



GRAMEEN  
AMERICA

# Q2 2019 **QUARTERLY REPORT**

LIFTING  
NEW YORK  
CITY

**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**

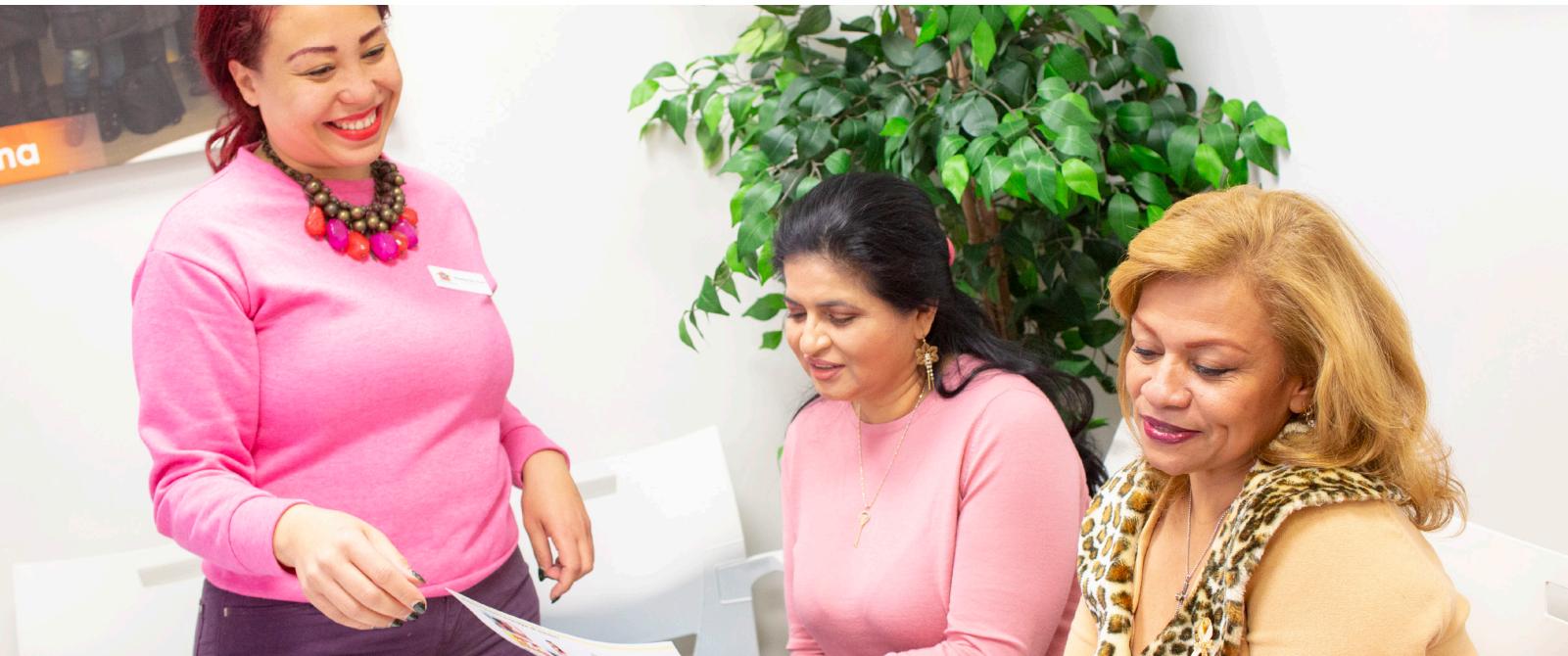
**\$1.24 Billion Loans Disbursed**

## 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

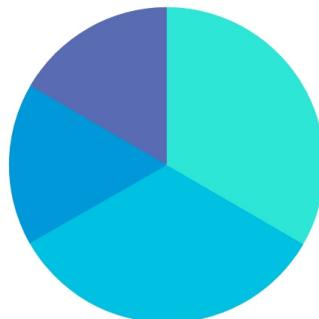
screenings including BMI, blood pressure and A1C glucose level testing. Members of the program obtain referrals to local health providers and are supported by the Promotora to navigate the health system within the Bronx community where they live and work.

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

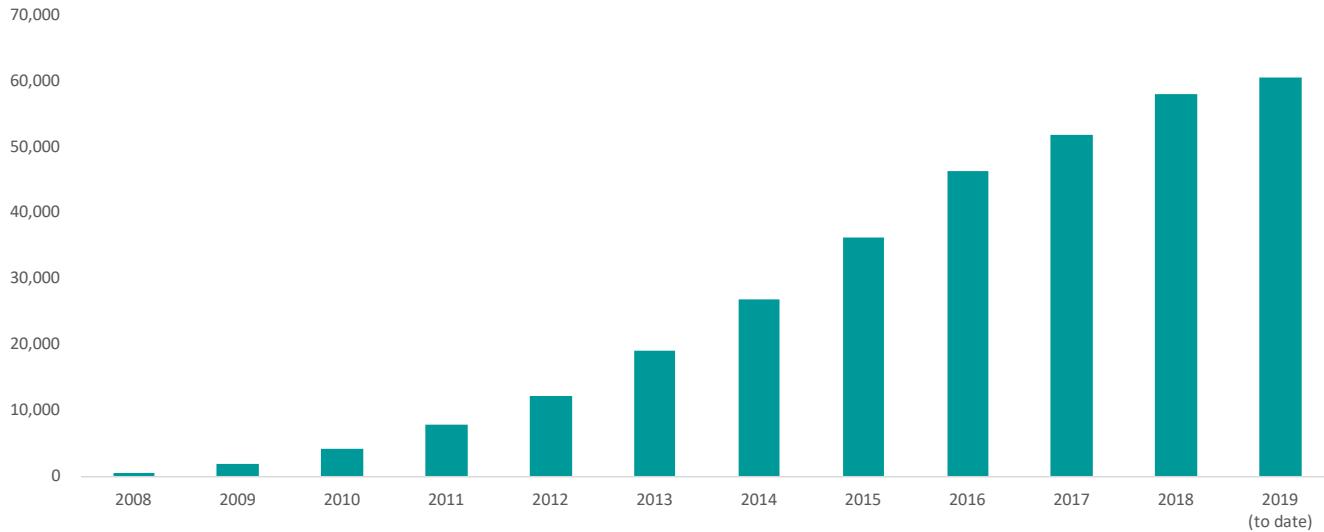


- Women's Health (33.3%)
- Cardiovascular Health (33.3%)
- Nutrition (16.6%)
- Emotional Health (16.6%)

## PROGRAM GROWTH IN NEW YORK CITY

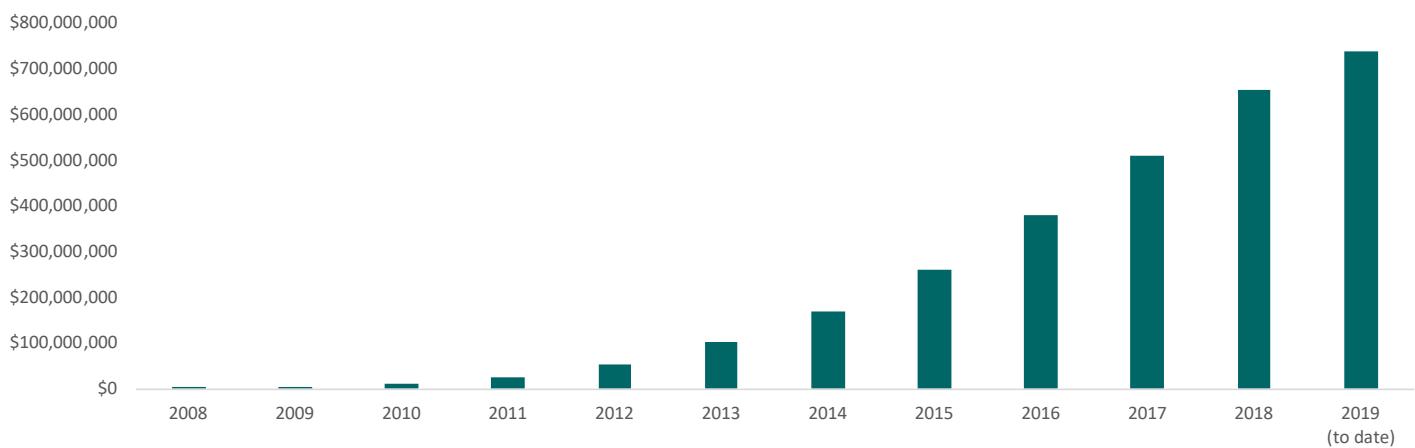
**60,459**

WOMEN SERVED



**\$739.8 Million**

LOANS DISBURSED



## PROGRAM GROWTH IN NEW YORK CITY

**99%**

REPAYMENT RATE

**263,633**

TOTAL LOANS DISBURSED

**\$3,800**

AVERAGE LOAN SIZE

**63,481**

TOTAL JOBS CREATED  
OR MAINTAINED





## MEMBER HIGHLIGHT **MARYAM**

As a mother of five daughters, Maryam often baked cakes and cookies for school events. When the school's principal was eager to pay for her baked goods, Maryam was encouraged to turn her passion for food into a small business. After graduating from culinary school in 2009, she launched her food business, Maryam's YumYum, from her family's kitchen in Harlem.

Family recipes such as her grandmother's popular waffles inspired her early offerings, which she would sell to friends and family, as well as at small events in her community. Through loans she received from Grameen America, Maryam was able to expand into a full-service catering business. With her first loans, Maryam invested in additional food offerings and a new website that allowed her to reach new clients and streamline her ordering processes.

Since joining Grameen America, Maryam has built a credit score, where previously she did not have a score at all. She has also moved from cooking in her home kitchen to utilizing a commercial kitchen at Hot Bread Kitchen, which has allowed her to cater to larger events in her community.

Maryam believes that her entrepreneurial goals have made her a better role model to her daughters. "Being an entrepreneur is hard," she says. "Being a mom and an entrepreneur at the same time is difficult. But having a network of other women business owners helps reinforce what I am doing and encourages my next steps."

In the future, Maryam dreams of owning a storefront to connect more personally with her customers and to teach cooking classes to both children and adults with a budding interest in food.