

Your Gift Can Transform Life for a Woman and Her Family

As 2010 draws to a close, please consider all of the powerful and convenient ways you can support FINCA's work to provide hope and opportunity, through the critical catalyst of capital, for hard-working microentrepreneurs in Afghanistan, Haiti, Tajikistan, Zambia and 17 other countries in the FINCA network.



FINCA Tajikistan client

A Gift of Securities

Consider a gift to FINCA of stocks, bonds or mutual funds. Any securities you've owned for twelve months or longer, whose value has increased, are subject to capital gains tax when sold. By giving these securities to FINCA, you receive a charitable deduction for their full fair market value and you avoid tax on the capital gain.

The Sustainers' Circle The most cost effective—and easiest—way to support FINCA. Simply determine a monthly contribution amount, provide us with credit card or checking account information, and your account will be billed automatically. You can change the amount, or withdraw from the program, simply by writing us.

The Circle of Hope By making a \$1,000 a year or more contribution, you help us guarantee that the virtuous circle that is Village Banking continues. As with all contributions to FINCA, your gift rotates through our system 3-4 times each year, allowing your gift to impact, at a minimum, three times the number of lives.

Estate Planning FINCA's Legacy Society provides an opportunity to include a bequest to FINCA in your will. A carefully-designed estate plan can provide significant estate tax relief, allow you to determine the distribution of your assets, and let you express your values through continued support of our work.

Sponsor a Village Bank Each year, we designate the country programs in greatest need of loan capital for the Village Bank Sponsorship program. Your \$5,000 contribution will support a Village Bank in one of these countries, providing loans to borrowers who can experience—some for the first time—the opportunity to lift themselves and their families out of poverty.

Honor and Memorial Gifts Making a gift in honor, or memory, of a loved one is a thoughtful way to support FINCA's poverty alleviation work, and make a statement of care about someone special in your life.

For more information about any of these giving opportunities, please visit www.FINCA.org, or contact Marianne Benet at 718.237.1235, or via email at Marianne.Benet@FINCA.org.

Send Holiday eCards and Support FINCA's Life-Changing Work

The holiday season is the perfect time to make gifts to FINCA in honor of your family, friends and colleagues. When considering your holiday gift-giving plans, why not join thousands of other like-minded individuals who use this meaningful and easy way to spread holiday cheer, while providing life-changing loans to the world's industrious poor?

To send a beautiful FINCA eCard to a loved one, just visit www.FINCA.org and click on eCards and Honor Gifts. Thank you for your support!



FINCA Kyrgyzstan client

Simplify Holiday Gift-Giving with FINCA's Special Occasion Gift Registry

This holiday season, make gift giving easier for your family and friends by signing up for FINCA's Special Occasion Gift Registry, and asking them to give the gift of hope and opportunity to a FINCA client in your honor. It's a simple, easy and tax deductible way for your loved ones to show their support for your dedication to FINCA's work, while providing a gift that



FINCA Uganda client Gorreti Namubiru

continues to give into perpetuity. How many gifts are so powerful, but yet so easy to give?

The FINCA Special Occasion Gift Registry isn't just for the holiday season. Sign up year-round for birthdays, weddings, anniversaries—any special occasion that has meaning for you.

The Special Occasion Gift Registry simplifies life while allowing your family and friends to make a lasting contribution to poverty alleviation in your honor. Please go to www.FINCA.org, hover over "Donate Now" and sign up today!



GE Capital's Third Year of Support Benefits FINCA Programs in Haiti and Jordan

Thanks to GE Capital Global Banking's final installment of its \$1.5 million, three-year pledge, FINCA's programs in Haiti and Jordan will be able to greatly expand their outreach efforts to current and new clients. GE Capital's partnership with FINCA links its corporate social responsibility strategy of promoting economic development, empowerment and financial literacy with FINCA's goal of building strategic partnerships that deliver value-added financial services to clients.

FINCA President and CEO Rupert Scofield said, "We are grateful for GE Capital's multi-year commitment to help FINCA deliver innovative financial services in some of the world's most challenging environments. By allowing FINCA to direct the funding to our programs in greatest need, GE Capital has proved, once again, to be an exemplary partner."

GE Capital President and CEO Dmitri Stockton said, "Recognizing the overwhelming number of people who live in poverty, providing much needed capital to start businesses will create jobs and increase the standards of living in the most challenged communities. Working with FINCA, we have the right partner to help women rebuild their lives and create economic stability for not only their families, but the wider society around them."

GE Capital's \$250,000

contribution to FINCA Haiti will help the program to restructure the loans of roughly 2,000 clients in communities directly impacted by the earthquake, providing our clients with the financial support and the time they need to rebuild their lives and livelihoods. GE Capital's support also helps ensure that FINCA has the capacity to extend outreach to new communities throughout Haiti in the coming months.

GE Capital was instrumental in the 2007 launch of FINCA Jordan, which currently serves nearly 11,000 clients, of whom 98 percent are women. The \$250,000 in new funding from GE Capital will support FINCA Jordan's deployment of a new line of Shariah-compliant products, including *Murabaha* loans, based on the Islamic principles of cost-plus financing.

GE Capital's partnership with FINCA is an integral part of the firm's *Banking on*



Women™ strategic philanthropy program, which focuses on providing financial education and entrepreneurship support to disadvantaged women. In addition to its financial support for FINCA, GE Capital lends its expertise to FINCA staff worldwide, providing technical assistance in marketing and customer relationship management.



Above: FINCA Jordan client Tamam Fraije used her first FINCA loan of \$300 to purchase beehives, special clothes for collecting honey and sterilization equipment. Today, she has more than 60 beehives and sells her honey in local shops and markets.

Left: FINCA Haiti client Odolphe Teliante is the treasurer of the *Tet Ansanm* ("Heads Together") Village Banking group. She is using her first FINCA loan of \$125 to expand her cosmetics sales business.

News From The Field

FINCA Developing New Savings Products to Help Clients Build for the Future

FINCA is currently conducting market research and feasibility studies in Democratic Republic of Congo and Uganda to prepare for pilot programs that will offer a range of savings products designed to meet the needs of impoverished younger clients, up to the age of 25. The project is being undertaken with the support of a generous grant from the Bill and Melinda Gates Foundation to foster FINCA's global development of savings deposit mobilization strategies for very low-income clients.

If the pilot projects prove to be successful, they may be scaled up to provide thousands of young Congolese and Ugandan FINCA clients—many of whom are the primary breadwinners for extended families—with a safe place to accumulate savings to invest in their businesses, homes or their children's education. The most sustainable products and business models could then be replicated throughout FINCA's 21 programs on five continents.



Photo by FINCA staff
Young mothers like FINCA D.R. Congo client Titiwa Mwanji will be able to accumulate savings to provide their children with education and better living conditions.

FINCA President and CEO Rupert Scofield said savings products and services can play an important role in social and economic development for low-income communities. "Savings enable families to invest in education and housing, as well as provide the financial safety net needed to weather difficult times, such as the illness or death of a family member," Scofield said. "These very small savings accounts are being made available to some of the world's poorest people living in the most remote and hard-to-reach areas of the developing world, and will represent an important source of investment and working capital."

FINCA to Expand Rural Outreach in Honduras through USDA Partnership

Thanks to a grant from the U.S. Department of Agriculture's Food for Progress program, FINCA Honduras will be able to provide financial services to thousands of small scale farmers and other microentrepreneurs with food-related businesses, enabling them to boost the productivity of their farms and other enterprises.

By financing investments in seed, fertilizer and equipment, the rural FINCA Honduras clients should see more abundant crop yields and higher incomes, like their fellow FINCA clients in neighboring Guatemala and Nicaragua, which have previously benefited from USDA Food for Progress grants.

Over the course of the next three years, FINCA Honduras will use the proceeds of the grant to:

- Introduce and expand FINCA's micro-finance services in rural Honduras by increasing geographic coverage and services to agriculture-related micro-entrepreneurs through new and existing branches;
- Launch specialized agricultural loan products to finance the purchase of productive assets, such as seeds, fertilizer and equipment, that will enable farmers and food business owners to improve their technology, production and storage capacities;
- Provide agricultural technical assistance to clients to help them to improve their crop selection, yields, and post harvest management, so that they can profit more from market opportunities; and
- Conduct a social and economic impact assessment to determine the role of financial services in improving the economic well being of households and agriculture-related businesses.

USDA's Food for Progress program donates agricultural commodities to FINCA and other organizations, which monetize the donations to invest in long-term projects. Previous grants have benefited the rural clients of FINCA programs in Ecuador, Georgia, Guatemala, Malawi, Nicaragua, Tanzania, Uganda and Zambia.



Photo by FINCA staff
FINCA Honduras client Lucinda Maria Carranza of the *Nuevos Horizontes* ("New Horizons") Village Bank in Choluteca sells eggs and other farm products at her store.

In Afghanistan, "The Sun of Luck Started Shining on the Windows of our House"

Roqia, a 20-year old woman who lives with her parents and six younger children in Sharak-e-Awlya in Mazar-e- Sharif in northern Afghanistan, tells her story in her own words:

As the eldest daughter of my family, I have great responsibility to help look after everyone. We belong to a poor family, where my mother and father both work hard to support us all. I realized I should not remain a burden on them and should find a job to earn income honestly and legally. When I came of age, however, my family was reluctant to let me leave our home to learn a trade because of our local custom and tradition, but I put pressure on myself to learn something.

I decided to learn tailoring from a young woman in our neighborhood. I worked there for a year or so as a student, then I started sewing clothing for women. I was paid a small daily wage, but I realized that I could earn more money by purchasing a sewing machine and fabric and other items and working on my own.

I talked with my parents about getting a sewing-machine for myself but they said they could not afford to buy a new machine. I asked them to let me borrow the money from someone else and pay it back afterwards with the money I earned, but again my parents refused. Soon after, some of our neighbors told me they met with a female credit officer from FINCA who told them about FINCA. I was interested immediately in learning more and I asked the women about it. I discussed the issue that night with my parents and provided them with the details. They warmly welcomed

my request and I applied for a loan, completing the loan documents with the help of a woman who could read.

*I got my first loan for 8,000 Afghani (US\$160) in November 2007 and I used it to buy a sewing machine with some needed items like thread, fabric, scissors etc. **The sun of luck started shining on***

the windows of our house! I kept on asking customers to bring clothes for me and I worked hard to pay for the machine and to take a share in feeding my small brothers and sister.

I received my third loan in February 2009 for 10,000 Afghani (US\$200). I have bought two sewing machines and now have a good supporter to my family. I have said goodbye to poor days. I tell other women to get a loan from FINCA to live a good life. It is better to light a candle in a dark place rather than to insult the darkness. From the bottom of my heart: THANK YOU FINCA!"



Photo by FINCA staff
FINCA Afghanistan client Roqia

Village Bank Notes

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Mile High Friends of FINCA Shop for Fundraising

In Denver, 50 families have jointly raised more than \$70,000 for FINCA in 16 years—without spending a dollar from their own pockets. Postage stamps are their biggest expense. How do they do it? By taking advantage of the many grocery store programs that sell gift cards and gift certificates at discounts to charitable organizations to help them with fundraising.

Ken and Karen Gerdes, convinced that FINCA's efficient lending methodology could help people to break the poverty cycle, started *Mile High Friends of FINCA* in 1994. The group has expanded rapidly to include many friends and neighbors. The Gerdes say that Kroger and other national and regional grocery chains sell the families in the group gift certificates and prepaid gift cards at small discounts. When the group members buy their groceries us-

ing the certificates or the cards, the stores send the Gerdes a check each month for up to five percent of the total purchased.

Karen said, "several members of *Mile High Friends of FINCA* say that they have no extra money to give to FINCA, but this program lets them contribute something worthwhile as they put food on their table. After all, buying \$200 of groceries a month means \$120 goes to FINCA at the end of the year."

"It's been very rewarding to do this," said Karen. "In 1999, we raised funds to sponsor a FINCA Village Bank in Ecuador, and then got to visit the women of the Bank with John and Mimi Hatch. The women fed us pork skin and potato soup. It was what they had to give. We'll remember the dignity and pride of those women all of our lives."

Get together with your friends and families to help change the lives of people in



Photo by FINCA staff
Donors Ken and Karen Gerdes

poverty. No matter how big or small your ideas, when people work together, it's easy to *Give a Little and Change a Lot!* For more information about establishing a program in your community like *Mile High Friends of FINCA*, or to share your successes with us, please write us at FincaOnline@FINCA.org.