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.

OUR MODEL

<table>
<thead>
<tr>
<th>JOINING GRAMEEN AMERICA</th>
<th>FIRST LOAN CYCLE</th>
<th>ONGOING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group of five women forms</td>
<td>Members open a savings account</td>
<td>Groups attend weekly meetings with Grameen America field officers to make repayments and receive training</td>
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<tr>
<td>Group undergoes five days of financial training</td>
<td>Each woman receives a microloan to build a small business</td>
<td>Members are eligible for larger loans to grow their business, build their financial identity, and receive additional support</td>
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NATIONAL IMPACT

- 99% Repayment Rate
- 15 U.S. Cities
- 503,000 Total Loans
- 131,000 Jobs Created or Maintained
- 124,000 Women Served
- $1.32 Billion Loans Disbursed
In September, we celebrated with Grameen America Chair, Nobel Peace Prize Laureate and Grameen Bank Founder Muhammad Yunus as we deepened our impact in California with two new branch openings.

The new branches located in Long Beach and Fresno follow our established locations in California in Los Angeles, Oakland and San Jose, and will see the organization’s branch portfolio reach 23 locations in 15 U.S. cities.

According to the Census Bureau, California has the highest poverty rate in the country. As low-income
women continue to be excluded from the financial mainstream, our expansion in California aims to deepen our impact and address this inequity.

In 2012, Grameen America opened our first branch in California in Oakland. Over this time, we have served over 22,000 women and disbursed more than $192.3 million in loans in the state.

We are focused on broadening our geographic footprint, with the goal to serve women entrepreneurs in Chicago and Connecticut, while expanding our footprint in Los Angeles and Texas. We aim to scale our operations to 40 branches across the country over the next decade.

These forthcoming branches are a central part of Grameen America’s campaign, Lifting America: The Campaign for Her Future. Through philanthropy and debt capital, the campaign aims to raise $300 million over five years to scale Grameen America’s national growth.
As part of our commitment to enhance and expand our products and services to empower women entrepreneurs, the new Grameen America Business Expansion Loan was created to assist our most advanced members to scale their microenterprises to larger businesses.

Starting at $10,000 over a six-month cycle, the Business Expansion Loan offers qualified members access to larger loans to continue to expand, build and formalize their businesses.

To be eligible for the Business Expansion Loan, members must have had direct involvement with their business for two years, have a strong repayment record, possess savings and a business-relevant license, as well as commit to completing a business training course over a one year period.

“Many members accepted for the Business Expansion Loan have been with Grameen America for nearly a decade, and with greater loans will be better equipped to embark on their next phase of growth,” said Alethia Mendez, Vice President,
Operations and Program Strategy. “Many of these members will now be ready to open a second location or hire additional employees from their communities.”

Business Expansion Loan recipients like Guadalupe demonstrate the need for loans at this level. Since joining Grameen America in 2013, Guadalupe opened her own Mexican restaurant and now has eight employees. Guadalupe has taken out over $80,000 in microloans and has used the capital to pay for gas and electricity bills at the restaurant, purchase inventory and maintain her employees’ wages.

With the capital to finally become a self-sufficient entrepreneur, Guadalupe runs her business by the motto of “we sell, we buy,” and the loans from Grameen America allow her to continue this profitable model.

“GRAMEEN AMERICA ABSOLUTELY CHANGED MY LIFE. THERE ARE MOMENTS WHEN I THINK ABOUT SOMETHING I WANT TO ADD TO THE BUSINESS AND IT GIVES ME A WAY TO DO IT,” SAID GUADALUPE.

The creation of the Business Expansion Loan advances Grameen America’s mission to reduce barriers to entrepreneurship for low-income women, and supports small business growth among underserved communities. At present, the Grameen America Business Expansion Loan is available at the Jackson Heights and Manhattan branches, with the goal to expand to additional locations in the future.
PROGRAM GROWTH IN THE U.S.

124,763
WOMEN SERVED

+ 4,560
NEW MEMBERS IN Q3

$1.24 Billion
LOANS DISBURSED

+ $86,277,000
NEW INVESTMENT IN Q3
MEMBER HIGHLIGHT
MEET DIANA

Diana and her husband started selling perfume on the streets in Upper Manhattan, bringing their son along in the stroller. It was physically demanding work, especially during the long New York winters.

After building a strong customer base over the years, Diana knew it was time to find a permanent location for her business. She gathered the funds to rent a small stall within a shared space with other local businesses.

To keep growing her business, Diana tried to get a loan from a bank but found it too difficult to meet the financial requirements. She learned about Grameen America from her mother, who is also a member and runs a tailoring business out of her home.

With her first loan of $1,500 from Grameen America, Diana invested in new perfume. Diana has continued to invest in her business with additional capital, and over her past ten loans, she has expanded the store’s offerings to include handbags, jewelry and clothing.

“OUR CUSTOMERS HAVE BECOME A PART OF US. SOME OF THEM WE HAVE KNOWN FOR YEARS.”
Diana credits her close relationship with her customers as the key to her success. Last year, due to the success of her stall, Diana moved to her own storefront. Now with more than double the amount of space, Diana is confident she can continue to grow the variety of products that she knows her customers will purchase.

In the future, Diana wants to invest in more clothing, as well as find a quality supplier that can meet her needs at a low price point. With the improvements she has made to her credit score through involvement in the program, Diana and her husband are hoping to purchase a car.

“BEFORE I JOINED GRAMEEN AMERICA, I DIDN’T HAVE A CREDIT SCORE. AND NOW I’VE SEEN IT IMPROVE.”

At her weekly center meetings, Diana has built a strong community with the other members—there are even two Grameen America businesses on her block. If she ever has a question about her business, she knows she can go to them for advice. Diana has two children, a fourteen-year-old son and a seven-year-old daughter. By owning her own store, Diana has shown them how to become successful entrepreneurs.

“WITHOUT GRAMEEN AMERICA’S SUPPORT, I WOULD NOT HAVE THE BUSINESS I HAVE TODAY. THE INITIAL CAPITAL HELPED ME GROW AND NOW I AM VERY PROUD TO SAY THAT I HAVE MY OWN PLACE.”