusive remarks for leaving her house and going to work.

Nasim managed to contact the Strengthening Participatory Organization and applied for a loan of US$68. Her loan request was approved, and she opened a very small grocery shop. She worked very hard and again applied for a loan of US$114. She received that amount two times.

Nasim pays the monthly installments regularly. She now owes only US$45 to the organization. She also has provided the financial support to her son for opening a shoe shop. Under his mother's supervision he has been able to help meet the family's financial requirements. Nasim's other children are in school. Her business is developing, and the value of its assets is more than US$909

Taraqee Trust

H-No. 118, Street 15, Phase 01
Shahbaz Town
Quetta, Balochistan 87300
Pakistan
Phone: 92 81 829 416
Fax: 92 81 829 416
E-mail: taraqee@infolink.net.pk

Mission

To improve the lives of the low-income communities of Balochistan with a self-help approach.

Institutional profile

Area served: Quetta, Pakistan
Loans first given: April 1996
Number of staff: 5
Number of borrowers: 38

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured by yearly income and basic household commodities.

Training

Obligatory training: Yes. Clients must undergo 15 days of training about the rules and regulations of the credit program.
Voluntary training: Yes. Workshops on health, family planning, and hygiene are provided.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$67	$134	$200		

Village Friends Organization

Shadab Market, G.T. Road
Mian Channu, 58000
Pakistan
Phone: 92 44 83635
Fax: 92 44 85080
E-mail: village@lhr.comsats.net.pk

Mission

To enable the poor to gain easy access to technical and financial assistance.

Institutional profile

Area served: Pakistan
Loans first given: January 1994
Number of staff: 5
Number of borrowers: 386
Participation of clients in governance at board level: All borrowers are organized in the Small Farmers Federation and the Assetless Persons Federation, which are comprised of small farmers' groups and assetless persons' groups. Both of these representative bodies are directly elected by their members. They make all decisions for need assessment, project planning, and implementation.

Client profile

Percent female: 54%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 98%
How poverty level is measured: Poverty is measured through the Participatory Rural Assessment method and through a baseline survey conducted with the help of the International Labor Organization.

Savings

Obligatory savings: Yes. Clients must save a minimum of US$2 per person per month.

Training

Obligatory training: Yes. All borrowers are required to undergo necessary training before accessing credit.
Voluntary training: Yes. Clients can participate voluntarily in an education program.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 24 months		$112	$267	15%	Clients must have savings, be a member of a group, and have the capacity to take on a microenterprise.

Other loans available: Crop Loan

Ahon Sa Hirap, Inc.

#76 8th Avenue Cubao
Quezon City, 1109
Philippines
Phone: 63 2 913 2452
Fax: 63 2 913 2452

Institutional profile

Area served: MM/Luzon, Visayas - Philippines
Loans first given: January 1989
Number of staff: 54
Number of borrowers: 4,840
Participation of clients in governance at board level: Clients have two active seats on the Board of Directors.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 50%
How poverty level is measured: The primary measurement is a house index. Other indices such as net worth testing, an assets index, personal assessment, and interviews are used for appeal cases.

Savings

Obligatory savings: Yes. Clients must save 5 percent of every loan.
Voluntary savings: Yes. There is a children's savings program and personal savings, which is used for school.

Training

Obligatory training: Yes. There are center and group chairman workshops on leadership training and skills, and a social development program.
Voluntary training: Yes. Programs include civic involvement, the Clean and Green Program, productivity, Bible studies, and interest group activities.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$80 - $100	$120	$2,000	20%	Clients must have good credit ratings and savings.

Other loans available: Educational Loans

Alalay Sa Kaunlaran Sa Gitnang Luzon, Inc. (ASKI)

582 Maharlika Highway
Cabanatuan City
Nueva Ecija, 3100
Philippines
Phone: 63 44 463 1246
E-mail: aski@mozocom.com

Mission

To promote socio-economic and spiritual transformation by harnessing the resources of development organizations, cooperatives, people's organizations, and individuals engaged in micro-, cottage and small enterprise development. To assist clients in alleviating poverty; and to bring about the fullness of life based on ecumenical Christian development philosophy.

Institutional profile

Area served: Nueva Ecija province, Philippines
Loans first given: August 1987
Number of staff: 26
Number of borrowers: 4,311
Participation of clients in governance at board level: Clients have their own committees, and client leaders are representatives of different municipalities who monitor, evaluate, and recommend policies to ASKI.

Client profile

Percent female: 85%
First-time borrowers below poverty line: 97%
First-time borrowers in bottom 50% below poverty line: 97%
How poverty level is measured: The organization considers poor people as those who do not meet the minimum basic requirements as defined and targeted by the national government.

Savings

Obligatory savings: Yes. Every borrower must set aside a modest amount of the loan amortization for his or her capital build-up fund.
Voluntary savings: Yes. Each group is encouraged to save in the Emergency Fund for emergency situations that may arise. Clients may also pay a membership fee to the Mutual Aid Fund, which will assist them in times of sickness and death.

Training

Obligatory training: Yes. There is mandatory program orientation and other programs on the verbal contract and the Ten Decisions, building group solidarity, self-enhancement, bookkeeping, and business planning.
Voluntary training: Yes. There is additional voluntary skills training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$144	$144	$201	30%	Clients must complete group training and pass a group recognition test.
Individual lending	1 year	$576	$863	$2,014	30%	Client selection is based on the following criteria: 1) proven track record of running a business, 2) recommendation by a community leader, 3) good moral character, and 4) physical and mental fitness.

Alliance of Philippine Partners in Enterprise Development

Unit A 157 K 6th St.
East Kamias
Quezon City
Philippines
Phone: 63 2 434 7113
Fax: 63 2 434 9551
E-mail: append@philonline.com.ph

Mission

To promote national transformation by harnessing and strengthening the resources of nine local partner organizations involved in micro- and small enterprise development.

Institutional profile

Area served: Philippines
Loans first given: January 1982
Number of staff: 523
Number of borrowers: 35,412

Client profile

Percent female: 95%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 65%

Savings

Obligatory savings: Yes. Clients must save in a capital build-up fund. A 5 percent deduction from the loan is taken upfront.
Voluntary savings: Yes. Clients may save in an emergency fund. A specific amount is deducted automatically.

Training

Obligatory training: Yes. Compulsory group training is conducted daily for one to two weeks prior to receiving a loan.
Voluntary training: Yes. Clients may request specific training from Project Officers.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 6 months	$250	$250	$500	28% - 30%	Clients must have collateral.
Individual lending	6 - 12 months	$2,300	$2,600	$10,000	24% - 28%	Project staff meets with community leaders to introduce the project.

CARE, Philippines

2159 Madre Ignacia St., Malate
Manila, 1002
Philippines
Phone: 63 2 528 4001
Fax: 63 2 523 9413
E-mail: carephil@globe.com.ph

Mission

To increase the income and/or savings of at least 6,000 microentrepreneurs by 25 percent by the end of June 1998.

Institutional profile

Area served: Philippines
Loans first given: February 1995
Number of staff: 7
Number of borrowers: 5,534

Client profile

Percent female: 81%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 65%
How poverty level is measured: The per capita income of the family must be below the poverty threshold income when the client receives his/her first loan.

Savings

Obligatory savings: Yes. Clients must save 4 percent of their loan each month.

Training

Obligatory training: Yes. There is a Client Orientation Seminar to explain how the program operates and how a client can become creditworthy.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$75	$182	$1,250	36%	Clients must have savings and attend an orientation.

Center for Agriculture and Rural Development (CARD)

20 M. L. Quezon St.
City Subd.
San Pablo City, 4000
Philippines
Phone: 63 49 562 4309
Fax: 63 49 562 0009

Mission

To provide microcredit to at least 500,000 of the poorest rural women.

Institutional profile

Area served: Philippines
Loans first given: March 1990
Number of staff: 44
Number of borrowers: 7,800
Participation of clients in governance at board level: Any modification in or introduction of program policy is brought into discussion from the Head Office to branches then to centers/members. No new policy can take effect without approval by the general membership.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 95%
How poverty level is measured: Poverty is determined by a means test that uses three household indices.

Savings

Obligatory savings: Yes. Clients must give a certain weekly pledge and 5 percent from their loans.
Voluntary savings: Yes. Clients may make personal deposits.

Training

Obligatory training: Yes. Membership training covers group building and value formation, systems, program procedures, and how to make project proposals. There is also Center Development Calendar training, which is given by the center chief and consists of an educational session on varying topics every week at the center meeting.
Voluntary training: Yes. Local bank worker training is given to members who willingly accept performing the role of a representative of the program in the community, for example, encouraging women to join the program when they qualify.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$67	$167	$1,667	20%	Requirements include project proposals, group/center approval, and project inventory.

Other loans available: Multipurpose Loans, Productive Enterprise Loans, Asset Acquisition Loans, Housing Loans

Daan Sa Pag-unlad, Inc. (DSP)

#16 Gallardo St
Cataning, Balanga 2000
Bataan, 2100
Philippines
Phone: 63 47 237 3521
Fax: 63 47 791 5174
E-mail: noelba@codewan.com.ph

Mission

To create a foretaste of God's kingdom of peace, harmony, and prosperity.

Institutional profile

Area served: Province of Bataan, Philippines
Loans first given: June 1995
Number of staff: 6
Number of borrowers: 780

Client profile

Percent female: 99%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 65%
How poverty level is measured: A means test, similar to a strategy used by Grameen Bank, is used to determine the level of poverty.

Savings

Obligatory savings: Yes. Clients must save 5 percent of the loan to build up capital.
Voluntary savings: Yes. Clients may contribute to the center fund during weekly meetings.

Training

Obligatory training: Yes. There is a compulsory seven-day training course in order to form part of a center group.
Voluntary training: Yes. Programs include simple management, environmental programs, health, and Christian teaching.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$95	$120	$347	24%	Clients must complete a compulsory training course and have savings
Individual lending	6 - 12 months	$214	$200	$1,190	24%	After meeting the criteria established by a means test, applicants must have passed the compulsory training course, be willing to save, have an established business, and have graduated from a group loan.

Hagdan Sa Pag Uswag Foundation, Inc.

RER II Highway
P.O. Box 246
Cagayan de Oro City, 9000
Philippines
Phone: 63 88 858 3998
Fax: 63 88 858 3998
E-mail: yol@cdo.webling.com

Mission

To help alleviate poverty through assisted projects.

Institutional profile

Area served: Provinces of Misamis Oriental, Bukidnon & Iligan del Norte, Philippines
Loans first given: March 1988
Number of staff: 25
Number of borrowers: 6,292

Client profile

Percent female: 93%
First-time borrowers below poverty line: 95%

Savings

Obligatory savings: Yes. Five percent of the loan is withheld as savings. They also must give some amount every week/month.
Voluntary savings: Yes. Clients are encouraged to save voluntarily.

Training

Obligatory training: Yes. For group lending, clients must undergo eight weeks of one-hour training per week. Individual loans require a half-day orientation.
Voluntary training: Yes. Clients have access to skills training, value formation training, and leadership training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$50	$125	$425	36%	Clients must pass the 8-week training course and the Center Recognition Test.
Individual lending	6 - 12 months	$250	$625	$1,250	36%	Individual projects are evaluated after the clients have attended the half-day orientation and submitted the loan application. The loan is guaranteed by a co-member.

Jaime V. Ongpin Foundation, Inc.

2F, STC Blg #8 C. M. Recto St., P.O. Box 941
St. Joseph Village
Baguio City, 2600
Philippines
Phone: 63 74 442 8411
Fax: 63 74 442 8411
E-mail: jvofi@mozcom.com

Institutional profile

Area served: Baguio City, Benguet, Philippines
Loans first given: August 1996
Number of staff: 2
Number of borrowers: 298

Client profile

Percent female: 80%
First-time borrowers below poverty line: 64%
First-time borrowers in bottom 50% below poverty line: 11%

Savings

Obligatory savings: Yes. Clients must save 1 percent of loan amount.

Training

Voluntary training: Yes. There is a new business creation course for CIDA fund borrowers.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 months	$88	$147	$294	42%	Clients must have an existing business and a net disposable income of US$88 to US$147.
Individual lending	6 months	$735	$735	$1,470	42%	A client must have a business in existence with at least US$1,470 in capital, a checking account for at least 6 months, a business permit, and net disposable income of US$294.

Other loans available: Providential Loans

Kabalikat Para Sa Maunlad Na Buhay, Inc. (KMBI)

12 San Francisco St, Karuhatan
Valenzuela, Metro Manila 1441
Philippines
Phone: 63 2 291 1484
Fax: 63 2 292 2441
E-mail: kmbi@phil.gn.apc.org / emc319@wtouch.net
Website: http://www2.mozcom.com/~jvofi

Mission

To be a self-sufficient Christian microfinance institution that contributes significantly to a poverty-free and Christ-centered Philippines. To contribute toward the realization of a productive, socially responsible, and Christ-centered Phillippine society by providing our clients with high-quality microfinancial services that contribute to the improvement of their quality of life, together with relevant trainings and Biblical value inputs that enhance their management of resources, earning potentials, and ability to relate to others.

Institutional profile

Area served: Metro Manila and Bulacan areas of the Phillippines
Loans first given: November 1986
Number of staff: 20
Number of borrowers: 4,700

Client profile

Percent female: 97%
First-time borrowers below poverty line: 99%
First-time borrowers in bottom 50% below poverty line: 99%
How poverty level is measured: Poverty is determined through a means test that takes into account housing, assets, education, and income of borrowers.

Savings

Obligatory savings: Yes. Clients must save 4 percent of every loan.

Training

Obligatory training: Yes. Clients must attend weekly center meetings for training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$147	$253	$2,353	30%	New borrowers must pass a center recognition test.

Kalipunon ng maa Samahon na Mamamayan (KASAMA)

KASAMA Bldg. Bgy. Duhat
Santa Cruz
Laguna, 4009
Philippines
Phone: 63 49 808 2264
Fax: 63 49 808 2264

Mission

To establish, enhance, and develop a strong, viable, and dynamic movement unified by a common aspiration to build a self-reliant people's organization capable of mobilizing community resources and stimulating economic growth and humanitarian investment by empowering people.

Institutional profile

Area served: Laguna, Philippines
Loans first given: January 1991
Number of staff: 4
Number of borrowers: 625
Participation of clients in governance at board level: Clients are members and can be elected to the Board of Trustees, which is a policy-making body.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured through a means test form that was patterned after Grameen Bank.

Savings

Obligatory savings: Yes. Clients must save weekly as a part of the payment, and this ranges from US$0.20 to US$0.40.
Voluntary savings: Yes. Clients may save additional amounts weekly, which average about US$0.20 to US$1.50 per member.

Training

Obligatory training: Yes. Obligatory pre-membership training includes seven-day group training (three hours a day for new members) and project development and management.
Voluntary training: Yes. There is an organizational mechanics training program.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$91	$182	$303	24%	

Other loans available: Educational Loans, Multi-Purpose Personal Loans, Emergency Loans

Kaunlaran Agricultural Corporation

Penthouse B, The Valero Tower
122 Valero Street, Salcedo Village
Makati City, 1227
Philippines
Phone: 63 2 893 7269
Fax: 63 2 893 7393
E-mail: quinitob@ibahn.net

Mission

To provide livelihood opportunities for the less privileged in order to improve their quality of life.

Institutional profile

Area served: Tarlac Province, Philippines
Loans first given: July 1985
Number of staff: 11
Number of borrowers: 2,600

Client profile

Percent female: 85%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Kaunlaran Agricultural Corporation compares its borrowers' incomes to the poverty level set by the Philippine government.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	100 days	$125	$500	$2,500	36%	Clients must sign promissory notes and post-dated checks, and they must show the titles to their property (for certain maximum loans).

Other loans available: Subsistence Loans, Employee Loans

Kristianong Kabalikat Inc.

EF Building Tapuc District
Dagupan City, 2400
Philippines
Phone: 63 75 523 6380
Fax: 63 75 522 0857
E-mail: toydz@mozcom.com

Mission

To empower the Filipino poor in uplifting their quality of life and acknowledge the lordship of Christ in all aspects of life.

Institutional profile

Area served: Philippines
Loans first given: July 1996
Number of staff: 17
Number of borrowers: 1,734
Participation of clients in governance at board level: There is a regular Assembly of participants of the program where clients participate in the formulation and decision of program policies.

Client profile

Percent female: 72%
First-time borrowers below poverty line: 85%
First-time borrowers in bottom 50% below poverty line: 85%
How poverty level is measured: Poverty is measured with an interview and is based on clients' monthly income and expenses.

Savings

Obligatory savings: Yes. Clients must save US$ 0.10 a day in order to receive loans.
Voluntary savings: Yes. Clients may save in a Mutual Aid Fund, and if they die their family will receive help from the group.

Training

Obligatory training: Yes. Potential clients must take a pre-membership class.
Voluntary training: Yes. Programs include value formation, Bible studies, a mother's class, and a savings class.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$30	$70	$150	24%	A feasibility study is done; clients must save and attain the approval of a local core group.
Individual lending	6 - 12 months	$30	$70	$150	24%	The client must be part of the community, have been saving US$0.10, and have an income that ranges from US$0.50 to US$350.

Negros Women for Tomorrow Foundation, Inc.

#102 San Sebastian Street
Bacolod City, Negros Occidental 6100
Philippines
Phone: 63 34 22209
Fax: 63 34 433 0228
E-mail: pdnwtf@bsure.com.ph

Mission

To empower the poor women of Negros by providing a special credit and savings scheme and promoting the values of discipline and hard work, thereby improving their quality of life.

Institutional profile

Area served: Provinces of Negros Occidental and Negros Oriental in the Philippines.
Loans first given: August 1989
Number of staff: 62
Number of borrowers: 8,366

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 95%
How poverty level is measured: The project uses the means test, which takes into consideration the following three measures: the house index, the income index, and the valuation of personal assets index.

Savings

Obligatory savings: Yes. Clients must contribute to a group fund, a mutual aid fund, and a default fund.
Voluntary savings: Yes. Clients may contribute voluntarily to the Alkansiya Fund, which is an individual personal savings scheme.

Training

Obligatory training: Yes. Clients must participate in the Compulsory Group Training before becoming members. Group chairmen and center chiefs must occasionally participate in leadership training. Clients must also take part in entrepreneurship training and a health/nutrition seminar.
Voluntary training: Yes. Seminars/workshops focusing on environmental concerns, skills training, and food processing are made available by other NGOs and development organizations.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$66	$93	$421	26%	

Other loans available: Utility Loan, Family Loan, House Repair Loan

Philippine Rural Reconstruction Movement (PRRM)

Kayumanggi Press Building
940 Quezon Ave.
Quezon City, 1103
Philippines
Phone: 63 2 372 4988
Fax: 63 2 372 4995
E-mail: mprazon@misa.ph.net
Website: http://www.cyberspace.com.ph/srddp/prrm.htm

Mission

To develop an alternative financial system that provides an equitable distribution of resources that are accessible, controlled, and managed by the rural poor with the aim of creating a sustainable economy.

Institutional profile

Area served: Luzon, Visayas, and Mindanao regions of the Philippines
Loans first given: May 1990
Number of staff: 104
Number of borrowers: 10,025
Participation of clients in governance at board level: Twenty-five percent of all collected interest income constitutes the Mutual Fund, which is co-owned and co-managed by PRRM and its partner groups. Partner groups are also given an appropiate share of the profit from the credit operation at the end of the year.

Client profile

Percent female: 52%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: The organization uses the government's poverty threshold level.

Savings

Obligatory savings: Yes. At least 10 percent of the loan amount must be saved by clients before they receive the loan.
Voluntary savings: Yes. Clients are encouraged to save on a regular basis either in banks, cooperatives, or in their own groups.

Training

Obligatory training: Yes. Clients are required to undergo basic orientation about the organization, basic savings and credit program orientation, livelihood development training, basic bookkeeping, and value formation seminars.
Voluntary training: Yes. Clients are encouraged to undergo training in advocacy, health-related issues, and skill development.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	4 - 12 months	$147	$147	$235	24%	Clients are selected by the group from among its members. They must submit a written application. In order to become eligible, the applicant must be endorsed by at least 2 members of her organization and the PRRM community organizer/area coordinator.

Other loans available: Production Loans (Crops, Livestock, Fisheries), Trading/Marketing/Services Loans, Manufacturing/Agricultural Machinery Loans

Rangtay sa Pagrang-ay, Inc.

Unit 103 Lyman Ogilby Centrum
358 Magsaysay Ave.
Baguio City, 2600
Philippines
Phone: 63 74 445 3592
Fax: 63 74 445 3592

Mission

To provide the poor with microbusiness training and financial services that enable them to develop and sustain income-generating and job-creating microenterprises.

Institutional profile

Area served: Philippines
Loans first given: August 1987
Number of staff: 19
Number of borrowers: 2,577

Client profile

Percent female: 96%

Savings

Obligatory savings: Yes. Members must save 5 percent of the loan.
Voluntary savings: Yes. Clients save voluntarily an average of US$0.29 per person.

Training

Obligatory training: Yes. All applicants are required to attend an orientation seminar to learn about the services that the organization offers.
Voluntary training: Yes. Voluntary programs are available in value formation and management training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$250	$300	$2,500	36%	
Individual lending	6 months	$187	$250	$1,250	36%	Targeted clients are engaged in microbusinesses or self-help groups and mostly belong to the self-employed or laboring poor.

Tribal Cooperative for Rural Development–Multi-Purpose Cooperative (TRICORD)

Calitlitan, Aritao
Nueva Vizcaya, 3704
Philippines
Phone: 63 912 360 4995

Mission

To contribute to the economic growth of communities by providing loans, livelihood projects, and technical support to members and to other associations.

Institutional profile

Area served: Upland rural communities of the Philippines
Loans first given: January 1997
Number of staff: 3
Number of borrowers: 700
Participation of clients in governance at board level: The organization conducts an Annual General Assembly and a Special General Meeting. Officers are elected during the General Assembly and policies are approved by the Board of Directors or the Assembly.

Client profile

Percent female: 50%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: Poverty indicators include landlessness, a house roof of cogon, annual income below US$300, and no permanent or stable income-generating project.

Savings

Obligatory savings: Yes. All members of the cooperative must save US$5 a year to complete their maximum share capital.
Voluntary savings: Yes. All members are encouraged to save in the Mortuary Fund.

Training

Obligatory training: Yes. Pre-membership education and cooperative ownership seminars are mandatory.
Voluntary training: Yes. There are additional education classes and on-the-job training.

Philippines

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 – 12 months	$120			22%	Clients must pay a minimum share capital, submit a loan application, and submit a project plan.
Individual lending	6 – 12 months	$100			22%	Clients must be poor residents of the community. They are screened by the credit committee and recommended by community members.

Other loans available: Emergency Loan

TSPI Development Organization

2370 Antipolo St.
Guadalupe Nuevo
Makati City
Philippines
Phone: 63 2 893 1460
Fax: 63 2 892 8389
E-mail: tspi@wtouch.net

Mission

To provide financial services to a great number of micro- and small entrepreneurs, particularly the poorest, on a viable and sustainable basis.

Institutional profile

Area served: Philippines
Loans first given: February 1982
Number of staff: 77
Number of borrowers: 8,187
Participation of clients in governance at board level: Clients do not sit on the Board, but their participation in decision making, specifically in program planning and policy modification, is generated in weekly client-staff meetings and annual client conferences.

Client profile

Percent female: 74%
First-time borrowers below poverty line: 99%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: Poverty is determined by a means testing using any or all of the following indicators: household per capita income, secondary income, total asset value, and house index (a point system looking at size of house, structure, condition, and type of material used).

Savings

Obligatory savings: Yes. All group lending programs have a group savings fund.

Training

Obligatory training: Yes. There is a seven-day (one hour per day) group orientation and training for all new group lending borrowers.
Voluntary training: Yes. These programs include center/group management and livelihood skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 or 12 months	$190	$220	$600	36%	This is a loan for female microentrepreneurs who must have savings and pass a group recognition test.
Individual lending	1 - 2 years	$3,600	$4,000	$15,400	36%	The minimum selection criteria are that the client has resided within the areas served by TSPI at least 2 years and has a business that has been operating for at least 1 year.

Other loans available: Self-Employment Loans for Mass Transport Workers, Self-Employment Loans for Market Vendors and other Microentrepreneurs

Arthacharya Foundation

16/1, 1/1 Galle Rd.
Mount Lavinia
Sri Lanka
Phone: 94 1 737 143
Fax: 94 1 737 143
E-mail: sulak@sri.lanka.net

Mission

To alleviate poverty and increase production among marginal producers.

Institutional profile

Area served: Districts of Kurunegala, Badulla, Ratnapura, Galle, Matar, Gampaha, and Colombo in Sri Lanka
Loans first given: January 1992
Number of staff: 86
Number of borrowers: 3,250

Client profile

Percent female: 80%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: The program provides services to people who are below the Sri Lankan poverty line. Poverty information is easily available in Sri Lanka.

Savings

Obligatory savings: Yes. Group savings and shares are compulsory. Savings are built into loan recovery.
Voluntary savings: Yes. Voluntary savings options include general savings, children's savings, and special savings.

Training

Obligatory training: Yes. There is compulsory training in credit management and microenterprise.
Voluntary training: Yes. Programs are available in savings, home economics, bookkeeping, and leadership.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3, 6, or 12 months	$50	$80	$150	25%	Clients must be members for 6 months, have 4 types of savings, should have received and paid internal credit within the group, and should identify a project.
Individual lending	3, 6, or 12 months	$50	$80	$150	23%	Clients are selected in the same way as group lending. Since there is no group guarantee, 2 individual guarantors who are credit beneficiaries should sign as guarantors.

Central Council of Disabled Persons

P.O. Box 05
Kosgama Rd.
Bandarawela
Sri Lanka
Phone: 94 5 72698
Fax: 94 5 72701
E-mail: ccdp@sri.lanka.net

Mission

To rehabilitate and provide vocational training to disabled people.

Institutional profile

Area served: Sri Lanka
Loans first given: April 1991
Number of staff: 2
Number of borrowers: 27
Participation of clients in governance at board level: Clients are elected and represented in decision-making bodies.

Client profile

Percent female: 35%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 40%
How poverty level is measured: Volunteers conduct a survey to identify disabled people.

Savings

Obligatory savings: Yes.

Training

Voluntary training: Training is available in small business management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$85	$100	$170	12%	Clients must undergo training and pass a test.

Centre for Human Development

Kankeeriya - Hettimulla
71210
Sri Lanka
Fax: 94 3 522 541
E-mail: bandu2@sri.lanka.net

Mission
To empower the poorest of the poor.

Institutional profile
Area served: Sri Lanka
Loans first given: April 1995
Number of staff: 3
Number of borrowers: 104
Participation of clients in governance at board level: The organization selects village group members to be members of the Board of Directors.

Client profile
How poverty level is measured: Poverty is measured by savings, eating habits, condition of house, health, participation in group discussions, and clothing.

Savings
Obligatory savings: Yes. Group savings are mandatory.
Voluntary savings: Yes. Children Society savings is a voluntary savings option.

Training
Obligatory training: Yes. Clients must undergo entrepreneurship development training.
Voluntary training: Yes. There are voluntary weekly discussion groups.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$75	$150	21%	Clients have to save.

Cycle of Poverty

Wewewatta, Pinnawala
Rambukkana
Sri Lanka

Mission
To create a solution to poverty through an entrepreneurship program.

Institutional profile
Area served: Sri Lanka
Loans first given: July 1996
Number of staff: 1
Number of borrowers: 6

Client profile
Percent female: 80%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: The poor are those who do not receive any income from themselves or any family member, and those who have a very low income and poor living conditions.

Training
Obligatory training: Yes. Clients receive training for self-employment through government technical colleges.
Voluntary training: Yes. There are also voluntary training programs for entrepreneurs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	1 year	$20	$50	$50	10% per month	Clients must be able to pay back the loan and have some security.

Federation of Thrift and Credit Cooperative Societies (Sanasa Federation)

106, Dharmapala Mawatha
Colombo 7
Sri Lanka
Phone: 94 1 686 385
Fax: 94 75 330 823
E-mail: sanabk@sri.lanka.net

Mission

To ameliorate the bad living conditions of poor families by granting them credit for self-employment.

Institutional profile

Area served: Sri Lanka
Loans first given: October 1991
Number of staff: 4,313
Number of borrowers: 85,000

Client profile

Percent female: 70%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 30%
How poverty level is measured: Poor people are those whose monthly income is less than US$25.

Savings

Obligatory savings: Yes. Clients must save in order to receive loans.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Clients must attend training programs that are held once a month.
Voluntary training: Yes. Programs are conducted upon request.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year maximum	$42	$50		14%	Clients must have savings
Individual lending	1 year maximum	$250	$400	$620	16%	

Other loans available: Business Loans, Electricity Loans, Agricultural Loans, Housing Loans

Human Development Foundation of Sri Lanka (HUDUF)

Torana Junction
Keppetipola, 90350
Sri Lanka
Phone: 94 72 226 969
Fax: 94 37 24291

Mission

To eliminate discrimination against women and empower them through sensitization and promotion of participation in primary income-earning activities. To improve the socio-economic and health standards of low-income families through the development of entrepreneurial capacity among rural poor women and unemployed females.

Institutional profile

Area served: Uva Province, Sri Lanka
Loans first given: February 1995
Number of staff: 10
Number of borrowers: 1,152

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poor women are defined as women who belong to families that earn less than US$25 per month.

Savings

Obligatory savings: Yes. Members must contribute to a group savings fund and a group contingency fund. Purchasing shares of Women Development Societies (WDSS) is also obligatory. To obtain a loan from HUDEF, the WDSS should deposit 35 percent of its group funds under HUDEF.
Voluntary savings: Yes. Clients can save within their groups or in the Consumer Service Fund, the Children's Savings Fund, etc.

Training

Obligatory training: Yes. Clients must attend training in skill development, technology upgrading, and entrepreneurship development.
Voluntary training: Yes. Additional training is provided in leadership, management of microfinance institutions, and social mobilization.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 months	$25	$25	$150	24%	Clients must have savings.

Other loans available: Housing

Participatory Institute for Development Alternatives (PIDA)

32, Gothami Lane
Colombo 8
Sri Lanka
Phone: 94 1 687 270
Fax: 94 1 687 270
E-mail: pidagrc@lanka.ccom.lk

Mission

To promote the social and economic status of the poor by enriching their creativity through a participatory development process.

Institutional profile

Area served: Sri Lanka
Loans first given: January 1995
Number of staff: 150
Number of borrowers: 15,845
Participation of clients in governance at board level: The organization is controlled by the clients themselves, and decisions are made at the grassroots level.

Client profile

Percent female: 80%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: PIDA uses a participatory development tool to measure poverty.

Savings

Obligatory savings: Yes. Compulsory savings are required for the guarantee fund and the distress fund.

Training

Obligatory training: Yes. There is a mandatory management and accountancy training program.
Voluntary training: Yes. There is an opportunity for group interaction through visits to various locations.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	10 months	$167	$250	$833	21%	

Other loans available: Rural Women's Federation Loan, Capital Assets Loan

Samadeepa Samaja Kendraya, Inc.

Jayanthi Mawatha
Anuradhapura
Sri Lanka
Phone: 94 2 535 140
Fax: 94 2 522 728

Mission
To promote poverty alleviation, peace, and development.

Institutional profile
Area served: North Central province of Sri Lanka
Loans first given: March 1985
Number of staff: 45
Number of borrowers: 2,120

Client profile
Percent female: 70%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 5%

Savings
Obligatory savings: Yes. Twenty percent of the loan must be in deposits.
Voluntary savings: Yes. Group and individual savings accounts are available.

Training
Obligatory training: Yes. Members are required to participate in village unit meetings where field coordinators provide training on credit, savings, and related issues.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$25 - $50	–	$2,200	24%	There is a 10% group share requirement and a 10% group deposit requirement
Individual lending	1 year	$100	$100	$100	24%	Recipients are selected by village units

Other loans available: Transport Loans, Welfare Loans, Rehabilitation Loans, Microenterprise Project Loans

Sarvodaya Economic Enterprises Development Services (SEEDS)

26/2 Attidiya Rd
Ratmalana
Sri Lanka
Phone: 94 1 634 577
Fax: 94 1 73110
E-mail: seedsrep@sri.lanka.net

Mission
To uplift the economic status of the rural poor by strengthening village-based institutions, financial systems, and microenterprise

Institutional profile
Area served: Sri Lanka
Loans first given: January 1987
Number of staff: 311
Number of borrowers: 36,000

Client profile
Percent female: 70%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 35%

Savings
Obligatory savings: Yes. The Societies maintain the savings. A client must save for six months prior to receiving a loan. A 10 percent deposit of the loan is required. A further 2.5 percent non-returnable commission is paid on any loan granted.
Voluntary savings: Yes. The Societies maintain the savings. Voluntary savings can be withdrawn at any time, and there is also a Children's Saving Scheme.

Training
Obligatory training: Yes. Clients must undergo a self-employment training program before a loan is given. The needs of clients are assessed, and loans are not released until the applicable training has been completed.
Voluntary training: Yes. Programs are available in topics such as entrepreneurship development, accounting, skills training, and marketing for the institutional development of Societies as well as the individual development of clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	2 years	$168	$210	$670	21.5%	Income must be below US$25 per month.

Other loans available: Equipment Loan Scheme, Small Farmer and Landless Poor, Sarvodaya Development Loans

Sri Lanka Association of Professional Social Workers

191, Dharmapala Mawatha
Colombo 7
Sri Lanka
Phone: 94 1 689 202
Fax: 94 1 737 143
E-mail: sulak@sri.lanka

Mission

To promote poverty alleviation and improve the social, economic, and educational level of low-income families through awareness and guidance.

Institutional profile

Area served: Matale and Kalutara Districts, Colombo City, Sri Lanka
Loans first given: May 1989
Number of staff: 11
Number of borrowers: 3,200
Participation of clients in governance at board level: Representatives of small groups form the local association. The local association is represented in the central council where decisions are made.

Client profile

Percent female: 96%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Poverty is measured by those families earning less than US$26 per month.

Savings

Obligatory savings: Yes. Clients must contribute to group savings.
Voluntary savings: Yes. Individual savings and savings for welfare and their children's education is voluntary.

Training

Obligatory training: Yes. Clients must receive training and education in keeping accounts and reports, savings and credit, the conduct of group meetings, banking, etc.
Voluntary training: Yes. Clients can receive training in savings, credit, and maintaining individual accounts.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$20	$125	$200	36%	Clients must have savings and attend group meetings before receiving loan.

Other loans available: Welfare, Sickness, and Schooling Loan; Housing Loan; Household Items Loan

Association of Asian Confederation of Credit Unions

36/2 Moo 3 Soi Maloo Suanam
Ramkhamhaeng Rd., Bangkapi
Bangkok, 10240
Thailand
Phone: 66 2 374 5101
Fax: 66 2 374 5321
E-mail: accuran@loc.th.com
Website: http://www.aaccu.org

Mission

To develop a program that will deliver financial services to low-income earning members while still covering the costs of operation.

Institutional profile

Area served: Southeast and South Asia
Loans first given: April 1995
Number of staff: 175
Number of borrowers: 985,267
Participation of clients in governance at board level: Clients elect the governing committee on an annual basis at the members meeting.

Client profile

Percent female: 53%
First-time borrowers below poverty line: 99%
How poverty level is measured: Poverty is measured by land ownership, number of family members, and income.

Savings

Obligatory savings: Yes. Clients must save US$0.50 per month before applying for a loan.
Voluntary savings: Yes. Clients are encouraged to save voluntarily.

Training

Obligatory training: Yes. There is training on the cooperative concept, credit union operation, and microfinancing.
Voluntary training: Yes. Clients may attend monthly members meetings, committee meetings, and sub-committee meetings.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	3 - 6 months	$60 - $75	–	$100	21% - 23%	Borrowers are selected by the Credit Committee after a review of their loan proposal and compulsory requirements.

Other loans available: Emergency Loan

Tonga Development Bank

P.O. Box 126
Nuku'alofa
Tonga
Phone: 676 23 333
Fax: 676 22 755
E-mail: tdb@candw.to

Mission

To improve the living standards of the rural poor by providing credit.

Institutional profile

Loans first given: September 1977
Number of staff: 169
Number of borrowers: 1,215

Client profile

Percent female: 46%
How poverty level is measured: Poverty is identified by outreach, especially on the outer islands.

Training

Obligatory training: Yes. There is business advisory training on leadership for the groups as well as training on the bank's lending policy and money management.
Voluntary training: Yes. It is available upon request either to the group or on an individual basis.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 year	$938	$1,250	$3,125	9%	
Individual lending	2 years	$313	$938	$3,125	9%	Each client has to go through the bank's normal lending procedure. Some clients eligible for microcredit lack adequate security, their income level is checked, and they usually reside on the outer island. Loan officers assist in the selection process.

*The loan is given to the group as a whole, and the members divide it among themselves. There are three to five members per group.

Action Aid Vietnam, in Conjunction with the Vietnam Women's Union

36-38 Lac Chinh, Nieu Xa
Hanoi
Vietnam
Phone: 84 4 823 8905
Fax: 84 4 823 8946
E-mail: aavietf@netnam.org.vn

Mission

To stabilize the economy of poor households by assisting them in building up their own capital and enhancing access to appropriate financial services.

Institutional profile

Area served: Northern Vietnam
Loans first given: November 1993
Number of staff: 12
Number of borrowers: 3,788

Client profile

Percent female: 99%
How poverty level is measured: Poverty is measured by wealth ranking exercises measuring relative wealth, with extension efforts aimed at the lower half. Currently 60 percent of clients are in the bottom half of the village wealth ranking lists.

Savings

Voluntary savings: Yes. Village Women's Savings Groups are formed with 15 to 20 members, each with individual accounts that are served by a Commune Bank.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	2 years		$47	$100	18%	A borrower must be a member of a Village Women's Savings Group and have saved for 3 months prior to receiving a loan.

C.E.P. Fund

14 Cach Mang Thang Tam Street, Dist. 1
Ho Chi Minh
Vietnam
Phone: 84 8 822 0959
Fax: 84 8 824 5620

Mission

To reduce the rate of unemployment among laborers by providing the poor with small, repayable loans to help them start businesses.

Institutional profile

Area served: Ho Chi Minh City, Vietnam
Loans first given: December 1991
Number of staff: 40
Number of borrowers: 14,639

Client profile

Percent female: 7%
First-time borrowers below poverty line: 10%
How poverty level is measured: Criteria for assessing an applicant's living conditions are made by the Poverty Alleviation Program of the Vietnamese government.

Savings

Obligatory savings: Yes. There is a daily collection of 0.25 percent of the first loan and a monthly collection of 1 percent of the first loan.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	10 months	$100	$200	$300	22%	Clients must submit a business plan and have savings.

Other loans available: Housing Loan, General Loan

Tuyet Kim Nguyen

Tuyet Kim Nguyen is a program borrower of the CEP Fund in Ho Chi Minh City. Her husband is a mason. He worked very hard and sent money home, but it was not enough to feed their eight children. Three of the children died, two from serious illness and the other in a firecracker explosion. Their youngest child has had heart attacks since he was born, and another child was handicapped at work. The others help their parents make money by doing any jobs that they can.

Tuyet's family lived in Long Khanh, a remote area with few resources. In order to survive, they moved to Ho Chi Minh City to look for work. Tuyet's husband was jobless, so she worked long hours for the villagers, often in exchange for food for her children. Months later, she and two of her children found a job rolling up firecrackers. One of her children died; she and another contracted lung disease, but had no insurance. When the Vietnamese Government initiated a prohibition on firecracker production, she was again out of a job and dependent on her husband for everything. She tried to obtain loans from some financial institutions, but they refused to lend to her.

Tuyet submitted her business plan for raising pigs to the CEP Fund. After analyzing her case, the branch manager of the Fund advised her to trade in food instead, because animal feed is expensive, and she lacked experience in that business. He advised her to save a part of her income to prepare for future buying and feeding of domesticated animals. She took out a first loan of US$100 in December 1996, with which she bought necessary tools and food. She sold noodles in crab chowder in the morning and chicken soup at Hoang Mai market in the afternoon. Tuyet made a profit of US$5 daily. After a few months, she had enough money to buy and raise pigs. In early October 1997, she sold her first four pigs.

Her family now has a better life, and her children have been educated at school, which is something they could not have imagined before. Tuyet bought furniture for her house and some necessary tools. She is very happy.

The Friendship Bridge

3560 Highway 74
Suite B-2
Evergreen, Colorado 80439
USA
Phone: 1 303 674 0717
Fax: 1 303 674 1525
E-mail: 75353.1727@compuserve.com

Mission
To provide economic opportunities, education, and spiritual advancement for poor women and their families in rural areas of Vietnam.

Institutional profile
Area served: Vietnam
Loans first given: April 1994
Number of staff: 22
Number of borrowers: 1,473

Client profile
Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 95%
How poverty level is measured: Poor families are those that have less than a certain number of kilograms of rice per family member and earn less than a certain salary as described by the statistics department in Vietnam.

Savings
Voluntary savings: Yes. Every member saves at least US$0.80 per month.

Training
Obligatory training: Borrowers are trained in the lending program, business, and health.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$85	$85	$100	14%	Clients must attend meetings about loan and business training, and fill out a business plan, an application, and a group form.

Other loans available: Savings Loans

Save the Children/UK, Vietnam

218 Doican Street
Hanoi
Vietnam
Phone: 84 4 832 5319
Fax: 84 4 825 073
E-mail: scfukhan@netnam.org.vn

Mission
To improve the quality of life for poor women and their families by initiating credit and savings programs in disadvantaged communities.

Institutional profile
Area served: North central provinces of Vietnam
Loans first given: June 1993
Number of staff: 3
Number of borrowers: 9,005

Client profile
Percent female: 100%
First-time borrowers below poverty line: 80%
How poverty level is measured: A household survey is used that indicates the average income per person per year and the number of months that the household suffers a food shortage.

Savings
Obligatory savings: Yes. Each borrower must save a least US$0.45 per month.
Voluntary savings: Yes. Borrowers are encouraged to save voluntarily.

Training
Obligatory training: Yes. There is training on credit and saving management, production skills, and accounting.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$75	$100	2%	The borrower must save for 3 months prior to receiving her first loan.

Soc Son District Women's Union

Soc Son District
Hanoi
Vietnam
Fax: 84 4 885 2086

Mission

To provide credit to assist poor women to improve their standards of living and status in society.

Institutional profile

Area served: Hanoi, Vietnam
Loans first given: May 1993
Number of staff: 40
Number of borrowers: 3,985

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured by a housing index and the amount of capital per person.

Savings

Obligatory savings: Yes. Clients must save 5 percent of their loan and must save weekly.
Voluntary savings: Yes.

Training

Obligatory training: Yes. There is compulsory group training.
Voluntary training: Yes. There is voluntary training in family planning, primary health care, and nutrition.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$40	$150	$200	12%	

Other loans available: Seasonal Loans

Tao Yeu Mai Fund of Vietnam Women's Union

Vietnam Women's Union
16 Hang Chuoi SFr
Hanoi
Vietnam
Fax: 84 4 971 3143

Mission

To provide credit services to the poor, especially poor women, so that they generate income for their families to improve their standard of living and position in society.

Institutional profile

Area served: Vietnam
Loans first given: September 1992
Number of staff: 70
Number of borrowers: 3,054

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured through a housing index and per capita income.

Savings

Obligatory savings: Yes. Members must save US$0.10 per week and 5 percent of their loan.
Voluntary savings: Yes. Members may save whatever additional amount they desire.

Training

Obligatory training: Yes. Every member must undergo 15 hours (five days) of training.
Voluntary training: Yes. Programs include agricultural extension, family planning, primary health care, child care, and nutrition education.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$45	$150	$250	12%	After passing the group recognition test, a member must have 2 to 3 weeks of savings, and must fill out an individual loan application to be approved by the group and the center.

Other loans available: Seasonal Loans, Medium Loans, Education Loans

Et

Europe and the Newly Independent States

Albanian Development Fund

Instituti I Tokavë Laprakë
Tirana
Albania
Phone: 355 42 248 85
Fax: 355 42 385 48
E-mail: root@adf.tirana.al

Mission

To develop microcredit.

Institutional profile

Area served: Central Europe
Loans first given: October 1992
Number of staff: 29
Number of borrowers: 13,092
Participation of clients in governance at board level: All proposals by the headquarters in Tirana are agreed to by the village committees.

Client profile

Percent female: 7%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 63%

Savings

Voluntary savings: Yes.

Training

Obligatory training: Yes. Training is based on the education of the board members of a village credit committee. It takes place one day a year.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	1 - 2 years	$237 - $300	-	$1,350	10%	

Bosnia Vita (BOS-VITA)

c/o IRC
Husinskih rudara bb
Tuzla
Bosnia and Hercegovina
Phone: 385 75 281 176
Fax: 385 75 218 176
E-mail: mep.tz@irc-bh.tel.hr

Mission

To promote and support private enterprise and assist in financial self-sustainability of the poorer populations by using different types of income stimulators.

Institutional profile

Area served: Tuzla Canton in Bosnia and Hercegovina
Loans first given: December 1996
Number of staff: 4
Number of borrowers: 301

Client profile

Percent female: 100%
How poverty level is measured: A client is considered in "economic risk" based on her living conditions and external support for her family above humanitarian aid (US$250 per month).

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$823		$1,250	26%	A client must be a woman from Eastern Bosnia, have a feasible [illegible] business plan, demonstrate repayment ability, have 2 guarantors, [illegible] in Tuzla Canton.
Individual lending	10 months	$1,098		$1,250	26%	Clients must meet the loan criteria as described by the officers and [illegible] an application that contains their personal history and background. [illegible] are also visited.

International Catholic Migration Commission (ICMC)

Vladimira Nazora 22
Bihac
Bosnia and Hercegovina
Phone: 387 77 331 039
Fax: 387 77 331 039
E-mail: elzoghbim@aol.com

Mission

To provide financial and non-financial services to low-income women in the Una-Sana Canton in Bosnia

Institutional profile

Area served: The northwest region of Bosnia (Una-Sana Canton)
Loans first given: October 1997
Number of staff: 3
Number of borrowers: 190

Client profile

Percent female: 100%
First-time borrowers below poverty line: 50%

Training

Obligatory training: Yes. First-time borrowers receive three and one-half hours of training for three days about feasibility studies and business analysis. They are expected to produce a business plan after this training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	7 months	$1,100	$1,200	$2,000	15%	Clients must attend a workshop.

Women for Women in Bosnia

1725 K Street, NW
Suite 611
Washington D.C., 20006
USA
Phone: 1 202 822 1391
Fax: 1 202 822 1392
E-mail: wmn4wmn@aol.com
Website:
http://www.embassy.org/wwwbosnia/wwbosnia.html

Mission

To help women refugees who are returning to rural Bosnia rebuild their lives by providing them with small loans.

Institutional profile

Area served: Rural areas in Bosnia and Herzegovina
Loans first given: May 1997
Number of staff: 2
Number of borrowers: 25

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: We use the government estimate for the minimum required to fill a consumer basket, and we take those who earn one-fifth of the minimum specified by the government.

Savings

Obligatory savings: Yes. Each borrower must save a minimum of 5 percent of her loan.

Training

Obligatory training: Yes. Each borrower is required to attend a training program of seven days before receiving her loan.
Voluntary training: Yes. There are lectures about various economic, social, and political rights of women in the bimonthly meetings. Lectures on improving business and marketing skills are also provided.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$500	$800	$2,000	20%	The client is required to attend and graduate from 1 week of training.

Mirsada Smajlovic

There was one thing that kept Mirsada Smajlovic going during the war–the dream of returning to her home, a work in progress that she and her husband lovingly built and decorated throughout their 20 years together.

Twice she dreamed of sitting on her half-finished veranda looking at the river. In reality, the Serbian army who occupied her village was using her house as a stable. By the time they left at the end of the war, they had destroyed her furniture, windows, doors, bathroom equipment, and even parts of the roof and plumbing.

It was not easy coming home. Yet Mirsada, known among her friends for her unfaltering sense of humor, was not ready to give up her dream.

Today, Mirsada tends to her chickens and lambs–livestock she purchased with the loan from Women for Women in Bosnia. With the eggs she sells at the market, she is starting to earn money. And the dream of one day rebuilding her home is becoming more and more possible. "Who knows," she jokes, "one day, I may be so rich I will need a bodyguard."

Association pour le Droit a l'Initiative Economique (ADIE)

111 Rue Saint Maur
Paris, 75011
France
Phone: 33 1 43 55 9894
Fax: 33 1 43 55 9883

France

Mission

To provide loans, training, and business advice to people who are unemployed and those on welfare so that they can create their own business.

Institutional profile

Area served: France
Loans first given: January 1990
Number of staff: 44
Number of borrowers: 2,000
Participation of clients in governance at board level: Borrower representatives sit on the Board of Directors.

Client profile

Percent female: 30%
First-time borrowers below poverty line: 60%

Training

Obligatory training: Yes. Clients must attend training seminars in business management, record keeping, marketing, regulations etc.
Voluntary training: Yes. Business circles for microentrepreneurs are financed by ADIE.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	2 years maximum	$3,000	$4,000	$5,500	9.5%	

FINCA, Kyrgyzstan

Gogol Str. 126 A
Bishkek, 720011
Kyrgyzstan
Phone: 996 33 12 295 882
Fax: 996 33 12 621 810
E-mail: mrostal@finca.info.bishkek.su

Mission

To provide very poor families with small loans to finance self-employment activities plus a savings plan and group support through community-run village banks.

Institutional profile

Area served: Bishkek, Osh, Jalai-Abad, Tokmok, and Sokuluk in Kyrgyzstan
Loans first given: January 1995
Number of staff: 85
Number of borrowers: 6,354
Participation of clients in governance at board level: Clients choose group members, elect officers, create bylaws, do bookkeeping, manage funds, and enforce the collection of loans.

Client profile

Percent female: 89%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 64%
How poverty level is measured: Poor families are those with a per capita household income of less than US$1 a day. Poor clients are self-selected because of the small initial loan size (US$60) and tend to be from female-headed households with a single working adult.

Savings

Obligatory savings: Yes. Clients must save 20 percent of the loan each four-month cycle.
Voluntary savings: Yes. Members relend group savings to create a second loan portfolio.

Training

Obligatory training: Yes. Clients attend four to six classes of start-up training in group organization, bylaws, bookkeeping, and management.
Voluntary training: Yes. Topics depend on the interest of the borrowers and the credit officers. They can include health subjects, manual arts, human relations, and business skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$60	$132	$300	36%	Clients must have acceptable meeting attendance, repay previous loans in full, and demonstrate good loan payment performance.

Nazgul Kasimaneva

Nazgul Kasimaneva is 30 years old and a single mother of four children, two of whom are under five years old. Like most citizens of Kyrgyzstan, Nazgul has confronted the hardships brought on by social and economic change: Jobs that had once been guaranteed suddenly disappeared and state-provided services, such as education and childcare, were no longer free. For four long years, she heard stories about assistance coming from international organizations, but none of it reached her. Then, in 1995, FINCA Kyrgyzstan came to her neighborhood and offered her and her neighbors small loans.

Nazgul used her first loan to start a business sewing men's trousers. Her two-room apartment, where she lives with her two children, is also her place of business. Despite the cramped quarters, Nazgul is fortunate. She is able to stay at home and care for her children while building a secure source of income. Over a period of three loans, her business has grown. Though it is the sole means of support for her family, her earnings have allowed her to feed and clothe her family, pay the rent, and send her children to school. She even has been able to help members of her extended family from time to time.

Nazgul is the current chairperson of the AIS Village Banking group in Bishkek, the capital. The group–made up of five women and five men–is one of the first groups begun in Kyrgyzstan. AIS members received their first loan in March of 1995, and they are currently in their third loan cycle, sharing a loan of US$500.

Macedonia

Humanitarian Association MOZNOSTI

Naroden Front 19/1
Skopje
Macedonia
Phone: 99 389 91 130 203
Fax: 99 389 91 130 284
E-mail: moznosti@lotus.mpt.com.mk

Mission

To help people start and develop small businesses that will generate income and create new jobs for the wider community.

Institutional profile

Area served: Macedonia
Loans first given: May 1996
Number of staff: 7
Number of borrowers: 139

Client profile

Percent female: 25%
First-time borrowers below poverty line: 25%
How poverty level is measured: Poverty is determined by measuring family income and assets.

Training

Voluntary training: Yes. The organization provides guided conversations about specific business topics.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year			$900	14%	
Individual lending	1 year	$4,800	$5,000	$14,700	14%	Clients undergo interviews. Their businesses are analyzed. They must fill out a loan application and are visited twice before distribution.

Other loans available: Leasing/Equipment Loans

Poland

Foundation for the Development of Polish Agriculture (FDPA)

Mokotowska, 31/53 Ap. 3
Warsaw, 00524
Poland
Phone: 48 22 622 5255
Fax: 48 22 622 5245
E-mail: fdpa@ikp.atm.com.pl

Mission

To lend microcredit in rural areas.

Institutional profile

Area served: Poland
Loans first given: June 1993
Number of staff: 6
Number of borrowers: 468

Client profile

Percent female: 80%
First-time borrowers below poverty line: 30%
First-time borrowers in bottom 50% below poverty line: 15%

Training

Obligatory training: Yes. Clients must receive training in small business economy, financial planning and crediting, and law and taxes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	6 - 12 months	$2,500	$2,500	$4,200	22%	Clients must have small business training or attend a business orientation meeting.

Fundusz Mikro Sp. 200

ul. Żurawia 22
Warsaw, 00 515
Poland
Phone: 48 22 629 0092
Fax: 48 22 628 8811
E-mail: fmwawaflikp.atm.com.pl

Mission
To provide loans to microentreprises.

Institutional profile
Area served: Poland
Loans first given: March 1995
Number of staff: 65
Number of borrowers: 4,906

Client profile
Percent female: 37%
First-time borrowers below poverty line: 40%
First-time borrowers in bottom 50% below poverty line: 10%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 12 months	$1,450	$1,600	$7,000	29%	A client's business must be legal.
Individual lending	3 - 12 months	$1,450	$1,600	$7,000	37%	Clients must meet formal criteria and receive an evaluation of their motivation to pay back the loan, an evaluation of entrepreneurship, a business analysis, and a cash flow appraisal.

Katarzyna Strelinska

Katarzyna Strelinska is 24 and lives in a working class district in Lodz. Katarzyna comes from a broken home. During her school days she used to work alongside her mother as a quality controller in a company that made tights. There she learned what people wanted. Later, she discovered that it was possible to make tights at home out of the rejects from Western European factories. She knew where to sell the finished product. And she very much wanted to be independent. "I want to stand on my own two feet," says Katarzyna.

In April 1995 she set up her own company with US$180 in capital. With this money she bought reject goods to rework. Her mother, grandmother, and aunt (all retired) helped without pay with all stages of the work: examining and sorting raw material, sewing it together properly, and dyeing the tights using home-made methods. They worked in their own little flat. Her grandmother used a borrowed overlock machine in the kitchen. Her boyfriend helped Katarzyna with the packing and transport to the local market.

"I had no chance of receiving a loan from a bank," said Katarzyna. "From their point of view, I had nothing to guarantee any loans with. We worked day and night, but we had no chance of any further money to invest in the business for future growth. I found out about Fundusz Mikro from a girlfriend, who runs a small shop and had received a loan from them. I decided to try for one too."

Fundusz Mikro lent Katarzyna US$700 for six months. "I could buy raw materials and a secondhand overlock machine. My production increased by a factor of two or three," explains Katarzyna. "We produced both cheap nylon tights and more expensive ones with lycra and satin. I started to sell to a couple of shops, as well as in market stalls. I was able to buy good packaging materials. The loan also gave me peace of mind, because even if someone had lent me a large sum of money, I would have had to give it all back in one payment. The monthly installments let me plan for my future bills and stock. I felt so much more secure."

Regional Information and Advice Center

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Povazskó Bystrica, 01701
Slovakia
Phone: 421 822 325 554
Fax: 421 822 325 556
E-mail: rpicpb@psgnetprx.sk

Mission

To support and provide help to small- and middle-size entrepreneurs.

Institutional profile

Area served: Slovakia
Loans first given: May 1996
Number of staff: 2
Number of borrowers: 14

Client profile

Percent female: 40%
First-time borrowers below poverty line: 0%
First-time borrowers in bottom 50% below poverty line: [illegible]

Training

Obligatory training: Yes. There is a 16-hour course that lasts [illegible] days on the theme of marketing and financial planning.
Voluntary training: Yes. There is a 10-week course for entrepreneurs who are just starting about marketing, financial management, law, taxes, and accounting.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	3 years	$5,000	$5,000	$8,800	11%	Interested clients have to submit the request in writing, must be [illegible] entrepreneurs, work in Slovakia, have no more than 10 workers, and understand the consequences of not repaying the loan.

The Integra Foundation

Andreja Plavku 8
Bratislava, SK-81106
Slovakia
Phone: 421 7 352 276
Fax: 421 7 394 184
E-mail: integra@giset.sk

Mission

To foster small business development in Central Europe through training; to create "Islands of Integrity" in Central Europe.

Institutional profile

Area served: Slovakia, Poland, Ukraine, Hungary, Croatia, Bulgaria, and Romania
Loans first given: March 1997
Number of staff: 5
Number of borrowers: 10

Client profile

Percent female: 40%
First-time borrowers in bottom 50% below poverty line: 30%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$2,500			12%	Clients must meet the conditions of an approval procedure.
Individual lending	1 year	$3,000			12%	Clients must submit a project application, receive pre-approval, and conduct initial project development.

Ukraine Credit Union Development Assistance Program

[illegible] St., #11
[illegible], 252001
Ukraine
Phone: 38 44 229 4227
Fax: 38 44 229 4227
Email: lviv@cca.gluk.apc.org

Mission
To develop a network of viably and soundly governed credit unions so as to improve the standard of living and the democratic development of actual and potential credit union members in the Ukraine.

Institutional profile
Area served: Ukraine
Loans first given: January 1993
Number of staff: 10
Number of borrowers: 1,842
Participation of clients in governance at board level: The organization supports credit unions that are governed 100 percent by members.

Client profile
Percent female: 59%

Savings
Voluntary savings: Yes. Clients make pre-set deposits every month.

Training
Obligatory training: Yes. There is training for credit union employees, managers, loan officers, and accountants.
Voluntary training: Yes. Training is available in starting a business and marketing.

Ukraine

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	3 months	$100	$350	$5,000	80%	Requirements vary. Generally clients must fill out a loan application and present collateral, which can be in the form of another member guaranteeing the loan.

Mercy Corps International, Uzbekistan

Center - 14
Zahir Galam St., 7156a
Tashkent, 70011
Uzbekistan
Phone: 7 371 1442368
Fax: 7 371 1440996
E-mail: mcu@mci.silk.org

Mission
To provide direct development aid to women, farmers and NGOs through microcredit and society building assistance.

Institutional profile
Area served: Central Asia (Uzbekistan) and Bosnia
Loans first given: December 1994
Number of staff: 20
Number of borrowers: 160
Participation of clients in governance at board level: The governance structure consists of an elected committee of volunteers.

Client profile
Percent female: 50%
First-time borrowers in bottom 50% below poverty line: 5%

Savings
Voluntary savings: Yes. Unofficially people pool their money together so members can borrow.

Training
Obligatory training: Yes. NGOs that received loans were required to attend training conducted by World Council of Credit Unions, Winrock volunteers.
Voluntary training: Yes. Business Women's Associations and Bulungur farmers group receive business, marketing, and legal advice.

Uzbekistan

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
*Group lending	1 year	$3,000	$3,000	$3,000	36%	The loan information only pertains to the Bulungur BISAM project.
Individual lending	1 year	$300	$300	$500	36%	The loan information only pertains to the Bulungur BISAM project. Each group nominates recipients to the credit committee. The credit committee evaluates prospective borrowers. When there are more viable candidates than loans available, selection is done by lottery.

*We were unable to verify if this loan is given to a group as a whole or to each individual group member.

Other loans available: Seasonal Loans

Japan Emergency NGOs

Jaše Prodanovića 3
Belgrade, 11000
Yugoslavia
Phone: 381 11 768 040
Fax: 381 11 694 093
E-mail: yoko@net.yu

Mission

To assist the refugees, especially the most vulnerable, to be self-reliant.

Institutional profile

Area served: Yugoslavia (Serbia and Vojvodina)
Loans first given: November 1996
Number of staff: 12
Number of borrowers: 20

Client profile

Percent female: 25%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: All beneficiaries are refugees who left their property in their homelands.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	6 - 18 months	$1,656	$1,656	$4,342		Clients must submit an application, be interviewed by a social worker, office staff, and receive a home visit from the field staff.

Latin America and the Caribbean

Belize

Belize Enterprise for Sustainable Technology (BEST)

Hummingbird Highway, Mile 54
P.O. Box 35
Belmopan
Belize
Phone: 501 8 23043
Fax: 501 8 22563
E-mail: best@btl.net

Mission

To create economic and social benefits for the poor and the capacity for community-based enterprises to sustain their own development.

Institutional profile

Area served: Belize
Loans first given: January 1995
Number of staff: 4
Number of borrowers: 94
Participation of clients in governance at board level: Three clients are members of the Board of Directors.

Client profile

Percent female: 40%
First-time borrowers below poverty line: 35%
First-time borrowers in bottom 50% below poverty line: 15%

Training

Voluntary training: Yes. Topics include business management, bookkeeping, marketing, agro-processing, ecotourism, and agriculture.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	5 years	$5,500	$5,500	$25,000	16%	A client must be older than 18, demonstrate good leadership skills, have good reputation in the community, have good debt repayment record, develop an entrepreneurial mentality to innovate and improve a business, and show that most of his/her income comes from a small business.
Individual lending	5 years	$1,900	$1,900	$5,000	12%	Clients must be older than 18, be legal residents of Belize, and have incomes of less than US$3,600 a year. These are often graduates of group lending.

*Loans are given to the entire group for on-lending to members. The average loan size per member is US$400, but varies according to the group.

Bolivia

Asociación Nacional Ecuménica de Desarrollo (ANED)

Casilla 12528
La Paz
Bolivia
Phone: 591 2 359 946
Fax: 591 2 361 305
E-mail: aned@latinwide.com

Mission

To promote and support organized rural people financially with flexible and easily accessible credit programs.

Institutional profile

Area served: Bolivia
Loans first given: January 1978
Number of staff: 45
Number of borrowers: 27,000
Participation of clients in governance at board level: Clients participate in managing the Associations and Community Banks.

Client profile

Percent female: 25%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 40%
How poverty level is measured: The organization has an impact evaluation system that uses baseline economic and social indicators.

Training

Obligatory training: Yes. Pre-credit and continuing training are mandatory in the Community Bank program.
Voluntary training: Yes. In the Associative Credit program there is voluntary training by the leaders and borrowers when requested.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 8 months	$100	$250	$350	36%	Clients must be women, belong to an organized community association, and attend periodic meetings about interest rate payments and training.
Individual lending	1 - 10 years	$600	$700	$1,000	18%	The self-employment loan is given to a client who presents a project and then receives consultation.

Other loans available: Associative Credit, Rural Microcredit Loans, Leasing Loans

Banco Solidario S. A. (BancoSol)

Calle Nicolás Acosta, No. 289
Esq. Cañada Strongest
La Paz
Bolivia
Phone: 591 2 392 810 extension 15
Fax: 591 2 391 941
E-mail: info@bancosol.com.bo

Mission
To offer high-quality financial services to microentrepreneurs.

Institutional profile
Area served: La Paz, Cochabamba, Santa Cruz, and Oruro in Bolivia
Loans first given: February 1992
Number of staff: 175
Number of borrowers: 71,852

Client profile
Percent female: 69%
First-time borrowers below poverty line: 29%

Savings
Voluntary savings: Yes.

Training
Obligatory training: Yes. There is an informational talk before the credit is given.

Bolivia

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$100	$556	$3,000	30%	The client must own her own business; it must be in the area and legal. The client must have had this business for at least 6 months and have 1 year of experience in the field. She also must have identification documents and be an adult. This loan is called a solidarity credit.
Individual lending	9 months	$1,000	$1,600	$3,000	30%	These loans are called Exceptional Individual Loans.

Caritas, Arquidiocesana Sucre

Calle Guillermo Loayza 101-8
Sucre, Prv. Oropeza Depto. Chuquisaca
Bolivia
Phone: 591 6 452 422
Fax: 591 6 440 549

Mission
To increase production and/or productivity in depressed areas in order to improve life conditions.

Institutional profile
Area served: Rural areas in Chuquisaca, Bolivia
Loans first given: January 1989
Number of staff: 14
Number of borrowers: 910
Participation of clients in governance at board level: Through the Board of Directors, savings groups participate in the election of members and deciding credit and savings amounts.

Client profile
Percent female: 15%
First-time borrowers below poverty line: 60%
How poverty level is measured: The Ministry of Human Development in Bolivia determines the poorest areas of the country through a survey. In these zones, the Ministry conducts a new survey using the poverty line methodology established by the Food and Agriculture Organization of the United Nations.

Savings
Obligatory savings: Yes. Plan Triguero clients must save through their village bank groups.
Voluntary savings: Yes. Clients may save in the Plan Triguero and the Proyecto Fruticola.

Training
Obligatory training: Yes. There are agricultural programs dealing with production, organization, and administration.
Voluntary training: Yes. Other programs include self-esteem, nutrition, and maternal and infant health.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$90	$90	$270	12%	Clients must have savings.

FIE, Bolivia

P.O. Box 7524
La Paz
Bolivia
Phone: 591 2 322 933
Fax: 591 2 322 850
E-mail: ffpfie@ceibo.entelnet.bo

Mission

To provide top-quality credit services to low-income individuals, families, and groups in Bolivia.

Institutional profile

Area served: Urban areas in Bolivia
Loans first given: February 1986
Number of staff: 65
Number of borrowers: 14,876

Client profile

Percent female: 70%
First-time borrowers below poverty line: 25%
First-time borrowers in bottom 50% below poverty line: 10%
How poverty level is measured: The client's income level is compared with statistics on Bolivia's poverty map.

Training

Voluntary training: Yes. All training is voluntary and includes courses in accounting, cost calculation, management, product improvement, quality control, marketing, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	18 months	$500	$670	$30,000	24%	Clients must have a low-income status and a productive or commercial activity, undergo a cash flow analysis, and present a guarantor. Their workshops or businesses are visited.

Freedom from Hunger/CRECER

Avenida 6 de Agosto, No. 2460
La Paz
Bolivia
Phone: 591 2 325 560
Fax: 591 2 432 666

Mission

To eliminate the causes of chronic hunger in Bolivia through credit with education.

Institutional profile

Area served: La Paz and Cochabamba in Bolivia
Loans first given: February 1994
Number of staff: 51
Number of borrowers: 7,108

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: A government economic demographic map is used to determine poor regions. This is followed up by looking at income levels of individual clients.

Savings

Obligatory savings: Yes. Ten percent of the loan amount must be saved.
Voluntary savings: Yes. Clients may save more than the mandatory 10 percent of the loan if they wish.

Training

Obligatory training: Yes. Education about diarrhea prevention, breast feeding, immunization, family planning, microenterprise development, and management of the village bank is required.
Voluntary training: Yes. There is voluntary training available for accounting management of the village bank.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$55	$132	$658	42%	Clients must save 10% of the loan amount and form a village bank.

Fundación Boliviana para el Desarrollo de la Mujer (FUNBODEM)

Republiquetas 70
3501
Santa Cruz de la Sierra
Bolivia
Phone: 591 3 352 101
Fax: 591 3 362 417

Mission

To support the increase of income levels of Bolivian women, reinforcing their development as actors in society, through microcredit.

Institutional profile

Area served: Bolivia
Loans first given: January 1994
Number of staff: 12
Number of borrowers: 1,600

Client profile

Percent female: 100%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	14 months	$700	$1,300	$7,000	24%	

Fundación para Alternativas de Desarrollo (FADES)

Calle Macario Pinilla, No. 370
La Paz, Casilla 14927
Bolivia
Phone: 591 2 327 171
Fax: 591 2 431 1471
E-mail: fadessi@ceibo.entelnet.bo

Mission

To support, through credit, the economic initiatives of small producers living in rural and outlying areas of cities in Bolivia.

Institutional profile

Area served: The altiplano and valleys in the Andes in Bolivia
Loans first given: March 1988
Number of staff: 723
Number of borrowers: 21,800

Client profile

Percent female: 40%
First-time borrowers below poverty line: 20%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year maximum	$100	$200	$400	26%	Clients must form a solidarity group, present photocopies of identification documents, undergo a cash flow evaluation, receive a home or business visit from a loan officer, and in some cases leave a security guarantee.
Individual lending	18 months	$800	$1,000	$3,000	18%	Preference is given to well-known clients who have already received microcredit or associated credit. New clients that have experience with some economic activity or who have collateral are also preferred.

Fundación para la Promoción y Desarrollo de la Microempresa (PRODEM)

Calle Pedro Salazar, No. 509
Zona Sopocachi
La Paz
Bolivia
Phone: 591 2 419 323
Fax: 591 2 418 148
E-mail: prodemlpz@bo.net

Bolivia

Institutional profile

Area served: Bolivia
Loans first given: February 1986
Number of staff: 158
Number of borrowers: 30,883

Client profile

Percent female: 63%
First-time borrowers below poverty line: 62%
First-time borrowers in bottom 50% below poverty line: 22%
How poverty level is measured: Poverty is analyzed by a person's ability to generate income.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 24 months	$300	$370	$5,000	38%	Clients must attend promotional sessions, own a business, know [illegible] one credit per family is allowed, be adult, and have valid [illegible] documents.

Julia

Julia is originally from the city of La Paz. She moved to the agricultural colony of Santa Fe 10 years ago when she met her husband, Jaime. The two have been farming there ever since. Much of the time Julia lives in Santa Fe with two of their daughters. Their other two children live with Julia's mother in La Paz where they go to school. Jaime drives the minibus that he and Julia own in La Paz, but he returns to Santa Fe several times a year during the times of heaviest work in the fields.

Since her first loan of US$140 Julia has received six credits from PRODEM. She has invested each one in her farm, planting more area and hiring more workers to help with the increased work of a larger farm. She reflects on the changes in her work, "Before, what we worked was very small. Everyone worked in the field: me, the kids, my husband, my brother-in-law. Now with the easy availability of credit, we're putting more people to work. I am also able to send my children to school." To help with the field work, Julia and Jaime have two full-time workers and hire more on short-term contracts when there is an especially large amount of work.

Once they have sold this year's rice, Julia will make the last payment on her most recent credit of US$1,340. She continues to plan for the future. She would someday like to plant all of her land with citrus trees.

Pro Mujer

20 de Octubre 2668
P.O. Box 9997
La Paz
Bolivia
Phone: 591 2 329 448
Fax: 591 8 112 596
E-mail: promujer@ceibo.entelnet.bo

Mission

To work with women and their families with training and credit programs so that they leave poverty.

Institutional profile

Loans first given: June 1994
Number of staff: 46
Number of borrowers: 9,868

Client profile

Percent female: 95%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 40%
How poverty level is measured: Poverty is measured by biographical information at the time that a client joins the program including housing condition, income, level of education, etc.

Savings

Obligatory savings: Yes. Clients must save 10 to 20 percent of their loan per cycle.
Voluntary savings: Yes. Clients may save in a community bank account.

Training

Obligatory training: Yes. There is mandatory training in business skills, community bank operations, and leadership skills.
Voluntary training: Yes. Programs include issues such as family planning, family health, business skills, and business management.

Village bank loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 or 6 months	$100	$200	$600	48%	Clients must be part of a solidarity group and a village bank.

CEAPE/BA - Small Business Support Center

Rua Pontal, No. 61
Cruzeiro
Feira de Santana, Bahia 44170-170
Brazil
Phone: 55 75 223 2694
Fax: 55 75 221 1604
E-mail: ceape@gd.com.br

Mission

To improve the quality of life and standard of living for small business proprietors.

Institutional profile

Area served: Bahia State, Brazil
Loans first given: December 1994
Number of staff: 3
Number of borrowers: 330

Client profile

Percent female: 53%
First-time borrowers below poverty line: 45%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 - 6 months	$400	$600	$3,000	66%	The group members must have a minimum of 6 months experience in microenterprise and have good community references.
Individual lending	1 - 6 months	$500	$1,400	$8,000	66%	Clients must have 6 months minimum experience, payment capacity and good commercial and community references.

Widar Empreendimentos para o Fluir Saudável do Dinheiro

Av. Brig. Faria Lima, 1993
Sala 87
São Paulo, SP - CEP 01451-001
Brazil
Phone: 55 11 813 5737
Fax: 55 11 813 5737

Mission

To provide credit to social and ecological enterprises.

Institutional profile

Area served: Brazil
Loans first given: July 1995
Number of borrowers: 25

Client profile

Percent female: 10%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 months	$500		$500	60%	These are beginning loans. Borrowers must pass a test.

Other loans available: Agricultural Loans, School Loans

Banco del Desarrollo

Alameda 2310
Santiago
Chile
Phone: 56 2 674 5671
Fax: 56 2 698 5155

Institutional profile

Area served: Chile
Loans first given: November 1989
Number of staff: 220
Number of borrowers: 18,500

Client profile

Percent female: 47%
First-time borrowers below poverty line: 25%
How poverty level is measured: Poverty is measured by using statistics from the Chilean government.

Savings

Voluntary savings: Yes. Clients may save in order to buy a house.

Training

Voluntary training: Yes. Training courses are available in cooperation with NGOs and government organizations.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 24 months	$950	$1,280	$6,350	33%	Clients are evaluated by a credit officer and must submit documents that serve as guarantees for their loans.
Individual lending	6 - 36 months	$1,200	$1,445	$6,350	33%	Clients must be microentrepreneurs whose businesses have been in operation for more than 2 months. They must not be in arrears in the financial and commercial system.

Other loans available: Home Improvement Loans, Fixed Term Loan

Fundación Contigo

Calle Huafo 3703
Pedro Aguirre Cerda
Santiago
Chile
Phone: 56 2 523 9293
Fax: 56 2 521 4120
E-mail: fcontigo@mailnet.rdc.cl
Website: http://www.redesol.cl/fcontigo

Mission

To improve the quality of life of microentrepreneurs and their families in the poor regions of Santiago by supporting microenterprise.

Institutional profile

Area served: South Region of Santiago, Chile
Loans first given: May 1989
Number of staff: 22
Number of borrowers: 1,011

Client profile

Percent female: 60%
First-time borrowers below poverty line: 55%
First-time borrowers in bottom 50% below poverty line: 10%
How poverty level is measured: Poverty is determined by using the World Health Organization's definition. In Chile, the poverty line is set at monthly income of US$80 per capita.

Training

Voluntary training: Yes. Technical and business management consultation is available for all borrowers.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	8 - 10 months	$500	$698	$2,353	31%	The client must live or work in certain areas, be an independent worker, own her microproject, provide a guarantor or collateral, and have business experience (although occasionally people just starting out can receive loans). She cannot sell alcohol except with municipal permission. Additionally, she must not currently have other loans. Loan amounts are contingent on microenterprise feasibility and debt capacity.
Individual lending	8 - 10 months	$500	$698	$2,353	31%	Clients must meet the same criteria described for group loans.

Other loans available: Documentary Credit

Luis Albert Burros Barria

Luis Albert Burros Barria lives in a very poor area called La Pintana, which is characterized by crime, alcoholism, and child prostitution. Six adults live in the house with him, and he has three children under 18 years old. He used to work in a factory making shoes, but lost his job when people began importing shoes from abroad. In order to support his large family, he started repairing shoes in his home. Fundación Contigo is the only institution that would give him a loan for his business. He used his first loan of US$150 to buy materials so he could make shoes and slippers. Because of this and subsequent loans, he has improved his house, can pay for his children's schooling, and is able to maintain his large family.

FUNDFEM

Casilla No. 10, Correo Peñaflor
Balmaceda 58 Parroquia Niño Dios de Malloco
Peñaflor
Chile
Phone: 56 2 812 3163
Fax: 56 2 812 3163
E-mail: baraqui@chilesat.net

Mission

To finance local development through microcredit and training.

Institutional profile

Area served: Five zones in the Metropolitan Region
Loans first given: April 1996
Number of staff: 12
Number of borrowers: 2,677

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 20%
How poverty level is measured: Poverty is determined by housing conditions.

Training

Obligatory training: *Yes. Clients must undergo training before receiving a loan.*

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	6 months	$50	$80	$200	25%	Potential clients receive social and financial analyses as well as an analysis of their projects; they undergo interviews and home visits; and they must be free of debts.

PROPESA

Roberto Espinosa 820
Santiago, Correo 882-3
Chile
Phone: 56 2 697 4055
Fax: 56 2 672 5910
E-mail: propesa@entelchile.net

Mission

To improve the quality of life and create jobs through large-scale microentrepreneur support programs.

Institutional profile

Area served: Quinta, Sexta, Octava, and Metropolitana Regions of Chile
Loans first given: September 1988
Number of staff: 33
Number of borrowers: 6,000

Client profile

Percent female: 58%
First-time borrowers below poverty line: 73%
First-time borrowers in bottom 50% below poverty line: 41%
How poverty level is measured: According to the criteria set by the Chilean government, the poverty line for microenterprise is located where annual sales are less than a certain amount.

Training

Voluntary training: Yes. Clients may participate in a basic training program about business management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending		$550	$760		30%	Clients must be microentrepreneurs, have good commercial records, and demonstrate repayment capacity.
Individual lending		$850	$1,268		30%	In general, individual loans are given to clients from solidarity groups who have good repayment records. They are primarily used to buy fixed assets for a business.

Asociación General para Asesorar Pequeñas Empresas (AGAPE)

Cra 46, No. 53-34, Piso 2 of 3
Barranquilla
Atlántico
Colombia
Phone: 57 53 411 420
Fax: 57 53 415 220
E-mail: agape@expressnet.net.co

Mission

To develop microenterprise in Colombia, especially among poor women.

Institutional profile

Area served: Barranquilla and surrounding areas in Colombia
Loans first given: June 1977
Number of staff: 16
Number of borrowers: 2,749

Client profile

Percent female: 90%
First-time borrowers below poverty line: 95%
First-time borrowers in bottom 50% below poverty line: 85%
How poverty level is measured: The organization uses the six-strata model established by the Colombian government classifying people according to level of income and quality of life.

Savings

Obligatory savings: Yes. Clients must save in the Trust Bank Program.
Voluntary savings: Yes. Clients have the option to save money in the individual and solidarity programs.

Training

Obligatory training: Yes. All borrowers receive general training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 6 months	$200	$253	$550	42%	Clients must have 2 cosigners and be classified in the lower strata in the above-mentioned poverty model. This is also called a solidarity group loan.
Individual lending	6 - 12 months	$550	$680	$2,300	33%	

Other loans available: Trust Bank Program Loan

Corporación Acción por el Quindio Actuar

Calle 16 13-13
Armenia
Colombia
Phone: 57 67 454 414
Fax: 57 67 451 023
E-mail: actuar@armenia.cetcol.net.co

Mission

To contribute to the integral development of people by supporting the strengthening of their work capital and promoting advice, training, recreation, health, and other programs that allow for the development of microenterprises and the families of the business owners.

Institutional profile

Area served: Quindio, Colombia
Loans first given: August 1989
Number of staff: 7
Number of borrowers: 1,612
Participation of clients in governance at board level: Borrowers' suggestions are taken into account when revising the institution's policies.

Client profile

Percent female: 60%

Savings

Obligatory savings: Yes. Clients must save in order to receive credit.
Voluntary savings: Yes. Borrowers may have cooperative savings.

Training

Obligatory training: Yes. There is mandatory training about business organization.
Voluntary training: Yes. There is personal development training given in the borrower cooperative.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3, 6, or 12 months	$91	$548	$2,984	51%	

Fundación Mario Santo Domingo

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Barranquilla
Colombia
Phone: 57 95 379 3300
Fax: 57 95 379 1919
E-mail: fmsd@guayacan.uninorte.edu.co

Mission

To tend to the common good and foster social development in Colombia giving support to programs regarding health, income-generating activities, employment, and everything that contributes to improving quality of life, especially of the marginalized population.

Institutional profile

Loans first given: April 1984
Number of staff: 77
Number of borrowers: 37,285

Client profile

Percent female: 78%
How poverty level is measured: Poverty is measured by the per capita income for every productive person, the physical conditions of housing, and education level.

Savings

Obligatory savings: Yes. Every member has a bank account in a financial institution where they deposit a monthly amount according to the regulations of the program.
Voluntary savings: Yes. Clients may save additional amounts in these bank accounts, which are used for education expenses, the household, etc.

Training

Obligatory training: Yes. Clients must take six basic business formation courses.
Voluntary training: Yes. There are technical courses covering issues such as quality control, labor and commercial law, human relations, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$400	$800		28%	Clients must belong to a solidarity group and have a business.
Individual lending	1 year minimum	$1,500	$3,000	varies	29%	A potential client must attend information meetings and register. There is a visit to her microenterprise to verify her activity, and she must provide references.

Other loans available: Fixed Assets Loans, Housing Loans

Fundación WWB Colombia, Cali

Calle 16N, 4N-83
Cali
Colombia
Phone: 57 2 661 5699
Fax: 57 2 667 1677
E-mail: fwwbcol@emcali.net.co

Mission

To help people in the low-income sector, especially women entrepreneurs, access credit.

Institutional profile

Area served: Cali, Palmira, and Tulua in Colombia
Loans first given: January 1982
Number of staff: 27
Number of borrowers: 10,975

Client profile

Percent female: 70%

Training

Voluntary training: Yes. The organization offers female-headed household programs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	1 year		$539	$20,000	48%	Clients must have 1 year of experience in the business, present identification, and fill out an application. In some cases, clients must have a cosigner.

BANCOADEMI

Av. Pedro Henriquez Ureña, No. 78
Santo Domingo
Dominican Republic
Phone: 1 809 683 0203
Fax: 1 809 683 8584

Mission

To democratize credit; to contribute to creating and strengthening jobs and incomes in micro- and small businesses.

Institutional profile

Area served: Dominican Republic
Loans first given: May 1983
Number of staff: 220
Number of borrowers: 18,000

Client profile

Percent female: 58%
First-time borrowers below poverty line: 10%
First-time borrowers in bottom 50% below poverty line: 3%
How poverty level is measured: The organization uses the poverty indicators of the United Nations and the Dominican Republic government.

Savings

Voluntary savings: Yes.

Training

Voluntary training: Yes. Clients may receive training through vocational, public, and private (NGO) institutions, as well as universities.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending		$200	$950	$2,200	30%	A potential client for a self-employment/microenterprise loan must have an established business and personal references, and undergo a payment capacity analysis.

Other loans available: Small Business Loans

Centro Dominicano de Desarrollo (CDD)

C/ Central 138, Urbanizacion Maribel
Herrera
Santo Domingo, Apdo. 1643
Dominican Republic
Phone: 1 809 530 1909
Fax: 1 809 531 9544

Mission

To combat poverty and social inequality by developing successful micro- and small businesses that have positive impact on the integral development of microentrepreneurs, their families, and communities.

Institutional profile

Area served: Santo Domingo, Dominican Republic
Loans first given: June 1991
Number of staff: 4
Number of borrowers: 500

Client profile

Percent female: 80%
First-time borrowers below poverty line: 70%

Savings

Obligatory savings: Yes. Clients must save 3 percent of the loan.
Voluntary savings: Yes. The client may decide how much money to add to her savings account monthly. She cannot take out this money until the loan is paid.

Training

Voluntary training: Yes. All training is voluntary, and clients pay a fee to receive it. CDD works in conjunction with other institutions to make training available for their clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	6 - 10 months	$488	$709	$7,000	42%	Clients must fill out an application and undergo economic, social, and personal evaluations. Additionally they must present collateral and cosigners, and sign a contract and a notarial promissory note.

Grupo de Desarrollo Rural Nacional (GRAN)

Cayetano Rodriguez #159
Gascue
Santo Domingo
Dominican Republic
Phone: 1 809 685 0146
Fax: 1 809 685 0146
E-mail: gran@codetel.net.do

Mission

To promote sustainable rural development and reduce poverty and environmental degradation by providing technical advice, credit, certification for organic products, and marketing services to small farmers and their organizations.

Institutional profile

Area served: Northwest and southwest Dominican Republic
Loans first given: May 1993
Number of staff: 7
Number of borrowers: 683
Participation of clients in governance at board level: The farmers have a 25 percent representation in the assembly and the Board of Directors.

Client profile

Percent female: 10%
First-time borrowers below poverty line: 80%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: According to official data, 60 percent of the population in the Dominican Republic is below the poverty line. Very poor clients are those who lack potable water and electricity and have income levels below the minimum established by the Central Bank for a typical family.

Savings

Obligatory savings: Yes. Clients must save US$10.
Voluntary savings: Yes. The organization uses communal banks to promote savings.

Training

Obligatory training: Yes. Farmers are trained in organic agriculture and agroforestry methodology, post-harvest and crop management, accounting, and financial management.
Voluntary training: Yes. Farmers are encouraged to attend literacy, health, and family planning courses given by affiliated organizations.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 - 2 years	$100	$300	$1,750	26%	
Individual lending	1 - 2 years	$300	$700	$1,300	26%	Clients must be small- to medium-size farmers and be part of a farmers association or a communal bank. They must agree to take training in practicing organic methods of production.

Other loans available: Community Bank Loans

Banco Solidario S.A.

Cesar Borja Lavayen y Juan Pablo Sanz, Edif. Vizcaya II
Torre Sur, Decimo Piso
Casilla de Correos 17-21-1965
Quito
Ecuador
Phone: 593 2 259 310
Fax: 593 2 449 561
E-mail: mhernand@uio.satnet.net

Mission

To fill a key space in the economic activity of Ecuador and its future development by offering products and financial services that are innovative and suited to the needs of the segments of the market that confront barriers in accessing the formal financial system; to protect the profitability of the shareholders' and clients' capital.

Institutional profile

Area served: Tunguranua, Chimborazo, Pichincha, and Ruminahui in Ecuador
Loans first given: August 1995
Number of staff: 49
Number of borrowers: 4,858

Client profile

Percent female: 51%
First-time borrowers below poverty line: 92%
First-time borrowers in bottom 50% below poverty line: 61%
How poverty level is measured: Poverty is determined by examining the expenses of the borrower at home (food, education, clothing, etc.).

Savings

Voluntary savings: Yes. Voluntary savings started in June 1997.

Training

Voluntary training: Yes. Banco Solidario collaborates with the Fundación Alternativa, which is a link organization that promotes training through other training centers.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 months	$200	$300	$1,000	60%	Clients must be adults who have carried out a productive activity for 1 year.
Individual lending	3 - 6 months	$750	$1,000	$4,000	56%	The credit policy guides the selection of clients. Focus studies of the market are done and credit consultants map out areas.

Corpomicro

Borja Lavayen e Ignacio San Maria
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Quito, Pichincha
Ecuador
Phone: 593 2 250 075
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Mission

To support the microenterprise sector with innovative financial and non-financial services.

Institutional profile

Area served: Ecuador
Loans first given: December 1993
Number of staff: 4
Number of borrowers: 4,747

Client profile

Percent female: 48%
First-time borrowers below poverty line: 5%
First-time borrowers in bottom 50% below poverty line: 3%
How poverty level is measured: A socio-economic study is done that evaluates clients who received credit to see how the loan affected their homes and life conditions.

Training

Obligatory training: Yes. Training is given on how to best manage credit and how to analyze the real needs of a microenterprise.
Voluntary training: Yes. Workshops and management training are available.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	5 months	$350	$500	$10,000	48%	A macro analysis is done to determine which economic sectors have growth potential, and a target group is selected. Promotion about the program is carried out through associations, unions, etc.

FINCA, Ecuador

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Ecuador
Phone: 593 225 3756
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Mission

To provide very poor families with small loans to finance self-employment activities, plus a savings plan and group support through community-run village banks.

Institutional profile

Area served: Pichincha, Guayas, and Imbabura in Ecuador
Loans first given: January 1994
Number of staff: 20
Number of borrowers: 2,348
Participation of clients in governance at board level: Clients choose group members, elect officers, create bylaws, do bookkeeping, manage funds, and enforce the collection of loans.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 85%
First-time borrowers in bottom 50% below poverty line: 72%
How poverty level is measured: Poor families have a per capita household income of less than US$1 per day. Clients are self-selected, drawn by the small initial loan size (US$100), and tend to be from poor, female-headed households with a single working adult.

Savings

Obligatory savings: Yes. Twenty percent of each loan must be saved.
Voluntary savings: Yes. Group savings are re-lent to create a second loan portfolio.

Training

Obligatory training: Yes. Clients receive four to six classes of start-up training in group organization, bylaws, bookkeeping, and management.
Voluntary training: Yes. Program topics depend on the interests of borrowers and credit officers. They may include health subjects, manual arts, human relations, and business skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$100	$156	$300	60%	This is a loan from the external account. Clients must have acceptable meeting attendance, good loan payment performance, and have repaid all previous loans in full.

Other loans available: Internal Account Loans

Fondo Ecuatoriano Populorum Progressio (FEPP)

Mallorca 427 y Coruna
Casilla 17 110 5202
Quito, Pichincha
Ecuador
Phone: 593 2 520 408
Fax: 593 2 504 978
E-mail: fepp@uio.satnet.net

Mission

To promote development through training, social promotion, technical assistance, and microcredit in rural areas.

Institutional profile

Area served: Ecuador
Loans first given: July 1970
Number of staff: 190
Number of borrowers: 30,000

Client profile

Percent female: 40%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty indicators among the rural poor include lack of access to the formal financial market, bad living conditions, and subsistence living.

Savings

Obligatory savings: Yes. Each client should save at least 10 percent of the credit.

Training

Voluntary training: Yes. Programs include agricultural and animal husbandry production, finance management, marketing, and social organization.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	1 - 3 years	$3,000	$5,000	$10,000	30% - 40%	Clients are required to have savings and a project.

*Loans are given to entire groups. Groups average 20 members/families.

Other loans available: Land Loans, Agricultural Loans, Animal Husbandry Loans

Fundación Ecuatoriana de Desarrollo

Calle 9 de Octubre 1212 y Colón
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Ecuador
Phone: 593 2 547 864
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E-mail: fed@ecuanex.net.ec

Mission
To promote the integral development of low-income members of society.

Institutional profile
Area served: Ecuador
Loans first given: May 1984
Number of staff: 100
Number of borrowers: 12,215

Client profile
Percent female: 60%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 20%

Training
Obligatory training: Yes. Clients must receive training before receiving each loan.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	2 - 6 months	$200	$540	$2,000	60%	

Instituto de Investigaciones Socioeconómicas y Tecnológicas (INSOTEC)

Juan Leon Mera 920 y Wilson
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Ecuador
Phone: 593 2 543 260
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E-mail: galo@insotec.org.ec

Mission
To create development opportunities for micro- and small businesses by giving them access to credit according to their needs.

Institutional profile
Area served: Quito, Ambato, Pelileo, Riobamba, and Santo Domingo in Ecuador
Loans first given: October 1993
Number of staff: 18
Number of borrowers: 4,237

Client profile
Percent female: 45%
First-time borrowers below poverty line: 10%
First-time borrowers in bottom 50% below poverty line: 3%
How poverty level is measured: In order to determine whether someone is eligible for credit, an analysis is carried out that takes into account a potential client's financial situation (income, expenses), personal situation, investments, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	9 months	$750	$1,200	$2,500	49%	First there is promotion about the organization. Potential clients are microentrepreneurs whose small businesses have fewer than 10 employees, whose assets are below a certain value, and who undertake production, commercial, or service activities. They also must undergo evaluation.

ASAPROSAR

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El Mora
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El Salvador
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Fax: 503 447 7216
E-mail: asaprosar@aol.com

Mission

To contribute to integral development with gender equality by promoting the empowerment of the poorest families in rural and marginalized urban areas.

Institutional profile

Area served: Western El Salvador
Loans first given: January 1992
Number of staff: 10
Number of borrowers: 800

Client profile

Percent female: 90%
First-time borrowers below poverty line: 10%

Savings

Obligatory savings: Yes. Clients must save in the solidarity guarantee fund.
Voluntary savings: Yes. The Women's Circles have voluntary savings funds.

Training

Voluntary training: Yes. These programs include consciousness raising and business management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	4 months	$115	$1,724	$5,517	36%	All group members must know each other; they must have a business or business experience; and they must be from the same community.
Individual lending	6 - 12 months	$575	$575	$2,299	36%	The organization gives an informative talk and chooses clients who satisfy basic requirements: he/she is a microentrepreneur; needs a loan to strengthen his/her business, and has the capacity to repay the loan. Loans are given to those in the commercial, manufacturing, and service sectors.

*Loans are given to entire groups. Groups are composed of seven to eight members.

Asociación de Mujeres Campesinas Salvadoreñas

Avenida Francisco Menendez Sur 1-2
Depto. de Ahuachapón, Municipio de Ahuachapón
El Salvador
Phone: 503 443 0537
Fax: 503 443 0537

Mission

To promote the integral development of women through training and technical and financial assistance with the goal of incorporating women into the social and economic activities of the country.

Institutional profile

Area served: El Salvador
Loans first given: March 1987
Participation of clients in governance at board level: Decisions are made in the General Assembly of Members that normally meets once a year or more, if necessary.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: The organization uses statistic reports from the State Office of Statistics and Census, El Salvador.

Savings

Obligatory savings: Yes. Clients must save 1 percent of the total loan each month, with the aim that at the end of the cycle the client will not need to borrow money, but will be able to work with her savings.

Training

Obligatory training: Yes. Among the topics that the training program covers are business administration, forming financial statements, forming and evaluating production, quality control, credit administration, and sales.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 12 months	varies	$435	$2,700	36%	Clients undergo a socio-economic evaluation and must present collateral (mortgage, etc.).
Individual lending	4 - 12 months	varies	$425	$2,700	36%	The credit project is presented to applicants who are in the targeted population and have collateral. These people are trained in the area of work in which they want to use the credit. After receiving the credit, they are supervised to make sure that they are using it well.

Asociación de Proyectos Comunales de El Salvador (PROCOMES)

Ciudad Satelite
Calle Jupiter, No. J-35
San Salvador
El Salvador
Phone: 503 284 5301
Fax: 503 274 0321

Mission

To contribute to sustainable human development on a local level by encouraging community development and economic and business initiatives, giving priority to the marginalized urban population.

Institutional profile

Area served: El Salvador
Loans first given: September 1994
Number of staff: 8
Number of borrowers: 1,469

Client profile

Percent female: 80%
First-time borrowers below poverty line: 100%
How poverty level is measured: Poverty is measured through the human development indicators established by the United Nations Development Programme.

Savings

Obligatory savings: Yes. Clients involved in village banking, solidarity groups, and microenterprise must deposit savings.

Training

Obligatory training: Yes. In the credit program, pre-credit and post-credit training are mandatory.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 12 months	$172		$1,030	3%	

Other loans available: Agricultural Loans, Microenterprise Loans

Centro de Reorientación Familiar y Comunitaria (CREFAC)

Calle Monserrat y Calle Prado, No. 27
Colonia Málaga, Barrio Santa Anita
San Salvador Apto. 05-58
El Salvador
Phone: 503 270 1312
Fax: 503 270 1310
E-mail: crefac@ejje.com

Mission

To strengthen training, technical, administrative, and credit services to subsistence microentrepreneurs.

Institutional profile

Area served: San Salvador and Cuscatlán in El Salvador
Loans first given: October 1993
Number of staff: 4
Number of borrowers: 531

Client profile

Percent female: 78%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 25%

Savings

Obligatory savings: Yes. Clients must save 20 percent of the approved loan.
Voluntary savings: Yes. Clients may save 5 percent of the loan amount.

Training

Obligatory training: Yes. Microentrepreneurs must attend training regarding record keeping, the production process, costs, commercialization, and credit management.
Voluntary training: Additional training is available in legal issues concerning businesses and business management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$200 - $300	-	$700	36%	Clients must have savings.
Individual lending	2 years	$575	$900	$1,700	24%	Clients must have their own businesses, or experience or skills in a venture that they plan to start; the ability to repay; collateral; and good credit references. They must also lack access to credit from a formal bank.

Comité de Integración y Reconstrucción para El Salvador (CIRES)

12C. Pte. y 41 Av. Sur, No. 2137
Flor Blanca
San Salvador, Apdo. 1824
El Salvador
Phone: 503 298 9250
Fax: 503 298 9410

Mission
To attend to the necessities of the small business informal sector overlooked by financial institutions.

Institutional profile
Area served: El Salvador
Loans first given: July 1995
Number of staff: 4
Number of borrowers: 180

Client profile
Percent female: 80%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Absolute poverty is defined as having a monthly income that does not cover basic necessities and is less than US$131; poverty is defined as having an income that covers only the basic necessities and is US$256. Those with income that exceeds US$511 are not considered poor.

Savings
Obligatory savings: Yes. Clients must save 15 percent of each loan per loan cycle.

Training
Obligatory training: Yes. Clients must attend training on group organization, loan management, business administration, basic accounting, and promotion.
Voluntary training: Yes. Borrowers may request on-site technical assistance.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$230	$460	$805	48%	Clients must provide references and their businesses are visited and analyzed.

Other loans available: Agricultural or Productive Project Loans

Financiera Calpia, S.A.

37 Avenida Sur # 2
Colonia Flor Blanca
San Salvador
El Salvador
Phone: 503 260 6821
Fax: 503 260 6821
E-mail: calpia@es.com.sv

Mission
To work from the regulated financial system to strengthen financial mediation processes with micro- and small businesses that are both efficient and sustainable.

Institutional profile
Area served: Urban and rural areas of El Salvador
Loans first given: August 1988
Number of borrowers: 25,000

Client profile
Percent female: 61%

Savings
Voluntary savings: Yes. Clients may have open savings and make fixed term deposits.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	6 months	$400	$700	$5,000	36%	

Other loans available: Agricultural Loans

FINCA, El Salvador

Alameda Roosevelt, No. 1807
San Salvador
El Salvador
Phone: 503 260 6845
Fax: 503 260 7964
E-mail: camels@com.sb

Mission

To provide very poor families with small loans to finance self-employment activities, plus a savings plan and group support through community-run village banks.

Institutional profile

Area served: El Salvador
Loans first given: March 1990
Number of staff: 127
Number of borrowers: 17,348
Participation of clients in governance at board level: Clients choose group members, elect officers, create bylaws, do bookkeeping, manage funds, and enforce the collection of loans.

Client profile

Percent female: 84%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 75%
How poverty level is measured: Families with an income of less than US$1 per day are considered to be the poorest. There is self-selection by the poor based on low initial loan size (US$55), and clients are usually from female-headed households with a single working adult.

Savings

Obligatory savings: Yes. For each four-month cycle, clients must save 20 percent of the loan.
Voluntary savings: Yes. Clients may save in the internal account. Savings are re-lent among village bank members.

Training

Obligatory training: Yes. Clients receive start-up training in group formation, election of officers, bylaws, bookkeeping, and leadership skills.
Voluntary training: Yes. Programs are available in interpersonal skills, business skills, manual arts, and other topics as requested.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$60	$142	$500	36%	Clients must have repaid all previous loans, make savings deposits, [illegible] good repayment records, and attend meetings regularly.
Individual lending	3 years maximum	$220	$385	$1,000	36%	Credit officers go into urban markets, contact shopkeepers and other sellers, determine the need for working capital, and sign up interested clients.

Other loans available: Internal Account Loans

Doris Vilma Lara de Flores

Before joining FINCA, Doris Vilma Lara de Flores sold bread for someone and earned commission on the number of loaves she sold. She did not make enough money to support her five children and her husband who had an unsteady job as a bricklayer's assistant.

She joined a village bank and used her first loan of US$57 to buy more bread to increase her profits. One year later, the man that sold her the bread could not keep up with her sales and offered to sell her the oven with a chance to pay for it in installments. She states, "If I had not been in the village bank, I would not have had the courage for such an undertaking. With the bank I am learning to have confidence in myself, to realize that I can do it! And I convinced my husband that we should work together on this project."

Doris and her husband have hired three women to sell bread and bought a bread oven. With their earnings, they bought a pick-up truck to distribute the bread, brought electricity into their house, and made other improvements. They now eat better. They have US$540 in savings and plan to save more. Doris is 41 and never attended school; nevertheless, she is the treasurer of her village bank and has learned how to read and write. She explains, "Now I can handle the large equations, and I feel happy when the [staff member] reviews the records, and they are all accurate. My fellow group members believe in me."

Fundación Salvadoreña de Apoyo Integral (FUSAI)

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San Salvador Apdo. 1773
El Salvador
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E-mail: fusai@itinet.net

Mission

To help the poorest sectors of society become productive and join in the economic development of the country.

Institutional profile

Area served: Central El Salvador
Loans first given: January 1992
Number of staff: 14
Number of borrowers: 2,350

Client profile

Percent female: 51%
First-time borrowers below poverty line: 35%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Poverty is measured by the minimum monthly salary established by the country, which is US$130.

Training

Voluntary training: Yes. There is a training and technical assistance program.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$114	$256	$398	42%	Group members must know each other for at least 1 year before the group is formed, and must have run the business in which they will invest the loan for at least 1 year. The business must have between US$114 and US$568 in assets.
Individual lending	3 years maximum	$968	$1,136		22%	The client must live in the area served by FUSAI and must be verified by the community to be stable and honorable. Her credit history is examined to determine her responsibility regarding payments.

Other loans available: Housing Loan

Fundación Salvadoreña para la Reconstrucción y Desarrollo (REDES)

Calle Cerro Verde 3028, Colonia Miramonte
Apartado Postal 2971, Centro de Gobierno
San Salvador
El Salvador
Phone: 503 260 1474
Fax: 503 260 1384
E-mail: inforedes@redes.org

Mission

To contribute to the integral development of members, guilds, and communities in the institution's zone of influence and interest with the goal of improving the quality of life, specifically of borrowers, and establishing organizational, educational, economical, social, and cultural bases so that members can affect the definition and implementation of socio-economic strategies on local, regional, and national levels.

Institutional profile

Area served: El Salvador
Loans first given: October 1989
Number of staff: 15
Number of borrowers: 2,800

Client profile

Percent female: 95%
First-time borrowers below poverty line: 85%
How poverty level is measured: Poverty is measured by a subsistence level where income is less than three minimum salaries, or US$414 per month.

Savings

Obligatory savings: Yes. Upon receiving a credit the borrower has the opportunity to automatically save the credit payment, which averages between US$0.57 and US$1.15 daily.

Training

Obligatory training: Yes. Clients must receive training in credit administration and cost analysis.
Voluntary training: Yes. Programs include topics such as accounting, production administration, marketing, different forms of legal organization, local government, self-esteem, literacy, the environment, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4, 6, or 12 months	$115	$450	$3,000	18% or 36%	The client must own a business, have lived at his/her address more than 1 year, have more than 1 year of experience in the business, be a subsistence microentrepreneur, have the desire and vision to see business succeed, and know the price of the products he/she has to buy.

Other loans available: Productive Household Loans

Promotora para el Desarrollo Comunal Salvadoreño (PRODECOSAL)

Calle Constitución, Pasaje Constelación S-I
Ciudad Satelite
San Salvador
El Salvador
Phone: 503 274 0370
Fax: 503 274 0370

Mission

To contribute to the development of the civil society that allows for active participation in El Salvadoran society.

Institutional profile

Area served: San Salvador, Nueva San Salvador, and Santa Ana in El Salvador
Loans first given: October 1992
Number of staff: 5
Number of borrowers: 650

Client profile

Percent female: 85%
First-time borrowers below poverty line: 65%
First-time borrowers in bottom 50% below poverty line: 20%

Savings

Obligatory savings: Yes. Savings are obligatory in the village bank solidarity groups.
Voluntary savings: Yes. Voluntary savings are available through the village banks.

Training

Obligatory training: Yes. Technical assistance is mandatory.
Voluntary training: Yes. Voluntary programs are available about citizenship.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$85	$175	$1,150	36%	Clients must save 5% of the loan.

Secretaría Nacional de la Familia/División de Bancos del Progreso y Microempresa

Avenida José Martí #15
Colonia Escalón
San Salvador
El Salvador
Phone: 503 221 4737
Fax: 503 221 4712
E-mail: bprogresilles.com.sv

Mission

To contribute to the fundamental strategy of local development, which provides incentives to people who are talented and full of potential; to contribute to the self-generation of income and the accumulation of savings through self-help loans; and to generate a financial source in communities and fight usury.

Institutional profile

Area served: El Salvador
Loans first given: October 1989
Number of staff: 64
Number of borrowers: 10,674

Client profile

Percent female: 85%
First-time borrowers below poverty line: 100%
How poverty level is measured: People who are self-employed in the informal sector that have net incomes of less than the minimum salary established by the country, which is US$132 per month, are considered poor.

Savings

Obligatory savings: Yes. Clients must save 20 percent of every loan amount during nine cycles (three years) of loans. When a client leaves the bank, the obligatory and voluntary savings are returned to her with interest that has been equally distributed among all in the solidarity group.
Voluntary savings: Yes. There are open voluntary savings that are controlled in the same way as the required savings.

El Salvador

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$50	$100	$575	36%	Clients must be adults and belong to a group whose credit is approved.

Grenada Industrial Development Corporation

Frequente Industrial Park
St. George's
Grenada
Phone: 1 473 444 1035
Fax: 1 473 444 4828

Institutional profile

Area served: Rural Grenada
Loans first given: October 1996
Number of staff: 4
Number of borrowers: 250

Client profile

Percent female: 69%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 60%

Training

Obligatory training: Yes. Clients must receive training before receiving credit.

Grenada

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 years	$2,000	$3,000	$3,500	8%	
Individual lending	3 years	$2,000	$2,500	$3,000	8%	

Asociación de Mujeres en Desarrollo (MUDE)

3a Calle, A 1-27A
Lomas del Sur
Villa Nueva
Guatemala
Phone: 502 631 1663
Fax: 502 631 1663

Mission

To promote, organize, and incorporate women into the socio-economic development of the country through village banks.

Institutional profile

Area served: Guatemala
Loans first given: January 1994
Number of staff: 6
Number of borrowers: 1,031
Participation of clients in governance at board level: Some clients participate in the General Assembly as members of the organization.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 75%
How poverty level is measured: Poverty is measured through household surveys of clients. It is based on standards from the Central Bank and family income statistics.

Savings

Obligatory savings: Yes. Clients must save a certain percentage of the loan in the village bank every cycle.
Voluntary savings: Yes.

Training

Obligatory training: Yes. There is training in bank formation, administration, feasibility studies, and credit management.
Voluntary training: Yes. There are courses in craft making and baking as well as social activities.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 years	$50	$171	$300	36%	

CADISOGUA

7ma. Av. 4-34 Zona 1
Quetzaltenango
Guatemala
Phone: 502 761 4635
Fax: 502 765 3635

Mission

To assure that communities participate in the development of the country; to strengthen financial investment and management capabilities so that rural families can create their own model for development.

Institutional profile

Area served: Southwest Guatemala
Loans first given: August 1991
Number of staff: 30
Number of borrowers: 2,159

Client profile

Percent female: 47%
First-time borrowers below poverty line: 85%
First-time borrowers in bottom 50% below poverty line: 40%
How poverty level is measured: There is a baseline survey where family income, access to basic services, and food security are measured.

Savings

Obligatory savings: Yes. Clients must save in village banks.
Voluntary savings: Yes. Voluntary savings options are available through the village bank.

Training

Obligatory training: Yes. Clients are trained in village bank methodology, savings and credit systems, and the role of the Board of Directors.
Voluntary training: Yes. There are programs to train potential promoters of health, agriculture, gender, and education.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4, 6, or 12 months	$80	$115	$180	24%	A client must be an active group member, present her loan application to the Board of Directors in her community, follow the credit methodology established by the organization, and participate in training.

FAFIDESS

7a Avenida, 7-07, Zona 9
Cdc: 502
Guatemala City
Guatemala
Phone: 502 36 12308

Mission

To promote society, culture, and education and to contribute financially by offering economic assistance to people.

Institutional profile

Area served: Altiplano, Guatemala
Loans first given: January 1989
Number of staff: 25
Number of borrowers: 3,189

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%

Savings

Obligatory savings: Yes. Clients must save in the Action Solidarity Network.
Voluntary savings: Yes. Each member has access to a savings account.

Training

Obligatory training: Yes. Training topics during the first loan cycles in the village bank include group formation, administration, and business management.
Voluntary training: Yes. Peace Corps volunteers give training in marketing and technical skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending		$133	$241	$350	36%	Clients must leave a signature or fingerprint and must be in good standing
Individual lending	2 years	$300	$360	$3,000	36%	Clients are women who have demonstrated the ability to manage borrowed capital and/or have experience with their own microenterprise

Fundación de Desarrollo de Mixco (FUNDEMIX)

Diagonal A 2-49, Zona 1 de Mixco
Colonia Lomas de Portugal
Guatemala
Phone: 502 592 1046
Fax: 502 592 1046
E-mail: fundemix@concyt.gob.gt

Mission

To promote human development and solidarity; to raise the income level of microentrepreneurs; to contribute to the socio-economic development of the microenterprise sector; and to promote business development through training, consulting, and lending.

Institutional profile

Area served: Municipio de Mixco, Departmento de Sacatepéquez, Guatemala
Loans first given: February 1988
Number of staff: 13
Number of borrowers: 3,500

Client profile

Percent female: 51%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 10%

Savings

Voluntary savings: Yes. The organization works in conjunction with the Saving and Credit Cooperative of the Gaudalupana Parish so that their borrowers can open savings accounts and gain interest. The staff also uses this service and have opened an account.

Training

Obligatory training: Yes. Clients must take a course on basic administration that covers topics such as accounting, marketing, labor, etc.
Voluntary training: Yes. Female microentrepreneurs are given courses on nutrition. There are also additional courses about marketing and fiscal issues.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	30 months	$1,335	$1,615	$5,000	26%	Clients must receive the basic administration training, fill out the required documents, and provide general information about their project plans.
Individual lending	2 - 3 years	$500	$1,200	$3,000	26%	A client must own a business that has been in operation for more than 1 year, have fewer than 8 employees, and have less than US$4,165 in capital.

Fundación de Desarrollo Empresarial y Agrícola (FUNDEA)

2a Calle 7-73, Zona 4
Chimaltenango
Guatemala
Phone: 502 839 5466 or 502 839 5467
Fax: 502 839 1017 or 502 839 1050
E-mail: cedea@pronet.net.gt

Mission

To improve the socio-economic situation of small farmers and entrepreneurs (men and women) by supporting local production, purchasing power, and employment possibilities.

Institutional profile

Area served: Western highlands of Guatemala
Loans first given: April 1992
Number of staff: 30
Number of borrowers: 3,000
Participation of clients in governance at board level: Good clients are awarded with a share in the credit institution and become owners of the enterprise.

Client profile

Percent female: 20%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: A questionnaire about income, nutrition, education, health, etc. is used that allows the program to classify the client within a poverty scale.

Training

Obligatory training: Yes. Before the women receive a loan they must pass a training period of three months to learn how to use the credit. The program also has general training on health and nutrition.
Voluntary training: Yes. In the individual lending program, depending on the demand from clients, training about administration and technical topics in relation to agriculture and small enterprises is organized.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 - 12 months	$50	$85	$150	20%	Clients must be members of a group of 10 to 30 people, and assist to training sessions every 2 weeks.
Individual lending	12 - 15 months	$500	$700	$8,000	30%	Clients must turn in a copy of their identity card and a photo; have a guarantee (i.e., title to piece of land, machinery, or solidarity group); allow a feasibility study by a field officer to consider income of applicant, repayment capacity, productive activity, and quality of guarantee.

Other loans available: Agricultural Activity Loan

Fundación Génesis Empresarial

5 Av. a 13 - 51, Zona 9
Guatemala City
Guatemala
Phone: 502 339 2251
Fax: 502 332 1364

Mission

To provide key services to economically active people with low incomes who previously had no access to services.

Institutional profile

Area served: Guatemala
Loans first given: July 1988
Number of staff: 58
Number of borrowers: 14,214

Client profile

Percent female: 36%

Training

Obligatory training: Yes. Microentrepreneurs receive training on administration, accounting, and marketing.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	5 - 8 months	$350	$600		2.5%	The client must own a business that has been in operation for at least one year and has a fixed location. Additionally, he/she must present an identity card, be willing to receive training and business counseling, and have good moral character.
Individual lending	8 - 18 months	$846	$1,200		2.5%	A client must meet all of the requirements for the group loan and must also provide sponsors or other guarantees.

Fundación para el Desarrollo Integral de Programas Socioeconómicos (FUNDAP)

3A Calle 15 - 16, Zona 1
Quetzaltenango, 09001
Guatemala
Phone: 502 761 8903
Fax: 502 761 2104

Mission

To direct our efforts, resources, and action to unleash the productive capacity of entrepreneurs in the country by offering quality services for Guatemala.

Institutional profile

Area served: Western Guatemala
Loans first given: July 1988
Number of staff: 63
Number of borrowers: 5,606

Client profile

Percent female: 50%
First-time borrowers below poverty line: 80%

Training

Voluntary training: Yes. There is training in accounting administration according to the level of education of the client and the size of the business, and technical assistance regarding the use and maintenance of equipment and electrical machinery.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	6 months	$340	$2,000	$10,000	36%	
Individual lending	6 months	$85	$500	$2,500	36%	A client must have a business that has existed for at least 1 year. She receives a business evaluation, and her repayment capacity and character are analyzed.

*Loans are given to entire groups. The average size of the groups is 4 members.

Other loans available: Microenterprise Loans

Programa Kichín Konojel

2a Avenida 1-54, Zona 1
Chimaltenango, 001
Guatemala
Phone: 502 839 2419
Fax: 502 839 2419

Mission

To give communities sustainable technical support with regard to economic, social, and political issues; to provide education and training so that people can participate in their own development; and to study and research the future role of Mayan organizations, which consist mostly of women, in the context of the peace agreements and pledges from the government.

Institutional profile

Area served: Western and Central Guatemala
Loans first given: April 1996
Number of staff: 8
Number of borrowers: 90
Participation of clients in governance at board level: Clients participate in the General Coordinating Committee of the Board of Directors and the program's Consultative Council.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 50%
How poverty level is measured: Statistics and participatory investigations are used for each community. Poverty indicators include certain occupations, small land holdings, emigration, and seasonal labor.

Training

Obligatory training: Yes. These programs consist of ecology, women's rights, agricultural and artisan projects, cost analysis, and microenterprise organizing. A technical training body administers training for specific projects. Women are trained for eight to 12 months.
Voluntary training: Yes. There is voluntary training in artisan craft making.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 - 2 years	$317	$635	$1,180	12%	Clients must undergo training.
Individual lending	1 year	$95	$190	$286	20%	

ACME

11 Bois Patate
Port-au-Prince
Haiti
Phone: 509 45 4584

Mission

To provide credit to microentrepreneurs in the urban informal sector.

Institutional profile

Area served: Port-au-Prince, Haiti
Loans first given: June 1997
Number of staff: 6
Number of borrowers: 945

Client profile

Percent female: 80%
First-time borrowers below poverty line: 40%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	6 months	$400		$600	36%	Clients must undergo a profitability analysis of their businesses and must have the ability to capitalize their loans.

Foundation Hands of Love - Feed the Children (FHOL)

Route de Carrefour #231
Fontamara 47
Port-au-Prince
Haiti
Phone: 509 34 2258
Fax: 509 34 0618

Institutional profile

Area served: Haiti
Loans first given: November 1996
Number of staff: 14
Number of borrowers: 107
Participation of clients in governance at board level: All decisions concerning the program must first be discussed and approved by the General Assembly of each beneficiary group.

Client profile

Percent female: 67%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 80%

Savings

Voluntary savings: Yes. All borrowers are encouraged by community leaders to save as much as possible.

Training

Obligatory training: Yes. All borrowers must attend a series of training sessions to qualify for loans. They can include philosophy and administration of the program, simple accounting, calculations of cost and profit, and stock management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$50	$60	$178		Clients must be regular members of a community group, attend training seminars, and be recommended by co-members.

Other loans available: Community Activities

Mothers and Fathers Club of Northern Haiti

[illegible] Bluebill Ave. # 1001
Naples, FL 34108
USA
Phone: 1 941 594 0657

Institutional profile

Area served: Rural northern Haiti
Loans first given: May 1991
Number of borrowers: 500
Participation of clients in governance at board level: All decisions are made by group members and group leaders.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Community leaders determine who are the poorest of the poor.

Training

Obligatory training: Yes. Mandatory training includes banking, loan training, literacy classes, and health education.
Voluntary training: Yes. Clients may attend veterinary programs and agronomy classes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$50	$60	$60	20%	

Program Fòmasyon Pou Oganizasyan Dyakona (PWOFOD)

#3 Rue Mgr. Testard, Christ - Roi
P.O. Box AP - 53
Port-au-Prince
Haiti
Phone: 509 46 1454

Mission

To help deacons create economic and social activities in their churches.

Institutional profile

Area served: Poor urban areas in Haiti
Loans first given: May 1994
Number of staff: 5
Number of borrowers: 800

Client profile

Percent female: 88%
First-time borrowers below poverty line: 78%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: The poverty of participants is determined after knowing them in the program.

Savings

Obligatory savings: Yes. Clients must save 30 percent of the loan amount.
Voluntary savings: Yes.

Training

Obligatory training: Yes. Training of four weeks or more, depending on the needs of the groups, is required in order to receive credit.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending*	7 months	$75 per individual	$2,400	$5,000	34%	Clients must pass a test.

*Loans are given to entire groups. There are 32 people per group.

Familia y Medio Ambiente (FAMA)

Juticalpa
Apartado Postal 115
Olancho
Honduras
Phone: 504 85 1381
Fax: 504 85 1381

Mission

To contribute to the improvement of the socio-economic conditions of families in certain areas of Honduras.

Institutional profile

Area served: Honduras
Loans first given: May 1990
Number of staff: 12
Number of borrowers: 2,100

Client profile

Percent female: 100%
First-time borrowers below poverty line: 63%
First-time borrowers in bottom 50% below poverty line: 40%
How poverty level is measured: Poverty is measured through a survey of a determined number of the population.

Savings

Obligatory savings: Yes. Clients must save weekly at the same time that they make loan repayments.
Voluntary savings: Yes. Clients may save whatever additional amount they want weekly.

Training

Obligatory training: Yes. Mandatory programs include topics such as group organization, loan analysis and approval, administration and accounting, marketing, and health.
Voluntary training: Yes. These programs include human relations, leadership, and exchanging information about experiences with other groups.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 or 6 months	$80	$83	$600	36%	Clients must receive training, save, and have experience with an [illegible] activity. These women must also be over 18, have a permanent [illegible] in the community, be willing to participate in weekly meetings, be [illegible] poor, be responsible, and be of good moral character.

FINCA, Honduras

Col. Ruben Darío, Casa 2316
1 1/2 Cdras. arriba de Ashonplafa, frente Emb. Venezuela
Tegucigalpa
Honduras
Phone: 504 35 8191
Fax: 504 32 8860
E-mail: finca@optinet.hn

Mission

To provide very poor families with small loans to finance self-employment activities, plus a savings plan and group support through locally run village banking groups.

Institutional profile

Area served: Honduras
Loans first given: October 1989
Number of staff: 106
Number of borrowers: 14,810
Participation of clients in governance at board level: Clients choose group members, elect officers, create bylaws, do bookkeeping, manage funds, and enforce the collection of loans.

Client profile

Percent female: 98%
First-time borrowers below poverty line: 85%
First-time borrowers in bottom 50% below poverty line: 72%
How poverty level is measured: The poorest families are those with a per capita household income of less than US$1 per day. Clients are self-selected according to the small loan size (US$100) and are usually from female-headed households or families with only one working adult.

Savings

Obligatory savings: Yes. Twenty percent of each loan must be saved.
Voluntary savings: Yes. Internal account savings are re-lent to create a second loan portfolio.

Training

Obligatory training: Yes. Clients receive training in group organization, bylaws, bookkeeping, and management. They also receive weekly supervision and motivation by credit officers.
Voluntary training: Yes. Programs include health, cooking, manual arts, human relations, business skills, and tree planting.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$100	$150	$600	36%	Clients must have good meeting attendance and repay all previous loans in full.
Individual lending	3, 6, or 12 months	$500	$438	$5,000	36%	Clients are often former village bank clients and other people with established businesses.

Other loans available: Internal Account Loans

Organización de Desarrollo Empresarial Feminino (ODEF)

3 calle 13 y 14 Ave. NE
Colonia Alameda
San Pedro Sula
Honduras
Phone: 504 558 1280
Fax: 504 558 0374

Mission

To improve the conditions of life of poor families that live in the regions where ODEF operates.

Institutional profile

Area served: North and west Honduras
Loans first given: February 1989
Number of staff: 32
Number of borrowers: 5,858

Client profile

Percent female: 92%
First-time borrowers below poverty line: 65%
First-time borrowers in bottom 50% below poverty line: 30%
How poverty level is measured: Information is gathered from the clients to determine poverty.

Savings

Obligatory savings: Yes. There is mandatory savings with the community banks.
Voluntary savings: Yes. Clients can save voluntarily with solidarity groups.

Training

Obligatory training: Yes. Clients must attend training before receiving credit.
Voluntary training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 6 months	$61	$380	$950	36%	Clients must know of an activity to finance.
Individual lending	1 year	$750 -	$1,500	$7,600	32%	A client should know how to do the activity that will be financed and provide a guarantee for the loan.

Other loans available: Environmental Sanitation Loans

Honduras

World Relief, Honduras

Apartado Postal 3303
Tegucigalpa
Honduras
Phone: 504 327 667
Fax: 504 326 139
E-mail: wrhonduras@bigfoot.com
Website: http://www.wrhonduras.base.org

Mission

To provide credit and consulting to 30,000 female microentrepreneurs and maintain self-sufficiency until the end of 2005.

Institutional profile

Area served: Honduras
Loans first given: July 1991
Number of staff: 32
Number of borrowers: 8,600

Client profile

Percent female: 100%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 30%

Savings

Obligatory savings: Yes. Clients must save 20 percent of the loan amount.
Voluntary savings: Yes. Clients may save more than the obligatory amount if they wish.

Training

Obligatory training: Yes. There is training on group organization and function, group accounting registers, and small business administration.
Voluntary training: Yes. Programs include topics such as policy and social relations, gender equality, reproductive health, and technical training.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 6 months	$75	$270	$1,000	36%	

Mexico

ADMIC Nacional, AC

Trevino #415 PTE.
Monterrey, Nuevo Leon CP 64000
Mexico
Phone: 52 8 374 6322
Fax: 52 8 374 6313
E-mail: admic@infosel.net.mx

Mission

To support microenterprise through advising, training, and credit.

Institutional profile

Area served: Seventeen states in Mexico
Loans first given: April 1983
Number of staff: 69
Number of borrowers: 8,900

Client profile

Percent female: 35%
First-time borrowers below poverty line: 20%
First-time borrowers in bottom 50% below poverty line: 5%

Training

Obligatory training: Yes. Clients must receive training in accounting, administration, and sales.
Voluntary training: Yes. Clients may take courses in labor relations, fiscal reforms, human relations, etc.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	2 years maximum	$800 - $900	-	$2,500	varies	The program is promoted, and interested people attend meetings. Potential clients learn about participation in the program, and they discuss their goals. From these meetings, the institution decides whom to support.

Other loans available: Trader Loans

Centro de Apoyo al Microempresario (CAME)

Atanasio G Saravia 1565
Colonia Heroes de Churubusco
Mexico City D.F. 09090
Mexico
Phone: 52 5 670 3013
Fax: 52 5 582 8705

Mission

To combat economic and social poverty by forming groups and increasing savings and credit for productive activities.

Institutional profile

Area served: A region east of Mexico City
Loans first given: August 1993
Number of staff: 29
Number of borrowers: 2,279

Client profile

Percent female: 85%

Savings

Obligatory savings: Yes. Clients must save 12 percent of the loan.
Voluntary savings: Yes. Loans are given according to a client's savings on a scale.

Training

Obligatory training: Yes. Clients are trained in group formation with information about internal regulations and must be recognized by the Board of Directors. They also learn about loan and savings management, registration, and control.

Mexico

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$50	$125	$625	84.5%	Clients must punctually attend weekly meetings where they make loan payments to CAME, payments to their internal fund, and the promised savings.

Other loans available: Loans from the Internal Fund

FINCA, Mexico

Baluarte No. 12
Col. Centro
H.H. Cuautla, Morelos CP 62740
Mexico
Phone: 52 7 352 5057
Fax: 52 7 352 0298
E-mail: finca@corm.clubinter.net
Website: http://www.villagebanking.org/mexico.html

Mission

To provide very poor families with small loans to finance self-employment activities, plus a savings plan and group support through client-managed village banks.

Institutional profile

Area served: Northwest Mexico
Loans first given: January 1989
Number of staff: 18
Number of borrowers: 1,929
Participation of clients in governance at board level: Clients choose group members, elect officers, create bylaws, do bookkeeping, manage funds, and enforce the collection of loans.

Client profile

Percent female: 83%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 60%
How poverty level is measured: Poor families have a per capita income of less than US$1 per day. Clients are self-selected primarily by low initial loan size (US$100) and tend to be from female-headed households or households with a single working adult.

Savings

Obligatory savings: Yes. Clients must save 20 percent of the value of the loan each cycle.
Voluntary savings: Yes. Members re-lend group savings to create a second portfolio.

Training

Obligatory training: Yes. Clients receive four to six classes of start-up training in group organization, bylaws, bookkeeping, and group management.
Voluntary training: Yes. Topics include leadership skills, group dynamics, motivation, business skills, and other topics of interest to the borrowers.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 6 months	$100	$179	$500	48%	Clients must stay up-to-date in loan payments and attend meetings regularly.

Other loans available: Internal Account Loans

Unión de Esfuerzos para el Campo, A.C.

Rio San Juan #4
Tequisquiapan, Queretaro 76750
Mexico
Phone: 52 4 273 2208
Fax: 52 4 273 2208
E-mail: acastill@acet.net

Mission

To consolidate a rural organization that offers technical assistance and financial services, and to serve as a social infrastructure that provides social capital to foster technical improvements in agriculture.

Institutional profile

Area served: Rural communities in central Mexico and Queretaro
Loans first given: January 1986
Number of staff: 6
Number of borrowers: 1,300
Participation of clients in governance at board level: All rules have been made by the members and representatives of the 200 groups. The groups have monthly meetings.

Client profile

Percent female: 85%
First-time borrowers below poverty line: 70%
First-time borrowers in bottom 50% below poverty line: 50%

Savings

Obligatory savings: Yes. Clients must save at least six times during the two months prior to receiving a loan.
Voluntary savings: Yes. All members have voluntary savings.

Training

Obligatory training: Yes. In order to obtain a loan, all clients must attend three monthly meetings in their own communities.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	18 months	$250	$350	$750	22.8%	Clients must have regular savings for 6 weeks, provide a guarantee, attend 3 monthly meetings, and save 20% to 33% of the loan. There cannot be no more than 2 delayed installments from any member of the group.

Other loans available: Multi-Purpose Loan

ACODEP

Contiguo a Ferreteria Gallo y Villa Sur
Managua
Nicaragua
Phone: 505 266 3845
Fax: 505 266 3614
E-mail: acodep@ns.tmx.com.ni

Mission

To enable small business owners to generate their own development.

Institutional profile

Area served: The western and northern parts of Nicaragua
Loans first given: January 1992
Number of staff: 120
Number of borrowers: 6,500
Participation of clients in governance at board level: Clients have the opportunity to present their demands through a focus group.

Client profile

Percent female: 96%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 40%

Savings

Obligatory savings: Yes. The client should save a certain amount as determined by the institution.

Training

Voluntary training: Yes. Training is offered as a service to borrowers.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	4 - 5 months	$120	$300	$5,000	3%	The organization promotes itself in communities and neighborhoods, and clients go to the office for an informative talk.

Caritas Diocesana de Matagalpa

Curia Episcopal - Frente al Teatro Margot
Matagalpa
Nicaragua
Phone: 505 612 3730
Fax: 505 612 3224

Mission

To give credit to poor microentrepreneurs through community banks.

Institutional profile

Area served: Matagalpa, Nicaragua
Loans first given: August 1995
Number of staff: 12
Number of borrowers: 2,522

Client profile

Percent female: 80%
First-time borrowers below poverty line: 71%
First-time borrowers in bottom 50% below poverty line: 29%
How poverty level is measured: Poverty is measured using the criteria established by the World Bank.

Savings

Obligatory savings: Yes. Clients must save 10 percent of every loan.
Voluntary savings: Yes. Clients may save an additional 5 to 10 percent.

Training

Obligatory training: Yes. Clients must receive training in bank administration and record keeping, and additional pre-credit/post-credit training.
Voluntary training: Yes. Each branch offers different voluntary courses.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 - 6 months	$85	$154	$300	36%	Clients must have an activity, have 1 year of experience, have savings, and attend informative pre-credit talks. These loans are from the external account.

Other loans available: Internal Account Loans

FINCA, Nicaragua

Plaza del Sol, 1 al Sur, 1/2 abajo, Casa No. 11
Colonia Los Robles
Managua
Nicaragua
Phone: 505 277 5225
Fax: 505 277 5225

Mission

To provide very poor families with small loans to finance self-employment activities, plus a savings plan and group support through community-run village banks.

Institutional profile

Area served: Managua, Masaya, and Leon in Nicaragua
Loans first given: January 1992
Number of staff: 62
Number of borrowers: 10,067
Participation of clients in governance at board level: Clients choose group members, elect officers, create bylaws, do bookkeeping, manage funds, and enforce the collection of loans.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 75%
How poverty level is measured: The poorest families have a per capital household income of less than US$1 a day. Clients are self-selected primarily by low initial loan size (US$75) and tend to be from female-headed households or households with a single working adult.

Savings

Obligatory savings: Yes. During each cycle, clients must save 20 percent of the loan amount.
Voluntary savings: Yes. Clients have group savings that they re-lend to members, creating a second loan portfolio.

Training

Obligatory training: Yes. Clients receive four to six classes of start-up training in group organization, bylaws, bookkeeping, and group management
Voluntary training: Yes. Topics depend on the interest of borrowers and credit officers. They may include health subjects, manual arts, human relations, and business skills.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$75	$150	$350	36%	Clients must maintain up-to-date loan payments and attend meetings regularly.

Fundación Agusto C. Sandino (FACS)

Frente Villa Fontana
100 Metros al Norte, 20 Metros Este
Managua, Zona Postal 5 Apdo. 2458
Nicaragua
Phone: 505 278 5681
Fax: 505 267 5670
E-mail: facs@ibw.com.ni
Website: http://www.facs.org.ni

Mission

To convert beneficiaries, men and women, into subjects of development.

Institutional profile

Area served: Central and western areas of Nicaragua
Loans first given: July 1992
Number of staff: 39
Number of borrowers: 1,414

Client profile

Percent female: 18%
First-time borrowers below poverty line: 30%

Training

Obligatory training: Yes. There is a basic credit education program that lasts for five hours.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	1 year	$200	$700	$2,000	24%	

Other loans available: Cooperative and Collective Agricultural Loans, Livestock Loans

Nicaraguan Community Development Loan Fund (NCDLF)/CPAD

Comentario General 2 Cuadros al norte (al Lago)
Managua, Apdo. 3091
Nicaragua
Phone: 505 266 5216
Fax: 505 268 2165
E-mail: credit@ibw.com.ni

Mission
To improve the living conditions of the rural population and marginalized people in urban areas by financing local initiatives that generate income.

Institutional profile
Area served: Nicaragua
Loans first given: December 1991
Number of staff: 21
Number of borrowers: 500

Client profile
Percent female: 52%
First-time borrowers below poverty line: 30%
First-time borrowers in bottom 50% below poverty line: 20%
How poverty level is measured: Poverty is measured using the index of unmet basic needs.

Training
Obligatory training: Yes. Clients receive pre-credit training about what receiving a loan entails.

Nicaragua

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	varies	$300	$2,000	$15,000	18% - 24%	

Sistema de Financiamiento Rural Sostenible

Edif. Maglione, Primer alto
Calle, 3RA
Santiago, Veraguas, 87-3938 7
Panama
Phone: 507 998 0711
Fax: 507 998 0714

Mission
To implement a group of 10 rural banks that form a sustainable rural finance system.

Institutional profile
Area served: Panama
Loans first given: July 1996
Number of staff: 5
Number of borrowers: 571

Client profile
Percent female: 30%
First-time borrowers below poverty line: 100%
How poverty level is measured: Poverty is determined by a basic necessities index that has been created by the Ministry of Politics and Economy Planning in Panama.

Savings
Obligatory savings: Yes. Clients must save 5 percent of the loan as a guarantee.

Panama

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3, 6, or 12 months	$50 - $200	$167	$200	15%	

Fundación Paraguaya

Manuel Blinder 5589
Asunción
Paraguay
Phone: 595 21 609 290
Fax: 595 21 609 290
E-mail: fpcd@quanta.com.py

Mission

To support the economic development of the country by supporting microenterprise financially.

Institutional profile

Area served: Asunción, Dpto Central, Cordillera, and Paraguari in Paraguay.
Loans first given: October 1995
Number of staff: 24
Number of borrowers: 4,200

Client profile

Percent female: 60%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 30%

Training

Obligatory training: Yes. Clients receive training about credit management.
Voluntary training: Yes. Economic education is available for children and young adults.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year maximum	$200	$300	$1,500	48%	Clients must have their own businesses for at least 6 months.
Individual lending	2 years maximum	$400	$500	$6,000	36%	Clients must have owned a business for at least 1 year.

Acción Comunitaria del Peru

Av. Republica de Chile, No. 683
Jesus Maria
Lima, II
Peru
Phone: 51 1 433 8630
Fax: 51 1 433 5903
E-mail: accion@mail.cosapidata.com.pe

Institutional profile

Loans first given: November 1982
Number of staff: 129
Number of borrowers: 27,512

Client profile

Percent female: 60%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$300	$550	$8,000	125%	

Asociación Benéfica PRISMA

Carlos Gonzales, No. 251
Urb. Maranga
Lima 32
Peru
Phone: 51 1 452 9603
Fax: 51 1 452 9758
E-mail: jgilman@prisma.org.pe
Website: http://www.prisma.org.pe

Mission

To increase the incomes and food security of extremely poor families in Peru.

Institutional profile

Area served: Three regions of Peru
Loans first given: July 1995
Number of staff: 14
Number of borrowers: 2,349
Participation of clients in governance at board level: PRISMA assists the community banks to develop their own bylaws and constitution. These banks are led by democratically elected leaders who are responsible to the general assembly of members.

Client profile

Percent female: 75%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: PRISMA conducted a baseline study of program communities that included a detailed survey to measure household expenses. They used an adapted version of the survey of household expenses that is used to determine poverty in Peru. From this information at the community level, they have estimated the percentage of poverty and extreme poverty of program participants.

Savings

Obligatory savings: Yes. There is compulsory savings of 2 to 5 percent monthly.
Voluntary savings: Yes.

Training

Obligatory training: Yes. There are three obligatory training meetings prior to the formation of community banks and one meeting per month thereafter.
Voluntary training: Yes. The members decide the topics of the training, and the training is conducted by the leaders of the community banks (with the assistance of PRISMA). The members are free to elect to have additional training meetings.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 or 6 months	$130	$130	$150	31%	Clients must form a community bank, sign a legal agreement with PRISMA, have a minimum amount of voluntary savings, and receive the approval of all the members of the community bank.

Raymunda Gutierrez Mallqui

Raymunda Gutierrez Mallqui lives in a slum of Ayacucho, one of the poorest cities in Peru. She is 37 years old and the mother of 12 children, 4 of whom have died.

Raymunda became pregnant when she was 14 years old. Her aunt forced her to marry so that she would not be a single mother. She and her husband worked hard to take care of their children. When their seventh child was three years old, however, her husband began to drink heavily and beat her regularly. When her husband stopped giving her money for food, she had to find work to feed the children. For two years, she washed dishes for women in the market who gave her small tips and enough leftover food for the children. A lady in the market showed her how to sell small amounts of fruits and vegetables, and Raymunda earned a little more. But her home life was not good–if it were not for her children, she would not have returned. Her husband was seeing another woman and continued to abuse her. When she confronted him, he beat her so badly that she could not work for three days.

When her youngest child was identified as being acutely malnourished, she entered PRISMA's Kusiayllu nutritional rehabilitation program. Upon graduation, she was approached by someone from PRISMA's microcredit program, PASA. At first, she could not believe that anyone would offer someone like her credit. When later asked if she had been afraid of taking a loan, she said, "No, I know how to work." She used her first loan to raise sheep. She earned about US$100 profit on her first loan and was left with three lambs as working capital. She used her earnings to buy food and clothes for her children.

Entidad de Desarrollo de la Pequeña y Microempresa (EDPYME EDYFICAR)

Las Chulpas 296
Zarate San Juan de Lurigancho
Lima 36
Peru
Phone: 51 14 598 087
Fax: 51 14 580 537
E-mail: postmaster@edyficar.com.pe

Mission

To offer appropriate financial services to microbusinesses and other economic activities undertaken by women.

Institutional profile

Area served: Lima, Arequipa, Puno, Ancash, La Libertad, and Piura in Peru
Loans first given: April 1992
Number of staff: 42
Number of borrowers: 7,295

Client profile

Percent female: 50%
First-time borrowers below poverty line: 25%
First-time borrowers in bottom 50% below poverty line: 5%
How poverty level is measured: Poverty is determined by a lack of food security

Training

Obligatory training: Yes. There is training in credit management for the women's organizations that administer revolving credit funds for their members.
Voluntary training: Yes. Clients may attend workshops about business management, technical skills, and business counseling.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year maximum	$200	$1,000	$6,000	48%	Clients must have businesses.
Individual lending	1 - 2 years	$800	$1,000	$10,000		The program is promoted, and a client applies for a loan. A risk study is done, and, if the client does not have a bad credit history, her business is visited. A credit file is created with a financial evaluation of her business.

Other loans available: Revolving Fund Loans for Women's or Community Organizations

FINCA, Peru

Apartado 14 - 1233
Lima, 14
Peru
Phone: 51 1 422 5643
Fax: 51 1 422 5643
E-mail: finca.peru@infotex.com.pe

Mission

To provide very poor families with self-employment loans, plus a savings plan and group support through client-run village banks.

Institutional profile

Area served: Ayacucho, Huancavelica, and Lima in Peru
Loans first given: August 1993
Number of staff: 47
Number of borrowers: 4,760
Participation of clients in governance at board level: Clients choose group members, elect officers, create bylaws, do bookkeeping, manage funds, and enforce loan collection.

Client profile

Percent female: 99%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 65%
How poverty level is measured: Poor people are those with per capita household incomes of less than US$1 per day. A low initial loan size (US$75) makes for self-selection by the poor. There is also a focus on women from female-headed households with a single working adult.

Savings

Obligatory savings: Yes. Each four-month cycle, the client must save 20 percent of the value of the loan.
Voluntary savings: Yes. Clients may deposit money whenever they want, and member savings are re-lent creating a second loan portfolio.

Training

Obligatory training: Yes. Clients receive start-up training and in-service training in group organization, bylaws, bookkeeping, management, and loan supervision.
Voluntary training: Yes. Training is available in motivation, group dynamics, and other topics of interest to clients. There is also a child care center to supervise small children whose mothers are attending village bank meetings.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$100	$196	$700	48%	This is an external account loan, or a loan from FINCA funds. A client must be up-to-date in payments for the external account and their internal group account, have good meeting attendance, and have a good repayment record.

Other loans available: Internal Account Loans, Special Event/Seasonal Loans, Loans for Successful Clients

FONDECAP, Cusco

Calle Saphy, No. 808
Cusco
Peru
Phone: 51 84 245 153
Fax: 51 84 225 731
E-mail: fondecap@qenqo.rcp.net.pe

Mission

To strengthen a rural financial credit system in the southern region of Peru in order to develop the potential of clients.

Institutional profile

Area served: Southern Peru
Loans first given: November 1994
Number of staff: 12
Number of borrowers: 1,220

Client profile

Percent female: 98%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 65%
How poverty level is measured: Poverty is determined according to the socio-economic indicators on Peru's poverty map. It is based on a methodology created by the National Institute of Statistics and Information Science of Peru about unmet basic needs.

Training

Voluntary training: Yes. There is a program on gender and one on microenterprise management.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$100	$280	$600	24%	A client must be approved by her base organization (association).

Fondo de Desarrollo Regional (FONDESCURO)

Av. Argentina, No. 326
Urb. La Negrita
Arequipa
Peru
Phone: 51 54 283 715
Fax: 51 54 247 325
E-mail: descolca@interplace.com.pe
Website: http://www.desco.org.pe

Peru

Mission

To develop a financial market of rural credit in the southern region of Peru by incorporating small rural producers into the market.

Institutional profile

Area served: Department Arequipa and Department Moquegua, Peru
Loans first given: June 1994
Number of staff: 13
Number of borrowers: 1,308

Client profile

Percent female: 27%
First-time borrowers below poverty line: 90%
First-time borrowers in bottom 50% below poverty line: 50%

Training

Voluntary training: Yes. Technical assistance in agriculture and livestock, as well as microenterprise counseling, are programs given by NGO partners.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$200	$400	$500	25.2%	Clients must belong to an organization of producers or microentrepreneurs and be presented and guaranteed by their organization.
Individual lending	1 - 2 years	$1,000	$1,200	$10,000	25.2%	These are clients who have had experience in credit groups but now [illegible] larger credit amounts because of their businesses. The evaluation is [illegible] financial than social. This is called a Development Loan.

Other loans available: Microproducer Loans

Instituto de Promoción de la Economía Social (IPES)

Calle Carlos E. Krundiek 325
Sta. Catalina, La Victoria
Lima 13
Peru
Phone: 51 1 475 1690
Fax: 51 1 224 0296
E-mail: ipes@cosapidata.com.pe

Mission

To promote the socio-economic development of borrowers through credit and savings.

Institutional profile

Area served: Huaycán and San Andrés in Peru
Loans first given: December 1996
Number of staff: 2
Number of borrowers: 440
Participation of clients in governance at board level: The program is designed to be administered by the clients. They nominate the Board of Directors, which controls and supervises the organization.

Client profile

Percent female: 95%
First-time borrowers below poverty line: 40%
How poverty level is measured: Poverty is measured according to unmet basic needs. A client is considered poor if she lacks more than one of these services: drinkable water, drainpipes, electricity, and educational and health services.

Savings

Obligatory savings: Yes.
Voluntary savings: Yes. There are incentives to encourage savings.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$100	$100	$372	60%	Member must save before they can receive a loan.

Janeth Jara

Janeth Jara is a teenager who lives in Huayacán, Peru and has 10 siblings. In order to help her family, she moved out to live with her boyfriend's family. She and her boyfriend both want to study but cannot because they lack money. She explains, "There are days when we do not even have enough to eat." She used to work in a garment shop until very late at night under horrible conditons. The job was seasonal and not reliable at all.

Janeth decided to join a village bank program through IPES and received a loan of US$100. With this loan she bought a cart and began to sell *salchipapas* (a type of food) on the streets. She hopes to expand her business to make enough money to study nursing. "With my cart and thanks to this loan, I am making money for school and can help my brothers and sisters. I always wanted to [do this], but since I did not have any money, nor anyone to help me, I could not," says Janeth. Now with her own loan, she can.

Movimiento Manuela Ramos

Av. Juan Pablo Fernandini 1550
Pueblo Libre, Apartado 05-0069
Lima
Peru
Phone: 51 1 431 1313
Fax: 51 1 332 11280
E-mail: postmaster@manuela.org.pe

Mission

To make the development of women's businesses possible by giving them access to credit, training, and advice.

Institutional profile

Area served: Lima, Peru
Loans first given: November 1993
Number of staff: 3
Number of borrowers: 835

Client profile

Percent female: 89%

Training

Obligatory training: Yes. There is an informative and motivational business talk that explains how to do a project.
Voluntary training: Yes. These programs include business management (costs, marketing, becoming a formal business, taxes), garment production skills, and women's rights (domestic violence, family planning, etc.).

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$75		$426	48%	Clients must save money, and there is a fee of 3%.
Individual lending	6 months	$600	$800	$6,000	40%	A client must have a business that is headed by a woman, has been in operation for at least 6 months, and is located in the southern area of Lima.

Promoción de la Mujer en la Comunidad (PROMUC)

Gral. Recabarren, No. 427
Miraflores
Lima 18
Peru
Phone: 51 1 445 9763
Fax: 51 1 445 9763
E-mail: promuc@telematic.edu.pe

Mission

To be a leader in developing anti-poverty programs that are directed toward poor and very poor women in rural and urban areas.

Institutional profile

Loans first given: July 1994
Number of staff: 25
Number of borrowers: 4,222

Client profile

Percent female: 80%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined by using a map developed by another organization.

Savings

Obligatory savings: Yes. Clients must save 20 percent of the loan amount.
Voluntary savings: Yes. Clients may save in an internal account that is equal to 80 percent of the portfolio.

Training

Obligatory training: Yes. Training is required in village bank and microenterprise management.
Voluntary training: Yes. There are programs about self-esteem, technical training, health, and the environment.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$100	$151	$325	58.7%	

Other loans available: Seasonal Loans

Servicios Educativos el Augustino (SEA)

Simon Olivera 249
Lima - 10
Peru
Phone: 51 13 27 0784
Fax: 51 13 27 0175
E-mail: seallamauta.rcp.net.pe

Mission

To work for local development through an educational institution; to continuously create replicable programs based on our practices and abilities; and to promote local leadership to voice the concerns of others in the community.

Institutional profile

Area served: El Augustino and Santa Anita districts, Lima, Peru
Loans first given: March 1997
Number of staff: 3
Number of borrowers: 520

Client profile

Percent female: 85%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: The amount of capital in the client's microenterprise, her house, the educational system, her nourishment and the health of her family, and the income from her microenterprise are used to measure her poverty.

Savings

Obligatory savings: Yes. Clients must save in village banks.
Voluntary savings: Yes. Voluntary savings programs are also available with village banks.

Training

Obligatory training: Yes. There is mandatory training in bank and business management, self-esteem, and ethics.
Voluntary training: Yes. These programs teach basic work skills for specific careers such as baking bread, making desserts, etc.

Peru

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$100	$200	$390	30%	Clients must save money, have an economic activity, and pass an evaluation.

Other loans available: Revolving Fund Loan

Servicios Educativos Promoción y Apoyo Rural (SEPAR)

Av. Centenario, No. 346
Huancayo
Peru
Phone: 51 64 217 000
Fax: 51 64 223 261
E-mail: postmast@separ.org.pe

Peru

Mission

To increase the income of small rural producers and urban microentrepreneurs. To build a strong financial institution and provide financial services to these clients.

Institutional profile

Area served: Mantaro and Tayacaja Region in central Peru
Loans first given: June 1993
Number of staff: 4
Number of borrowers: 950

Client profile

Percent female: 84%
First-time borrowers below poverty line: 20%
First-time borrowers in bottom 50% below poverty line: 10%

Savings

Obligatory savings: Yes. Clients must save a certain percentage of the loan.

Training

Voluntary training: Yes. There is training in business management concerning finances and marketing.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	7 months	$400	$900	$1,200	24%	Clients must provide information regarding their economic activities and documentation of collateral and/or a guarantee.
Individual lending	8 months	$600	$1,200	$3,000	24%	Clients must be interviewed, submit an application, and have a guarantee/collateral.

Other loans available: Loans for Commercial and Service Activities

Edith Blanca L. Castro

Edith Blanca L. Castro and her only child used to live in a hut with only two rooms in an impoverished rural town called Anta. The 100 families in this village had no hope for progress because they lacked financial resources, even though they lived in a valley with great potential for agricultural activity.

One night the SEPAR credit program held a meeting in the local high school by the light of kerosene lamps, as the town lacked electricity. SEPAR described their program to interested villagers. One week later, eight solidarity groups with four members each were formed. Each of the members, who were all from different families, received a US$500 loan.

Some months later a follow-up study of the town was carried out. Anta had totally changed. Everyone was preparing abandoned land for farming and fixing up their yards. Two years later, Edith Blanca is raising pigs and taking advantage of the electricity that finally came to the town–she bought a machine to make *chupetes* (candy). She now has a tile roof, wooden doors, and is thinking of buying a vehicle.

FUCAC

Bulevar Artigas
Montevideo
Uruguay
Phone: 59 82 708 8888
Fax: 59 82 708 8888
E-mail: fucac@adinet.com.uy

Institutional profile

Loans first given: May 1972
Number of staff: 28
Number of borrowers: 7,768
Participation of clients in governance at board level: FUCAC members elect those on the General Assembly (45 members) who in turn elect other people to other bodies.

Client profile

Percent female: 47%
First-time borrowers below poverty line: 18%
First-time borrowers in bottom 50% below poverty line: 7%
How poverty level is measured: Poverty is measured by level of income.

Savings

Obligatory savings: Yes.
Voluntary savings: Yes. Deposits are made according to a fixed installment and in sight accounts.

Training

Obligatory training: Yes. Training is given directly to cooperative groups by FUCAC, and training for other borrowers is coordinated with NGOs in marketing and financial administration.

Uruguay

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	6 months	$1,000	$2,500	$5,000	16%	Preferred clients are entrepreneurs with more than 2 years of experience who own houses or equipment. References are considered from members of FUCAC and other businesses. In addition, clients must show that they are capable of making the payments.

Other loans available: Investment Capital for Microenterprise

Uniandes A.C.

Urb. Los Savzales
Vereda 2 Casa, No. 8
Merida, 5101
Venezuela
Phone: 58 7462 1438

Mission

To strengthen the popular sector through training, managerial organization, and credit.

Institutional profile

Area served: Merida, Venezuela
Loans first given: April 1996
Number of staff: 3
Number of borrowers: 189

Client profile

Percent female: 80%
First-time borrowers below poverty line: 10%
How poverty level is measured: Poverty is determined at the first inspection when a potential client's income and expenses are measured; the situation of the family is taken into account.

Savings

Obligatory savings: Yes. Clients must save 10 percent of the credit amount.

Training

Obligatory training: Yes. Clients receive training in an alternative managerial school on accounting, marketing, promotion, administration, self-esteem, and environmental conservation.
Voluntary training: Yes. There is additional training at the school according to the needs of clients.

Venezuela

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	8 - 12 months	$550 - $1,000	–	$4,000	48%	Clients must present an economic profile, personal savings, and a guarantor. A technical inspection is given.

Other loans available: Agricultural Loans

Middle East

Association of Upper Egypt

65 El Obeissi St.
Cairo, Daher 11271
Egypt
Phone: 20 2 590 5181
Fax: 20 2 588 4241
E-mail: uppegypt@soficom.com.eg

Mission

To work for sustainable livelihoods for poor people in Upper Egypt.

Institutional profile

Area served: Upper Egypt
Loans first given: November 1990
Number of staff: 21
Number of borrowers: 388

Client profile

Percent female: 75%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 70%
How poverty level is measured: Poverty is measured through indicators such as being a landless widow or single illiterate woman with no regular source of income to sustain a livelihood.

Savings

Voluntary savings: Yes. Clients are encouraged to save money and usually put savings into post savings accounts.

Training

Obligatory training: Yes. Clients undergo two weeks of relevant on-the-job training.
Voluntary training: Yes. Clients may take literacy classes and vocational training on local handicrafts, which both have savings education as part of the curriculum.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 years	$350	$400	$500	25%	Clients must receive group training.
Individual lending	2 years	$280	$280	$440	5%	Clients are selected from the beneficiaries of the organization's units, schools, and woman advancement centers. In addition, surveys are taken to determine the socio-economic situations and capabilities of potential clients.

Coptic Evangelical Organization for Social Services

P.O. Box 162-11811
El Panorama
Cairo
Egypt
Phone: 20 2 297 5901
Fax: 20 2 297 5878
E-mail: g.zakaria@ceos.org.eg

Mission

To improve the living conditions of the very poor.

Institutional profile

Area served: Greater Cairo, Minia, and Beni Suief in Egypt
Loans first given: January 1989
Number of staff: 100
Number of borrowers: 2,933

Client profile

Percent female: 40%
First-time borrowers below poverty line: 50%

Training

Obligatory training: Yes. Clients receive obligatory training in how to run their project.
Voluntary training: Yes. Clients can receive training in selling skills and customer relations.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	2 years	$200	$300	$1,476	12%	

Other loans available: Expanding Existing Projects Loan

Ibn Khaldoun People Monetary Fund (IPMF)

17 St., 12 Mokattam
Cairo
Egypt
Phone: 20 2 518 1629
Fax: 20 2 518 1629

Mission

To help the poorest of the poor people, particularly women, to achieve financial independence by offering credit to start small businesses.

Institutional profile

Area served: Rural and urban areas in Egypt
Loans first given: November 1997
Number of staff: 12
Number of borrowers: 80
Participation of clients in governance at board level: Participation by clients is required in all decision making for all activities related to the group and lending operations.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: An individual survey is carried out for each client. People meeting the criteria are those with an income of less than US$32 for a family of four and no other assets.

Savings

Obligatory savings: Yes. Clients must save US$3.40 per week.

Training

Obligatory training: Yes. There is one week of training for each established group on IPMF programs and procedures with a stress on responsibilities and obligations. Each member must pass an oral exam.
Voluntary training: Yes. There are weekly meetings where groups discuss issues related to individual and community development with the help of field officers.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	1 year	$600	$600	$900	15%	Clients must have individual and group savings, pass an oral exam, receive pre-loan training, and attend weekly meetings.

Social Fund for Development (Government of Egypt) (SFD)

1, Hussein Hegazy St.
off Kasr el Einy
Cairo
Egypt
Phone: 20 2 354 0077
Fax: 20 2 356 1660
E-mail: laila_gad@sfdegypt.org
Website: http://www.sfdegypt.org

Mission

To alleviate some of the negative impact of structural adjustment on the poor.

Institutional profile

Area served: Egypt
Loans first given: January 1992
Number of borrowers: 114,131

Client profile

Percent female: 30%
First-time borrowers below poverty line: 35%
How poverty level is measured: A poverty index based on geography that factors in several indicators such as nutrition and unemployment is used to measure poverty.

Training

Obligatory training: Yes. Through the sponsoring agency, the client receives training in areas where it is needed to maximize the success of his/her project.
Voluntary training: Yes. Any technical assistance needed by the client or identified by the credit officer for a client's project is provided.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	12 - 60 months		$3,000	$14,500	7%	Selection is based on a feasibility study submitted by the borrower and on the soundness of projects. Technical assistance is provided to borrowers who need it in order to write up the study.

Jordanian Women's Development Society

P.O. Box 9363
Amman, Jabal Weibdeh 11191
Jordan
Phone: 962 6 569 9608
Fax: 962 6 461 2902
E-mail: jwds@go.com.jo

Institutional profile

Area served: Jordan
Loans first given: June 1994
Number of staff: 67
Number of borrowers: 2,729

Client profile

Percent female: 100%
First-time borrowers below poverty line: 60%
First-time borrowers in bottom 50% below poverty line: 40%

Savings

Voluntary savings: Yes. Clients may save with their groups.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	18 weeks	$105 rural $140 urban	$132	$423		

Houriyah Mohamad Sulaiman

Houriyah Mohamad Sulaiman's husband divorced her and left her with eight children to feed and care for. Two of her children worked in a secondhand clothes business to pay the family bills. When Houriyah found out about the Jordanian Women's Development Society's lending program, she convinced the children of her desire to join. She started her own secondhand clothes business with the US$141 she borrowed.

Currently, her capital is increasing dramatically. She has a wide range of customers. Her business is expanding, and she is going to hire a worker to assist her. Houriyah is happy that she joined the program, which provides her the support to play a positive role in her family's decision making.

Al Majmoua Lebanese Association for Development

P.O. Box 11-3483
Beirut
Lebanon
Phone: 961 1 840 248 or 961 1 840 249
Fax: 961 1 840 248
E-mail: contact@almajhoua.org.lb

Mission

To provide sustainable financial services to all people who do not have access to the formal financial sector.

Institutional profile

Area served: Beirut, North and South Lebanon, and the Bekaa in Lebanon
Loans first given: June 1994
Number of staff: 15
Number of borrowers: 1,640

Client profile

Percent female: 100%
First-time borrowers below poverty line: 75%
First-time borrowers in bottom 50% below poverty line: 40%

Savings

Obligatory savings: Yes. Savings are mandatory with each increase in a loan cycle.
Voluntary savings: Yes. Clients are encouraged to save.

Training

Obligatory training: Yes. Clients are obliged to attend training and education programs, which are an integral part of the program.
Voluntary training: Yes. Clients are encouraged to join programs made available through the Save the Children Federation.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	4 months	$200	$338	$1,100	24%	

Save the Children, US West Bank, Gaza Field Office

P.O. Box 25042
Sh'fat 97300
East Jerusalem
Israel
Phone: 972 2 583 6302
Fax: 972 2 583 5771
E-mail: scfwbgs@palnet.com

Mission

To make lasting positive changes in the lives of disadvantaged children. To improve the economic and social status of poor women by providing them with sustained access to microcredit and savings services.

Institutional profile

Area served: West Bank and Gaza Strip in Palestine
Loans first given: January 1995
Number of staff: 80
Number of borrowers: 4,266

Client profile

Percent female: 100%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: The organization set the first loan size at US$211 in order to serve clients who are the poorest of the poor. The cost of living in Palestine is very high.

Savings

Obligatory savings: Yes. A client must deposit 10 percent of the loan payment into the group savings account. In order to receive a second loan after the first is finished, she must leave these savings in the account.
Voluntary savings: Yes. Clients may save more than the minimum amount requested.

Training

Obligatory training: Yes. Group members attend four preparatory meetings that explain the program before the first loan is given. Biweekly meetings are then held where borrowers discuss their projects and exchange experiences.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	6 months	$211 or $284	$275	$1,500	22%	The client must deposit US$5 into the group savings account. He/she must have an existing business and show some form of identification.

North America

CALMEADOW Metro Fund, Toronto

[illegible] Bay St.
Suite 400
Toronto, Ontario M5H 2V1
Canada
Phone: 1 416 362 9125
Fax: 1 416 362 0769
E-mail: metrofund@calmeadow.com

Mission
To grant access to credit to self-employed individuals who cannot access credit from traditional lenders.

Institutional profile
Area served: Toronto, Canada
Loans first given: August 1994
Number of staff: 5
Number of borrowers: 248

Client profile
Percent female: 56%
First-time borrowers below poverty line: 30%
First-time borrowers in bottom 50% below poverty line: 5%

Training
Voluntary training: Yes. Programs include monthly networking meetings and a self-help resource center with computers that clients can use.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 - 5 years	$700	$1,150	$5,000	18.5%	Clients must be Canadian citizens or landed immigrants. They also must own and operate a business for at least 6 months or complete training in self-employment.
Individual lending	1 - 5 years	$3,500	$5,000	$13,000	18.5%	Applications are made directly to the Calmeadow Metrofund office.

CALMEADOW, Nova Scotia

3670 Spring Garden Rd.
Suite 300
Halifax, Nova Scotia B3J 1H6
Canada
Phone: 1 902 492 3585
Fax: 1 902 422 8955

Mission
To provide business credit to self-employed people.

Institutional profile
Area served: Nova Scotia, Canada
Loans first given: October 1994
Number of staff: 6
Number of borrowers: 297

Client profile
Percent female: 46%
First-time borrowers below poverty line: 100%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is determined by comparing the client's income to national published Canadian statistics.

Training
Voluntary training: Yes. Voluntary training is available through networking programs.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	3 months - 5 years	$700	$800	$3,600	13%	Obtaining a loan is based on the loan application, a due diligence review, a credit report, etc.
Individual lending	5 years maximum				13%	Applications for loans are made directly to the CALMEADOW staff. This is a new program, and preference is given to group lending graduates.

PARO: A Northwestern Ontario Women's Community Loan Fund

105 May St. N.
Suite 114
Thunder Bay, Ontario P7C 3N9
Canada
Phone: 1 807 625 0328
Fax: 1 807 622 6435
E-mail: rlockyer@baynet.net

Mission

To increase the economic independence and self-sufficiency of women and their families (especially those of low income) by assisting in the development of their microenterprises.

Institutional profile

Area served: Northwestern Ontario, Canada
Loans first given: May 1995
Number of staff: 1
Number of borrowers: 24
Participation of clients in governance at board level: Members are elected to the Management Board as circle representatives.

Client profile

Percent female: 100%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Poverty is estimated through verbal communication of financial circumstances.

Savings

Obligatory savings: Yes. There is an Emergency Fund for each peer lending circle in which each circle member must save.

Training

Obligatory training: Yes. There is an obligatory orientation program called "Our Piece of the Pie."
Voluntary training: Yes. Voluntary programs include "Building a Dream" and "Gateway: A Path to Self-Employment."

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	9, 18, or 24 months	$1,400	$2,000	$4,200	10%	An Emergency Fund must be established for the circle. Clients must present a loan application, give an oral presentation of their business plan to circle members, and produce a 12-month cash flow projection.

Women and Rural Economic Development (WRED)

379 Huron St.
Stratford, Ontario N5A 5T6
Canada
Phone: 1 519 273 5017
Fax: 1 519 273 4826
E-mail: wred@sentex.net
Website: http://www.sentex.net/~wred

Institutional profile

Area served: Rural Ontario, Canada
Loans first given: June 1996
Number of borrowers: 40

Client profile

Percent female: 99%
First-time borrowers below poverty line: 50%

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending		$1,000	$1,000	$1,000	prime + 3%	Clients must be members, have a face-to-face meeting with the review committee, and have a financial plan. These are first-time loans.

Alternatives Federal Credit Union

301 W. State St.
Ithaca, NY 14850
USA
Phone: 1 607 273 3582 extension 815
Fax: 1 607 277 6391
E-mail: rjohnson@alternatives.org
Website: http://www.alternatives.org

Mission

To provide loans and other financial assistance to women, minorities, and low-income individuals.

Institutional profile

Area served: Thompkins County, New York, USA
Loans first given: January 1979
Number of staff: 20
Number of borrowers: 1,577
Participation of clients in governance at board level: There is Partnership Lending with the community organization where clients comprise part of the loan review committee.

Client profile

Percent female: 50%
First-time borrowers below poverty line: 18%
First-time borrowers in bottom 50% below poverty line: 3%

Savings

Obligatory savings: Yes. Clients must save in an Individual Development Account.

Training

Obligatory training: Yes. These programs include economic literacy training, home buyer education, and/or microenterprise training.
Voluntary training: Yes. There is voluntary training in conjunction with other organizations.

USA

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	300 months	$3,000	$8,500	$30,000	7% - 11.5%	Clients often are referred through partnerships with other organizations and often are of low income.

Other loans available: Consumer Loans

ECDC Enterprise Development Group

1038 South Highland St.
Arlington, VA 22204
USA
Phone: 1 703 685 0510
Fax: 1 703 685 0529

Mission

To help low- to moderate-income individuals become economically self-sufficient through enterprise development.

Institutional profile

Area served: Washington D.C. metropolitan area, USA
Loans first given: September 1995
Number of staff: 3
Number of borrowers: 67

Client profile

Percent female: 43%
How poverty level is measured: Income level is measured by using personal income taxes and pay stubs, if applicable. Clients also must sign a statement verifying their income level.

Training

Voluntary training: Yes. Clients must attend a 12-hour business management (start-up) workshop and three-hour topic-specific workshops (*i.e.*, cash flow and bookkeeping). A nominal fee is charged.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	5 year	$10,500	$10,570	$25,000	prime + 4%	

The Immigrant Center

720 North King St.
Honolulu, Hawaii 96817
USA
Phone: 1 808 845 3918
Fax: 1 808 842 1962
E-mail: ic720@pixi.com

Institutional profile
Area served: Hawaii, USA
Loans first given: June 1994
Number of staff: 9
Number of borrowers: 35

Client profile
Percent female: 50%
First-time borrowers below poverty line: 50%
First-time borrowers in bottom 50% below poverty line: 100%
How poverty level is measured: Poverty is measured through national and state poverty measurement guides that are provided by the federal and state government.

Training
Obligatory training: Yes.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Group lending	18 months	$2,500	$3,700	$25,000	10%	Clients must attend training and complete a business plan.
Individual lending	18 months	$2,500	$3,700	$25,000	10%	Clients must submit an application, a business plan, and have collateral.

Wisconsin Women's Business Initiative Corp.

2821 N. 4th St.
Milwaukee, WI 53212
USA
Phone: 1 414 283 5450
Fax: 1 414 283 5456
E-mail: http://wwbic@execpc.com

Mission
To provide business training and assistance as well as capital to individuals who have shown the capability to run a small business.

Institutional profile
Area served: Wisconsin, USA
Loans first given: May 1989
Number of staff: 15
Number of borrowers: 95

Client profile
Percent female: 75%
First-time borrowers below poverty line: 35%
First-time borrowers in bottom 50% below poverty line: 25%
How poverty level is measured: Poverty is determined according to the national definition.

Training
Voluntary training: Yes. General business training is available to clients.

Self-employment loan profile

Type	Loan period	Average 1st loan (US$)	Average loan (US$)	Maximum loan (US$)	Annual interest rate	Requirements
Individual lending	6 years maximum	$12,000 - $14,500	-	$25,000	13.5%	Clients must fill out an application and submit a business plan.

Network and Training Institutions

ADRA International

12501 Old Columbia Pike
Silver Spring, MD
USA
Phone: 1 301 680 6753
Fax: 1 301 680 5126
E-mail: 73451.3401@compuserve.com
Website: http://www.adra.org

Mission

To contribute to the reduction of poverty though the provision of credit and other financial services to poor microentrepreneurs.

Appui au Développement Autonome (ADA)

15 Bd Grande
Duchess Charlotte
L - 13331
Luxembourg
Phone: 352 456 808
Fax: 352 456 860
E-mail: adux@pt.lu

Mission

To support microfinance programs in developing countries.

Network profile

Area served: Benin, Bolivia, Burkina Faso, Ecuador, Peru, Senegal, and South Africa

Associazione per la Partecipazione allo Sviluppo (APS)

163 Corso Regina Margherita
Torino, 10144
Italy
Phone: 39 11 437 4936
Fax: 39 11 437 5267
E-mail: aps@arpnet.it

Mission

To contribute to improving the living conditions of poor people in middle-low- and low-income countries through the active participation of the target group in the socio-economic development process.

Network profile

Type of network: APS supports local counterparts in setting up credit and savings schemes or expanding existing microfinance initiatives.
Number of affiliates: 11
How affiliates are established: In 90 percent of the cases, APS works with existing NGOs.

Services provided to affiliates

Funding: Yes.
Technical assistance: Yes.
Governance: APS seldomly sits on members' Board of Directors (in only about 10 percent of the cases).

Membership guidelines

There is regular reporting, auditing, and monitoring/evaluating of a program's implementation, performance, and impact.

Canadian Centre for International Studies and Cooperation (CECI)

180 Ste. Catherine East
Montreal, Quebec H2X 1K9
Canada
Phone: 1 514 875 9911
Fax: 1 514 875 6469
E-mail: francoisl@ceci.ca
Website: http://www.ceci.ca/ceci

Mission

To contribute, through its human and financial resources, to the development of the people of the South, and to promote sustainable development through international cooperation. To offer non-financial support and training to microfinance practitioners focusing on helping poor rural producers, especially women, to have access to sustainable savings and credit services.

Network profile

Type of network: Partnership based
Number of affiliates: 35
How affiliates are established: CECI always works with existing intermediary organizations, but community-based financial organizations (CBOs) are often created by the intermediary NGOs. In all cases a strong preference is given to working with existing organizations. Only for CBOs, and only when no existing organizations are operating, are new organizations created.

Services provided to affiliates

Funding: Intermediary organizations (that are not themselves microfinance institutions) are funded on a sub-contract basis to implement field-level activities, including supporting/training microfinance CBOs. Microfinance CBOs do not receive funding.
Technical assistance: CECI provides, on a project basis, training to intermediary organizations as well as to fellow international NGOs, donors, and government institutions on topics such as microfinance best practices, participatory project management, and regulatory issues.
Other: CECI sometimes places staff within partner organizations from six to 24 months. This constitutes another form of technical assistance, more geared toward re-enforcing the partner.

Membership guidelines

CECI does not have affiliates, but instead has partner NGOs. They sign result-based agreements and evaluate field level performance. Each project has very specific reporting requirements, but these vary according to project. This performance assessment is used in determining whether or not to continue to work together as well as in identifying the areas on which to focus training and technical assistance to partners. Partner NGOs do not pay fees. They are paid by CECI to deliver services (in the case of intermediary NGOs, not in the case of CBOs). CBOs do not pay fees to intermediary NGOs nor to CECI.

Canadian Feed the Children (CFTC)

174 Bartley Drive
Toronto, Ontario M4A 1E1
Canada
Phone: 1 416 757 1220
Fax: 1 416 757 3318
E-mail: 75363.1412@compuserve.com

Mission

To alleviate hunger and poverty worldwide by empowering vulnerable groups to practice sustainable development.

Network profile

Area served: Africa and the Caribbean
Type of network: Network of affiliated programs
Number of affiliates: 3

Services provided to affiliates

Funding: Funding is provided for program and credit facilities as well as for training program managers and recipients.
Technical assistance: Yes.

Membership guidelines

The project is co-funded by CFTC and the Canadian International Development Agency. There are partnership agreements that outline each party's responsibility and participation in the project.

Services available to non-affiliates

There is a Food Aid program in Haiti, and capacity building in Bosnia and Russia. Managerial, financial, fundraising, etc. assistance are offered to non-members.

CARE

151 Ellis Street, NE
Atlanta, GA 30303-2439
USA
Phone: 1 404 681 2552
Fax: 1 404 577 1200
E-mail: coster@care.org
Website: http://www.care.org

Mission

To improve the economic security and income opportunities of poor people, especially women, by supporting financial and business development activities according to country-specific needs.

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 49
How affiliates are established: CARE works mostly through existing NGOs, although occasionally establishes a new NGO or microfinance institution.

Services provided to affiliates

Funding: CARE provides subgrants to cover costs until a project breaks even. The organization also provides funding for short-term loan capital.
Technical assistance: CARE provides assistance in strategic planning, staff development, systems design, and operations management.
Other: CARE sometimes serves as a central facility to provide technical assistance and loans to small NGOs, village banks, and community-based revolving loan funds for on-lending to clients.

Catholic Relief Services (CRS)

209 West Fayette Street
Baltimore, MD 21201
USA
Phone: 1 410 625 2220
Fax: 1 410 685 1635
E-mail: sedtu@catholicrelief.org
Website: http://www.catholicrelief.org

Mission

To alleviate human suffering, promote local economic development, and foster charity and justice for the world's most needy. To exemplify the agency's commitment to helping people fight the debilitating conditions of chronic poverty. To support the development of local self-employment opportunities through the provision of lending and savings services.

Network profile

Type of network: Partnership based
Number of affiliates: 120
How affiliates are established: CRS partners with existing NGOs that share both a commitment to alleviating poverty and a vision of how to provide microcredit services in a just, cost-effective, and sustainable manner. CRS has established new NGOs only when no local partner existed, as in post war Cambodia.

Services provided to affiliates

Funding: CRS provides funding from private and public sources and helps develop proposals to public and private funding sources. The organization submits joint proposals for programmatic and organizational development and expansion and develops innovative funding sources (i.e., DEVCAP investments, Bridge Funds). CRS also promotes program methodologies that develop the institutional capacity to access funds in the formal financial sector.
Technical assistance: CRS provides training in the organization and development of peer-group lending systems; credit program management approaches and monitoring and evaluation systems; strategic/business planning; staffing and staff development; and board orientation and training strategies.

Membership guidelines

Requirements include a shared commitment to poverty alleviation and CRS' guiding principles for Poverty Lending; commitment to market-priced, cost-effective microcredit programs that provide sustainable financial services to poor people; acceptance of mutually acknowledged standards for quality program performance; and the reporting of performance indicators to CRS headquarters at least semi-annually.

Services available to non-affiliates

CRS shares its methodology, program experience, and technical information with non-affiliated NGOs through networks, working groups, and linkages within program countries and throughout the world.

Christian Aid

P.O. Box 100
London, SE1 7RT
United Kingdom
Phone: 44 171 620 4444
Fax: 44 171 620 0719
E-mail: kbundel@christian-aid.org
Website: http://www.oneworld.org/christian_aid

Mission

To support local organizations worldwide to strengthen poor people toward self-sufficiency.

Network profile

Type of network: Funding agency supporting a range of local organizations throughout the developing world
Number of affiliates: 200
How affiliates are established: Wherever possible, Christian Aid works with existing local organizations.

Services provided to affiliates

Funding: Yes.

Membership guidelines

Partner organization projects must be in accordance with Christian Aid's funding policy/guidelines and regularly submit reports. Their focus must be on strengthening poor people toward self-sufficiency.

Christian Children's Fund (CCF)

2821 Emerywood Parkway
P.O. Box 26484
Richmond, VA 23261-6484
USA
Phone: 1 804 756 2700
Fax: 1 804 756 2718
E-mail: ccfwash@ccfusa.org

Mission

To establish technically viable and sustainable microenterprise programs and to apply shared learning experiences for Christian Children's Fund country programs. To weaken the cycle of poverty by providing credit to emerging small entrepreneurs through sustainable community associations.

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 6
How affiliates are established: Program management is highly decentralized; each program country has a National Office, National Director and staff. Country offices establish their own microfinance programs.

Services provided to affiliates

Funding: CCF coordinates a network of 12 associated donor organizations.
Technical assistance: CCF provides technical assistance to National Offices.
Other: CCF oversees the operation of the system, develops sectoral strategies, and manages program-wide monitoring and financial and quality control.

Membership guidelines

The National Director for each program country is responsible for the overall program in that country. He/she seeks advice from a local advisory board and reports to CCF's International Office in Richmond, Virginia, USA.

Christian Reformed World Relief Committee (CRWRC)

U.S. office
2850 Kalamazoo Ave, SE
Grand Rapids, MI 49560-0600
USA
Phone: 1 616 224 0740
Fax: 1 616 224 0806

Canada office
3475 Mainway
P.O. Box 5070, Stn LCD1
Burlington, Ontario L7R 3Y8
Canada
Phone: 1 905 336 2920
Fax: 1 905 336 8344
E-mail: kramerj@crcna.org

Mission

To help families and communities in need increase their income earning potential. To assist its partner organizations to build capacity for delivering credit and other financial services for community development among the poor.

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 28
How affiliates are established: CRWRC identifies affiliates from existing NGOs in the region and also establishes new NGOs to provide microfinance and other community development interventions among the poor.

Services provided to affiliates

Funding: Yes.
Technical assistance: Yes.

Membership guidelines

CRWRC develops contractual relationships with each partner organization. Together CRWRC and the partner organization develop goals and measure progress toward those goals. CRWRC is willing to integrate other development interventions (literacy, health care, agricultural development) into the microfinance work, depending on community need.

Credit Mutuel

88-90 Rue Cardinet
Paris, 75017
France
Phone: 33 1 44 01 1095
Fax: 33 1 44 01 1163
E-mail: parpais@imaginet.fr

Mission

To create, support, and develop savings and credit cooperative networks.

Network profile

Type of network: Training institution
Number of affiliates: 10
How affiliates are established: Credit Mutuel works with existing NGOs and establishes new ones as necessary.

Services provided to affiliates

Funding: Credit Mutuel provides partial funding for some projects in Africa.
Technical assistance: Credit Mutuel provides technical assistance in Central Europe and Africa.
Governance: The organization participates in the governance of some projects in Africa

Membership guidelines

Credit Mutuel has different relationships with the different projects. There is no membership fee.

Services available to non-affiliates

Credit Mutuel provides technical assistance and training to non-members.

Credit with Education Learning Exchange

c/o Freedom from Hunger
P.O. Box 2000
Davis, CA 95617
USA
Phone: 1 530 758 6200
Fax: 1 530 758 6241
E-mail: programs@freefromhunger.org
Website: http://www.freefromhunger.org

Mission

To use group-lending programs to cost-effectively deliver both financial and educational services to very poor clients. To deliver education to clients during the same group meeting at which financial services are delivered. To promote and disseminate learning among practitioners and advocates for integrated service delivery in group-based lending programs.

Network profile

Type of network: Lateral learning network
Number of affiliates: 26
How affiliates are established: Applications for membership in the Learning Exchange are sought from existing organizations that use a group-based lending strategy to deliver both financial services and education at regular borrower group meetings. Applications should be submitted to the secretariat at Freedom from Hunger and are reviewed and approved by current members of the Exchange.

Services provided to affiliates

Other: The Secretariat facilitates dialogue and coordinated action among members; coordinates annual meetings; advocates on behalf of all members for the advancement and delivery of Credit with Education services to growing numbers of the world's poor; and assists with publication and dissemination of evaluation results from Credit with Education programs.

Membership guidelines

Members are invited to report every six months on the status of the Credit with Education programs. These statistics are shared with other members and published in the Exchange's position paper, "The Case for Credit with Education." Currently, services provided by the secretariat, with the exception of the annual meeting, are free to all members.

CTM - MAG

Piazzetta Forzate, 2/3
Padua, 35137
Italy
Phone: 39 49 651865
Fax: 39 49 8755714
E-mail: ctmmag-s@protec.it

Mission

To build and/or enhance microfinance institutions with training, consulting, and funds.

Services provided to affiliates

Funding: Yes.
Technical assistance: CTM - MAG provides consulting and other training.

Développement International Desjardins (DID)

150, avenue des Commandeurs
Levis, Quebec G6V 6P8
Canada
Phone: 1 418 835 2400
Fax: 1 418 833 0742
E-mail: info@did.qc.ca
Website: http://www.did.qc.ca

Mission

To reinforce the capacity of disadvantaged people living in countries in development or transition to gain mastery in owning and controlling collectively owned enterprises.

Network profile

Type of network: Technical assistance provider
Number of affiliates: 20
How affiliates are established: DID enters into joint undertakings with already existing, collectively owned and controlled savings and credit cooperatives.

Services provided to affiliates

Funding: DID occasionally partners with financial backers and local investors.
Technical assistance: DID provides support for emerging networks of financial institutions; credit with education; efficient management of lines of credit; microfinance; consolidation, and structuring; management information; savings surveillance and security; strengthening of microenterprises; legislation; regulation; and training and development of human resources.

Membership guidelines

Joint undertakings with independent and collectively owned and controlled savings and credit cooperatives are crafted according to a partner's specific interests and requirements.

Enterprise Development International

10395 Democracy Lane
Suite B
Fairfax, VA
USA
Phone: 1 703 277 3360
Fax: 1 703 277 3348
E-mail: edi1@ix.netcom.com
Website: http://www.endpoverty.com

Mission

To enable the poor to become self-supporting.

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 9
How affiliates are established: The network normally partners with existing NGOs and, on occasion, establishes a new NGO.

Services provided to affiliates

Funding: Start-up funding and operating and loan capital are provided.
Technical assistance: Technical assistance is offered through E-mail, phone, fax, and staff/consultant visits.
Governance: The network participates in its affiliates' governance in some cases.
Other: Staff training and assistance in client training is provided.

Membership guidelines

All affiliates sign a written agreement. They follow standard accounting practices, file reports regularly, and maintain a local board that governs the work.

Services available to non-affiliates

Consulting is provided on a fee basis.

Enterprise Mentors International

510 Maryville University Drive
Suite 210
St. Louis, MO 63141
USA
Phone: 1 314 453 0006
E-mail: mentors@primary.net

Mission

To build self-reliance and entrepreneurial spirit within those people struggling for sufficiency in developing countries by building grassroots enterprise on a non-sectarian basis, utilizing the principle of self-help.

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 5
How affiliates are established: The organization establishes new local NGOs with a local operating board and staff.

Services provided to affiliates

Funding: The organization provides funding for start-up and support toward becoming self-sufficient.
Technical assistance: The organization provides training and consulting to the local boards and staff.
Governance: The organization helps develop policies and procedures.

Membership guidelines

Partners submit monthly financial and operational reports, must demonstrate adherence to established budgets, and must progress toward self-sufficiency.

FINCA International

1101 14th St. NW
11th Floor
Washington, DC 20005
USA
Phone: 1 202 685 1510
Fax: 1 202 682 1535
E-mail: finca@villagebanking.org
Website: http://www.villagebanking.org

Mission

To support the economic and human development of families trapped in severe poverty. To create "village banking" groups, peer groups of 30 to 50 members, predominantly women, who receive three critical services: 1) working capital loans to finance self-employment activities, 2) an effective mechanism for promoting family savings, and 3) a community-based system that provides mutual support and encourages self-worth. To provide technical assistance and loan guarantees.

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 14
How affiliates are established: FINCA International is involved in all stages of establishing local affiliates that become legal NGOs.

Services provided to affiliates

Funding: FINCA International does direct fundraising and provides loan guarantees when affiliates borrow from local commercial banks.
Technical assistance: Training is given in institutional building as well as program technology (i.e., strategic planning, administration systems, accounting, management information systems (MIS), financial analysis, etc.)
Governance: FINCA International usually has at least one member on the Board of Directors of each affiliate.

Membership guidelines

FINCA International operates through a network of NGO affiliates that receive assistance from FINCA International. The relationship between affiliates and FINCA International is formalized in the affiliation form that establishes the rights and responsibilities of each party. FINCA International is involved in all stages of affiliate establishment, including the feasibility and project design stage; recruitment of a local Board of Directors; establishment of a legal entity; hiring and training the Executive Director and his/her core staff; and assisting the affiliate in establishing its credit and savings system. FINCA International also provides on-going technical assistance and training to help the affiliate manage growth and mobilize resources. In exchange for this assistance, affiliates pay a 1 percent fee on each loan disbursed. Affiliates follow the village banking methodology and submit monthly reports on financial and other statistics.

Services available to non-affiliates

FINCA International is part of a consortium group in Jordan working to develop methodologies for scaling up local NGO programs. FINCA International shared its methodology with 40 voluntary agencies and development organizations who currently operate more than 80 programs worldwide.

Freedom from Hunger

1644 DaVinci Court
Davis, CA 95617
USA
Phone: 1 530 758 6200
Fax: 1 530 758 6241
E-mail: info@freefromhunger.org
Website: http://www.freefromhunger.org

Mission

To eliminate the cause of chronic hunger and malnutrition by providing tightly integrated credit and non-formal adult education services to poor women (Credit with Education) in order to promote increased income and savings and to enhance knowledge and skills for improved economic, health and nutrition status of our participants and families.

Network profile

Type of network: Network of affiliated programs
How affiliates are established: Freedom form Hunger has 15 affiliates and two subsidiaries. Affiliates are independent organizations (all but two are financial institutions: rural banks or credit union networks). The relationship with affiliates is one of independent equals: The implementing organization receives technical assistance and training from Freedom from Hunger that enables them to utilize the methodology of Credit with Education to cost-effectively reach vastly greater numbers of clients in poor rural areas. The two subsidiaries are in Bolivia and Uganda and are under direct management of Freedom from Hunger. They aim to become independent local organizations within the next five years.

Services provided to affiliates

Funding: Yes.
Technical assistance: Freedom from Hunger offers many types of technical assistance to affiliates, subsidiaries, and other clients. This includes training at the village bank level; training at the field agent level (promotion, training, and management of village banks as well as provision of participatory non-formal adult education sessions in health, nutrition, and microenterprise management); training for program managers, senior managers, and board members; and training in organizational development.

Membership guidelines

To qualify as full affiliates, organizations must commit to full implementation of Credit with Education. Candidate organizations undergo an institutional review to determine their capability to successfully implement, manage, and expand a Credit with Education program. An agreement is signed that stipulates their commitment to provide periodic information on the progress of their program and to adhere to basic precepts of the program methodology, consulting with Freedom from Hunger to make necessary adaptations. In turn, they receive technical assistance as well as assistance in securing start-up funds. The initial agreement generally covers the first three years of the program and is renewable.

Services available to non-affiliates

Possible collaboration on funding proposals and other assistance in seeking funds is necessary to contract Freedom from Hunger's services. Technical assistance is provided on a fee-for-service arrangement.

Grameen Trust (GT)

Grameen Bank Bhaban
Mirpur 2
Dhaka, 1216
Bangladesh
Phone: 880 2 806 319
Fax: 880 2 806 319
E-mail: g_trust@grameen.net

Mission

To provide technical and financial assistance to Grameen Bank replication projects to increase their outreach in a sustainable way.

Network profile

Type of network: A global network of Grameen Bank replications projects, Grameen supporters, and supporter groups that organizes training and provides financial and technical assistance to Grameen Bank replication projects
Number of affiliates: 66
How affiliates are established: GT identifies existing NGOs that are following or are ready to follow the Grameen Bank approach. It also promotes new NGOs that will follow the Grameen Bank approach. The Grameen Dialogue program is the forum through which potential partners are generally identified.

Services provided to affiliates

Funding: GT provides funding support to its partner projects in the form of seed and scaling-up funds. Seed capital is provided to start-up projects. Scaling-up funds are provided to increase outreach and attain financial viability.
Technical assistance: GT organizes field training and workshops for the staff of its partner projects on topics that are critical for the successful operation of microcredit programs. It prepares and publishes training material for its partner projects. In addition, it develops manuals and software on accounting, auditing, loan monitoring, etc.
Governance: GT serves on the management board of only one of its partner projects, Grameen Trust, Chiapas in Mexico.
Other: To ensure successful operation of Grameen Bank replication projects, regular monitoring and evaluation of these projects is conducted by Grameen Trust. This entails the collection of monthly project statements, which include vital statistics on number of groups, centers, branches, members, female borrowers, balance of group savings, amount disbursed, amount repaid, etc. In addition, projects are required to send quarterly, semi-annual, and annual reports. Grameen Trust sends evaluation missions to assess the performance of the project and its progress toward increasing outreach, viability, and impact on the poor. The missions also identify the problems the project may be experiencing and assess the need for further technical and financial support.

Membership guidelines

Affiliates must provide financial services to the poorest of the poor, particularly women. They should follow the core elements of Grameen Bank methodology, with modifications if necessary to suit local conditions. They are to fulfill reporting requirements regularly.

Services available to non-affiliates

GT provides training and other assistance on Grameen technology to non-affiliated programs as requested.

Heifer Project International

1015 Louisiana St.
Little Rock, Arkansas 72202
USA
Phone: 1 501 376 6836
Fax: 1 501 376 8906
E-mail: jimd@heifer.org
Internet: http://www.heifer.org

Mission

To work in partnership with others to end hunger and poverty and to care for the earth through the sharing of livestock and knowledge; to keep donors and partners informed about its work and solicit their support.

Network profile

Type of network: Lateral learning network
How affiliates are established: Representative offices become established and then receive affiliate status.

Services provided to affiliates

Funding: Yes.
Technical assistance: There are occasional training events, and projects receive additional support from extension agents.

Membership guidelines

Members must support and practice Heifer Project International's Cornerstone Model for just and sustainable development. They also must submit financial reports.

Services available to non-affiliates

The network provides advice about animal production, marketing, community organizing, and community development.

International Coalition on Women and Credit

8 West 40th Street
10th Floor
New York, NY
USA
Phone: 1 212 768 8513
Fax: 1 212 768 8519
E-mail: intcoalit@aol.com

Mission

To work together to expand the economic access, participation, and power of the world's poor women.

Network profile

Type of network: Advocacy and lateral learning network

Services provided to affiliate

Other: The coalition creates a forum for member organizations to learn from each other and forge linkages with other sectors.

Membership guidelines

Members must provide financial or business development services to low-income women entrepreneurs; participate in one of the working groups; take a leadership course or participate in lateral learning or policy events; share information and best practice with other coalition members; assist in fundraising for the coalition; and pay membership dues.

Mennonite Economic Development Associates (MEDA)

155 Frobisher Drive, Suite I-106
Waterloo, Ontario N2V 2E1
Canada
Phone: 1 519 725 1633
Fax: 1 519 725 9083
Website: http://www.meda.org

Mission

To promote economic growth with equity to the benefit of, and in partnership with, the disadvantaged of low-income countries through a business-oriented approach that results in sustainable businesses.

Network profile

Type of network: Network of affiliated programs and a membership of Mennonite business people
Number of affiliates: 6
How affiliates are established: MEDA's partnering strategy aims to partner with existing organizations. When this is not suitable, MEDA will establish a new facility.

Services provided to affiliates

Funding: Yes.
Technical assistance: Yes.
Governance: Yes.

Membership guidelines

Partners prepare business plans to guide operations and provide detailed annual plans for each fiscal year. Programs and country offices provide separate financial statements (income statement, balance sheet, portfolio report) and bank reconciliations monthly.

Services available to non-affiliates

MEDA provides consulting services.

Microenterprise Policy Institute

Casilla 162
Calle Cobija 401
Santa Cruz
Bolivia
Phone: 591 3 321 551
Fax: 591 3 321 552
E-mail: institute@compuserve.com

Mission

To build the capacity of key decision makers and people of influence in the fields of microenterprise and microfinance to formulate and implement policy that facilitates the human development and economic growth of rural and urban microentrepreneurs and their communities.

Network profile

Type of network: Policy institute that conducts research, training, and advocacy activities

Opportunity International

P.O. Box 3695
Oak Brook, IL 60522-3695
USA
Phone: 1 630 279 9300
Fax: 1 630 279 3107
E-mail: program@opportunity.org
Website: http://www.opportunity.org

Mission

To create jobs, stimulate small business, and strengthen communities among the poor through indigenous microfinance development.

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 57
How affiliates are established: Opportunity International establishes locally managed NGOs through board development.

Services provided to affiliates

Funding: The organization provides private donor and technical donor funds to its implementing partners and in-country fundraising consulting.
Technical assistance: The organization has established a number of technical assistance service centers to assist in the sound development of its partners. These centers include Trust Bank lending, individual lending, management information systems, governance, training, and research.

Membership guidelines

Partners must meet standards in the areas of mission, board governance, evaluation, transformation impact, viability, financial and information systems, personnel policies, and portfolio quality. There are two levels of membership to the network: accredited members and provisional members. Accredited members have passed all requirements and have completed the accreditation process. There is an annual membership fee as well.

Services available to non-affiliates

Opportunity International provides technical assistance consulting in various areas of microenterprise development.

Save the Children

54 Wilton Rd.
Westport, Connecticut 06880
USA
Phone: 1 202 530 4383
Fax: 1 202 637 9362
E-mail: medington@savechildren.org

Mission

To provide access to economic opportunities for low-income women and thereby increase income for the world's poorest families.

Network profile

Type of network: Network of affiliated programs

Save the Children Fund, UK

17 Grove Lane
London, SE5 8RD
United Kingdom
Phone: 44 171 7035400
Fax: 44 171 7937630
E-mail: r.marcus@scfuk.org.uk

Mission

To reduce poverty through financial services and to explore and disseminate ways to ensure that children benefit from microfinance.

Network profile

Area served: South and Central Asia, Vietnam, Mali, and Iraq

The SEEP Network (Small Enterprise Education and Promotion Network)

777 United Nations Plaza
6th Floor
New York, NY 10017
USA
Phone: 1 212 808 0084
Fax: 1 212 682 2949
E-mail: seepny@aol.com

Mission

To advance the practice of microenterprise development on the part of the North American NGO members of the SEEP network and of their field-based partners throughout the South. To engage in research, training, product development, and dissemination on key issues in microfinance and business development services.

Network profile

Type of network: Lateral learning network
Number of affiliates: 44
How affiliates are established: Members of SEEP must be North American NGOs that demonstrate significant engagement in international microenterprise development, seek to engage in best practice learning, and are willing to commit financial and staff resources to the network's programs.

Services provided to affiliates

Funding: SEEP generates grant support for technical assistance activities of the members that can offer models and lessons for the larger community.
Technical assistance: SEEP offers best practice training to the staff of member agencies with field-based programs in collaboration with national- and regional-level networks.
Other: SEEP researches critical issues in microfinance, business development services, and impact assessment, drawing upon the collective experience of its members. SEEP documents this experience in monographs, training manuals, and guides for practitioners.

Membership guidelines

Members pay annual dues and commit to serving on one of SEEP's working groups. As members of the working groups they must offer staff support for research, documentation, and training. SEEP members also commit to reporting annually on their activities.

Services available to non-affiliates

Training activities are available to non-members. Publications and the newsletter are available to non-members.

Stromme Foundation

P.O. Box 414
Kristiansand, 4601
Norway
Phone: 47 381 27500
Fax: 47 380 25710
E-mail: postkrs@online.no

Mission

To promote long-term economic and social development for the poor.

Network profile

Area served: Mali, Uganda, Tanzania, and Bangladesh

The Trickle Up Program

121 W. 27th Street
Suite 504
New York, NY 10001
USA
Phone: 1 212 362 7958
Fax: 1 212 877 7464
E-mail: trickleup@vita.org
Website: http://www.vita.org/trickle/trickle.htm

Mission

To deliver a microenterprise service that provides seed capital of US$100 in the form of conditional grants and business training to low-income people and vulnerable groups such as women-headed households, refugees, and disadvantaged ethnic minorities

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 130
How affiliates are established: Trickle Up identifies already existing NGOs. The microenterprise program builds capacity for microenterprise service delivery among partner agencies.

Services provided to affiliates

Funding: Yes.
Technical assistance: Yes.

Membership guidelines

Partner agencies are required to utilize Trickle Up's methodology for business orientation, and disburse conditional seed capital to low-income families or groups of three. Trickle Up beneficiaries must agree to these conditions: 250 hours of work per person and saving 20 percent of their profit. Beneficiaries must be among the poorest in their community. Trickle Up partners are required to provide data on entrepreneurs after three months, one year, and five years. In some cases, business data is gathered after two to three years. There is no membership fee.

Winrock International

1611 N. Kent Street
#600
Arlington, VA 22209
USA
Phone: 1 703 525 9430
Fax: 1 703 525 1744
E-mail: vsw@winrock.org
Website: http://www.winrock.org

Mission

To provide technical assistance, training, and institution building in microenterprise and microfinance as well as other services.

Network profile

Type of network: Institution building, NGO strengthening organization
How affiliates are established: The network identifies existing NGOs and establishes new ones.

Services provided to affiliates

Funding: Sometimes Winrock contributes to supporting NGOs in Africa.
Technical assistance: The network provides management, financial leadership, and extension training.
Other: Additional activities include the training of trainers, electronic learning networks, and renewable energy education.

Membership guidelines

Members are not financial institutions but are able to provide leadership and management support. Reporting is required, and a membership fee is customary.

Services available to non-affiliates

There is funding for small enterprise development. Training is available in technology transfer and electronic communications.

Women's Opportunity Fund

360 W. Butterfield Rd.
Suite 110
Elmhurst, IL 60126
USA
Phone: 1 630 279 9300
Fax: 1 630 279 3107
E-mail: cstickney@opportunity.org

Mission

To provide technical assistance and training services to Trust Bank programs, a form of group lending targeting the poorest of the economically active poor, especially women.

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 21
How affiliates are established: Works with members of the Opportunity International network who are implementing or wish to implement Trust Bank programs.

Services provided to affiliates

Funding: The fund provides assistance in raising funds from government sources, foundations, and private individuals.
Technical assistance: The fund provides documentation and dissemination of best practices, coordination of exchange visits, facilitation of training seminars and workshops, and program assessment visits.

Membership guidelines

Programs must be members of the Opportunity International Network and must be implementing the Trust Bank program.

Services available to non-affiliates

The fund shares its publications (i.e., Trust Bank manual and Gender Policy Toolkit).

World Council of Credit Unions (WOCCU)

805 15th Street, NW
Suite 300
Washington, DC 20005
USA
Phone: 1 202 682 5990
Fax: 1 202 682 9054
Website: http://www.woccu.org

Mission

To assist members to organize, expand, improve, and integrate credit unions and related institutions as effective instruments for the economic and social development of people throughout the world.

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 36,244

Services provided to affiliates

Technical assistance: WOCCU works on the safety and soundness of credit unions, emphasizing strict financial disciplines, savings mobilization, and ensuring safe deposits. It provides training to credit union management. It also works with credit unions so that they can offer competitive market rates of interest on savings and credit products and services, and in particular, microfinance intermediation services.
Other: When a WOCCU project is either starting or strengthening a national credit union movement, regulatory advocacy is an integral part of the work because there must be a legal framework recognizing credit unions as formal financial institutions and authorizing them to collect savings. In addition there is advocacy work conducted to ensure proper external supervision of credit unions.

Membership guidelines

The WOCCU "pyramid" works as follows: a) individual credit unions either pay dues or have a fee-for-service relationship with their national federation/association; b) the national federation/association either pays dues to a regional confederation of credit unions (Africa, Asia, Latin America), which in turn pays membership dues to WOCCU, or the national federation pays dues as a direct member to WOCCU (e.g., Korea, Poland); c) WOCCU also has associate (cooperative organization) members. There are no specific reporting requirements unless WOCCU is involved in a project with a particular country. All members must adhere to the International Credit Union Operating Principles, including open and voluntary membership, democratic control, building financial stability, social responsibility and on-going education.

Services available to non-affiliates

On occasion WOCCU conducts technical assistance in non-WOCCU affiliated countries or to non-member credit unions.

World Relief

P.O. Box WRC
Wheaton, IL 60189
USA
Phone: 1 630 665 0235
Fax: 1 630 665 4473
E-mail: worldrelief@xc.org

Mission

To develop sustainable microenterprise development programs in selected countries.

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 6
How affiliates are established: In most cases World Relief establishes new NGOs, but it also works with existing NGOs.

Services provided to affiliates

Funding: World Relief provides partial funding for operational subsidies and loan fund capital.
Technical assistance: World Relief provides technical assistance directly with in-house staff and funds other technical assistance opportunities.
Governance: Three affiliates are World Relief field offices that are directly accountable to headquarters. For two others, World Relief has representation on the Boards of Directors.

Membership guidelines

All affiliates use the community bank methodology. Affiliates have cooperative agreements with World Relief outlining general funding levels, reporting requirements, and legal obligations.

Services available to non-affiliates

World Relief occasionally provides small amounts of training to a few programs.

World Vision

220 I Street, NE
Suite 270
Washington, D.C. 20002
USA
Phone: 1 202 547 3743
E-mail: ctenney@worldvision.org
Website: http://www.worldvision.org

Mission

To facilitate and optimize the distribution of technical knowledge and financial support among members in a way that maximizes program impact.

Network profile

Type of network: Network of affiliated programs
Number of affiliates: 15
How affiliates are established: New microfinance NGOs usually grow out of a prior World Vision run program.

Services provided to affiliates

Funding: Start-up grants from private sources are provided. The organization helps identify and secure public sector grants. It plans to provide and intermediate loans as well.
Technical assistance: The organization is a loose network of microcredit specialists that provides periodic training workshops and exchange programs and serves as an information network
Governance: Network affiliates occasionally participate in governance.

Membership guidelines

Membership criteria is currently in development.

Agency for Cooperation and Research in Development (ACORD)

Dean Bradley House
52 Horseferry Road
London, SW1P 2AF
United Kingdom
Phone: 44 171 227 8600
Fax: 44 171 799 1868
E-mail: acord@gn.apc.org

Mission

To work toward a world in which all human beings have equal opportunities. To reduce poverty. To help very poor people in Africa to win their basic rights, to maintain and improve their way of life, and to cope in situations of unrest.

Network profile

Area served: Africa
Type of network: Network of affiliated programs
Number of affiliates: 5
How affiliates are established: ACORD directly employs 700+ field staff in Africa. Credit programs encompass a number of institutional forms in relation to local groups/NGOs. All are unified under the theme of creating financially and institutionally sustainable organizations.

Services provided to affiliates

Funding: ACORD provides a range of grants and loan funding to its affiliates.
Technical assistance: Training is provided in terms of financial systems, monitoring and evaluation, fundraising, program design, planning, policy research, and analysis.
Governance: ACORD has a range of governance relationships with its different affiliates.

Membership guidelines

Programs must focus on the poorest clients and local capacity building is essential. ACORD takes a levy of 13 percent of the funding it supplies to affiliates in exchange for the administrative and technical support it offers the affiliates. Programs must report on financial and impact indicators.

Bees Trust

P.O. Box 2284
Houghton, 2041
South Africa
Phone: 27 11 447 6170 or 27 11 447 6150
Fax: 27 11 447 6160
E-mail: bcg_bees@iafrica.com

Mission

To provide technical assistance, capacity building, and operations management for microcredit practitioners.

Network profile

Area served: Eastern and southern Africa
Type of network: Technical assistance provider
How affiliates are established: Bees Trust collaborates with existing organizations.

Services provided to affiliates

Funding: Yes.
Technical assistance: Yes.

Services available to non-affiliates

Services are available to non-affiliates.

Centre International de Développement et de Recherche (CIDR)

17 Rue de l'Hermitage
Autreches, 60350
France
Phone: 33 3 44 427140
Fax: 33 3 44 429452
E-mail: cidr@compuserve.com

Mission

To set up decentralized networks of self-managed credit and savings banks.

Network profile

Area served: Burkina Faso, Cameroon, Madagascar, Mali, and Sao Tome
Type of network: Network of affiliated programs
How affiliates are established: CIDR establishes community banks and then facilitates their linkages with existing NGOs.

Services provided to affiliates

Funding: CIDR channels funds from donor agencies to its affiliates for start-up capital.
Technical assistance: Technical assistance is given to affiliates by CIDR staff.
Governance: CIDR sits on the boards of affiliates only in some cases, for example, when a solidarity lending system is being established.

Membership guidelines

Members must use the specific methodology and administer credit according to the training and procedure manuals developed by CIDR. They must receive training by CIDR and regularly submit activity reports.

Services available to non-affiliates

Training and technical advice are available. CIDR facilitates exchanges of experience with non-members through Reseau de Institutions d'Epargne et du Credit d'Afrique (RIECA).

Consortium Alafia

01 BP 518
Cotonou
Benin
Phone: 229 303673 or 229 303945
Fax: 229 303483
E-mail: crsbx@bow.intnet.bj

Mission

To encourage microfinance in West Africa.

Network profile

Area served: West Africa
Type of network: Lateral learning network
Number of affiliates: 48
How affiliates are established: They contract pre-established NGOs.

Services provided to affiliates

Funding: The organization promotes access to microfinance funding.
Technical assistance: It provides members with necessary tools to carry out audits, evaluations, and training.
Governance: Yes.
Other: The organization serves as a mediator on political, social, and financial issues between members, the government, and financial partners. It promotes the sharing of knowledge.

Membership guidelines

Affiliates must pay a one-time fee of US$60; pay dues; must be officially recognized; have been active for one year; and be directly or indirectly involved in microfinance.

Services available to non-affiliates

The organization offers training and provides various consultations.

Microfin - Afric

BP 5946
Dakar
Senegal
Phone: 221 8247153
Fax: 221 8254278
E-mail: fdea@telecom.plus.sn

Mission

To promote African microlending organizations, to lobby and advocate for best practices in terms of credit and savings, and to inform and train its members.

Network profile

Area served: Africa
Type of network: Network of affiliated programs
Number of affiliates: 40
How affiliates are established: Microfin - Afric identifies existing NGOs with some experience in microcredit, savings, and microenterprise.

Services provided to affiliates

Technical assistance: Yes.
Other: The network provides information, and does advocacy and lobbying.

Membership guidelines

Members must pay a fee, provide regular information on their activities and programs, participate in training programs, and lobby their governments.

Organisation for Women and Children in Development (OWACID)

No. 3 Igbo Eze St.
Independence Layout
Enugu, Enugu State
Nigeria
Phone: 234 42 452008
Fax: 234 42 457758

Mission

To work toward the development and employment of women through functional education and training that is oriented toward effective resource management and control.

Network profile

Area served: West Africa
Number of affiliates: 5
How affiliates are established: The organization works with existing NGOs.

Services provided to affiliates

Technical assistance: Staff are sent to help affiliates who are just beginning. Training is given when needed.
Other: OWACID staff participate in their affiliates' workshops and seminars and encourage affiliates to advocate for and support poverty alleviation programs. They also compare notes on the successes and failures in their programs.

Membership guidelines

Affiliates must meet once every two months to plan strategies for loan recovery methods and expansion.

PRIDE Africa

P.O. Box 39320
Nairobi
Kenya
Phone: 254 2 749 511
Fax: 254 2 745 363
E-mail: pride@africaonline.co.ke

Mission

To provide financial and information services to micro- and small enterprises to increase incomes, create employment, and stimulate business growth across Africa.

Network profile

Area served: East and central Africa
Type of network: Network of affiliated programs and a training institute (REDI)
Number of affiliates: 3
How affiliates are established: PRIDE establishes new NGOs in collaboration with the government and a donor agency.

Services provided to affiliates

Funding: PRIDE provides funds raised from donors.
Technical assistance: PRIDE provides training in management information systems, finance, program development, monitoring, and evaluation
Governance: PRIDE Africa is represented on the boards of each country program.

Membership guidelines

Programs must conform to the PRIDE model, though allowance is made for country-specific adjustments with approval from PRIDE Africa.

Services available to non-affiliates

Non-partner programs are welcome to attend trainings at PRIDE's Regional Enterprise Training Center (REDI).

Socodevi

1245 Chemin Ste-Foy
Bureau 2300
Quebec, Quebec G1S 4P2
Canada
Phone: 1 418 683 7225,
Fax: 1 418 683 5229,
E-mail: a.plouffe@socodevi.org

Mission

To reinforce cooperatives and mutual assistance funds by transferring practical knowledge and resources.

Network profile

Area served: West Africa
Type of network: A network of mutual assistance funds linked to an international NGO that supports them.
Number of affiliates: 8
How affiliates are established: The organization establishes new mutual assistance funds.

Services provided to affiliates

Funding: Seed capital is provided.
Technical assistance: Long-term and short-term technical assistance is available.

Membership guidelines

The organization has special reporting requirements.

The Banking with the Poor Network (BWTP)

c/o Foundation for Development Cooperation
P.O. Box 10455, Adelaide Street
Brisbane, QLD 4000
Australia
Phone: 61 7 3236 4633
Fax: 61 7 3236 4696
E-mail: fdc@ozemail.com.au
Website: http://www.ozemail.com.au/~fdc

Mission

To improve the quality of life of poor people by promoting and facilitating their access to credit, savings instruments, and other financial services through linkages between financial sector institutions (such as commercial banks), NGOs, and self-help groups.

Network profile

Area served: Asia
Type of network: Advocacy coalition and lateral learning network
Number of affiliates: 33
How affiliates are established: The Network has a membership committee that identifies and asesses candidates for membership. The Network wishes to maintain a balance among membership from institutions with national policy responsibility in the area of microfinance, commercial banks, NGOs, and support organizations. Candidates for membership must fall into one of these categories and demonstrate a commitment to the philosophy of the network.

Services provided to affiliates

Other: Research, advocacy, policy dialogue, awareness building, and information-sharing are provided through seminars, workshops, and other means.

Membership guidelines

Members are expected to 1) work consistently toward achieving the Network's objectives; 2) participate in the Network's conference; 3) pay their annual fees at rates approved by the Annual General Meeting (currently US$100 per year); and 4) provide regular data reports on their microfinance activities and other information as requested by the Network.

Services available to non-affiliates

Non-member institutions have participated in workshops and other Network activities. Publications of the Network are disseminated widely.

Cashpor Inc.

c/o NWFT
corner of 102 San Sebastion and Verbena Streets
Bacolod City, Negros Occidental
Philippines
Phone: 63 34 433 0228
Fax: 63 34 433 0228
E-mail: pdnwft@mail.bsure.com.ph

Mission

To reduce poverty and to emancipate poor women throughout Asia.

Network profile

Area served: Asia and the Pacific
Type of network: Network of affiliated programs
Number of affiliates: 25
How affiliates are established: Affiliates are established by invitation of the Board of Trustees.

Services provided to affiliates

Funding: Cashpor provides funds as a wholesaler.
Technical assistance: Cashpor conducts monitoring and evaluation, surprise audits, and technical assistance visits. The organization also disseminates information.

Membership guidelines

Programs must be implementing the Grameen Bank methodology, pay a US$200 yearly fee, and submit quarterly progress updates and annual audited financial statements.

Cashpor Technical Services

6, Lorong Permata 4/1
Taman Permata (Lobak)
Seremban, 70200
Malaysia
Phone: 60 6 764 5116
Fax: 60 6 764 2307
E-mail: gibbons@pc.jaring.my

Mission

To reduce poverty and emancipate poor women throughout Asia in a financially sustainable way.

Network profile

Area served: Asia and the Pacific
Type of network: Training institution
Number of affiliates: 17
How affiliates are established: Affiliates include Cashpor member institutions that are able to meet monitoring requirements and new NGOs started by Cashpor Technical Services.

Services provided to affiliates

Funding: Cashpor provides funds as a wholesaler.
Technical assistance: Cashpor carries out monitoring and evaluation, surprise audits, and technical assistance visits. The organization also disseminates information.

Membership guidelines

Members must provide quarterly work progress updates, use Grameen Bank methodology, and provide annual audited financial statements.

The Foundation for Development Cooperation

P.O. Box 10453, Adelaide Street
Brisbane, QLD 4000
Australia
Phone: 61 7 3236 4633
Fax: 61 7 3236 4696
E-mail: fdc@ozemail.com.au
Website: http://www.ozemail.com.au/~fdc

Mission

To strengthen international cooperation and development, especially in the Asia-Pacific Region, through policy research. Most current work is in the field of microfinance.

Network profile

Area served: Asia and the Pacific
Type of network: Training and research institution
How affiliates are established: The foundation does not have affiliates, but it has close relationships with a wide range of institutions involved in microfinance, both through the Banking with the Poor Network and through its other research, advocacy, and training activities.

Services provided to affiliates

Technical assistance: Yes.
Other: The organization conducts research and advocacy work.

Services available to non-affiliates

Non-member institutions have participated in workshops and other network activities. Publications of the network are disseminated widely.

UNDP UNOPS Pacific Regional Equitable and Sustainable Human Development Program (ESHDP)

UNDP Private Mail Bag
Suva
Fiji
Phone: 679 300 399, 679 314 155
Fax: 679 301 976
E-mail: eshdp@undp.org.fj
Website: http://www.undp.org.fj

Mission

To develop the institutional capability of microfinance practitioners (government and non-governmental organizations) in delivering microcredit services to poor people and disadvantaged groups. To provide technical service upon the request of governments and NGOs.

Network profile

Area served: South Pacific
Type of network: Technical assistance provider
Number of affiliates: 6
How affiliates are established: Most affiliates are collaborative programs with governments. In some cases ESHDP works with existing NGOs.

Services provided to affiliates

Funding: Seed capital is provided.
Technical assistance: There is training, backstopping support, monitoring, and evaluation.
Other: Additional activities include information sharing and establishing linkages with other support organizations.

Membership guidelines

No particular methodology is necessary, as ESHDP is trying to test microcredit schemes to suit the conditions in the Pacific.

Services available to non-affiliates

Evaluation and training are offered to non-members. Information sharing takes place among non-members.

Microfinance Centre for Central and Eastern Europe and the Newly Independent States

Wspolna 73 M.3
Warsaw, 00-687
Poland
Phone: 48 22 621 6034
Fax: 48 22 622 2621
E-mail: microfinance@zigzag.pl

Mission

To support existing and future microfinance institutions in the region in their efforts to alleviate poverty, create employment, and privatize the economy through the development of microenterprises and self-employment.

Network profile

Area served: Central and Eastern Europe and the NIS
Type of network: Network of affiliated programs
Number of affiliates: 27
How affiliates are established: The Centre identifies existing NGOs and supports those that are being established.

Services provided to affiliates

Technical assistance: The Centre offers training and consulting, and facilitates exchange visits.
Other: The Centre conducts research and advocacy/policy work.

Membership guidelines

Members should work to alleviate poverty, generate employment, and move toward achieving progressive operational and financial sustainability. Members pay a fee of US$250. Reporting requirements will be developed.

Services available to non-affiliates

The Centre offers training and consulting, facilitates exchange visits, and conducts research and advocacy/policy work for the benefit of nonmembers.

FINCA Central American Technical Assistance Hub

Bulevar Vista Hermosa, Edificio Maria del Alma
25-80 Zona 15
Guatemala City
Guatemala
Phone: 502 3 693 607
Fax: 502 3 693 604
E-mail: finca-hub@starnet.net.gt

Mission

The Hub offers FINCA affiliates three main services: training in financial management and village banking methodology; auditing and oversight; and troubleshooting. Using the combined experience of FINCA's oldest affiliates, the hub is developing best practice models in all areas of village banking: outreach, savings, interest rates, and growth.

Network profile

Area served: Central and South America and the Caribbean
Type of network: Technical assistance and training center
Number of affiliates: 7
How affiliates are established: FINCA International members are established affiliates, and the Hub assists FINCA International in preparing proposals to establish new affiliates in the Latin American region and in facilitating the start-up of new affiliates.

Services provided to affiliates

Funding: The Hub helps affiliates obtain loans from local commercial banks, secured by FINCA International's loan guarantee fund.
Technical assistance: The Hub develops program management tools and provides customized technical assistance. It assists affiliates in solidifying their operational and financial structures at each stage of growth. Key services include providing support for management information systems; staffing; facilitating affiliate cross-training; monitoring and managing services for the network including coordination of all financial and program reporting; and auditing and regulating to ensure safety and soundness.
Governance: Hub representatives are frequently invited to attend board meetings of FINCA affiliates.

Membership guidelines

Affiliates pay a 1 percent affiliation fee on each loan disbursed. Affiliates are trained by the Hub and are expected to follow the village banking methodology developed by FINCA as well as submit monthly reports on financial and program statistics.

Katalysis North/South Development Partnership

1331 N. Commerce Street
Stockton, CA 95202
USA
Phone: 1 209 943 6165
Fax: 1 209 943 7046
E-mail: katalysis2@aol.com

Mission

To help build the capacity of local partners and advance the growth and sustainability of their microcredit services.

Network profile

Area served: Central and South America
Type of network: Network of affiliated programs
Number of affiliates: 6
How affiliates are established: Katalysis works in partnership with existing local microcredit providers (NGOs) that demostrate common development goals, strategies for sustainability, adherence to industry standards, and the ability to contribute to a southern-based lateral learning environment.

Services provided to affiliates

Funding: Katalysis provides resource mobilization through joint proposals to private and public institutions, access to credit funds, and access to innovative and commercial sources of funding.
Technical assistance: Katalysis provides a comprehensive package of capacity-building activities (including program development, management information systems, financial and managerial training, reporting, board development, human resource management, and impact analysis) through a regional field office and a Katalysis technical assistance team.
Governance: Directors of affiliates sit on the Board of Katalysis and serve on each other's boards. Katalysis does not directly govern any of its affiliates.
Other: Katalysis creates lateral learning structures to advance institutional capacity and sustainability through South/South mentoring, joint training, and partnership exchanges and consultancies.

Membership guidelines

Local NGOs must have microcredit and women's community banking as a focus; serve at least 2,000 clients; commit to achieving sustainability within five to seven years; demonstrate commitment to working with low-income populations, specially women; have the capacity to meet reporting requirements; and have an interest in promoting the Partnership model. Strict reporting requirements and portfolio management are required with quarterly and monthly financial and performance statements. Katalysis does not charge a membership fee, however, partners engage in cost-sharing and are committed to a schedule of fees for credit funds raised through Katalysis. All parters sign a Memorandum of Understanding.

Services available to non-affiliates

Headquarters and the Regional Field Office are capable of offering services to non-partner NGOs in the areas of program methodology, resource mobilization, and capacity building.

People - Tech Solutions

5015 Battery Lane
Bethesda, MD 20814
USA
Phone: 1 301 654 5455
Fax: 1 301 654 5155
E-mail: peopltec@aol.com

Mission

To provide training and capacity building and to strengthen institutions.

Network profile

Area served: Latin America
Type of network: Training institution

Services provided to affiliates

Technical assistance: Yes.

Services available to non-affiliates

Services are offered to non-affiliates.

Near East Foundation (NEF) - Eastern Mediterranean Regional Network

93 Kasr El Aini
El Shams Building, Apt. 7
Cairo
Egypt
Phone: 20 2 354 073 or 20 2 354 461
Fax: 20 2 354 8686
E-mail: nef-eg@nearest.org
Website: http://www.neareast.org

Mission

To promote sustainable development in a participatory context, assuring equitable access to and efficient use of resources, enhancing human resource capabilities, and stimulating the improvement of service delivery systems within the context of host country interests and priorities.

Network profile

Area served: Eastern Mediterranean Region
Type of network: Network of affiliated programs
Number of affiliates: 7
How affiliates are established: NEF works with existing NGOs in all its programs.

Services provided to affiliates

Funding: The Near East Foundation supplies initial seed funds.
Technical assistance: The organization provides credit management, loan processing, and on-the-job training to a variety of NEF and non-NEF sponsored programs

Membership guidelines

NEF network members use a community-managed credit fund methodology with local variations. During initial phases, NEF conducts regular reviews of their accounts and, later, conducts periodic reviews.

Services available to non-affiliates

NEF provides assistance to organizations in choosing locations for credit funds, often through the design and delivery of Participatory Rapid Appraisal. Credit/business training, advanced administration support, record-keeping training, follow-up, and evaluation support are also available.

NEF provides credit-related training to all levels of staff for organizations that run or are establishing credit programs. Training is available in topics such as credit policies, process and procedure; information systems; and bookeeping.

Association for Enterprise Opportunity (AEO)

70 East Lake Street
Suite 1120
Chicago, IL 60601
USA
Phone: 1 312 357 0177
Fax: 1 312 357 0180
E-mail: aeochicago@aol.com
Website: http://www.wwa.com/~aeo

Mission

To promote microenterprise development; to provide members with a forum, information, and a voice to promote enterprise opportunity for people and communities with limited access to economic resources.

Network profile

Area served: North America
Type of network: Association of organizations committed to microenterprise development
Number of affiliates: 500+
How affiliates are established: Membership is open to organizations in North America that are committed to microenterprise development.

Services provided to affiliates

Technical assistance: Training is offered at annual conferences and through regional and state training.
Other: AEO conducts policy and advocacy activities, engages in strategic alliances that benefit members locally, and disseminates information to members.

Membership guidelines

The membership fee is US$150 per annum. Membership is open to all those committed to microenterprise.

Services available to non-affiliates

Training is available on a variety of topics. Advice and counsel are also provided.

Palli Karma-Sahayak Foundation (PKSF)

House No. 31/A, Road No. 8
Dhanmondi Residential Area
Dhaka, 1205
Bangladesh
Phone: 880 2 912 6243
Fax: 880 2 912 6244
E-mail: pksf@citechco.net

Mission

To provide funds through NGOs for microcredit for income generation and employment opportunities for landless and assetless people to contribute to their socio-economic development.

Network profile

Area served: Bangladesh
Type of network: Apex funding organization of NGOs for microcredit programs.
Number of affiliates: 152
How affiliates are established: PKSF only supports existing microcredit programs.

Services provided to affiliates

Funding: PKSF provides funds in the form of low interest (3 to 5 percent per year) loans to microcredit programs. They also provide interest-free loans for institutional development (i.e., computers, motorcycles, or bicycles for field staff).
Technical assistance: Training and guidelines on accounting and management information services are available.

Membership guidelines

PKSF has guidelines that programs must meet in order to qualify for funds. Microcredit programs receiving funding from PKSF must send operational and accounting reports to PKSF monthly.

Services available to non-affiliates

PKSF provides guidance to those interested in establishing similar foundations both in Bangladesh and in other countries.

Finrural

Macario Pinilla 291
La Paz
Bolivia
Phone: 591 2 432 667
Fax: 591 2 322 656
E-mail: finrural@caoba.entelnet.bo

Mission

To help strengthen affiliates and develop the rural financial market of Bolivia.

Network profile

Area served: Bolivia
Type of network: Network of affiliated programs
Number of affiliates: 6
How affiliates are established: Finrural works with already existing NGOs.

Services provided to affiliates

Technical assistance: Finrural serves as a risk center where affiliates can exchange information about defaulting clients, and as a resource for additional information and documents. The network also provides training in human resources.
Other: Finrural provides public representation and develops programs such as the Promotion of Rural Savings and Expansion of Credit Services.

Membership guidelines

Affiliates participate on the Board of Directors and in the assembly, pay a membership fee, and report on their portfolios for the financing of the risk center.

International Rescue Commitee (IRC), Bosnia and Hercegovina

Trg Oslobedenja 1/III
Sarajevo, 71.000
Bosnia and Hercegovina
Phone: 387 71 440 030 or 387 71 472 541
Fax: 387 71 444 236 or 387 71 656 863
E-mail: jillann.richardson@irc-bh.tel.hr
Website: http://www.intrescom.org

Mission

To assist the economically vulnerable people of Bosnia and Hercegovina in the development of community economic revitalization projects.

Network profile

Area served: Bosnia and Hercegovina
Type of network: Network of affiliated programs
Number of affiliates: 4
How affiliates are established: The organization identifies local NGOs as well as establishes new ones.

Services provided to affiliates

Funding: The organization provides funds for both loan portfolio and operating costs, the latter diminishing over time.
Technical assistance: The organization offers assistance in microcredit institution development and microcredit management and reporting.
Other: The organization connects programs to local networks and other IRC networks.

Membership guidelines

There is no standardized methodology yet, as IRC is still developing appropriate models for working with refugee populations. Monthly portfolio reports, semi-annual balance sheets, and annual income statements are required to be submitted. IRC reserves the right to audit the affiliate organizations.

Services available to non-affiliates

IRC invites non-affiliates working in Bosnia and Hercegovina to participate in the technical training sessions that it gives its affiliates. IRC is trying to gather funding and support for network building and promoting microcredit in the region.

Federacão Nacional de Apoio aos Pequenos Empreendimentos (FENAPE) / CEAPE Network

SHIS Q1 07 Bloco B, salas 203/204
Bairro Lago Sul
Brasília, Distrito Federal 71615-570
Brazil
Phone: 55 61 248 7132
Fax: 55 61 248 5513
E-mail: alcambro@bsb.nutecnet.com.br
Website: http://www.ibase.org.br/~fenape/

Mission

To improve the quality of life and the standard of living for small business proprietors through mass access to supervised credit nationwide. To promote the network's technical and organizational development.

Network profile

Area served: Brazil
Type of network: Network of affiliated programs
Number of affiliates: 13
How affiliates are established: New NGOs are established. Demand is identified, a business plan is created, staff are trained, and technical assistance is provided in developing credit methodology, financial matters, computer systems, and organizational development.

Services provided to affiliates

Funding: Funds are mobilized by presenting projects to multilateral and bilateral development organizations.
Technical assistance: The network promotes workshops, conducts monitoring and consulting visits, creates publications, and undertakes other activities related to technical assistance.
Governance: The chairmen of the affiliates sit on the network's Board. Meetings are promoted, called work groups, where CEAPE managers discuss the political strategy of the network.

Membership guidelines

Members must follow credit-oriented methodology, carry out the social statute from FENAPE and resolutions that are established at major meetings, contribute financially to support FENAPE's activities, pay their dues, contribute intellectually to the organization, bring together communities, study the social and economic impact of their programs on clients, share their experiences in publications, and collaborate with studies and research about informal economics.

Services available to non-affiliates

The services available to non-affiliates are the same as those for members.

Agora Consult

9 Box 583
Ouagadougou
Burkina Faso
Phone: 226 361 859
Fax: 226 314 043 or 226 311 227
E-mail: contact@icenatrin.bf

Mission

To promote institutional development and to provide appropriate technology input in projects.

Network profile

Area served: Burkina Faso
Type of network: Training institution
Number of affiliates: 3
How affiliates are established: Agora Consult works with existing NGOs.

Services provided to affiliates

Technical assistance: Appropriate technology is used to solve technical problems.

Membership guidelines

Members must share their expertise and experience with the other members twice a year.

Services available to non-affiliates

The services available to non-affiliates are the same as those for members.

National Microcredit Network of Congo (RNMC)

Av. du Plateau No. 575, Commune de la Gombe
BP 11.772
Kinshasa, Kinshasa I
Democratic Republic of Congo
Phone: 243 12 23 495
Fax: 1 212 376 9270 (USA)

Mission

To help practitioners in reaching a large number of poor people and to reinforce their intervention ability.

Network profile

Area served: Democratic Republic of Congo
Type of network: Network of affiliated programs
Number of affiliates: 34
How affiliates are established: Existing NGOs that practice microcredit are identified, and the organization encourages the creation of new NGOs in places where there are no existing NGOs.

Services provided to affiliates

Funding: They search for funding for affiliated members.
Technical assistance: Training and assistance in the implementation of management tools are offered. The network facilitates exchanges of experience and has created a database.
Governance: Network members are members of the General Meeting Board.
Other: The network is studying the impact of microcredit in the country and disseminates information about the global Microcredit Summit Campaign.

Membership guidelines

Members must be microcredit practitioners or training organizations, offer financial services to the poorest, fill out a membership form, and pay a fee of US$15.

Services available to non-affiliates

Training and assistance in the implementation of management tools are offered.

Microenterprise Innovation Project

73 Avenida Sur #221
Colonia Escalon
San Salvador
El Salvador
Phone: 503 279 3345
Fax: 503 245 1885
E-mail: rcruz@crs.netcomsa.com
Website: http://www.netcomsa.com/mip

Mission

To improve services to clients participating in projects in El Salvador through research, training, coordination, and information-sharing activities.

Network profile

Area served: El Salvador
Type of network: Lateral learning network
Number of affiliates: 8
How affiliates are established: The organization enrolls existing NGOs.

Services provided to affiliates

Funding: Yes.
Technical assistance: Yes.

Membership guidelines

Members must offer assistance to the Board of Directors, make counterpart contributions, and provide portfolio performance reports.

Actionaid India

3 Rest House Road
P.B. 5406
Bangalore, 546 001
India
Phone: 91 8 558 6682 or 91 8 558 6583
Fax: 91 8 558 6284
E-mail: paul@actionaidindia.org
Website: http://www.actionaidindia.org

Mission

To facilitate the empowerment of the poor in the process of social development.

Network profile

Area served: India
Type of network: Network of affiliated programs
Number of affiliates: 63
How affiliates are established: Actionaid works mainly with existing NGOs. NGOs are sometimes established as satellite companies.

Services provided to affiliates

Funding: Funds are provided to long-term (10 year) affiliates through NGOs and community development organizations working in areas of integrated rural development including microcredit, enterprise, and disability. Other funds are provided for short-term innovative projects, research, and advocacy.
Technical assistance: Specialized training is provided to key players including government and NGO personnel and other country programs. Topics include policy and advocacy work, various aspects of rural development, savings and credit, livelihood systems, natural resource management, health, and education.
Governance: Actionaid sits on the boards of the affiliates by special invitation. It may sit on the boards of satellite companies.
Other: Actionaid India takes part in these activities: dissemination of information; conducting workshops, training, and seminars; collaborative partnerships; coalition building; media advocacy; development lectures; institution building; and resource mobilization.

Membership guidelines

Actionaid India's mission and values must be reflected by affiliates both in principle and practice. Affiliates must work in priority areas identified by a set methodology, must work in the areas of rural development and/or with disabled people, and must report according to established requirements.

Services available to non-affiliates

Actionaid provides short-term funding for innovative projects, research, and advocacy, thereby establishing temporary affiliations. Specialized training to government and NGO personnel is available. Other activities include the dissemination of information and spearheading the India Collective for Micro-Finance (ICMF), a network that is soon to be registered.

Credit Union Promotion Committee (CUPCI)

8/1 Sunderamurthy Road
Coxtown, Bangalore 560005
India
Phone: 91 80 551 3439
Fax: 91 80 563 4450

Mission

To promote, develop, and facilitate networking among formal and non-formal credit unions and community-based financial organizations.

Network profile

Area served: India
Type of network: Network of affiliated programs
Number of affiliates: 73
How affiliates are established: At first, CUPCI only provided support to existing NGOs. Now, in underserved areas, new and specialized NGOs are promoted and strengthened.

Services provided to affiliates

Funding: CUPCI provides funds for capacity building.
Technical assistance: Training of trainers and designing products and systems are available.
Other: CUPCI helps establish linkages between partner organizations and financial institutions.

Membership guidelines

There is an annual membership fee, and partners agree to share costs. There are standards to maintain and periodic reports requested.

Services available to non-affiliates

Training of trainers is provided as well as invitations to participate in workshops and seminars.

Friends of Women's World Banking (FWWB), India

G7 Sakar Building 1
Near Gandhigram Station, Ashram Road
Ahmedabad, 380 009
India
Phone: 91 79 658 0119 or 91 79 658 4199
Fax: 91 79 658 0119
E-mail: fwwbind@ad1.vsnl.net.in

Mission

To extend and expand informal credit supports and networks within India and to link them to a global movement.

Network profile

Area served: India
Type of network: Lateral learning network.
Number of affiliates: 78
How affiliates are established: FWWB is an informal network of NGOs that are already providing credit support and other services to poor women.

Services provided to affiliates

Funding: FWWB provides revolving loan fund support to NGOs that extend credit to poor women.
Technical assistance: Training to build the capacity of the women's groups and the NGOs to manage their financial services is available.
Other: FWWB facilitates the linkage between NGOs and formal financial institutions so that the NGOs can access larger funds for lending. FWWB also facilitates policy level dialogue.

Membership guidelines

The network is open to all NGOs working with women in poor households that are willing to share their experience with others.

Services available to non-affiliates

Training on the development of credit delivery mechanisms and savings mobilization is provided to non-members for a fee.

National Bank for Agriculture and Rural Development (NABARD)

Garment House
Dr. A. B. Road, Worli
Mumbai, 400 018
India
Phone: 91 22 494 1938
Fax: 91 22 496 4256
E-mail: nab.idd.@x400.nicgw.nic.in

Mission

To promote various credit delivery innovations both as supplementary and alternative systems to reach the unreached, underserved, rural poor, especially women.

Network profile

Area served: India
Type of network: A national level apex bank having credit, developmental, and regulatory functions in the area of agricultural and rural development in India
Number of affiliates: 340
How affiliates are established: NABARD promotes linkages between banks and self-help groups and also provides various kinds of revolving fund assistance to banks and already established NGOs.

Services provided to affiliates

Funding: NABARD provides revolving fund assistance to NGOs, refinance facilities to banks for on-lending to self-help groups and NGOs, and selective grant assistance to NGOs for capacity building and promotional work.
Technical assistance: NABARD conducts orientation meetings; exposure programs and workshops; monitoring and evaluation studies; and dialogues with banks, NGOs and governments about bank policy initiatives and refinements.
Governance: NABARD has representation on the governing board of select NGOs when a certain fund is used.
Other: NABARD monitors and reviews programs and supports innovative credit delivery mechanisms.

Membership guidelines

NGOs must satisfy the minimum criteria of having a nonprofit motive; being nonpolitical; and serving the rural poor, especially women, and resource-poor regions. No membership fees are collected. Clients must report on the progress of their programs quarterly.

Services available to non-affiliates

NABARD carries out a variety of promotional programs that include teaching appropriate technology skills to rural youth, giving microenterprise training to women, organizing master craftsmen to impart their skills to small groups of rural people, linking microentrepreneurs to the market, etc.

Professional Assistance for Development Action (PRADAN)

No. 3 Community Shopping Centre
Niti Bagh
New Delhi, 110 049
India
Phone: 91 651 4682
Fax: 91 651 8619

Mission

To promote women's self-help groups throughout India in order to increase the access of rural poor women to affordable credit to meet consumption and investment needs.

Network profile

Area served: India
Type of network: Network of affiliated programs
Number of affiliates: 2,017 self-help groups
How affiliates are established: PRADAN identifies and assists existing microcredit programs in networking, capacity building, etc., and establishes local people's organizations by federating the women's self-help groups.

Services provided to affiliates

Technical assistance: Yes.
Other: PRADAN motivates and mobilizes rural poor women to organize self-help groups.

Membership guidelines

Affiliation is primarily offered to those self-help groups that are promoted by PRADAN. To continue in the network, the groups must agree to function under the framework of the other self-help groups operating in the vicinity, organize regular meetings, maintain accounting and management systems as trained by PRADAN, attend cluster and federation meetings, and agree to submit one copy of their accounting statements to PRADAN for monitoring and evaluation purposes. Self-help groups do not have to pay any affiliation fees but do contribute to the costs of the cluster and the federation meetings.

Services available to non-affiliates

Techical assistance is offered to non-affiliates on a selective basis.

Rashtriya Mahila Kosh (RMK)

4, Deend ayal Upadhayaya Marg
New Delhi, 110002
India
Phone: 91 11 323 6741 or 91 11 323 2085
Fax: 91 11 323 4823

Mission

To facilitate microfinance to poor women for their income-generation activities; to play an advocacy role for poor women's finance; and to support grassroots-level organizations.

Network profile

Area served: India
Type of network: An organization, sponsored by the government of India, that channels microfinance for poor women's income-generating activities and other support through sound NGOs.
How affiliates are established: RMK identifies existing NGOs for affiliation.

Services provided to affiliates

Funding: Credit facilities are extended to affiliate NGOs. In 1993-1998, loans totaling US$10.95 million were sanctioned to 228 affiliate NGOs.
Technical assistance: Training is offered in the areas of financial management and accounting systems, as well as capacity building to handle credit programs.

Membership guidelines

Affiliates apply in a prescribed format for credit facilities from RMK. RMK then reviews the program. Affiliates have to sign an agreement and have to be financing poor women for income-generating projects though self-help groups. Affiliates have to become members of RMK and are invited to participate in the annual General Meetings and various training programs and workshops. They have to pay a membership fee.

Services available to non-affiliates

Training and capacity-building assistance is extended to non-affiliate organizations to induct them into microfinance for the poor. Training in financial management and accounting is also available.

Liberty Credit

Suite 9
29 - 30 Dame St.
Dublin 2
Ireland
Phone: 353 1 679 3022
Fax: 353 1 679 3021

Mission

To alleviate poverty by facilitating access to low-cost credit and providing education and training to women and their families.

Network profile

Area served: Ireland
How affiliates are established: The majority of members are referred by women's organizations. A special effort is made to help refugee women.

GOJ/GON Micro Enterprise Project

Ministry of Industry Investment & Commerce, Cottage #6
58 Half Way Tree Road
Kingston, 10
Jamaica
Phone: 1 876 960 4904
Fax: 1 876 960 4907
E-mail: berris@infochan.com

Mission

To promote the operation of formal microcredit programs in Jamaica's micro- and small enterprise sector.

Network profile

Area served: Jamaica
Type of network: Network of affiliated programs
Number of affiliates: 3
How affiliates are established: The organization identifies existing financial institutions that exhibit the potential to reach the microcredit target group.

Services provided to affiliates

Funding: Yes.
Technical assistance: Yes.

Membership guidelines

Affiliates must be able to grant loans and facilitate savings among the target group. They must exhibit financial viability in their regular operations and must be able to develop appropriate projections for a viable microcredit program. They must allow their staff to be trained to do microcredit and must designate staff specifically for this program.

Samuhik Abhiyan

GPO Box 6502
Kathmandu
Nepal
Phone: 977 1 423 663
Fax: 977 1 222 223
E-mail: shang@mos.com.np

Network profile

Area served: Nepal
Type of network: Training institution

Federación Paraguaya de Microempresarios (FEPAME)

Isaac Kostianovsky No. 6531
Asunción
Paraguay
Phone: 595 21 510 524
Fax: 595 21 515 755

Mission

To improve the quality of life of members by providing soft loans, training, counseling, etc.

Network profile

Area served: Paraguay
Type of network: Network of affiliated programs
How affiliates are established: New NGOs are established by the network throughout Paraguay.

Services provided to affiliates

Funding: There is direct interaction in providing soft loans.
Technical assistance: Training is organized by geographic location and members are trained according to their business needs.

Membership guidelines

Member associations and affiliates must provide monthly reports of their activities verbally or in writing to the Executive Committee of FEPAME. There is a one-time membership fee of US$3.

COPEME

Jr. Leon Valverde 333
Lince
Lima
Peru
Phone: 51 1 471 6816
Fax: 51 1 471 6816
E-mail: jesus@alter.org.pe

Mission

To concentrate the efforts of affiliates in order to create a synergy that will let them obtain greater results from their actions for the benefit of micro- and small enterprises.

Network profile

Area served: Peru
Type of network: Lateral learning network
Number of affiliates: 38
How affiliates are established: Established NGOs apply to become affiliates.

Services provided to affiliates

Funding: COPEME develops programs and activities such as a risk center where affiliates can exchange information about defaulting clients. It also produces software.
Technical assistance: COPEME provides training in financial technology and methodology.
Governance: COPEME participates in round tables with different practitioners.

Membership guidelines

Members pay a fee and bring reports to the center about their portfolios.

Centre de Services aux Coopératives

BP 28
Gitarma
Rwanda
Phone: 250 62096
Fax: 250 62096

Mission

To provide support to cooperative associations.

Network profile

Area served: Rwanda
Type of network: Training institution
How affiliates are established: The Centre establishes new programs.

Services provided to affiliates

Funding: The Centre helps members find funding.
Technical assistance: Yes. The Centre provides support in management oversight and creating management tools. It provides additional training in credit and project feasibility studies.
Governance: The Centre participates in General Assemblies and Board Meetings.
Other: Yes.

Membership guidelines

Affiliates must set economic goals for themselves, be recognized by the administration, have internal by-laws, and be at least six-months old.

Khula Enterprise Finance Limited

P.O. Box 4197
Rivonia, 228
South Africa
Phone: 27 11 807 8464
Fax: 27 11 807 8471
E-mail: sizwet@khula.org.za
Website: http://www.khula.org.za

Mission

To provide funding and institutional support to affiliated microcredit programs.

Network profile

Area served: South Africa
Type of network: An apex financial institution that also provides technical assistance
Number of affiliates: 24
How affiliates are established: The organization targets existing NGOs as well as establishes new ones.

Services provided to affiliates

Funding: The organization provides business loans for on-lending by the NGOs. It provides seed loans to pay for shortfall in operating expenses of NGOs. It provides grants for capacity building of NGOs.
Other: The organization provides individual and portfolio guarantees to banks to allow disadvantaged entrepreneurs access to credit.

Membership guidelines

NGOs have to meet basic eligibility criteria (e.g., percent self-sufficiency, volume of loans per loan officer) and must have the potential and commitment to become financially self-sustainable within five to seven years. Affiliates should have a bias to one or more of the following target markets: women clients, rural clients, the manufacturing sector, previously disadvantaged communities, disabled clients, and youth. Affiliates are required to report on their activities monthly.

Services available to non-affiliates

Non-affiliates may attend workshops and conferences around such topics as institutional best practice.

Sri Lanka Business Development Centre

4-1/22 Sir Mohammed Macan Markar Mawatha
Galle Face Court 2
Colombo, 3
Sri Lanka
Phone: 94 1 446 667
Fax: 94 1 541 170
E-mail: jcratwatt@slt.lk

Mission

To support organizations providing credit for microenterprise through capacity development and human resource development.

Network profile

Area served: Sri Lanka
Type of network: Training institution
How affiliates are established: The organization provides training to partner organizations that administer loans.

Services provided to affiliates

Technical assistance: The organization offers training in mobilization, group formation, health, and education.

National Federation of Community Development Credit Unions

120 Wall Street
10th Floor
New York, New York 10005
USA
Phone: 1 212 809 1850
Fax: 1 212 809 3274
E-mail: cmahon@natfed.org
Website: http://www.natfed.org

Mission

To be a financial intermediary and technical assistance provider to community development credit unions; to advocate for credit unions serving low-income and minority communities.

Network profile

Area served: USA
Type of network: Financial intermediary, advocacy coalition, and training institute
Number of affiliates: 162
How affiliates are established: The organization works with existing low-income credit unions and low-income communities to help them organize community development credit unions.

Services provided to affiliates

Funding: The Federation mobilizes deposits from foundations, churches, and banks to be invested in member community development credit unions.
Technical assistance: It offers on-site technical assistance for member credit unions and for low-income community groups trying to organize their own community development credit union. It holds an annual national conference and specialized conferences.
Other: The organization produces publications and research on community development credit unions and banking issues. It advocates on behalf of community development credit unions.

Services available to non-affiliates

Training is offered to organizing groups.

Working Capital

99 Bishop Allen Drive
Cambridge, MA 02139
USA
Phone: 1 617 576 8620
Fax: 1 617 576 8623
E-mail: workingcap@aol.com

Mission

To link Working Capital's sites in eight U.S. states together to share information and best practices, and recieve training.

Network profile

Area served: USA
Type of network: Network of affiliated programs
Number of affiliates: 8
How affiliates are established: The organization works through existing NGOs. Each site is independent from Working Capital.

Services provided to affiliates

Technical assistance: The organization provides assistance with program implementation, fundraising, and board development.
Governance: Working Capital participates in the governance of affiliates.
Other: New products and services are offered.

Membership guidelines

Affiliates must follow Working Capital methodology, sign an agreement specifying territory, meet minimum performance requirements, attend meetings, and pay fees.

Services available to non-affiliates

The organization provides training to non-affiliated microlending programs, most of which are domestic, U.S. programs although some are international.

Norwegian People's Aid

P. O. Box 4669 H
Harare
Zimbabwe
Phone: 263 4 746 689
Fax: 263 4 746 689
E-mail: norsk@harare.iafrica.com

Mission

To provide platforms for information sharing.

Network profile

Area served: Zimbabwe
Type of network: Lateral learning network
Number of affiliates: 10
How affiliates are established: The organization works with existing NGOs.

Services provided to affiliates

Funding: The organization provides funds that are then treated as investments to the NGO.
Technical assistance: Training in management and business planning is available.

Membership guidelines

Affiliates must follow a group lending scheme for microcredit. As of 1998, there is a requirement to pay membership fees.

Services available to non-affiliates

Start-up funds are provided. Non-affiliated members may attend training workshops organized on a provincial level. Exchange visits to enterprises are facilitated.

Direct provider profiles submitted too late for inclusion

Bangladesh

Development for the Poor (DP)
6/21 Humayun Road, Block - B, Flat No. 10
Mohammadpur
Dhaka, 1207
Bangladesh
Phone: 880 2 324 424
Fax: 880 2 815 540 Attn: DP
E-mail: dps@citechco.net

Bosnia and Hercegovina

BOSPO
Budarska 72
75000
Bosnia and Hercegovina

Democratic Republic of Congo

IDECOMI
BP 724 St. Kizito
Kinshasa
Democratic Republic of Congo
E-mail: grongkin@dtsdata.intnet.bj

Egypt

Growth in Small and Micro Enterprise, CARE, Egypt
18 Huda Sharowi St
P.O. Box 2019
Cairo
Egypt
Phone: 202 392 2599
Fax: 202 393 5650
E-mail: careegp@starnet.com.eg

India

ADITHI
2/30 State Bank Colony - II Bailey Road
Petna, Bibar, 900 014
India
Phone: 91 612 283 018
Fax: 91 612 283 018

Indira Mahtma Mandali
Door No. 73-3-12/2 Narayanapuram
Rajahmundry, 533-105
India
Phone: 91 88 364 969
Fax: 91 88 363 113

Sanghamitra Rural Financial Services
No. 2A Service Road, Domlur Layout
Bangalore, 560 071
India
Phone: 91 80 557 2028
Fax: 91 80 556 9982
E-mail: myrada@blr.usal.net.in
Website: http://www.myrada.org

Swayam Shikshan Prayog
5th Floor
CVOD Jain High School
84 Samuel St., Dong Ri
Mumbai
India
Phone: 91 22 378 0730
Fax: 91 22 373 0000
E:mail: ssp@bom3.vsnl.net.in

Syndicate Farmers' & Artisans' Mutually Aided Cooperative Society Ltd.
Hindupur
India
Phone: 91 85 563 0436
Fax: 91 85 563 0436

TajMahal Gram Bikash Kendra
Vill. Khaskhamar, P.O. Rameswarnager, Dist. Howrah
Calcutta - West Bengal
India
Phone: 91 33 661 0554

South Africa

Philisisizwe Association for Development (PAD)

P.O. Box 262137
Bishopsgate 4008
Durban 4001, Kwazulu - Natal
South Africa
Phone: 27 31 307 5853
Fax: 27 31 310 2444
E-mail: pad@eastcoast.co.za

Vietnam

Southeast Asia Resource Action Center

1628 16th St. NW
Washington, D.C. 20009
USA
Phone: 1 202 667 4690
Fax: 1 202 667 6449
E-mail: searacdc@aol.com

Direct providers planning to begin lending

India

Action Enterprise
No. 28 Castle Street
Bangalore
India
Phone: 91 80 509 8225
Fax: 91 80 558 6284
E-mail: sabha@actionaidindia.org

Bharatha Swa-Mukti Samsthe
B-81 Industrial Estate
Rajajinagar
Bangalore, Karnataka 560044
India
Phone: 91 80 335 1116
Fax: 91 80 335 1116

One (India) Trust
E-38 Jer Baug
Byculla-Bombay, 400 027
India
Phone: 91 22 374 2006
Fax: 91 22 373 8833
E-mail: mprinter@hotmail.com

Surendranagar Balvikas Mandal
Jadeshgar Society, Halvad Rd.
Dhangadra
Surendranagar District
Gujarat
India
Phone: 91 79 658 1652
Fax: 91 79 657 6074

Swashrayi Mahila Khedu Mandal
21 Kotiyar Society, opp. Sapan Hospital
Bayad
Dist. Sabarkantha
Gujarat
India
Phone: 91 27 792 741
Fax: 91 79 657 6074

Kenya

Christian Entrepreneurs Sacco
P.O. Box 11758
Nairobi
Kenya
Phone: 254 2 211 377
Fax: 254 2 512 483

Neighbors Development Agency
P.O. Box 68415
Nairobi
Kenya
Phone: 254 2 445 828
Fax: 254 2 448 464
E-mail: crwrc-k@users.africaonline.co.ke

Nepal

Plan International
P.B. # 8980
Kathmandu
Nepal
Phone: 977 1 526 152
Fax: 977 1 536 431
E-mail: hem@pian.wlink.com.np

Pakistan

Federation of Christian Churches in Pakistan
P.O. Box No. 819 GPO
Lahore, Punjab 5400
Pakistan

Sierra Leone

Agro Galiness Farmers
One Agricultural Building, Tower Hall
Freetown
Sierra Leone
Phone: 232 22 222 837
Fax: 232 22 224 437
E-mail: tucker@agrogalinessfarmers

Sierra Leone

Rokel Rural Community Development Organization

77 Pademba Road
Free Town
Sierra Leone
Phone: 232 22 223 320
Fax: 232 22 224 439
E-mail: fawundu@rokelruraldev.org

Tanzania

Baptist Convention of Tanzania

P.O. Box 273
Iringa
Tanzania
Phone: 255 64 2579
E-mail: woudstra@maf.org

Togo

Fonds du Promotion des Iniatives Privees (B.P.I.P.)

BP 60566
Lome
Togo

USA

Credit for All, Inc.

2268 Birch Street
Denver, CO 80207
USA
Phone: 1 303 320 1955
Fax: 1 303 322 9671
E-mail: bbsample@ix.netcom.com

Zambia

The Opportunity Center

P.O. Box 37505
Lusaka, 10101
Zambia
Phone: 260 1 236 578
Fax: 260 1 221 428

Glossary

Apex institution – A wholesale fund or financial institution that receives funds from a variety of sources (e.g., commercial banks, multilateral and bilateral financial institutions, government agencies) and lends these funds to microfinance institutions, which then on-lend them to their clients.

Documentary credit – A credit whereby a bank authorizes or makes a payment to a third party on behalf of one of its customers.

Fungible loan – A multi-purpose, flexible loan where the use is determined by the borrower.

Grameen model – A lending methodology developed by the Grameen Bank in Bangladesh that encompasses a model of peer-lending to groups of very poor people, usually women, who join together to provide mutual guarantees for each others' loans.

Housing index – A poverty measurement tool that uses a list of easily and quickly observed visual indicators about the external condition of a house in order to evaluate the poverty level of potential clients.

NGO – Non-governmental organization.

Participatory Rural Assessment / Appraisal (PRA) – A method of assessing needs in a community by the active participation of the members within the community.

Participatory Wealth Ranking (PWR) – A specific form of PRA that is used by some microcredit practitioners as a poverty measurement tool whereby members of a community meet in various groups to establish wealth criteria, and then rank families within the community by the agreed upon criteria.

Poverty map – A method of mapping out a region or country, indicating levels of poverty according to geographic areas; usually conducted by a government agency.

Providential loan – A multi-purpose loan that can be used for education, home improvements, medical expenses, etc.

Revolving loan / Revolving loan fund – A fund that provides loans to a group of individuals whereby when the loans are repaid with interest, the money is circulated back through the fund to provide more loans.

Seasonal loan – A special loan provided to assist a microentrepreneur meet certain business demands for a specific time period (e.g., a loan during planting season to buy fertilizer, a loan during tourist season allowing a vendor to buy more supplies).

Sight deposit – A savings deposit account from which one can withdraw at will (no term restrictions).

Term deposit – A savings deposit account from which one can withdraw after certain conditions have been met.

Tontine savings – In Africa, an association of people who regularly contribute to a communal fund, and the amount thus accrued is then given to each member in turn.

Village banking – A lending methodology developed by FINCA and replicated among several organizations worldwide whereby localized credit and savings facilities are established within a community managed bank; the model usually involves required savings, peer-lending with a mutual guarantee, and a focus on poor women.

Village mapping – A smaller-scale version of poverty mapping (see above) for a specific village; usually utilizes PRA/PWR methodologies and is often conducted by an NGO as a poverty measurement tool.

MICROCREDIT SUMMIT
February 2-4, 1997

1997 INSTITUTIONAL PROFILE #1

(for microcredit practitioner institutions directly delivering financial services)

This form will be used to update the Microcredit Summit Institutional Profiles for publication. Please respond by February 15, 1998. *PLEASE TYPE or PRINT VERY NEATLY.*

Name of person completing this form: _____

Name of institution directly delivering financial services: _____

Address: _____

City/Province/Postal Code: _____

Country: _____ E-mail: _____

Phone (*with country and city code*): _____ Fax : _____

Address of Internet site, if applicable: _____

Mission /Objectives of Program: _____

_____

Geographic area(s) served by the program: _____

Is your institution affiliated with any international microfinance coalition or network? ☐ YES ☐ NO

If yes, which one(s)? _____

I. Scale of Operation

Month and year that first loans were given: _____

Number of field staff/credit officers/community workers: _____

As of 30 June 1997: Number of clients receiving loans: _____ Number of clients depositing savings: _____

Number of clients receiving loans by 30 Dec. 1998 _____ By 30 Dec. 2002 _____ By 30 Dec. 2005 _____

II. Profile of Borrowers

What percentage of the program's borrowers are women? _____

What percentage of the program's *first-time* borrowers are below your nation's poverty line? _____

What percentage of the program's *first-time* borrowers are in the **bottom fifty percent** of those living below your nation's poverty line? _____

How did you determine the percentage of the program's *first-time* borrowers that are in the **bottom fifty percent** of those living below your nation's poverty line? ☐ estimate ☐ poverty measurement ☐ other _____

_____

If you have a poverty measurement tool that you use in determining the poverty level of your borrowers, please describe: _____

_____

_____

By the year 2005, how many borrowers who *were* in the **bottom fifty percent** of those living below the poverty line *when they took their first loan* does your institution expect to be serving? _____

III. Savings and Training

Average savings amount per saver (US$): _____

Describe any *obligatory* savings programs: _____

Describe any *voluntary* savings programs: _____

Describe any *obligatory* training and education programs: _____

_____

Describe any *voluntary* training and education programs: _____

_____

Does your governance structure include ownership and/or participation in decision-making by clients? ☐ YES ☐ NO

If yes, please describe: _____

_____

IV. Lending Methodology and Loan Products

A. Group Lending

Number of current borrowers: _____ Number of borrowers in each group: _____

Is each member of a group responsible for the other group members' loans? ☐ YES ☐ NO

How are the groups formed? _____

_____

_____

Does the group serve any purpose in addition to access to loans? ☐ YES ☐ NO If yes, please describe: _____

_____

Self-Employment Loans

Loan Period (i.e., 3 month, 6 month, 1 year) _____

Average Loan to *first-time* Clients (US$) _____

Average Loan Size (US$) _____

Maximum Loan Size (US$) _____

Annualized Interest Rate: _____ ☐ simple ☐ compound

Requirements client must meet before loan is approved (savings, pass a test, etc.):

Other Loans: (*please describe*) _____

Loan Period (i.e., 3 month, 6 month, 1 year) _____

Average Loan to *first-time* Clients (US$) _____

Average Loan Size (US$) _____

Maximum Loan Size (US$) _____

Annualized Interest Rate: _____ ☐ simple ☐ compound

Requirements for client to meet before loan is approved:

Other Loans: (*please describe*) _____

Loan Period (i.e., 3 month, 6 month, 1 year) _____

Average Loan to *first-time* Clients (US$) _____

Average Loan Size (US$) _____

Maximum Loan Size (US$) _____

Annualized Interest Rate: _____ ☐ simple ☐ compound

Requirements client must meet before loan is approved:

Other Loans: (*please describe*) _____

Loan Period (i.e., 3 month, 6 month, 1 year) _____

Average Loan to *first-time* Clients (US$) _____

Average Loan Size (US$) _____

Maximum Loan Size (US$) _____

Annualized Interest Rate: _____ ☐ simple ☐ compound

Requirements for client to meet before loan is approved:

B. Individual Lending

Please describe the client selection process:

Please describe the loan application and disbursement process:

Self-Employment Loans

Loan Period (i.e., 3 month, 6 month, 1 year) ____________

Average Loan to *first-time* Clients (US$) ____________

Average Loan Size (US$) ____________

Maximum Loan Size (US$) ____________

Annualized Interest Rate: ____________ ☐ simple ☐ compound

Other Loan: *(please describe)* ____________

Loan Period (i.e., 3 month, 6 month, 1 year) ____________

Average Loan to *first-time* Clients (US$) ____________

Average Loan Size (US$) ____________

Maximum Loan Size (US$) ____________

Annualized Interest Rate: ____________ ☐ simple ☐ compound

Other Loan: *(please describe)* ____________

Loan Period (i.e., 3 month, 6 month, 1 year) ____________

Average Loan to *first-time* Clients (US$) ____________

Average Loan Size (US$) ____________

Maximum Loan Size (US$) ____________

Annualized Interest Rate: ____________ ☐ simple ☐ compound

Other Loan: *(please describe)* ____________

Loan Period (i.e., 3 month, 6 month, 1 year) ____________

Average Loan to *first-time* Clients (US$) ____________

Average Loan Size (US$) ____________

Maximum Loan Size (US$) ____________

Annualized Interest Rate: ____________ ☐ simple ☐ compound

V. Delinquency Rate Calculation

a. Amount of payments more than 90 days past due as of 30 June 1997 (in US$) ____________

b. Amount of loans outstanding as of 30 June 1997 (in US$) ____________

c. Divide amount **a** by amount **b** to obtain **Delinquency Rate:** ____________

VI. Financial Self-Sufficiency Calculation

d. Total income (interest and fees) from loan portfolio for the most recently completed fiscal year (in US$) ____________
Fiscal Year ending date: month ______ year ______

e. Total credit program expenses for the same period (includes financial costs, operating costs, and loan loss provision) in US$ ______

f. Divide amount **d** by amount **e** to obtain **Financial Self-Sufficiency:** ____________

VII. Borrower Profile *(Please use separate sheets of paper.)*

Please provide a case history of a program borrower, including information illustrating the quality of life (both material and emotional) of the client and her family. Please describe their life prior to joining the program as well as after participating in the program. Please be as specific as possible about how access to credit has impacted the client's life and the life of her family. Whenever possible, please include quotes in the client's own words. **If possible, please include a photograph of the client.**

Do you authorize the Microcredit Summit to use this borrower profile and photo in materials promoting microcredit and the Summit's goal? ☐ YES ☐ NO

Signature: ______________________ Date ____________

MICROCREDIT SUMMIT
February 2-4, 1997

1997 INSTITUTIONAL PROFILE #2

(for microcredit practitioner network and training institutions)

***This form will be used to update the Microcredit Summit Institutional Profiles for publication. Please respond by Februar 15, 1998.* Completed form should be returned by fax to: 202-546-3228 or mailed to: Microcredit Summit Secretariat; 236 Massachusetts Avenue, NE; Suite 300; Washington, DC; 20002; USA**

PLEASE TYPE or PRINT VERY NEATLY.

I. Description of Network

Name and title of person completing this form: _____

Name of practitioner network or training institution: _____

Address: _____

City/Province/Postal Code: _____

Country: _____ E-mail: _____

Phone (*with country and city code*): _____ Fax: _____

Address of Internet site, if applicable: _____

Purpose/Objective of Network: _____

_____

_____

s your network ☐ national? *Please name country:* _____

☐ regional? *Please describe region (i.e., West Africa, Asia, Central America)* _____

☐ global?

Which of the following best describes the *kind* of network you are? *(Please check **ONE**)*

☐ Network of affiliated microcredit programs (i.e., FINCA, ACCION, Save the Children)

☐ Training institute (i.e., CASHPOR)

☐ Advocacy coalition (i.e., The Microenterprise Coalition)

☐ Lateral-learning network (i.e., SEEP)

☐ Other *(Please describe)* _____

_____

ate of establishment of network: Month _____ Year _____

ave you asked each of your affiliate institutions to submit a copy of Institutional Profile Questionnaire #1 to the Microcredit Summit ecretariat? ☐ YES ☐ NO

umber of affiliate/member programs that are directly delivering financial services in the field: _____

Use of Poverty Measurements

Does your network promote any particular methodology for measuring the poverty level of clients among your affiliates?

☐ YES ☐ NO If yes, please describe: _____

Relationship with Affiliate/Member Programs

Please describe your institutional relationship with your affiliates with regard to the following:

How do you establish affiliate programs? (i.e., Do you identify already existing NGOs or do you establish new NGOs?) _____

What services do you provide to your affiliates/members? (*Check as many as apply and please describe.*)

☐ Funding: _____

☐ Technical assistance: _____

☐ Participation in governance of affiliate (i.e., network management sits on board of affiliates): _____

☐ Other(s): _____

What criteria, guidelines, or agreements must your affiliates meet in order to fulfill their responsibility to the network? (*i.e., Is there a particular methodology they must follow? Do they pay a membership fee? Are there specific reporting requirements?*) _____

Does your network provide services to other, non-affiliated programs? ☐ YES ☐ NO If yes, please describe:

☐ Funding: _____

☐ Technical assistance: _____

☐ Other(s): _____

IV. Affiliates

Please use the chart below to list your network's affiliates or members. Please copy and complete this page as many times as needed to include all your affiliates.

Name of Affiliate and Date of Affiliation	As of 30 June 1997		% Borrowers that are women	% *First time* Borrowers that are below their nation's poverty line	% *First time* Borrowers that are in the bottom 50% of the population living below their nation's poverty line	Phone number, fax number, E-mail address, and country of Affiliate (with country and city code)
	Number of current clients receiving loans	Number of current clients depositing savings				
Name: Date:						Phone: Fax: E-mail: Country:
Name: Date:						Phone: Fax: E-mail: Country:
Name: Date:						Phone: Fax: E-mail: Country:
Name: Date:						Phone: Fax: E-mail: Country:
Name: Date:						Phone: Fax: E-mail: Country:
Name: Date:						Phone: Fax: E-mail: Country:
Name: Date:						Phone: Fax: E-mail: Country:

Index

MICROCREDIT SUMMIT CAMPAIGN

Joining the Summit Mailing List

Working to ensure that 100 million of the world's poorest families, especially the women of those families, are receiving credit for self employment and other financial and business services by the year 2005.

To be added to the Microcredit Summit Campaign mailing list, please print:

Name: Mr./Ms. _____

Title: _____

Organization: _____

Address: _____

City: _____ **State/Province:** _____ **Zip/Postal Code:** _____

Country: _____ **E-mail:** _____

Phone *(with country and city codes)*: _____ **Fax:** _____

Please check the *ONE* category which most closely describes your organization:

- ☐ Microcredit Practitioner[1]
- ☐ NGO *(non-practitioner)*
- ☐ Advocate
- ☐ Religious Institution
- ☐ Service Club
- ☐ Corporation
- ☐ Educational Institution
- ☐ UN Agency
- ☐ Domestic Government Agency
- ☐ Commercial Bank or Financial Institution
- ☐ Foundation/Philanthropist
- ☐ Parliamentarian
- ☐ Bilateral Donor Agency
- ☐ Head of State or Government
- ☐ Int'l Financial Institution (i.e., World Bank, Inter-American Dev. Bank)

[1] The Microcredit Summit Organizing Committee has defined practitioner organizations as those administering microcredit or providing training to organizations that deliver microcredit. Non-governmental organizations that are not currently involved in microcredit but that are involved in delivering social services in the field (i.e., literacy, health, family planning, agriculture) are encouraged to join the Microcredit Summit Council of *NGOs*. Organizations that don't deliver social services in the field but that are involved in education, advocacy, fundraising, policy development, or research are invited to join the Microcredit Summit Council of *Advocates*.

Annual Service Fee:

☐ I am sending US$25 to help with the costs of producing and mailing the quarterly campaign newsletter.

☐ I am sending an *additional* contribution of ☐US$25 ☐US$50 ☐US$100 ☐US$250 ☐other: _____ to be used as the service fee for a Summit Council Member Institution in the developing world.

☐ I am from a microcredit practitioner organization or NGO in a developing country and am not yet sending the service fee, but would like to know more about the Microcredit Summit Campaign.

Please indicate payment method:

Due to expensive bank fees, we can now only accept international checks, money orders, and traveler's checks from banks that have a U.S. affiliate. Most non-U.S. banks **do** have a U.S. affiliate. Your bank's U.S. affiliate address will be listed on the check in addition to your bank's address.

☐ Check enclosed *(please make check payable in US$ to RESULTS Educational Fund)*

-or-

☐ VISA ☐ Mastercard ☐ AMEX

Credit Card Number: _____ Expiration Date: _____

Name on Card: _____ Signature: _____

Please return this form to:

Microcredit Summit, c/o RESULTS Educational Fund; 236 Massachusetts Ave., NE, Suite 300, Washington, DC 20002, USA
Phone: 202-546-1900; Fax: 202-546-3228; E-mail: microcredit@igc.apc.org; WWW: http://www.microcreditsummit.org

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Dr. William Vendley, Secretary General, World Conference on Religion and Peace

***Member of the Summit Campaign Executive Committee**

Working to ensure that 100 million of the world's poorest families, especially the women of those families, are receiving credit for self-employment and other financial and business services by the year 2005.