



GRAMEEN  
AMERICA

# Q2 2019 QUARTERLY REPORT

LIFTING  
NEWARK

**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.

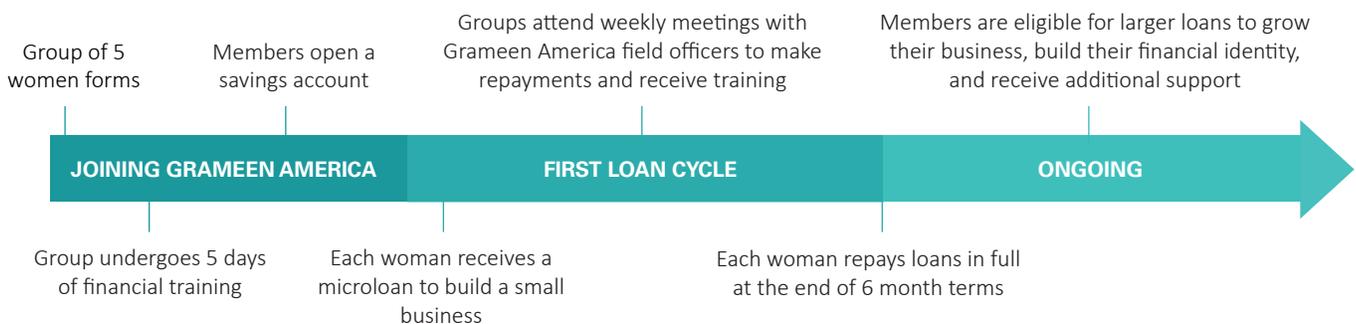
## WHO WE SERVE

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

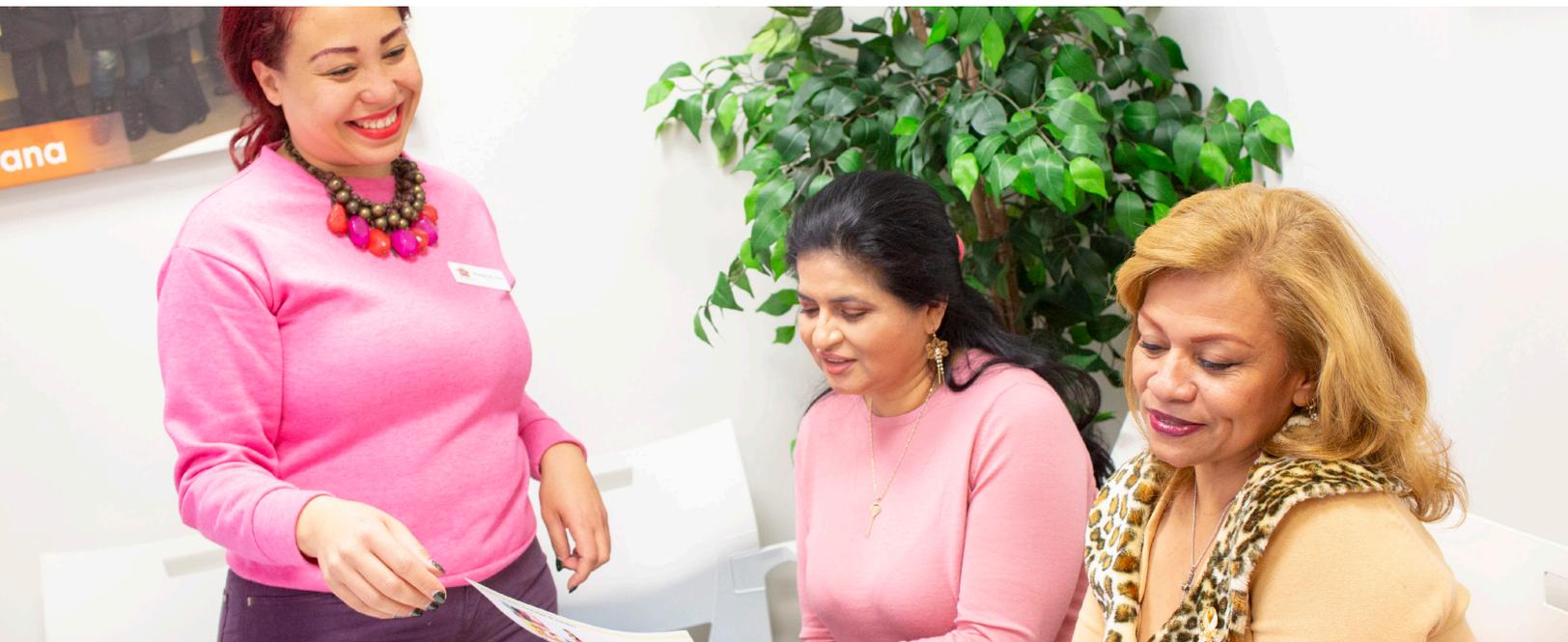


## OUR MODEL



# 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

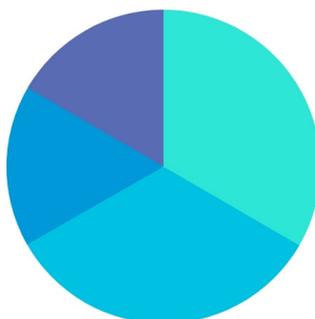


**126** Centers



**756** Workshops

### WORKSHOP TOPICS

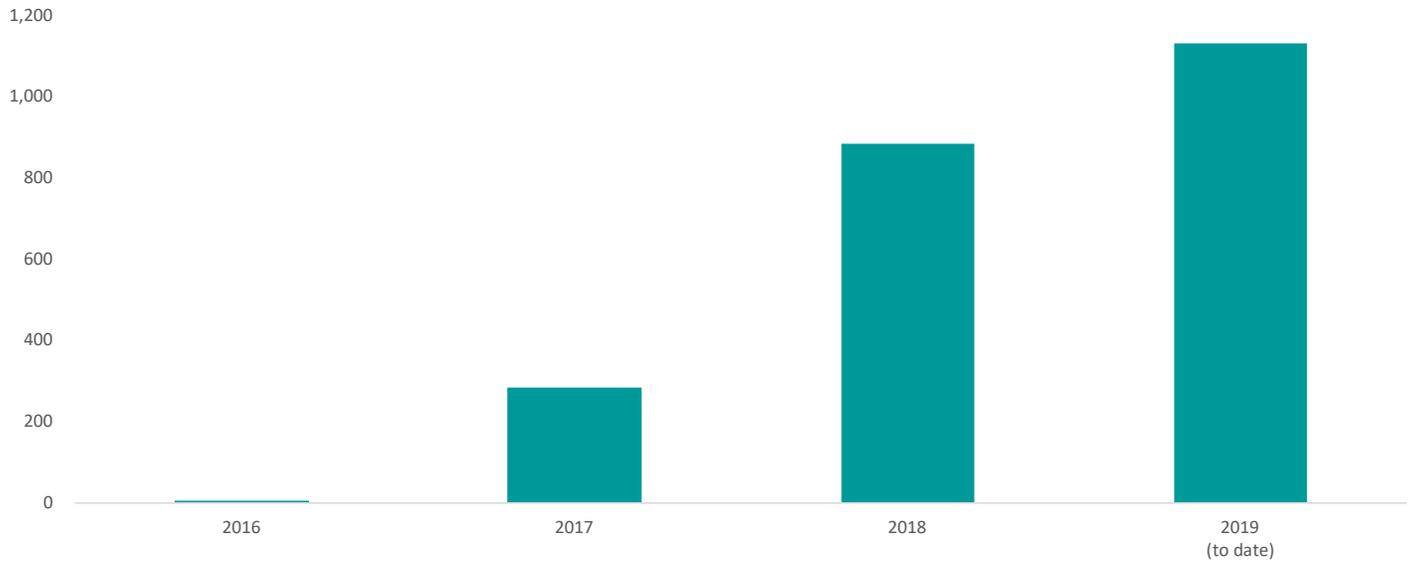


- Women's Health (33.3%)
- Cardiovascular Health (33.3%)
- Nutrition (16.6%)
- Emotional Health (16.6%)

## PROGRAM GROWTH IN NEWARK

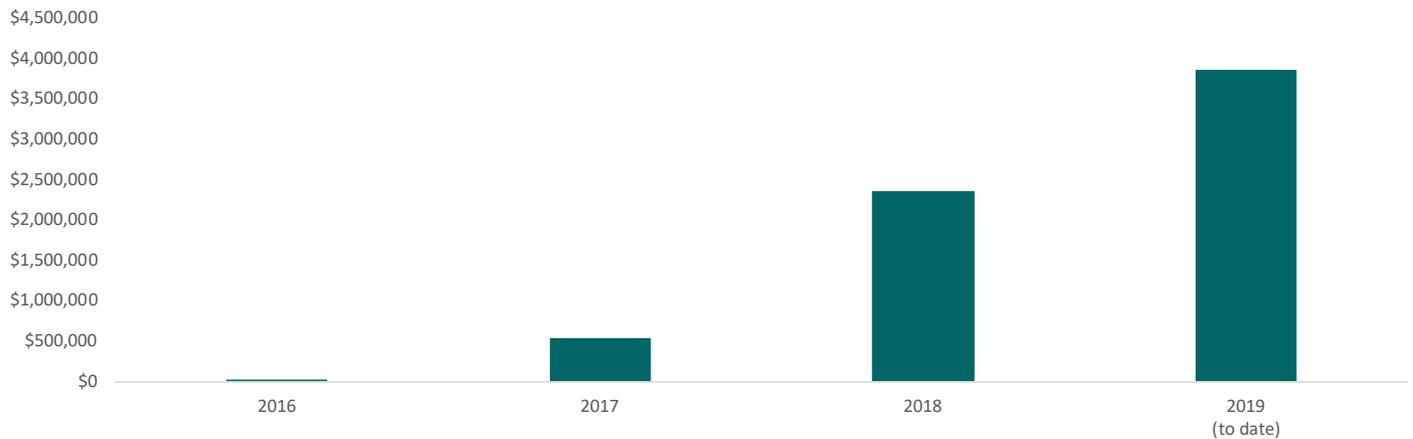
# 1,132

WOMEN SERVED



# \$3.8 Million

LOANS DISBURSED



## PROGRAM GROWTH IN NEWARK

**99%**

REPAYMENT RATE

**2,129**

TOTAL LOANS DISBURSED

**\$2,100**

AVERAGE LOAN SIZE

**1,188**

TOTAL JOBS CREATED  
OR MAINTAINED





## MEMBER HIGHLIGHT

### MEET YUBELKI

Yubelki and her husband have operated their grocery store in Newark for over two years. Back in the Dominican Republic, Yubelki owned a bodega, but due to the state of the economy, her family decided to take a leap of faith and move to the United States.

When Yubelki brought the grocery store, a fellow business owner on her street told her about Grameen America. She was curious about the effect a loan could have on her business and wanted to join the program.

Before becoming a member, Yubelki sold packaged food, iced drinks, cleaning supplies, and traditional empanadas in her store. With the extra capital, Yubelki has been able to renovate to include a kitchen and a glass display case at the back of the market. She has added freshly made sandwiches to her menu, and now sells meats and cheese.

“With help from Grameen America, I’ve been able to buy all the things that I need for my store. When we opened, we only started with a little bit. But as we’ve grown, we’ve added more inventory,” she said.

Yubelki has one daughter who is nine years old. Her daughter loves music and has begun playing the piano. Yubelki’s dream is for her daughter to pursue a career in music. In the future, she wants to open a second grocery store, and credits Grameen America with having impacted her livelihood.

Yubelki’s advice for aspiring women entrepreneurs is clear: “Start small like I did, and join Grameen America to access loans and build your credit. I was able to be successful with my business, and I believe other women in the future will be able to be successful too.”