



GRAMEEN  
AMERICA

# Q2 2019 QUARTERLY REPORT

LIFTING  
HOUSTON

**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.

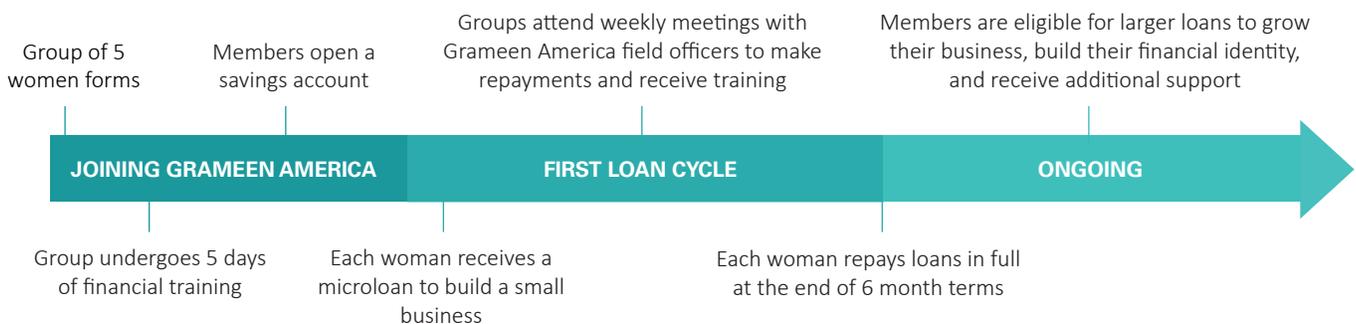
## WHO WE SERVE

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

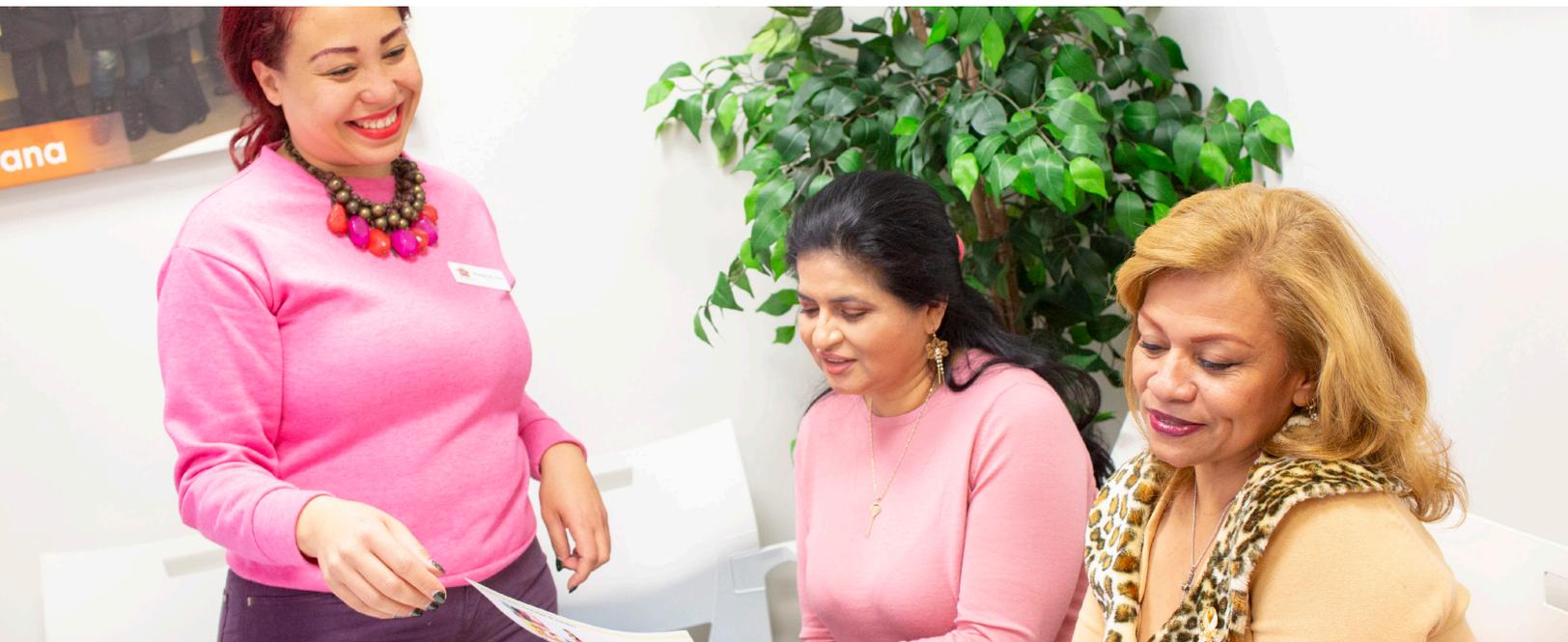


## OUR MODEL



# 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

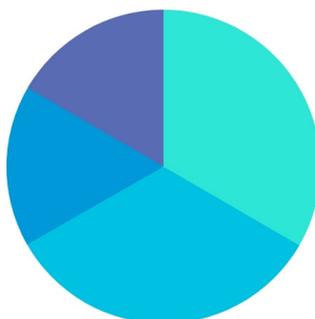


**126** Centers



**756** Workshops

### WORKSHOP TOPICS



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

# PROGRAM GROWTH IN HOUSTON

## 313

WOMEN SERVED



## \$481,000

LOANS DISBURSED



## PROGRAM GROWTH IN HOUSTON

**100%**

REPAYMENT RATE

**320**

TOTAL LOANS DISBURSED

**\$1,500**

AVERAGE LOAN SIZE

**328**

TOTAL JOBS CREATED  
OR MAINTAINED





## MEMBER HIGHLIGHT

### GUADALUPE

Based in Houston, Guadalupe is a mother of four. Before starting her business, Guadalupe worked for nearly a decade at a reception hall where she decorated the venue and handled customer service.

When the Houston branch opened in 2018, Guadalupe was one of the first borrowers to receive a loan for \$1,500 to invest in her business. Now, Guadalupe has an electronics store in a shopping mall. She sells electronic equipment, cell phone accessories, and a variety of children's toys, but the most popular product is the karaoke sound system.

With loans from Grameen America, Guadalupe has purchased stock to expand her store's inventory and recently moved the business to a larger storefront. When the store gets busy, Guadalupe now provides part-time work to her close relatives.

"Grameen America opened a door to expand my business quickly through providing me access to low interest loans. I am very grateful for the opportunity," said Guadalupe. "My favorite part of running my business is helping a customer to find what they are looking for and watching them leave with a big smile on their face."

After repaying her loans each week, Guadalupe saves money for emergencies and towards taking care of her family who remain in El Salvador. Since joining Grameen America, Guadalupe's credit has substantially improved. Now, through owning her own business, Guadalupe has more time to spend with her family and friends.