

FIFTH ANNUAL BUSINESS OF HOPE LUNCHEON

Now in its fifth year, the Business of Hope Luncheon has introduced thousands of local business and community leaders to the opportunity that microfinance provides to those living in poverty. More than \$550,000 in net proceeds were raised at this year's event as a crowd of 1,200 gathered to celebrate the success of Global Partnerships' programs and to meet microentrepreneur María Antonia



Microloan recipient María Antonia Galvez, introducing her daughter Judith to the audience

Galvez. María Antonia traveled from a remote village in Guatemala—10 hours outside the capital city—to share her life story and to illustrate the impact that a gift to Global Partnerships has in the life of a family living in poverty.

María Antonia received her first loan 10 years ago from Global Partnerships' microfinance partner, FONDESOL. Determined to provide for her growing family, she joined a local women's lending group and purchased seeds and fertilizer. With her first crop of flowers she traveled to market and returned with nine out of 10 bouquets sold. Today, she maintains two greenhouses that she built to produce the flowers she sells to local wholesalers. In addition, she grows and markets tomatoes, corn and other agricultural products. While flowers are still her first love, she has



Father Stephen J. Sundborg of Seattle University giving a keynote speech on "Globalizing Hope"

expanded her business portfolio and now tends to more than 500 chickens, selling the eggs and meat at the market. As she told the capacity crowd, she is proud of what she has accomplished for family. Speaking of the future, María Antonia introduced the audience to her 10-month-old daughter, Judith: "The future is my daughter, and she is the flower of hope."

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PARTNER PROFILE: FONDESOL



The microfinance institution (MFI) *Fondo para el Desarrollo Solidario* (FONDESOL) is one of our newest partners, joining Global Partnerships' family of MFIs earlier this year. Based in Guatemala, FONDESOL is a non-governmental organization (NGO) that started as a project of Catholic

Relief Services in 2002. With the goal of consolidating several different Guatemalan microfinance programs into one entity, four organizations joined together to form a single, umbrella organization. FONDESOL now serves more than 10,000 borrowers with six offices across Guatemala.

FONDESOL is an MFI truly committed to providing economic opportunities to the lowest income segments of the population, with a stated mission to help make the poor the owners of their own development. About 60 percent of the loans FONDESOL makes are

allocated to loans below \$500, with an average loan size of \$351.

FONDESOL's operations are focused on rural zones in some of the poorest areas in Guatemala, including Business of Hope Luncheon special guest speaker María Antonia Galvez's hometown of San Marcos—10 hours away from the capital city of Guatemala. Also like María Antonia, many of FONDESOL's clients are farmers. The organization offers financial services in the form of individual loans, village banks and solidarity groups.



Dear Friends,

Global Partnerships was founded with the belief that everyone deserves the opportunity to earn a living and provide the basic necessities of life for their

family. It is my privilege to come to work each day to turn that belief into reality.

The best part of my job is the time I spend with borrowers in Latin America. It reminds me what is possible in places that are overlooked, with people who are forgotten.

I returned recently from El Salvador, Guatemala and Nicaragua. As strange as it sounds, the highlight of the trip was Saturday afternoon spent in a Guatemala City prison.

We were invited to see some innovative work being done by a microfinance institution bringing microcredit to women inmates. The idea is bold but simple: provide business training and make small loans to help non-violent inmates start microenterprises—like crafts and cleaning products—that can be made in prison. Sales in nearby markets are handled by university students. Revenue is used to repay loans, expand microenterprises and start savings accounts for the women involved. In the process, the women learn to become successful microentrepreneurs and are empowered to create better lives for themselves and their families after being released.

Hope is hard to come by in a Guatemalan prison. I've met a lot of microentrepreneurs, but none more grateful for being given a chance, more determined to make their business work, or more mindful of what their success might mean for others who would follow. As we met in the prison chapel to see products and learn about their progress, the power of hope and opportunity was evident in the eyes and voices of the women.

I'm fortunate to see microfinance in action, to witness positive change in people's lives in Latin America. But we recognize that not everyone has the chance to do so. That's one of the goals of the Business of Hope Luncheon: to bring our work to the people of Seattle, allowing more than 1,200 people to hear directly from one borrower, like Maria Antonia, whose story inspires, humbles and challenges us, all at the same time.

Thank you for making our work possible.

Best regards,

Rick Beckett, President and CEO

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The theme of hope was echoed in remarks offered by keynote speaker Father Stephen J. Sundborg, president of Seattle University. Father Sundborg shared stories of his students, whose travels in Latin America and Africa provided them with a new understanding of poverty. Despite feeling overwhelmed by the lack of resources available, the students came home inspired to make a difference and to provide opportunities for people who want to earn a living. Father Sundborg declared, "Hope is

winning out in college students, it can also for us. Hope must win out in the lives and in the future of the children of the people microfinance helps."

The extraordinary generosity of Business of Hope attendees will provide for the expansion of Global Partnerships' programs and ensure that more people like Maria Antonia are able to benefit from microfinance and earn a living to provide for their families.

SPECIAL THANKS TO OUR VOLUNTEERS

We would like to give special recognition to all of our volunteers. Without your help, the Business of Hope would not be possible. Many thanks!

Georgina Allen	Maria Gereá	Carrie O'Brien
Michelle Aubrey	Nancy Hansen	Xiaoxiao Peng
Satori Bailey	Cindy Henderson	Jessica Redmayne
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Pam Erickson	Kendy Meyer	Roger Wright
Carmen Forsman	Nikki Neuen	Ruth Wright
Jeni Gauthier	Liz Norville	Betti Ann Yancey



Many of our hardworking volunteers on the morning of the Business of Hope Luncheon

REBUILDING AFTER NATURAL DISASTER

Anyone who has experienced an earthquake or hurricane knows the devastation caused by these natural disasters. Working in Latin America, Global Partnerships is keenly aware of the impact these events have on the people living and working in these regions. Global Partnerships' commitment to serving borrowers in rural and hard-to-reach places often means working in communities where evacuation protocols and emergency relief services are unavailable.

This past summer, Central America was rocked by two Category 5 storms and an earthquake with a magnitude of 7.9 that struck off the coast of Peru. Of these disasters, Hurricane Felix hit the "closest to home" when it slammed into the coastline of Nicaragua and Honduras. Wind speeds reached 165 mph and storm surges were 18 feet above normal. One hundred and thirty people were killed and more than 70 people remain classified as missing.

Clients from three of our 19 microfinance partners (MFIs), PRODESA, FONDESOL, and ACODEP, faced the challenges brought on by Hurricane Felix: floods, mudslides and the destruction of homes, hospitals and schools. Because Global Partnerships picks partners who share our commitment to improving lives beyond microfinance, the leadership

of these MFIs quickly organized efforts to rebuild communities and offered extended loan repayment schedules for the 43 clients whose businesses were destroyed.

Many business women and men are faced with the loss of property, inventory, tools and equipment immediately after a natural disaster. However, entrepreneurs who have financed their businesses with microloans are often quick to recover from such devastation. Many of the products and services they provide are used in everyday life and as the community returns to rebuild, the customer base of these small businesses is restored. Business owners use these early profits to replenish their inventory and replace personal items lost in the storm.

Throughout it all, the borrowers retain both their competitive drive and their enterprising skills and are eager to rebuild their businesses. This was certainly true for María Antonio

Galvez. María Antonio rebuilt her greenhouse after Hurricane Stan hit Guatemala in 2005. Despite having lost nearly all of her inventory and one of her greenhouses, today María Antonia is a successful entrepreneur with an expanded and diversified business portfolio.

While Global Partnerships will never be able to protect those living in poverty from hurricanes, floods, fires or earthquakes, with your help we will be able to continue our commitment to improving the lives of the business women and men who rebuild and start again.



An aerial view showing the devastation of Hurricane Felix along the eastern coast of Nicaragua. U.S. Navy photo by Todd Frantom

THANKS TO OUR BUSINESS OF HOPE CORPORATE PARTNERS

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FREQUENTLY ASKED

How do you choose the microentrepreneur who speaks at the Business of Hope Luncheon?



*Business of Hope Luncheon 2007 speaker
María Antonia Galvez on her farm in San
Marcos, Guatemala*

Identifying one borrower from the 465,000 served by Global Partnerships to speak at the Business of Hope Luncheon is a thoughtful and collaborative process. We begin with identifying a microloan recipient who is able to travel to the United States and leave her family and her business for a week. She must also be able to share her story with confidence and pride to a crowd of 1,200.

Staff in Global Partnerships' Seattle and Managua offices start by determining which country will be highlighted in the program. Over the last five years, speakers from El Salvador, Guatemala and Nicaragua have participated in the Business of Hope event. Once the country is selected, then a microfinance institution (MFI) partner is chosen. The MFI partner submits a short list of clients who have borrowed and repaid several microloans, and each of these prospective speakers is interviewed. Once a decision is made, an invitation is extended and the paperwork begins.

The Business of Hope Luncheon not only gives attendees a chance to meet one of the many entrepreneurs who has benefited from the opportunity that microfinance provides. It also gives Global Partnerships the opportunity to strengthen and solidify relationships with our MFI partners in Latin America.

UPCOMING EVENTS

PartnerTrip Spring 2008 BOLIVIA

April 18-28, 2008



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