

Community Bank Program Process Report

April 7, 2016

This process report

- I. Data summary
- II. What's going well
- III. Current challenges
- IV. What we are working on

DATA SUMMARY



Savings Groups Worldwide

11,973,308

people are participating in savings groups using VSL
methodology

Savings Groups Latin America

381,725

people in Latin America are participating in savings groups,
using some version of the VSL methodology

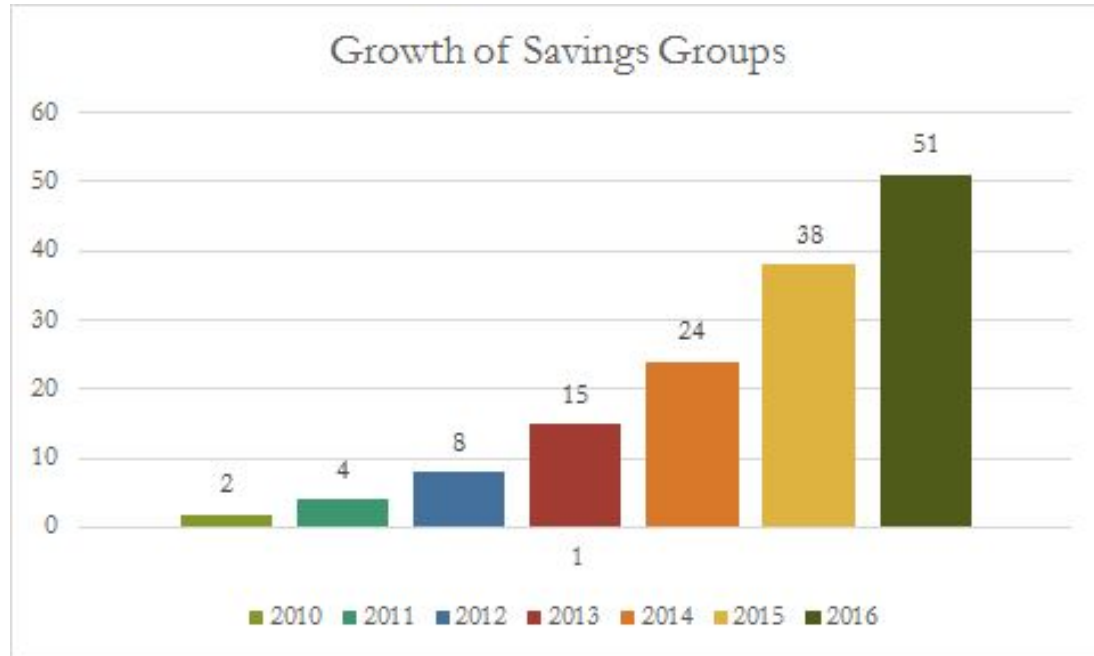
Our Impact

At this time we are
working with:

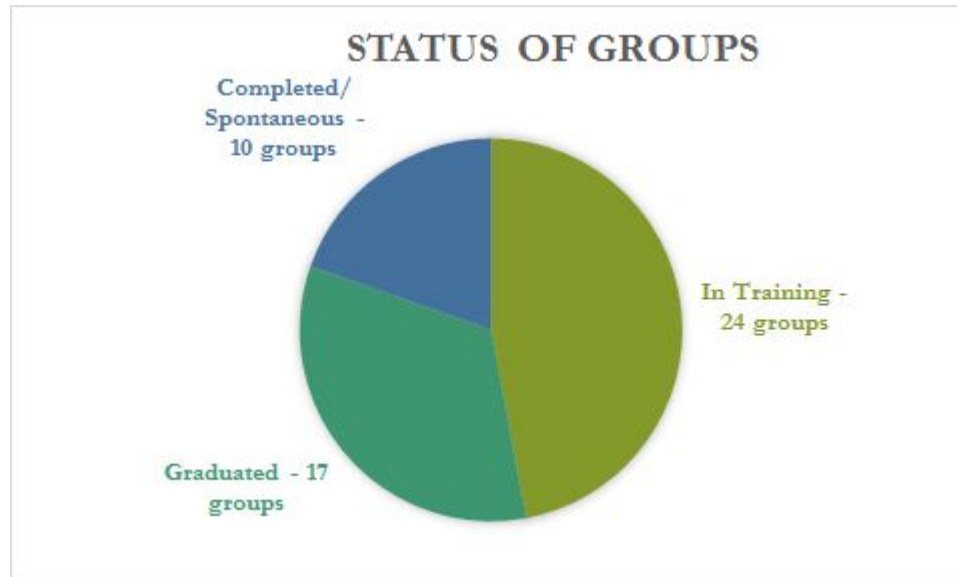
**51 GROUPS/
865 SOCIOS in
18 COMMUNITIES**



How have groups grown?



51 Groups are Actively Saving



Graduated Groups

17

groups have graduated from our program
(100% continued as self-managed, independent
Community Banks)

Spontaneous/Completed Groups

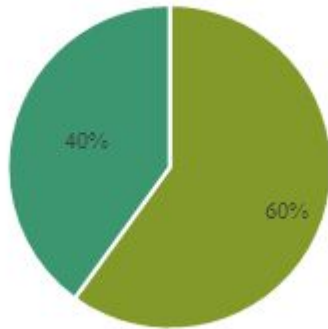
We know of

10

Groups to date who have spontaneously formed in BCS, México since the beginning of the program...half are still active.

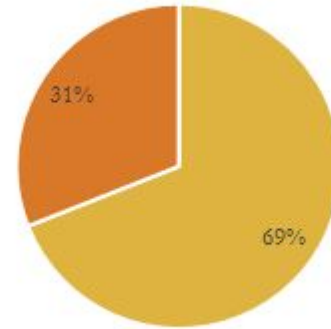
Socio Demographics

Male vs. Female



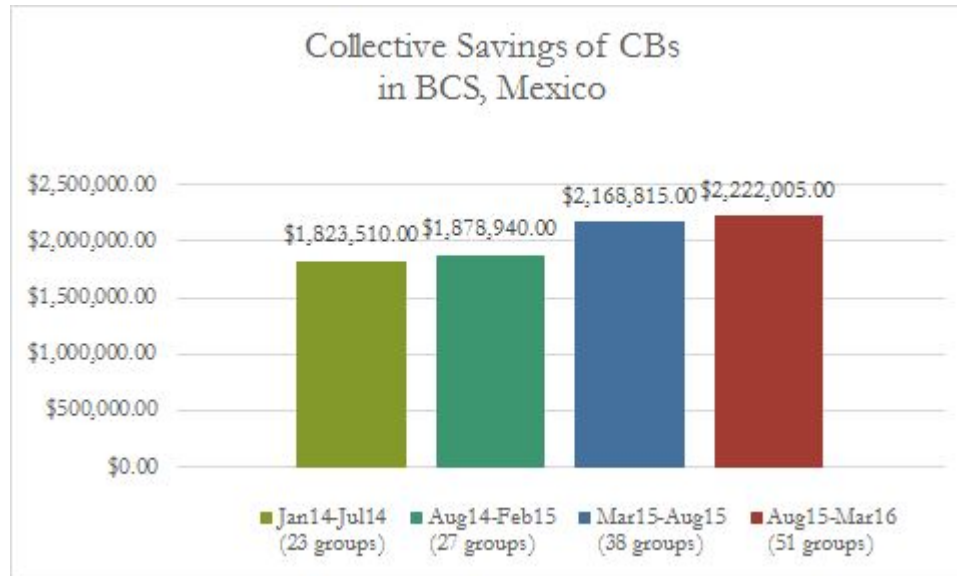
■ Female - 514 ■ Male - 351

Children vs. Adults



■ Adults - 594 ■ Children - 271

Collective Savings



Pesos Saved in BCS

In the past 6 months, Community Bank members have saved more than \$2,200,000 pesos...

Since the start of our program they have collectively saved over \$8,000,000 pesos!

Prestamos

- Some groups rely heavily on loans (San Fran, El Cardon, Bonfil, etc), while others do not use them (La Perla, Wiki, etc.).
- Loans continue to be primarily used to pay off debt, education, personal needs, house repairs. We haven't seen as many utilized for small business as we anticipated or hoped for.
- It remains a challenge to gain consistent data on every loan, however some recent interesting loans include:
 - ◆ Adriana, EcoBanco took out a loan for a trip to DF to apply to university.
 - ◆ Carolina, Los Fuertes, together with her husband and 3 children took out \$2000MXP loans (total \$10000MXP) to build their new home with block and cement; previously they had lived on borrowed land in a home made of cartón.

Long Term Savings Strategies

20%-30% of CBs are **ROLLING OVER**

24% of CBs have socios using **FONDO EXTRA**

20% of CBs have accounts in **TRADITIONAL BANKS**

Additional Data Points

- 78% meeting attendance
- 2.6% of participants have left groups
- 16% is average yearly ROI
- 57% of groups have a Fondo Social

WHAT'S WORKING



Our Outreach

We have a diverse outreach to government organizations, NGOs, religious organizations, and by word of mouth.

We anticipate 10-15 groups forming in the next 8 months.

Evolution of Our Training Methodology

We received affirmation from Jeff Ashe that our methodology is sound. We continue to strive to adapt and iterate our training to best suit the program participants and culture. Our mini-videos are our next step.

Local/Global Connection

We are actively involved in the communication about the role of savings groups in financial inclusion. This includes how we might grow in México, and be part of the growth of the sector in the US. Our professional development opportunity is critical here...thank you!

WHAT'S NOT WORKING



Low number of new groups formed

Why?

- Conference planning
- Balancing program development with group formation
- Holidays
- Outreach to vulnerable communities
- Priority of potential program participants
- Trainers working within their “bubble”

Record Keeping

We created our database in 2013 and at the time believed it could handle 50 groups. With 51 groups, it has reached its max potential. While still answers basic questions, it is cumbersome and doesn't allow for the analysis that we desire.

We are exploring the option of adopting the Qmobile platform for our record keeping system. Considerations include cost, work to customize platform for our program, time to transfer our data and train our team in use.

Even with updated record keeping system, we still face the challenge of collecting info from remote communities and graduated groups.

WHAT WE'RE WORKING ON



Leadership in a new region

Martha Marquez is completing the first phase of her training, and is ready to promote and form new groups in Comondu. We anticipate 2-3 new groups forming in the upcoming three months.

New record keeping system

We are in need of a new system that is more streamlined, easier to use, and resolves current issues related to analyzing information.

Student group methodology

We anticipate working alongside Paola, a teacher from Airapi, to create a separate methodology and related activities for student groups.

Promoters Initiative

We are focused on two promoters, Diana (La Paz) and Carolina (Loreto). We are curious to see if, with dedicated/intensive training and a paid part-time position, we will see results from the promoter initiative. ***We need to pair this exploration with a consideration of organic replication of groups.***

Modifying our training methodology

Our methodology *is* serving communities, but we are looking for areas where we can refine and improve. This includes a review of monitoring systems, accounting sheets, and troubleshooting. It also involves assuring consistency in training of trainers. Our mini-videos may be integral in improving our training delivery. They may also be allow us to expand to other regions (i.e. Ensenada, with Rita).

Program Sustainability Plan

We must consider our program sustainability - both operational (staffing/capacity) and financial (funding from CO). This includes re-exploring the possibility of starting an AC in México.

Adelante

