

# Tanzania - Arusha

## MICRO-FINANCE



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## Summary of Current Developments

### GENERAL DEVELOPMENTS

The new book keeping system continues to be successful. Through book keeping exercises with the wider group we have been able to determine each women's education level and from here, been able to break them out to the appropriate training groups within the new curriculum (reading/writing, mathematics, book keeping) so that they get more out of the meetings. From the chairwomen's meeting and general discussions with the women, they have been very happy with the training and new curriculum and are getting more out of the sessions. Along with training in the meetings we have continued to collect weekly along with individual and group notes on business development and attendance records.

#### Curriculum

The curriculum which consists of reading and writing, mathematics, bookkeeping, marketing has continued to be developed, with more lessons being developed for each of the categories and uploaded to drop box for future volunteers to use.

#### Training

We have continued to train the Amani and Twaweza groups in the new curriculum, breaking them out in to different groups. The women have been very receptive and have enjoyed the training, requesting even more. We have also introduced the curriculum to the ChemChem group and Che group. Dennis developed a product costing training session for the Twaweza group (as requested by the women). This has been uploaded to the drop box, along with other training lessons. These have been written up and saved in the drop box so that new volunteers can take over from where we have left off. As the volunteer number become smaller, the ability to break the groups out to each of the training groups (reading/writing, mathematics, book keeping, marketing) will not be available, however when they increase again this should be re-introduced.

#### Looking beyond the 5<sup>th</sup> loan

Most of the women are approaching the end of their fourth loan, or have started their fifth loan. We have started conversations with Glory on how we will maintain our relationship with the women beyond the 5<sup>th</sup> loan. Initial discussions have been around us maintaining the relationship with ongoing training and advice but no loans beyond the 5<sup>th</sup>. This is still a discussion point.

#### Book keeping book

The new book keeping system has been created in to a print out book. This book has been printed and we have enough copies for all of the women in the groups. We are slowly distributing the book to the women who are starting a new loan, and to women who are at a sufficient book keeping standard. The book keeping book also has examples which we have been taking the women through in role play format. Getting the women to answer the questions and tell each other has proven to be a successful way of teaching them, as they can communicate to one another in a more relevant way than us.





## Volunteer Information

Weekly visits have been made to all of the groups during the whole month. During the month of July, Yasmine (Switzerland), Hannah (Germany), Dennis (Denmark) and Maelle (France) joined the Microfinance Team. Julia, Ricardo, Damjan and Laura left the Project. Continuity is granted by Justine and Michaela (Australia).

The repair and renovation work continued with the Mshikamano women's group. Thanks to the money collected by Chloe (volunteer in June) Yasinda had her roof repaired. Despite some slight misunderstanding this month concerning the things the money would be used for, everything is now going very well and the project has concluded.



## Loan Portfolio

Group	No. Women	Issue Date	Total Loan Value (TSh)	Repayment 31.07.2014	Defaults	Outstanding Balance @ 01.08.2014
Chemchem	13	0	0	0	0	0
Tupendane	10	6loans 13 <sup>th</sup> May 4loans 27 <sup>th</sup> May	2,500,000	1,164,500	0	1,335,500
Ikusura	8	8 loans 29 <sup>th</sup> April	3,200,000	2,080,000	0	1,120,000
CHE	10	06 loans 26 <sup>th</sup> March 3loans 23 July	3,400,000	2,757,500	0	642,500
Amani	10	5 Loans 4 <sup>th</sup> April 5 loans 21 February	3,300,000	2,899,000	0	401,000
Mshikamano	6	6 loans 21 February	1,600,000	1,600,000	0	0
<b>Total</b>	<b>56</b>	<b>40Active Loans</b>	<b>14,000,000</b>	<b>10,501,000</b>	<b>0</b>	<b>3,499,000</b>

**Available Cash @ 8,060,500**

**Next Capital Required August 2014: 5,500,000**

Note that the capital required for August of 5,500,000,we are continue to support the women and most of women's they are going into stage 5 that means each women will receive 500,000tshs .However we need to give Chemchem loans to replace riverside group at stage 1(100,000tsh) each women.

## Monthly Achievements

### Market Days

July 2 (for Medical volunteers) at Usa

July 7 (for Care volunteers) at Usa, sold 200K TSH. Ikusura and Twaweza participated

July 10 (for all volunteers) at Projects Abroad office, sales unknown but Chemchen, Ikusura, Tupendane, Che, Twaweza and Amaniparticipated

July 23 (for 2 week special volunteers) at Projects Abroad office, sold 75K TSH, Ikusura participated



On July 2, 7, 10 and 23, the Projects Abroad Microfinance team arranged a series of 'Market Days' for the Microfinance women. The objective was to capitalise on the seasonally high number of volunteers in Arusha, and provide the Microfinance women with an opportunity to increase their sales. The main Market Day was held on July 10 (where all women and volunteers were invited to participate), with a series of smaller market days held on other days throughout July (targeting only select volunteers and women's groups).

The format of the main July 10 Market Day saw the courtyard of the Projects Abroad office transformed into a marketplace. Two women from each of the seven groups were invited to set up their wares from 2pm. All groups attended except for Mshikimano. The Projects Abroad Microfinance team created signage for each group to display (including the women's names, products and services) and a brief profile of their group.

The July 10 Market Day was combined with the weekly Projects Abroad social event, and included a free Barbeque from 3pm. Drinks and beer were available for purchase, and music was arranged. While the women received some good sales between 2pm and 3pm, once the food and beverages were served, volunteers lost their enthusiasm for shopping as they were busy eating and socialising. While we anticipated the Barbeque to encourage strong attendance, in retrospect we would have



charged volunteers a small fee for the meal, and given the proceeds back to the women. Nevertheless, feedback from the women's groups was resoundingly positive, and all reported good sales and would like to participate in future Market Days.

Another recommendation for future Market Days would be to include some simple formalities so that guests understood the purpose of the event. For example, we would arrange for a Projects Abroad Microfinance representative to deliver a short speech – to welcome guests, verbally introduce the women's groups, and to explain that the intent of the Market Day was to support our women's groups – we feel that sales may have been stronger.

### **Chairwomen Meeting**

On July 28, the Microfinance team hosted a meeting for the chairwomen of each group at Tea and Mo café. The objective of the meeting was to improve the efficiency of the weekly meetings, and seek feedback from the chairwomen on how we can achieve this. For example, we would like to ensure all women are punctual to meetings, have made an attempt at their bookkeeping, completed the set homework, have made their weekly repayment, and come prepared to engage at all meetings and ask questions. We also wanted to retrieve feedback on the new curriculum, and gauge the status of each group (i.e. understand how many women could not read and write in each group, as well as how we were to manage the curriculum when there are only few volunteers, and not enough to split the groups into Reading and Writing / Basic Maths / Bookkeeping.

Some ideas that came back included for the Projects Abroad Microfinance volunteers to teach the women some basic English relevant to business, and also for the volunteers to learn some key Kiswahili business language. This would improve communication during the meetings, as well as reduce the time consuming current translation process – especially during the individual habari za biashara questioning.

For further notes (including the status of the new curriculum in each individual group), please refer to the meeting minutes, saved in Drop box as “Minutes from Microfinance Chairwomen meeting 28 July 2014.”



## Future Development

- We have noticed that whenever we ask *habari za biashara?* to the women, that they always answer *nzuri*. As a team, we need to formulate more probing/open questions to ask the women, so that they are encouraged to provide a more detailed response.
- The education curriculum should be an important part of the future training with the groups. It still needs further development, but the ground-pillars for future training has been made. The curriculum should be seen as an on-going process, where new volunteers can store new training exercises in the drop box under section 3. Training → Education curriculum.
- The knowledge transfer to new volunteers has to be more structured and formalized. We have already created the education curriculum, but we need to make sure that the curriculum will be used in the future and developed further. It should, therefore, be made a part of the induction of the new volunteers to be introduced to the education curriculum.
- After handing out the new “Bookkeeping” Books we should ask for feedback from the women groups. Did our examples and frequently asked questions help the women when they needed help? Are there mistakes we have overlooked? Is there anything we could add or remove? This information could be used to improve the next issue on basis of the feedback.
- Plan another Market Day for ALL volunteers. Feedback from the microfinance groups on the last Market Day was good! They sold a lot of things; however, they mentioned that people stopped buying things when the BBQ started. So next time we should start the BBQ a bit later and the volunteers should be charged for it. The money we get from the BBQ could go to the groups.