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Forging New Partnerships To Transform Dependency Into Economic Independence:

Can Microfinance Institutions Go It Alone
As They Try To Reach Deeper?

Presented by:

Anne H. Hastings
Director, Fonkoze
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A Leader With A Vision



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Observations

Democracy won't survive without economic development

The poor can't depend on outside help

Women are the backbone of the economy

We can't just give a woman a loan and send her on her way

The only thing keeping Haiti afloat is the diaspora

The Vision

The poor must have a bank they can call their own

The bank must be self-financed and sustainable

Women must be the target market so we reach the whole family

We must accompany her as she struggles to make her way out of poverty

The bank won't succeed without the support of Haitians living abroad.

A Suite of Services

Credit
Savings
Currency Exchange
Remittances
Basic Literacy
Business Skills



Every Rural Haitian Experiences The Quality Of Life Associated With Extreme Poverty

- At least 50% of the population has no access to health services.
- At least 70% of the population has no access to clean drinking water.
- 56% of the population is malnourished.
- The infant mortality rate is 76 deaths per 1,000 live births.
- Life expectancy at birth is less than 50 years.
- The illiteracy rate is greater than 50%, the highest in the Americas.



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Bankers And Doctors To The Poor:

Why do we need each other
to succeed?



Doctor's objective: To keep the family healthy

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Banker's objective: To keep the family economically active



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Questions To Ponder

Is the doctor treating illness?

Is the banker treating a lack of access to financial services?

Or are we both really treating

P O V E R T Y ?



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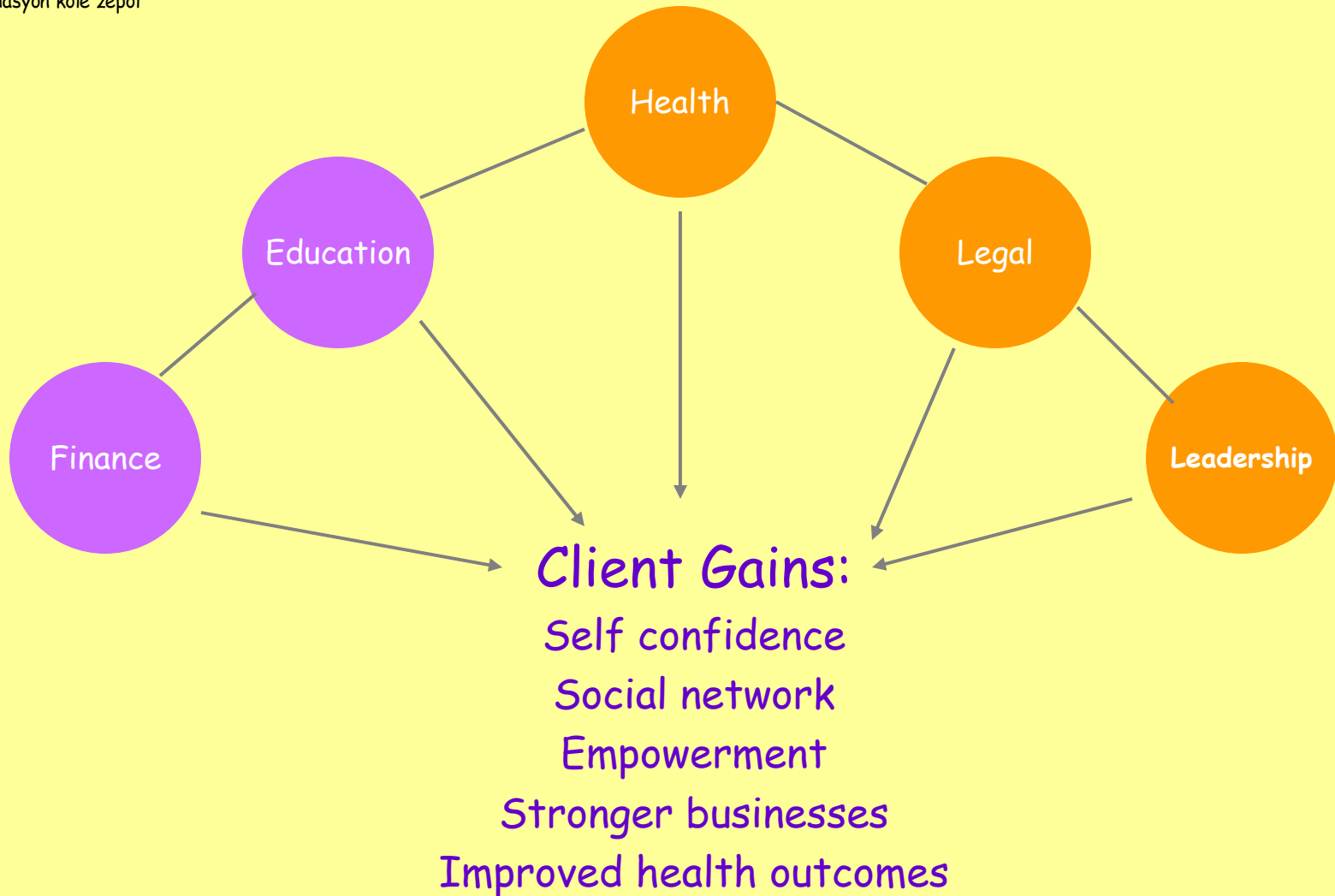
And if so,

Shouldn't we be doing it
together?



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A Model of Integrated Services



Three Levels Of Poverty

1. Economically Active Poor:

- ✓ Ready and able to work
- ✓ Not yet leveraged their businesses to achieve a decent income
- ✓ Ready to respond to financial services, technical assistance, and education

2. Hard Core Poor:

- ✓ Consumed by day-to-day survival
- ✓ If their survival needs are met, they can enter into a development period and secure a path to independence



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Three Levels Of Poverty

(continued)

3. Ultra-Poor:

- ✓ Do not see economic and social success as a possibility in their lives.
- ✓ See their situation as permanent, perhaps ordained.
- ✓ Requires breakthroughs in the way people think and often in the culture surrounding them.



If We Want To Reach Deeper

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- Credit is not enough
- Credit with savings is not enough
- Credit with literacy training is not enough
- Credit with business and health promotion education is not enough





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Who/What Is Zanmi Lasante?

- Sister organization in Haiti of Partners In Health
- Mission: To provide a preferential option for the poor by bringing the benefits of modern medical science to those most in need and by serving as an antidote to despair
- Founder and Medical Director: Dr. Paul Farmer, physician, Harvard professor, renowned infectious- disease specialist, anthropologist, recipient of MacArthur "genius" grant
- Grew from 2-room clinic in late 1980s to full-service, 104-bed hospital, TB & AIDS inpatient treatment facility, Women's Health Center, 4 community based clinics, and a dozen schools

The Road To Empowerment





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**Microcredit is not an end in itself,
but a means to breaking the
cycle of poverty**



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Thank you!

