

## **Programs and Projects**

**Submitted by Gerlinde Sarkar, Chair**

### **Kiva Report for the BPW-Saskatoon**

July 3rd, 2010

Kiva's mission is to connect people, through lending, for the sake of alleviating poverty.

BPW - Saskatoon has been making micro loans to women entrepreneurs all over the world since October 2008. We have used the process set up by Kiva. (<http://www.kiva.org>)

BPW - Saskatoon has made a total of 25 loans and 12 of these loans have been completely repaid. The default rate and delinquency rate is 0% to date.

Kiva empowers individuals to lend to an entrepreneur across the globe. By combining microfinance with the internet, Kiva is creating a global community of people connected through lending. Kiva promotes:

- **Dignity:** Kiva encourages partnership relationships as opposed to benefactor relationships. Partnership relationships are characterized by mutual dignity and respect.
- **Accountability:** Loans encourage more accountability than donations where repayment is not expected.
- **Transparency:** The Kiva website is an open platform where communication can flow freely around the world.

Kiva was born of the following beliefs:

- People are by nature generous, and will help others if given the opportunity to do so in a transparent, accountable way.
- The poor are highly motivated and can be very successful when given an opportunity.

By connecting people we can create relationships beyond financial transactions, and build a global community expressing support and encouragement of one another

As of November 2009, Kiva has facilitated over \$100 million in loans

### **How we, BPW-Saskatoon, got started**

After hearing a presentation made by someone from Kiva at one of our meetings in 2008, BPW - Saskatoon had approved \$300 of its budget in 2008 to be allocated to Kiva for these micro loans; this was increased by an additional \$100 to \$400 in September 2009. Loans are requested by individuals or groups and loans range from a few hundred dollars to a few thousand dollar for larger groups. Generally a number of lenders make loans (in multiples of \$25) towards a specific loan request. Every time a loans was repaid, Kiva notifies the lenders and new loans can then be made with this repaid money. So the total that was loaned out by BPW-Saskatoon is \$2,075. BPW - Saskatoon has made a total of 25 loans and 12 of these loans have been completely repaid. Our BPW policy is to support mature women. Many projects are groups of women (ranging up to 15 members). So based on an average of 8 per group, about 200 women have been given an opportunity to build a better life for themselves and their families.

### **Cost**

How much will it cost the club, or how much do you need to start? Any amount in multiples of \$25 can get the club started.

### **Management**

Form a small committee that will propose the criteria for selection of loan requests (e.g. our club agreed that we will make micro loans only to women).

The chair of your Kiva committee sets up the Kiva account for your BPW club. Once you open up the web site <http://www.kiva.org> , you can register (we are registered as BPW Saskatoon) and you will create and enter password. The chair sets up an account through PayPal (with whatever amount your club has approved). We suggest that two members of the Kiva committee will know the password and are familiar with how the system works.

### **Monitoring**

The Kiva website keeps track of our loans, the re-payments and it allows each lender (e.g. BPW - Saskatoon) to generate and view a variety of reports and charts and tables. It is very transparent and easy to see and monitor, so we feel complete in control and fully aware of what is happening to our money.

### **Here are a few examples:**

Example One:



[Pendo Luisi](#), 27 years old, borrowed \$175 to open a cafe in Dar es Salaam, Tanzania.

All of this has been repaid.

Example two: Sakina

**Loan Use:** To purchase groceries to start a grocery shop for her husband

**Location:** Borewala, Pakistan

Sakina is 33 years old and the wife of Muhammad Rafiq and lives in the Pakistani city of Borewala, which is famous for its shrines. She owns a small, one-roomed house with a kitchen and bathroom, and has been living there with her family for the past 15 years.

Sakina is a very hardworking lady. She is skilled at making artificial flowers and different decoration pieces. She learned this skill from her mother and now uses it to make money. Although Sakina is not educated, she wants to give her five children a good education. She has three sons and two daughters. Her eldest son is 12 years old and in 7th grade; her next son is 10 years old and in 5th grade; her youngest son is in kindergarten. Her elder daughter is also in kindergarten, and goes with her brothers to school, while her youngest daughter is not of school

age yet.



<http://s3-1.kiva.org/img/w800/537838.jpg>

Sakina's husband is a salesman and works in a grocery store for a monthly wage. To support him financially, Sakina operates her own business. They are both very hardworking and work to improve the family's standard of living. They want to give their children a good education so they have a good future and make their parents proud.

Sakina has successfully repaid her first loan to Kiva partner, Asasah – a microfinance institution in Pakistan. Now she is applying for her second loan, which will be used to purchase groceries to start a grocery shop for her husband. He has obtained good

experience of sales now and can better run his own grocery shop.

Example Three: Laisene

**Loan Use:** To purchase chemicals, a wheelbarrow, spray garden and weed killer

**Location:** Malae Faga Savaii, Samoa



Loan amount \$700 Paid in full

Laisene Lomago, 47, is married with nine children. She has two years of experience in the plantation and vegetable garden business. She sells to the villagers and public, four days per week. She has had one previous loan with SPBD. She expects her weekly net cash flow to be 900 Tala (~\$285 US). SPBD loans are Laisene's only access to capital because she has never been able to qualify for loans

with the traditional banks. She will use her loan for home improvements and business needs.

Example Four: Community bank "crecer"<http://s3-1.kiva.org/img/w800/537838.jpg>

**Loan Use:** Buy products for retail sale

**Location:** Huaycan, Peru



The members of the community bank "Creceer" (to grow) work at different activities in retail sales. Such is the case with Pilar, who through much effort was able to obtain a stall in the market in the area where she lives. She sells ceramics such as plates, cups, and other products that her customers ask for. She will invest her loan in the purchase of products to increase her

stock.

Some years ago, Clelia provided daily meals at a factory, but the earnings were not sufficient to provide for her children, so she decided to open a bookstore in the market, so that she would be able to support the education of her children.

Elena sold gas for a number of years. She tells us that she invested the little she earned so that she would have a larger quantity of products. Elsa sells soft drinks at her house in addition to a set menu every day of the week. This permits her to contribute to the family expenses, since they have children of school age.

The goal of the members is to improve their families' economic situations, and thus they are thankful for the loans and want to continue working with EDAPROSPO and Kiva.

About EDAPROSPO: EDAPROSPO seeks to use micro-credit to foster productive commercial activity for the sake of economic and social development within vulnerable urban and rural sectors traditionally neglected by commercial banks. By offering innovative products such as technical education loans and microfinance groups for young persons, EDAPROSPO helps disadvantaged Peruvians lift themselves out of poverty.

#### Table of the 25 loans made by BPW-Saskatoon

Name	Loan Amount	Loan Term/Start Date	Country	You Loaned	Paid Back
LaÃdou Group	\$400.00	8 months Apr 20, 2010	Mali	\$50.00	\$8.33
Sakina Muhammad Rafiq's Group	\$1,075.00	12 months May 04, 10	Pakistan	\$50.00	\$0.00
Anwar Sultana Muhamad Salman	\$1,425.00	12 months May 03, 10	Pakistan	\$50.00	\$0.00
Waukae Group	\$4,625.00	6 months Apr 19, 2010	Tanzania	\$100.00	\$35.29
Nueva Imagen Group	\$2,900.00	7 months Mar 05, 2010	Bolivia	\$25.00	\$9.76
Khotte Ndong	\$525.00	8 months Feb 24, 2010	Senegal	\$100.00	\$0.00
14 De Agosto (cuenca) Group	\$4,750.00	8 months Dec 11, 2009	Ecuador	\$150.00	\$137.50
Anave Namulauulu	\$575.00	14 months Aug 28, 2009	Samoa	\$25.00	\$18.75
Jeannette Avagno	\$1,000.00	17 months Jul 16, 2009	Togo	\$125.00	\$74.45

Kantutas Group	\$3,425.00	7 months Aug 13, 2009	Bolivia	\$50.00	\$50.00
Laisene Lomago	\$525.00	14 months Mar 27, 2009	Samoa	\$75.00	\$75.00
Telesia Loteliki	\$350.00	14 months Apr 09, 2009	Samoa	\$100.00	\$100.00
Madaline Edeoba	\$700.00	10 months Apr 20, 2009	Nigeria	\$25.00	\$25.00
Horn Savy	\$700.00	14 months Feb 16, 2009	Cambodia	\$25.00	\$25.00
Estrellas Group	\$3,625.00	7 months Jan 13, 2009	Bolivia	\$125.00	\$125.00
Sorn Lon	\$700.00	14 months Jan 28, 2009	Cambodia	\$50.00	\$50.00
Dilorom Murodova	\$1,025.00	9 months Oct 31, 2008	Tajikistan	\$25.00	\$25.00
Ling Un	\$1,000.00	17 months Oct 30, 2008	Cambodia	\$250.00	\$250.00
Dalias (grupo 1) Group	\$3,600.00	11 months Feb 17, 2008	Guatemala	\$425.00	\$425.00
Mariam Bibi's Group	\$1,975.00	14 months Jan 26, 2008	Pakistan	\$50.00	\$50.00
Crecer Group	\$2,500.00	6 months Apr 12, 2010	Peru	\$25.00	\$6.25