June
193

DRAFT REMARKS FOR HILLARY CLINTON'S VIDEO FOR FINCA

To FINCA, its friends and supporters:

I want to congratulate FINCA International on ten years of providing much-needed small loans to the poor. I would have liked to be present on the occasion of FINCA's tenth anniversary gala, but unfortunately, previous commitments demand my attention on this day. I did, however, want to tell you how important I think your work of bringing credit to those without opportunities is.

To truly help the poor, both at home and abroad, we must help them to raise their own incomes. This is the basis for any long-term solution to poverty. Most of us also realize that the poor are capable and hardworking; what they lack is not initiative, but opportunity. FINCA has taken this idea to heart. And through its 2,500 village banks, it has provided the poor with opportunity -- the opportunity to start small businesses, to borrow small amounts of money to help those businesses grow, to prove that they are creditworthy, and, most important, the opportunity to improve their own lives. FINCA engages in economic development at the grassroots level, where it can take root and grow, and produce amazing results.

I saw those results first-hand on my visit to the FINCA Village Bank "Mujeres Unidas" -- Mothers United -- in Managua, Nicaragua. None of the women I met was wealthy as a result of her participation in village banking. But the stories that members told me indicated that their lives had clearly improved. Village banking had enabled many of them to work -- to carry through the ideas they had for helping to support their families. It had helped their fledgling businesses -- selling tortillas, sewing clothing, baking bread -- to grow and thrive. Often, the women began with no more money than the amount it takes to buy goods in bulk, such as corn meal, fabric, or flour. But though small, these loans of $50 to $300 had made a difference. They had allowed the women to produce more, to earn more, and to save.

The Nicaraguan village bankers were proud that their earnings had improved the welfare of their families, proud that they had become productive members of the community. They had become a network of support for one another, too, giving their chosen [illegible] "Mothers United" special meaning. I was touched to hear that, after my visit, the village bank voted to change its name to "Mothers United with Hillary." I am proud -- as any mother would be -- to be counted among those who are working to make a better world for our children.

I know how hard many of you must have worked over the past ten years to bring village banking to the more than 60,000 families in Africa, Asia and the Americas whom FINCA serves. I am particularly pleased to know that FINCA is taking its methodology to the former Soviet Union and to our own country. I urge you to continue bringing hope, opportunity, and economic vitality into forgotten neighborhoods of the world.

draft

FIRST LADY HILLARY RODHAM CLINTON
VIDEOTAPED REMARKS for FINCA's 10TH ANNIVERSARY GALA AND AUCTION
February 15, 1996

I am so happy to congratulate FINCA International on a decade of helping our world's less advantaged men and women help themselves. I only wish I could speak to you in person.

The basis for any long-term solution to poverty rests in a community's ability to help those living in poverty raise their own incomes. Most of us realize that the poor are capable and hardworking. What they lack is not initiative, but opportunity. FINCA has taken this idea to heart. Through 2,500 local banks here and around the world, FINCA has provided the disadvantaged with opportunity -- the opportunity to borrow small amounts of money, to start small businesses, to prove that they are creditworthy, and most important, to improve their own lives and the lives of their families and communities.

The modest loans you give have yielded amazing results. I saw those results firsthand on my visit to the FINCA Village Bank, "Mothers United" in Managua, Nicaragua. The women I met there told me how modest loans of $50 to $300 had changed their lives. One woman talked about a bakery business she had started; another made mosquito netting; still another told me how her loan enabled her to make a living as a seamstress.

The hard-working women were proud that their earnings had made them even more productive members of their community. They had become a network of support for one another, too, giving their chosen name, "Mothers United," special meaning.

I know how hard many of you have worked over the past ten years to bring village banking to more than 60,000 families in Africa, Asia and the Americas. I am particularly pleased to know that FINCA is taking its methodology to the former Soviet Union and to our own country. I wish you only the best as you continue to bring hope, opportunity and economic vitality to the forgotten neighborhoods of the world.

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VIDEOTAPED REMARKS for FINCA's 10TH ANNIVERSARY GALA AND AUCTION
February 15, 1996

I am so happy to congratulate FINCA International on ~~completing~~ a ~~successful~~ decade of helping ~~the world's poor~~ our world's less advantaged men + women help themselves. I ~~would much rather be~~ only wish I could be speaking to ~~all of~~ you in person. ~~but I didn't want to miss the chance to tell you how important your work of bringing much-needed credit to those without opportunities is.~~

The basis for any long-term solution to poverty rests in ~~the~~ a community's ability to help its poor raise their own incomes. Most of us realize that ~~the poor~~ those living in poverty are capable and hardworking; that what they lack is not initiative, but opportunity. FINCA has taken this idea to heart. ~~And~~ Through 2,500 local banks here and around the world, FINCA has provided the poor with opportunity -- the opportunity to borrow small amounts of money, to start small businesses, to prove that they are creditworthy, and most important, to improve their own lives and the lives of their families + communities.

~~Your~~ The modest loans you give have yielded amazing results. I saw those results firsthand on my visit last fall to the FINCA Village Bank, "Mothers United" in Managua, Nicaragua. ~~None of the women I met was wealthy as a result of her participation in village banking. But the stories they told me indicated that their lives had clearly changed.~~ Village banking had enabled ~~many of them to support their families with small businesses.~~ Modest loans of \$50 to ~~\$300 had helped fledgling businesses~~ -- selling tortillas, sewing clothing, baking bread -- to grow and thrive.

more personal -- I talked with women who had used small loans of \$50 to \$300...

One seamstress I met there told me she felt "like a caged bird set free" after receiving a small loan to buy a sewing machine. The Nicaraguan village bankers were proud that their earnings had helped their families and made them productive members of their community. They had become a network of support for one another, too, giving their chosen name, "Mothers United," special meaning. I ~~was touched to hear that, after my visit, the village bank voted to change its name to "Mothers United with Hillary." I am honored -- as any mother would be -- to be counted among those who are working to make a better world for our children.~~

This was in Chile, not Managua.

I know how hard many of you have worked over the past ten years to bring village banking to more than 60,000 families in Africa, Asia and the Americas. I am particularly pleased to know that FINCA is taking its methodology to the former Soviet Union and to our own country. I wish you only the best as you continue to bring hope, opportunity and economic vitality into the forgotten neighborhoods of the world.

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The modest loans you give have yielded amazing results. I saw those results firsthand on my visit to the FINCA Village Bank, "Mothers United" in Managua, Nicaragua. The women I met there told me how modest loans of $50 to $300 had changed their lives. ~~The sums had helped them start or expand small businesses sewing clothing or baking bread. For many of them it was the first time they had been responsible for bringing cash into their homes. And, more often than not, they spent it in ways that improved the living conditions of their families.~~

The ~~Nicaraguan village~~ hard-working women bankers were proud that their earnings had made them even more productive members of their community. They had become a network of support for one another, too, giving their chosen name, "Mothers United," special meaning.

I know how hard many of you have worked over the past ten years to bring village banking to more than 60,000 families in Africa, Asia and the Americas. I am particularly pleased to know that FINCA is taking its methodology to the former Soviet Union and to our own country. I wish you only the best as you continue to bring hope, opportunity and economic vitality ~~in~~to the forgotten neighborhoods of the world.

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OFFICE OF SCHEDULING FOR THE FIRST LADY

DATE ________

ORGANIZATION/ EVENT	FINCA International, Inc.
DATE	
LOCATION	
EVENT DESCRIPTION	
STATUS	**ACCEPT** ____ **REGRET** ____ **PENDING** ____ **VIDEO** ____ **LETTER** ____ Confirmed per Katy
CONTACT	Rupert Scofield 682-1510
NOTES	

FINCA INTERNATIONAL, INC.

1101 14th Street, N.W. • 11th Floor • Washington, DC 20005 • 202-682-1510 • FAX 202-682-1535

Nicole —
Pls respond
Can't go but can #6-700
send photos for market + video

4 January, 1995

Attn: Katie Button

Ms. Melanne Verveer
Office of the First Lady
Room 100
Old Executive Office Building
Washington, DC 20500

Dear Ms. Verveer:

Enclosed you will find a briefing package that Jean Nelson suggested we prepare for you. Jan Piercy had also indicated that the First Lady might be interested in visiting a FINCA micro-credit program in the Washington, DC area. After her visit to FINCA Nicaragua, this would allow her to see how FINCA has brought village banking home.

Photos - Barrio

We would also like to extend a cordial invitation to Mrs. Clinton to join us as FINCA celebrates its tenth anniversary with a Gala and Fundraising Auction on March 21, 1996, at the National Museum of Women in the Arts. We will be creating a "FINCA Marketplace," where some of the members of our local village banks (called "self-employment associations" in the U.S. program) will display their products and offer information about their services.

video

Our gala would provide Mrs. Clinton with an excellent opportunity to speak with a cross-section of low-income borrowers from FINCA self-employment associations in the Washington area. We believe that her presence will also serve to highlight the benefits that microcredit programs can have in the United States, and forge a connection with the international efforts of which Mrs. Clinton has been so supportive.

As Mrs. Clinton said in her address to the World Bank, microenterprise loans "give confidence to women who before had none, confidence to believe their lives are worthy, their children's lives are of value, and confidence in the future, which is the first step towards sustaining the kind of prosperity and democracy that future hope relies upon." We hope the First Lady will consider our request; her support, would help FINCA to reach even more low-income women as they strive toward the independence, prosperity, and confidence they deserve.

Sincerely,

Rupert Scofield
Executive Director

cc: Jan Piercy
Jean Nelson

FINCA USA
WASHINGTON, DC PROGRAM

AT A GLANCE

Program

Community counterparts	8
Self-Employment Associations	7
Entrepreneurs reached	56
Loans issued	54 loans for $35,850
Average loan size	$664
Repayment rate	100%
Total member savings	$6,000

Member Profile

Percent women	86%
Percent minority	92%
Estimated median income	$20,000
Primary/only income earner	62%
Public Assistance recipients	34%

Business Profile

Startup businesses	18%
Type of Business	16% production; 18% commercial 66% service
Percent with paid employees	19%
Percent with unpaid employees	24%

As of December 31, 1995

GREATER-DC SELF-EMPLOYMENT ASSOCIATIONS

North Capitol Entrepreneurs

Counterpart:	North Capitol Neighborhood Development Corporation (NCND)
Location:	NCND (North Capitol St. and New York Ave., just north of the Capitol)
Members:	3 women and 2 men: all African-American most live in the north capitol neighborhood
Businesses:	paging; catering; painting and home repair; commercial cleaning Association will receive their first loans on January 18.

Providers United for Families Business Associates (PUFF)

Counterpart:	Danny Chitwood Early Learning Institute
Location:	Danny Chitwood Early Learning Institute (Arlandria neighborhood of Alexandria)
Members:	8 women: 6 African American, 2 white.
Businesses:	all in-home child care providers; most specialize in caring for children with disabilities and other special needs. One member wants to focus exclusively on children who are HIV+ or have AIDS. Association will receive their second loans in late January or early February.

Future Empowering Women Peer Lending Association (FEW PLA)

Counterpart:	Women Entrepreneurs of Baltimore
Location:	Henderson House (North Central Baltimore)
Members:	9 women: 7 African-American, 1 Caribbean, 1 white.
Businesses:	Catering; event planning; barter/exchange; small business referral; clothing and jewelry design; child care Association will receive their second loans in mid February.