



DESTINATION HAITI

MCE's Research Trip to Haiti in January 2017

As every other year, MCE organizes a field research trip to survey the impact of one or several of its partner organizations. Following those trips, MCE adapts its offering.

In 2017, the trip will take the MCE team to Haiti to visit MCE's partner Fonkoze and its clients. Haiti is the poorest country in the western hemisphere and ranks #158 on the UN's Human Development Indicators, between Nepal and Mauritania, and is 27 slots below the next country in the western hemisphere, Guatemala.

MCE has partnered with Fonkoze since 2013 and the organization pioneers very innovative poverty alleviation programs. This is a unique experience for Guarantors to join and see first hand how MCE research and evaluates impact.



ITINERARY

Planning in Progress

- Site visits with Fonkoze and their clients.
- Assessment of Fonkoze’s programs (see Preliminary Research Data below)
- Meetings with local business owners, government officials, and NGOs.
- Breakfast, lunch, and dinner collaborative discussions and round-tables.

PRICING

Planning in Progress

INCLUDED IN YOUR PROGRAM

Planning in Progress

NOT INCLUDED IN YOUR PROGRAM

Planning in Progress

MORE INFORMATION

Background on MCE’s microfinance partner, Fonkoze

Fonkoze is Haiti's largest microfinance institution and serves poor and ultra-poor women in rural Haiti through 46 branches located throughout the country. The name Fonkoze is an acronym for the Haitian Creole phrase “Fondasyon Kole Zepòl” meaning “Shoulder-to-Shoulder Foundation.” The organization’s mission is to build the economic foundations for democracy in Haiti by providing the rural poor with the tools they need to lift themselves out of poverty.

Haiti is the poorest country in the western hemisphere and ranks #158 on the UN's Human Development Indicators, between Nepal and Mauritania, and is 27 notches below the next country in the western hemisphere, Guatemala (Congo is last at #187).

Despite the incredibly difficult operating environment in Haiti, Fonkoze has over 53,000 borrowers and 260,000 savers. While not financially sustainable at this stage, Fonkoze's Board and management have recently committed to bringing SFF (the microfinance arm of the Fonkoze family) to a sustainable level in the next 3-5 years. Moreover, Fonkoze successfully survived the fallout from the devastating earthquake in Haiti in 2010 and the 2008 and 2012 hurricanes, demonstrating resilience, and has made important progress since then.

The broader family of Fonkoze institutions offers health programs and other services that work to alleviate poverty in a holistic manner with an integrated approach that has high potential for social impact. The institution has a committed management team, good governance, and an excellent competitive position in the country, as well as the scale and external support needed to face challenges that arise in the future.

SFF's board and management team have recently shown a new commitment to reaching financial sustainability in the next three to five years. MCE's loan, in combination with Global Partnerships, will help Fonkoze demonstrate its capacity to work with international funders, repay interest and principal on time, and help build a track record toward more debt funding in the future and eventual profitability. This will allow SFF to move to the next level, no longer relying on the international donor community, but rather growing via debt and equity accessed on commercial and quasi-commercial terms.

MORE INFO ON TRIP IN FEB. 2016!

PRELIMINARY RESEARCH DATA

MCE’s field research will focus on the following areas:

- Fonkoze’s extensive outreach is focused mostly on rural populations (88%) and solely on women.
- With a network of 45 branches and over 2,000 community credit centers all over the island, the MFI serves very remote communities where no other financial services providers are present.
- It is committed on providing financial services to the low-end of the market and displays the lowest average loan size among important players. Its lending programs based on the “graduation model” and starting with loans as low as US\$40 lift families out of ultra-poverty.
- Fonkoze’s complements its financial inclusion effort by providing savings and other financial services such as remittances, money transfer and foreign currency exchange.
- The organization, through its Foundation, offers a wide range of microfinance plus services to its clients and their communities. The synergy between the financial institution and the Foundation, which leverages the branches network, ensures that clients’ economic progresses are reinforced by improved health outcomes, educational opportunities and business management skills.
- These human development programs include a six months Literacy and Numeracy module, a three months Financial literacy & Business skills training, as well as a Health micro-franchise program called “Boutik Sante”, which aims at giving access to health supplies and services to communities while simultaneously generating a small profit for Fonkoze’s clients.
- Fonkoze efficiently monitors and measures its social performance and impact by using the Progress out of Poverty Index (PPI) methodology. Results are shown by the below figures:

	<u>Incoming Clients</u>	<u>After four years</u>
Percent living below \$1/day.....	52%	47%
Average savings.....	\$16	\$75
Food insecure.....	76%	24%
Send all children to school.....	80%	99%
Own small asset.....	62%	83%