



# IMPACT NEWSLETTER

WINTER 2017 | EXPANDING OPPORTUNITY FOR PEOPLE LIVING IN POVERTY

## The Meaning of Giving

By Gail DeGiulio - Chief Capital Resource Officer, Global Partnerships

As the New Year approaches, it is a time to celebrate with family and friends, and reflect on what matters most in one's life. For myself, that includes family, friends, good health and meaningful work. Our meaningful work at Global Partnerships is made possible by you.

Webster's dictionary defines philanthropy as "goodwill to fellow members of the human race; active effort to promote human welfare." With over three billion people living in poverty worldwide, as global citizens, we must play an active part in creating change.



This year, your generosity impacted over 3.8 million lives. That is more than **double** the impact from last year. GP now invests across 13 different initiatives – as diverse as Women-Centered Finance with Education,

As an investor and/or donor of Global Partnerships, you are the economic engine that drives our progress. You help us raise millions of dollars in impact-led capital, which we can loan at a low cost to partners, so that their



Solar Lights, Home Improvement Finance, Artisan Market Access, and Health Clinics. Collectively, you have helped us to reach more than 7.8 million lives in 17 countries since we began our work 23 years ago. As we accelerate our impact every year for people living in poverty, we are truly expanding opportunity.

clients receive the best services at the most affordable prices. Since these services are financially sustainable, capital is continually reinvested to reach more and more families. Your support funds our ability to identify market-based approaches to poverty that

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# IMPACT IN ACTION



## Paths to Prosperity

Jaidi is a seamstress, a mother, and one of the most successful business owners in her town. She grew up in extreme poverty in a family of seven children, where her mother, as Jaidi describes, “fought to maintain us.” Jaidi moved to Managua, Nicaragua seeking economic opportunity, and she learned to sew clothing. She worked very hard, but was earning very little. Wanting to expand her opportunity, she sought out resources to start her own business, but she could not find the \$100 needed to realize that dream. Then, her friend Maryuri invited her to meet with her village bank group run by Pro Mujer, a partner of Global Partnerships.

With her first loan from Pro Mujer, Jaidi bought a sewing machine. At first, she sold clothing only to her neighbors, but her market quickly expanded, and over the course of ten years, Jaidi grew her business. She eventually outgrew the loan size of her tight knit village lending group, and was able to successfully transition to being an individual client at Pro Mujer. The women in her group are very proud of her success. She now has eight employees and forty sellers, and describes herself as “completely

full with work.” Jaidi continually develops new creative designs to stay competitive, resulting in school directors asking her workshop to make uniforms, and new clients who have asked her to do embroidery.

An entrepreneur and leader in her community, Jaidi offers opportunity to others through employment and a continued eye for innovation. Jaidi’s motivation is for the future of her children.

**“In this life, we work, we fight for our children.”**

In GP’s 2017 Annual Report, you may have read about Lourdes, an inspiring seamstress who started a new life and built a business starting from a \$100 loan. She grew up in Lima, Peru, but moved to Ecuador as a young adult to build her future. She met her partner and started a family. When her partner grew violent, she left with her two young sons and returned to Lima



to live with her mother. She and her sons began to build a new life together. She started working as a day laborer, but her wages barely covered food for her family and transportation to and from work.

Lourdes knew she could earn a better living sewing and selling clothes. She learned of the village bank model from a woman in her community who had joined a lending group led by our partner Alternativa. Lourdes was invited to join the group. She secured a \$100 loan to buy fabric and sewing materials to start making clothing.

Four years later, she is now earning almost \$12,000 per year. Through multiple loans and the solidarity of her village bank group, today Lourdes uses her income to grow her business and build a permanent home for her family.

**“Women always look for ways to go forward. I say, ‘Wow!’ How did I do this? I thought I wouldn’t be able to.”**

Today, Lourdes shares a workshop and living space in her mother’s home. Her father worked in construction, and taught her how to build. She is very proud to be building her own home next door, with “my own two hands.” Her goals are to finish her home, run her business and care for her sons.

Lourdes hopes to expand her business the way that Jaidi has. At Global Partnerships, we have learned that our work expands opportunity, and opportunity creates prosperity. Jaidi was in Lourdes’ stage of progress years ago and is a testament to the potential all clients have to prosper. Your support to GP not only has an immediate impact on Lourdes launching her first business, it has a long lasting impact for clients like Jaidi gaining years of expertise and leadership to build a thriving clothing business.

## PERSPECTIVES Why do you support GP?



### PLANNED GIVING

#### Sue and Keith Tibbles

“We’ve been involved with Global Partnerships for more than ten years. And each year, we’ve grown more committed to GP’s mission and model. Global Partnerships has become one of our top philanthropic priorities. That’s why we included GP in our will. Through our estate plan, we’re able to provide for our two children, and also give to a few very special organizations like GP. We’re proud to know that our gift will make a big impact for GP and people across the world.”

### ANNUAL GIVING

#### Jessica and Brian Saab

“We support GP because we believe so strongly in the work GP invests in. There are so many places in the world with systemic and deep problems with no natural solutions. Investing in GP, even a modest amount, has an outsized impact in international markets. How can we NOT give? Additionally, we believe we don’t live in a vacuum—all families want a safe home and economic opportunities. Our desires for our children are no different than those of families around the world; we believe acting as a global citizen working to lift ALL up is more important than ever.”



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have a sustainable impact within the household. You help us discover mission-aligned in-country partners that deliver high-impact products and services where they are needed most. And you enable us to measure impact while continually refining our approach based on what we learn.

Anne Frank said: “No one has ever become poor by giving.” As you consider your giving this holiday season, please keep GP’s work close at heart and take great pride in how you have

helped hardworking people like Jaidi in Nicaragua and Lourdes in Peru (featured in this newsletter).

Thank you for being part of our community. Together, we’re making a difference. On behalf of all of us at GP, our partners and the clients we serve, *thank you, gracias, asante.*

With gratitude,

A handwritten signature in black ink that reads "Steve".



# GLOBAL PARTNERSHIPS

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## IN THIS ISSUE

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GP's chief capital resource officer shares how grateful GP is for your support and why we hope you are inspired by the impact you create.

### Impact in Action

Two entrepreneurs are on similar paths to prosperity thanks to your support.

### Perspectives

Two of your fellow GP supporters share what giving to GP means to them.



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GO GREEN Sign up for GP emails at [globalpartnerships.org/signup](http://globalpartnerships.org/signup)

## 3 WAYS TO SUPPORT GLOBAL PARTNERSHIPS THIS YEAR

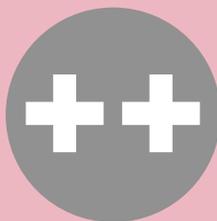
### Monthly Giving



Join the club of GP donors who give monthly! Giving monthly supports GP's work all year round. It is a great way to sustain every stage of our work. To set up a monthly donation, visit:

[globalpartnerships.org/donate](http://globalpartnerships.org/donate)

### Matching Gift



Many employers sponsor corporate matching gift programs and will match your charitable contributions. You may double or even triple your gift! To find out if your employer has a matching gift program, visit:

[globalpartnerships.org/matching](http://globalpartnerships.org/matching)

### Planned Giving



You are welcomed into our Impact Circle when you name Global Partnerships as a beneficiary of your will, trust, insurance policy, qualifying annuity or retirement plan. To learn more, visit:

[globalpartnerships.org/planned](http://globalpartnerships.org/planned)