

This provides an update on World Vision's efforts to end extreme poverty by 2030 through Economic Empowerment.



NOVEMBER 2017

Greetings!

World Vision is delighted to send you our Executive Briefing for Economic Empowerment. You are an integral part of our work to end extreme poverty by 2030, so we want to keep you updated on our progress!

In this issue, you will find:

- Update on One Vision Technical Fund
 - Vision Trips Available to You
 - Prayer Requests
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One Vision Technology Fund Update – It's working!!

How would you like an 85% annual return on your investment? If you supported the One Vision Technology Fund, you did. World Vision has been supporting new technology investments in our microfinance arm – VisionFund International – to radically reduce our costs and improve our efficiency for rural and agricultural lending. It's working!

In 2012 as the World Vision THRIVE model was being expanded, we faced an uncomfortable dilemma. Microfinance loans are critical to the success of our THRIVE program to build radically improved and resilient livelihoods for smallholder farmers. Farmers need loans to finance improved seeds and other inputs. However, almost no microfinance providers lend to farmers, since these loans are very expensive to originate and administer. As opposed to cities and towns where clients are concentrated, farmers are usually found in small and scattered villages, where it takes a lot of effort to find and approve customers. Our microfinance director in Tanzania, Adrian Merryman, did a thorough analysis of the profitability of urban and rural loans. He found that VisionFund Tanzania made \$43.05 on each urban loan, and lost \$30.45 on each rural loan. (Can you tell he was a Harvard MBA?)

To reduce rural loan costs and increase efficiency, we started by developing and implementing two core technology solutions:

1. Mobile data collection (collecting, transmitting, and processing customer and loan information through tablet computers to the core banking computer system and loan approval managers); and
2. Mobile banking (using phones and soon ATM machines for mobile and remote disbursements and payments).

These technologies have been enormously successful, not only in driving down VisionFund's

costs and improving loan officer productivity, but also in saving farmers time by allowing them to move money electronically rather than traveling to distant branch offices.



Our investment in these technologies has been approximately \$1 million. We have reduced back office costs by \$700,000 per year. Loan officer efficiency has grown so much that we have increased the number of clients each loan officer serves and are saving \$150,000 per year.

We started using the technology in Tanzania in 2014 when we had 33,394 clients. Since then VisionFund Tanzania has seen a fast uptake in technology use. Today, with a client base of 57,651, almost all (96%) are using mobile banking with the vast majority of our transactions (95%) running through mobile money wallets. All 185 Loan Officers are using tablet computers which have decreased our loan turnaround time from three weeks to three days.

During the course of a typical loan cycle of 6-9 months, a farmer client can save 6-9 work days of unproductive travel and processing by using their phone to receive their loan and make their repayments - in addition to the time saved in loan approval. These savings are not included in our Return on Investment calculation!

Since beginning our technology investments, we have been able to seamlessly add even more technology solutions to reduce costs and improve efficiencies further. These include:

- SMS messages (text messages) - can be linked to the core banking system so that messages can be sent to clients replacing the need for a statement or passbook. Messages can also be used to send reminders for upcoming payments and if a payment has not been made;
- Upgraded core banking and general ledger systems, which are being moved to the “cloud”;
- Linking core banking software to partners, such as the Great African Food Company, which allows for significant improvements in efficiency for VisionFund, GAFCo, and the farmer client.

This is such good news that we need to put it into perspective: Of the 720 million people living in extreme poverty today, 65% are smallholder farmers, and most lack access to financial services. Through our support of the One Vision Technology Fund, we are poised to break a critical barrier that keeps smallholder farmers in extreme poverty - lack of access to financial services. Now THAT is a good investment!



You are invited to

'Access = Opportunity'
Promoting Economic Opportunities for Women

Friday, December 1, 2017, 2:00 PM
The Plaza Hotel – Xavier Room (4th Floor)
Fifth Avenue at Central Park South, New York, NY 10019

Women in sub-Saharan Africa spend 16 million hours collecting water each day. As World Vision works with communities to relieve this burden, access to financial services can help women to harness this newfound time and develop ways to lift their families out of poverty through entrepreneurship.

Join us for an engaging conversation about the challenges faced by women entrepreneurs in the developing world. Participate in a discussion about how access to capital, mentorship and expertise can unleash opportunities for women and their families and contribute to creating gender equity in vulnerable communities worldwide.

If 'Water = Life' then 'Access = Opportunity'



World Vision is a Christian humanitarian organization dedicated to working with children, families, and their communities worldwide to reach their full potential by tackling the causes of poverty and injustice.

Please register by November 27, 2017
Space is limited to first 30 registrants

If you are in New York, please join us for a Women's Empowerment Fund breakout session following the annual Strong Women Strong World event. [Register here](#) for the breakout session.

Vision Trips are a great way to see the impact of our work and the transition from poverty to prosperity. We invite you to join our staff and beneficiaries in the field on the following trips!



Join our Chief Development Officer, Christopher Shore, on one of three trips coming up this Spring/Summer:

1. May 4-12 2018 - Zambia
2. June 25-29 2018 - Honduras
3. July 13-19 2018 - Malawi

For more information regarding one of these three trips, please click here:

[**More Information about one of the Vision Trips**](#)

EVERY LAST ONE

A CALL TO HELP SAVE EVERY LAST CHILD FROM EXTREME POVERTY

Each year, God brings together over 300 like-minded women and men from all over the United States who share the desire to learn more, to do more, and to be more for the Kingdom. Join us **February 23-24, 2018 in Carlsbad, CA** as we gather to learn about what World Vision is doing to lead the way in the global effort to end extreme poverty and to reach the world's most vulnerable, especially children. You'll be inspired and challenged by stories of need, transformation, and triumph. You'll have the chance to ask questions, connect with a room full of people a lot like you, and experience hope as we unite to pray, to praise God for what he has enabled us to do, and to boldly seek his favor as we forge ahead to reach every last one.

[More Information about the Every Last One Conference](#)

Prayer Requests

PRAISE

- For the amazing results that the One Vision Technology Fund is experiencing.
- For recent excellent Vision Trips to Zambia and Honduras.
- For the first \$1 million to flow into the Women's Empowerment Fund.

REQUESTS

- For Jim van Peursesem's continued healing from malaria. Jim is one of our donor leaders

for the One Vision Technology Fund, and is volunteering in Tanzania with the Great African Food Company.

- For the formation of strategic partnerships with financial service industry players to further accelerate the One Vision Technology Fund.
- For the planning of the first trip to the USA of the new CEO of VisionFund – Michael Mithika. This will be in late January and early February.



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Forward

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