



MICROFINANCE CENTRE

## Social Performance Start-Up Fund for Networks Newsletter

December 2011

### NEWS

[Expected results of SP Fund](#)

[Kick-Off Workshops – first major knowledge sharing events accomplished](#)

[Kick-Off Workshops Photo Gallery](#)

### GRANTEES & PROJECTS

[SPM Start-up projects by Networks](#)

[Let's get to know each other better: SP Start – Up Fund Grantees](#)

[Africa](#)

[Asia](#)

[ECA](#)

[MENA](#)

[SPM Regional Working Groups for Networks](#)

### CONTACT

For more information, please contact us by e-mail :  
[SPFund@mfc.org.pl](mailto:SPFund@mfc.org.pl)

## NEWS

### Expected results of SP Fund



#### Why SP Fund?

Scale up of Social Performance Management (SPM) is one of the industry priorities. There is a strong interest and commitment, however, as of yet there has been little progress achieved. There are some networks which are much further ahead in terms of their results and thinking about social performance. There are also those which show interest but have not started regular activities in SP. Therefore the SP Fund is focused on those networks which have no or very limited experience in SP, but show strong interest in working in this area.

#### About SP Fund

The SP Start-up Fund set up in 2011 with the financial support from Ford Foundation, aims at increasing transparency and SPM take-up by MFIs through supporting networks' SPM outreach to their members. The Fund's key goals are to:

- increase the number of networks that implement SPM-related activities with their members;
- increase the number of local consultants and trainers capacitated to support networks' staff and members in implementing SPM activities;
- facilitate experience sharing between networks.



During the process of Open Call for Proposals out of 33 applying networks (from 30 countries) 13 were selected to be provided with support.

#### SP Fund assistance and main activities:

- one-year grants (up to USD 50,000) for starting-up social performance related activities with their members (workshops, training sessions, consultations, publications, etc);
- capacity building of selected networks:
  - Three so called Kick-off Workshops are planned, during which networks representatives are provided with information on SPM, SP tools, and SP related development in the form of study

tours and TOT.

- Participation in selected international events dedicated to SP, e.g Social Performance Task Force.
- On-going technical assistance including providing information on available SP-related educational and networking opportunities, SP tools, project planning and management, assisting in developing long term plans and strategies for implementation of SP by networks.

### Expected results:

At the end of 2012, the following results will be achieved:

- At least 13 networks will have started to work with members on SPM;
- The capacities of at least 13 local network staff and 13 local consultants in SP-related topics will have been strengthened;
- At least 108 MFIs will have improved their practices in SPM;
- At least 317 MFIs will have reported on SP to MIX.

### Kick-off workshops – first major knowledge sharing accomplished



Throughout the October and November, three Kick-off Workshops were held: two in Manila, the Philippines, and one in Baku, Azerbaijan.

These events opened up the projects conducted by microfinance networks within Social Performance Start-up Fund for Networks. Thirteen grantees from Asia, Africa and ECA participated in these events.

*“I am excited to use my learning in my network”*

Participant

The Kick-off Workshops were divided into two parts. The first part – study tour - was focused on practical experience sharing of SPM institutionalization. MFC invited two advanced networks in SPM to cooperate.

*“Useful learning experience in terms of the experience of another country”*

Participant

These were: Microfinance Council of the Philippines (MCPI) and Azerbaijan Microfinance Association (AMFA) to present why and how they have started working on SPM, as well as their related challenges and successes. The participants also learned about the experience of members in SPM institutionalization. The study tour included a visit to MFIs known for their successes in SPM:



AzerCredit (Azerbaijan) and ASHI (the Philippines).

According to the participants, *the focus on practical experience and results helped to clarify SPM*. They also appreciated practical and concrete examples of how SPM works in practice as well as openness of hosts, when talking about difficulties and challenges.



The second part of the Kick-off Workshops was dedicated to building capacity of network staff and their consultants in SPM concepts, tools, SP related developments, in the form of TOT (training of trainers). Participants also had an opportunity to share and discuss their project plans on promoting SPM in their respective countries.

### Photo Gallery from the Kick-Off Workshops

Photo Gallery can be found [here](#)

## GRANTEES & PROJECTS

### SPM start-up projects by networks

The thirteen grantees of the SP Fund will conduct various project activities during the next 12 months, aiming at promoting Social Performance Management (SPM) among their members. Although each country has its own specifics, all the projects are built around a common core process (to read more, click [here](#)).

The identified grantees are only starting their work in the area of SPM, thus the first step for them was the capacity building within Kick-off Workshops. Since many of their members have not yet been involved in related discussions, the work with members will start with building their awareness in SPM, client protection, and industry developments in the area of SP. This will be followed by exercises aiming at discussion of the mission and clarification of social aspirations (social goals).

Since one of the key objectives of the whole initiative is to increase transparency in Social Performance, among the key project activities, is the training on SP Standard Reporting to the MIX for MFIs: the networks will train and support members in filling in the SP reports. The reported data will also be used at the country level to produce national statistics for the market.

Eventually, the capacity building of MFIs will initiate the process of practice improvement. All the work of networks and their members will be documented and shared.

At the end of the projects cycle, the grantees will meet for the global learning meeting, to share experience from the first year of work. The identified lessons learnt will hopefully serve new networks involved in SPM work.

### SP Start-Up Grantees

#### AFRICA



#### **AMIR (Association of Microfinance Institutions in Rwanda), Rwanda**

Established in 2007 as a network.

The mission of AMIR is to offer diversified services to Micro Finance Institutions to enable them to work professionally and contribute to poverty reduction in a sustainable manner. Its vision is to become a strong and efficient organization that contributes to the development of the microfinance industry through the promotion of transparent management systems in MFIs, innovative and market led financial services and products. Its main goals are to:

- improve the access of MFIs to training facilities and other forms of institutional and financial support;
- support the promotion of the microfinance sector in Rwanda;
- promote the exchange of information and experience between MFIs and its partners at the national and international level;
- advocate and represent micro finance institutions interests in various forums and facilitate the setup of a self-regulation system.

AMIR is a network of 12 Microfinance institutions, 1 microfinance bank, 6 Cooperative unions and 53 Savings and credit cooperatives.

#### **APSFDC-CI (Association Professionnelle des Systèmes Financiers Décentralisés de Côte d'Ivoire), Cote d'Ivoire**

Established in 1998 as a non-profit organization by 15 MFI founding members.

Its mission and goals are to:

- promote and facilitate the exchange of best practices among its members;

- assist the development of knowledge that ensures growth and expansion of MFIs and expedite learning among institutions;
- develop, promote and ensure compliance with the standards of operational and financial performance that enhance the effectiveness and credibility of the microfinance sector;
- provide technical assistance to MFIs to build their capacities;
- promote and facilitate relationships among members, authorities, banks, donors and all stakeholders in the public or private sector;
- develop and make available to members new products and methodologies that allow them to be more effective;
- raise public awareness about the effectiveness of microfinance as a tool in the fight against poverty;
- use the collective voice of members and bargaining power that help to influence decisions that affect the microfinance sector.

APSFDC-CI has 65 MFIs, of which 55 are credit cooperatives and 10 are legal formed as incorporated companies. However, only 27 are currently operating.

#### **GHAMFIN (Ghana Microfinance Institutions Network), Ghana**

Registered in 1998 as a network of microfinance institutions. Its mission is to coordinate and support, the activities of MFIs with a view to promote the development of an efficient and sustainable MFI industry in Ghana. The main objectives of the association are:

- to establish performance indicators and create a level playing field for purposes of self-regulation of microfinance in Ghana so that members can streamline their operations;
- to establish a readily accessible database of the microfinance industry in Ghana;
- to enhance productivity and efficiency of MFIs through training and access to best practice information;
- to provide access to continuous training for members in order to improve their capabilities for effective and efficient credit delivery and other related services;
- to promote an all-inclusive financial system;
- to enhance financial integration between the formal and informal sectors;
- to collaborate with the Government, donors and other regional networks in order to solve common problems facing microfinance institutions and capacity building service providers and to source funds for research and development.

Its membership consists of 80 regulated and non-regulated microfinance institutions that together are serving over 60,000 clients.



#### **TAMFI (Tanzania Association of Microfinance Institutions), Tanzania**

Established in 2001 as a national network.

TAMFI's mission is to facilitate the creation of an enabling environment for development of a sustainable microfinance sector through the participation of all stakeholders. Its main goals are to promote acts and practices that encourage responsible microfinance services, i.e. having in place a code of conduct; and to become a national Databank for MFIs, as well as to undertake and promote networking, advocacy, and lobbying with the aim of promoting and capacity building of initiatives of microfinance institutions.

Currently TAMFI has 42 members of which 32 are MFIs, 3 Banks, 3 financial institutions and 4 service providers to MFIs.

## ASIA



### **CAM (China Association of Microfinance), China**

Established in 2005, as the China Association of Microfinance.

The mission of CAM is to offer inclusive financial services to financially under-served groups (especially the poor and low-income population) and to promote the establishment of a harmonious society through providing services and support to its member institutions and enhancing the outreach and sustainability of MFIs, as well as the overall capacity and level of the microfinance sector.

The vision of CAM is to become a representative and sustainable association providing high-quality services to its member institutions and the microfinance industry in China.

CAM has 99 official members including 52 NGO MFIs, 11 commercial banks, 17 non-banking financial institutes, 16 intermediate institutions and 3 provincial microfinance associations. CAM has 20 associated members.



### **CDF (Center of Development Forum), Bangladesh**

Established in 1992 as a national network.

CDF's vision is to contribute towards achieving "Sustainable reduction of poverty in Bangladesh through development of an efficient microfinance industry." CDF aims to achieve it through:

- giving support to MFIs in improving competences for providing effective microfinance services to the poor;
- linking MFIs with banks for development of an environment cohesive to a responsive mindset which will result in collateral-free access to financial resources through offering a repayment guarantee;
- strengthening the network and advocacy paradigm with the view of to changing policy and strategy issues, towards effective poverty alleviation interventions.

CDF has currently over 1600 microfinance institutions providing financial services to the poor across the country.



### **CMF (Centre for Microfinance), Nepal**

Established in 1996, as a continuation of efforts initiated within the framework of "National Savings and Credit Development Project (SA/CRED)" by CECI. CMF is registered as a Nepali non-for-profit organization.

CMF's mission is to promote and strengthen microfinance services through capacity building, training, knowledge management, research, policy lobbying, consultancy and networking with mutual trust and cooperation among services receivers, practitioners and stakeholders.

CMF's goals are to: strengthen microfinance institutions (MFIs) serving the poor, especially those focused on women and other excluded groups, and to enhance the service delivery capacity of development partners promoting the microfinance sector.

CMF has three types of members: the shareholding members (4 institutions and 27 individuals), 7 institutions as strategic members and 23 associate members. The individual members are microfinance professionals in Nepal who have a lot of effective experience in the microfinance sector. CMF members cover about 56 percent of the formal microfinance market in Nepal.



### **MFIN (Microfinance Institutions Network), India**

Established in 2009 as a not-for-profit organisation.

MFIN aims to be an engine of inclusive growth for India and helps provide financial services to 100 million low income households by the year 2020, in a responsible and transparent manner. MFIN's primary objective is to work towards the robust development of the microfinance sector, by promoting responsible lending, client protection, good governance, and a supportive regulatory environment. Currently MFIN has 46 MFIs members.



### **NATCCO (National Confederation of Cooperatives), The Philippines**

Established in 1977 as a regional co-op federation.

NATCCO vision is to be the most trusted, world-class financial cooperative network. The mission is to deliver superior, relevant and ethical financial and allied services, anytime, anywhere.

It now has around 1.6 million individual members coming from several co-op federations and some 406 rural and urban-based co-ops.

## **ECA Region**



### **AMFOK (Associations of microfinance organizations of Kazakhstan), Kazakhstan**

Established in 2004 by initiatives of six leading microfinance organizations of Kazakhstan.

Mission of the Association is the development of the microfinance sector for sustainable provision of public access to the financial services in order to reduce poverty and to support economic growth. Its main goals are:

- development of the microfinance sector as a part of the financial system of the Republic;
- strengthening the potential, efficiency and productivity of the AMFOK members;
- improvement of legislation in the field of microfinance in order to create a sustainable microfinance system in Kazakhstan.

At present 57 organizations are AMFOK members, among them 50 are MFs.

### **NAMMS/RMC (National Partnership of Russian Microfinance Sector's Members/Russian Microfinance Centre), Russia**

Registered in 2006 as a network.

The NAMMS and RMC's mission is to promote a strong and sustainable microfinance sector in the Russian Federation, facilitate access to financial resources for SMEs and low-income people, create jobs and improve living standards of the poor. The network's main goal is to fully cooperate with the formation and development of an integrated national system of micro-finance in the Russian Federation, as an effective mechanism for small business development, raising living standards of the poor and improving transparency. NAMMS membership consists of 9 members and 650 associates members, the most active part of them are affiliates of RMC.



### **UCORA (The Union of Credit Organizations of Republic of Armenia), Armenia**

Established in 2008 as a voluntary union of credit organisations.

The mission of the Union is to foster the development of the financial system of the Republic of Armenia, through a more efficient and potential widespread outreach of credit organizations. UCORA sets goals related to sector representing, capacity building, sector benefitting activities, and has a coordinating and lobbying role.

UCORA has 9 members representing around 100 000 clients in total, which represent what is called "formal microfinance market" in the country.

## MENA Region



### Sharakeh (The Palestinian Network for Small and Micro Enterprises), Palestine

Established in 2002 as non-governmental not-for-profit organization.

Its mission is to develop the small and microfinance industry through effective representation, development of appropriate policies, design and presentation of distinctive services to member microfinance institutions, including the required capacity building of Sharakeh.

It's major goals are to:

- build Sharakeh's own capacities according to international best practices;
- design and present distinctive services to member microfinance institutions;
- develop efficient and influential policies;
- represent the industry and defend members' interests.

The network currently has 10 microfinance institutions as its members.

### SPM Regional Working Groups for Networks

All the networks and microfinance associations which work on SPM with their members or are interested in starting such work, are invited to get in touch with SPM Regional Working Groups of Networks. The SPM WGs gather microfinance associations and networks active in SPM. They were started as a joint initiative of Social Performance Task Force (SPTF) and the SEEP Network.

The goal of WGs is to stimulate peer learning and joint initiatives of national and regional networks, working in the same geographical area and similar contexts. Throughout the year, the members meet, discuss and plan joint initiatives or coordinate the support and available resources. They also use the opportunity of the global exchange of practices.

To learn more, please contact the regional WG facilitators:

**Africa** – *AFMIN*: davy.serge [at] afminetwork.org; *CRS*: Boubacar.diallo[at]crs.org; Tigist Tesfaye tigt8 [at] hotmail.com

**Asia** – *PMN*: zkhalid [at] pmn.org.pk; *Plan International*: Muhammad.Awais [at] plan-international.org

**ECA Region** – *MFC*: ewa [at] mfc.org.pl

**Latin America** – *REDCAMIF*: kenlorhc [at] gmail.com

**MENA Region** – *Sanabel*: nsamy [at] sanabelnetwork.org

If you would like to receive our newsletter please [subscribe here](#)

If you do not wish to receive our newsletter, please [unsubscribe here](#).

Microfinance Centre ul. Koszykowa 60/62, 00-673 Warsaw, Poland Copyright © 2011 Microfinance Centre. All rights reserved