



GRAMEEN  
AMERICA

# Q2 2019 **QUARTERLY REPORT**

LIFTING  
AMERICA

**MARILU**  
JUICE BUSINESS  
OWNER

Grameen America is the fastest growing nonprofit microfinance organization in the United States with a proven national solution to advance financial inclusion for women. We provide small loans, training and support to low-income women to help them build businesses, achieve higher family incomes and revitalize their communities.

## OUR MISSION

Grameen America is dedicated to helping entrepreneurial women who live in poverty build businesses to enable financial mobility.

## OUR SERVICES

Grameen America provides microloans (ranging from \$2,000 to \$15,000), financial training and support to members. As part of our program, members open free savings accounts with commercial banks and make weekly deposits. We also report microloan repayments to Experian and Equifax, enabling our members to build their financial identity.

## WHO WE SERVE

Our target population is women who live below the federal poverty line for whom the mainstream financial system is currently out of reach. Our members are women who previously had few options for accessing capital and most lacked bank accounts and credit scores.

## NATIONAL IMPACT

**99% Repayment Rate**

**14 U.S. Cities**

**479,000 Total Loans**

**126,000 Jobs Created or Maintained**

**120,000 Women Served**

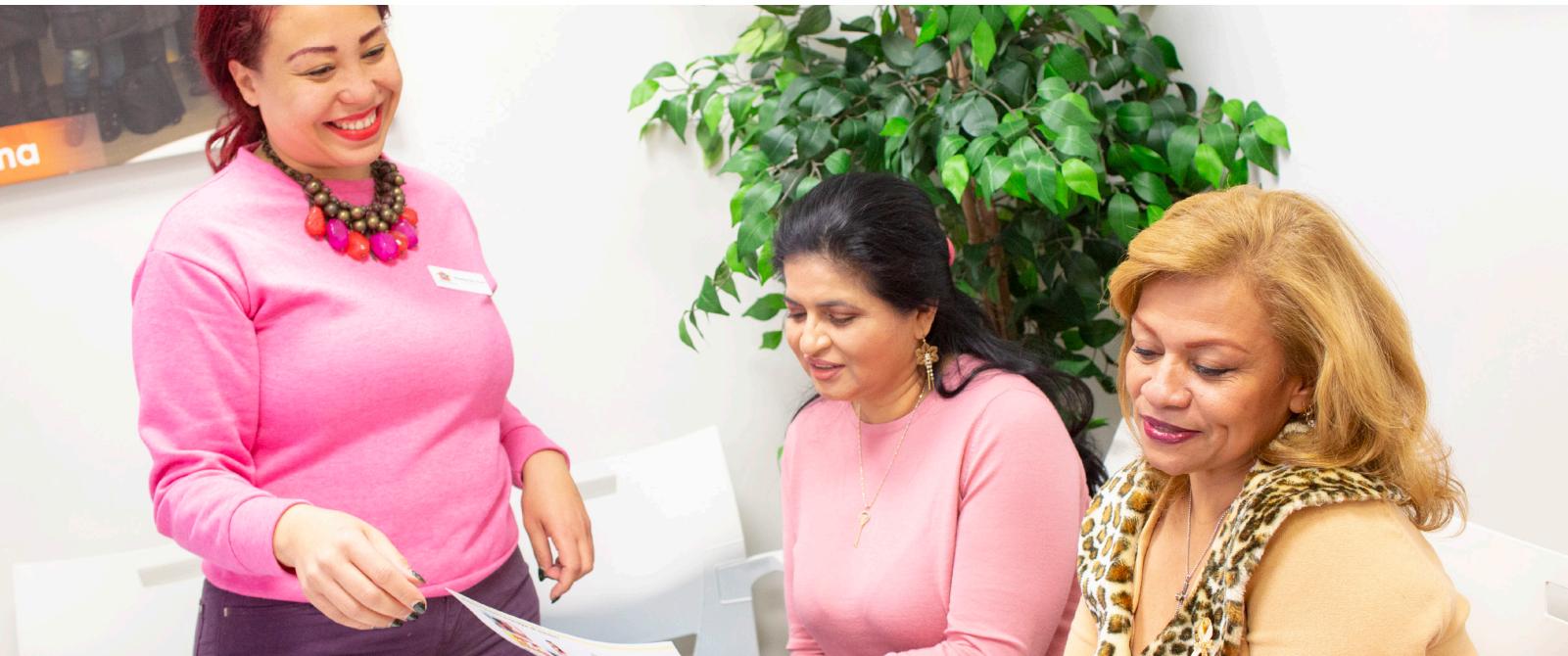
**\$1.24 Billion Loans Disbursed**

## OUR MODEL



## PROGRAM HIGHLIGHT

### GRAMEEN PROMOTORAS



The Grameen Promotoras initiative is a pilot program in our Bronx branch aimed at improving the overall well-being of our members. Community health workers, known as Promotoras, meet with our members at their weekly center meetings to provide health screenings, education workshops, and system navigation and referrals.

A joint health initiative with Grameen PrimaCare, the Grameen Promotoras program includes workshops on health literacy including nutrition, mental health, physical activity and domestic violence. The program also offers vaccinations and conducts health

screenings including BMI, blood pressure and A1C glucose level testing. Members of the program obtain referrals to local health providers and are supported by the Promotora to navigate the health system within the Bronx community where they live and work.

At present, more than 3,500 women are being served. The program has led to significant improvements in our members' access to services and health literacy, and has supported overall program satisfaction.

#### MEMBER ENGAGEMENT



**3,500 Women**

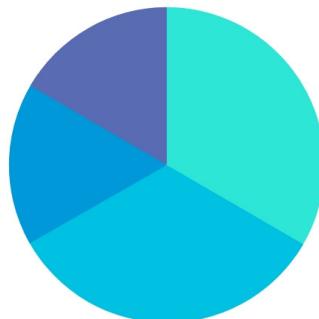


**126 Centers**



**756 Workshops**

#### WORKSHOP TOPICS

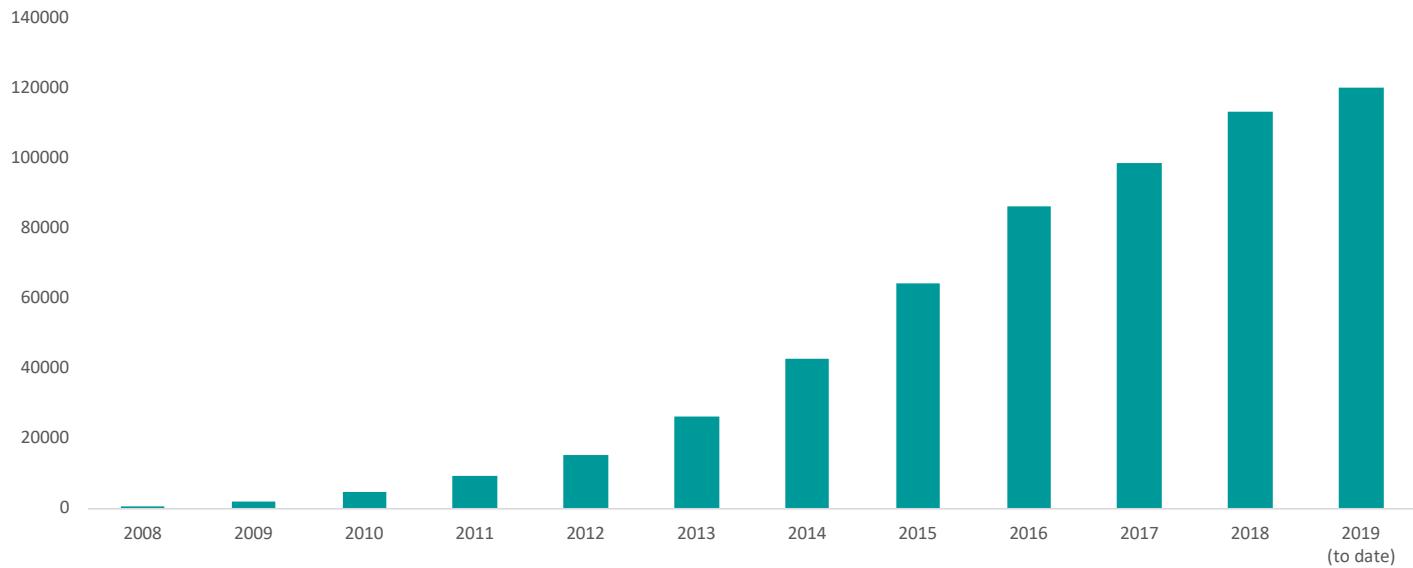


- Women's Health (33.3%)
- Cardiovascular Health (33.3%)
- Nutrition (16.6%)
- Emotional Health (16.6%)

## PROGRAM GROWTH IN THE U.S.

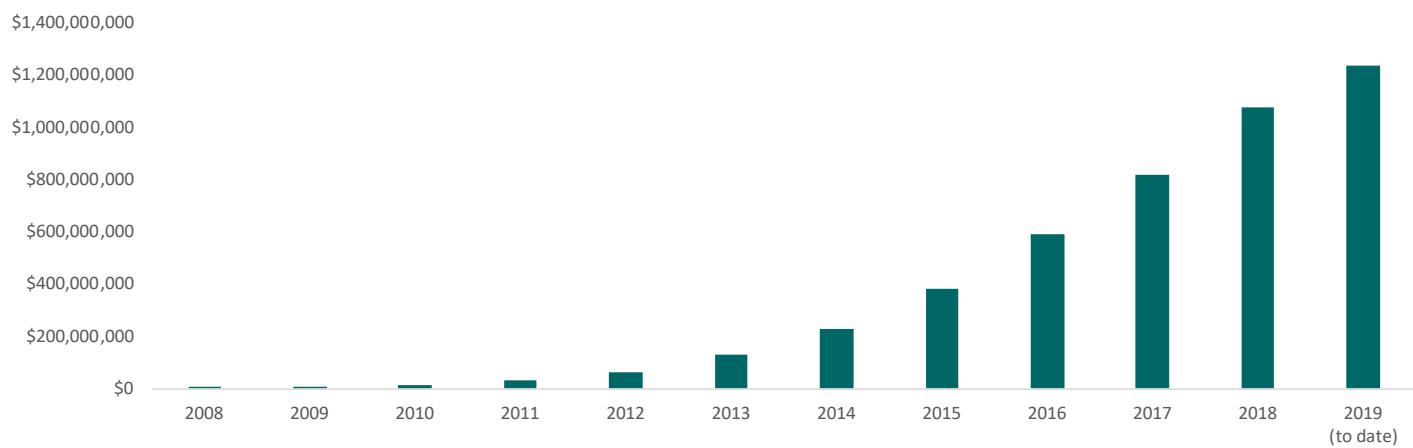
**120,203**

WOMEN SERVED



**\$1.24 Billion**

LOANS DISBURSED





## MEMBER HIGHLIGHT

### MEET TEDY

For Tedy, each workday is different. She could be assisting an immigration lawyer, advising a client with a speeding ticket, notarizing a document or assisting with taxes. A wife and mother of two young sons, this spring Tedy graduated college as a paralegal.

Based in Newark, New Jersey, Tedy has run her notary business for 18 years. She has clients from Long Island to North Carolina, and often works with international consulates to provide translation services.

Before joining Grameen America, a repossessed car resulted in Tedy's poor credit score. Now on her third loan, Grameen America has invested \$5,600 in her growing business. Tedy was able to increase her credit score from 400 to 600 by consistently repaying her loans on time each week. She now plans to purchase a house for her family.

"The most important thing that has happened since joining Grameen America is seeing my credit score increase. I didn't know what to expect when I received my credit report. At first, I didn't believe it and now I have the proof in my hands."

With her first loan of \$1,500, Tedy renovated her storefront and opened the money transferring arm of her business.

"If you go to the bank with poor credit, especially as a woman, nobody believes in you. Grameen America gave me the opportunity to grow. Men are often seen as the main breadwinner in a family but that's not always the case."

Tedy now has three employees at her Newark office. With her next loan, she plans to hire another secretary and broaden their translation services. Tedy often receives referrals from previous clients, and in the future, she plans to open a second location in South Jersey to meet demand.