

Loans Help Beninese Gain Income

Community Members Learn HIV Prevention



GERAPIA loan recipient Françoise Kponnou of Lake village, Benin, prepares cassava flour for sale in March 2006.

Overview

In one of the world's poorest and most crowded nations, few Beninese have access to loans that could help them improve their living conditions. This project will provide business training and loans to rural women, enabling them to start or expand income-generating activities. Thousands of people will benefit from increased family income, helping improve nutrition and education.

Expected Life Change Results

An investment of \$40,000 expands GERAPIA's microfinance program to 1,106 additional women in rural Benin. Expected Life Change:

- ▶ 6,636 people benefit from increased family income after 1,106 rural women receive loans and business training
- ▶ 1,106 women gain understanding of AIDS and how to avoid HIV infection
- ▶ 800 rural men and women receive voluntary HIV counseling and testing
- ▶ 6,636 people impacted – some in multiple ways – at a cost per life changed of \$6.03

What We Like About This Project

GERAPIA programs integrate microlending with HIV prevention, simultaneously addressing two of poverty's causes. A total of 120 loan recipients will be trained to educate community members on avoiding HIV infection, reaching an expected 14,400 people over 12 months. GERAPIA's previous efforts resulted in the creation of 15 community banks distributing microloans, which have become financially independent. Benin's leaders recognize a critical need for microfinance, and rural areas are particularly underserved.

Project Profile

Organization:

Groupe d'Etude de Recherche et d'Appui des Initiatives de Production et de Transformation Agricole et Animale (GERAPIA, Research and Study Group for Assistance to Agricultural Production and Transformation Initiatives)

Grant amount:

\$40,000

Geneva Global ID:

1-12CDP-1206

Project duration:

12 months

Expected Performance

DELTA SCORE

Measures relative grant effectiveness



GRANT PROFILE

Reflects aggregate project risk

CONSERVATIVE ——— AGGRESSIVE

Please refer to the FAQ at the end of this document for an explanation of the Delta Score and Grant Profile.

Project Location



To Fund This Project

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SECTOR PERSPECTIVE

Economic Empowerment

More than 1 billion people currently live in extreme poverty on incomes of less than \$1 a day. Another 2 billion live on only \$2 a day. That number has increased significantly over the last 20 years despite aid totaling tens of billions of dollars.

Microenterprise development is a proven solution to poverty for the working poor. Small loans, often accompanied by basic business training, enable poor families to set up or expand tiny informal businesses that provide ongoing streams of income.

Geneva Global finds and recommends programs that reach the poorest households in the poorest countries.

“When microenterprise reaches into poverty’s deepest levels, life-changing results are greater and costs are lower. Too many microenterprise programs focus on the collection of loans and institutional self-sufficiency when the true goal is increasing household income and improving lives. To us, changing lives ranks higher than the success of the institution.”

Robert Morrison
Geneva Global
Sector Manager

Need — *The Problem and Effects*

“The economy of Benin remains underdeveloped and dependent on subsistence agriculture, cotton production and regional trade,” according to the 2006 CIA World Factbook. The World Bank reports that nearly a third of Benin’s 8.2 million people live on less than \$1 a day. “These people are excluded from the mainstream banking system. Microfinance is filling the gap by offering them financing for their income-generating activities. ... Today, microfinance is only covering the urban parts of the country. ... The need is unmet in rural areas,” says Arnaud Ventura, general director for Planet Finance, an international microfinance organization based in Paris, France. Planet Finance has provided loans to GERAPIA and continues to provide staff training resources online.

“Access to funds is a big problem, and the problem is more crucial in rural areas. Microfinance has been identified by the government in Benin as the sector in which organizations have been encouraged to work to empower people economically and socially, as the appropriate solution to poverty among people in rural areas. However, some institutions aim only to make profit on loans, and put difficult conditions on loans. According to our survey in 2006, only one of every 20 farmers has access to financial credit services. Only larger businesses and people with steady salaries can access credit through these institutions. This highlights the need for microfinance institutions working close to people in rural areas, providing even people without paid jobs with loans to help them generate livelihoods,” says Koffi Djidodo Bogue, Geneva Global Network (GGN) member and vice president of Fondation Jeunesse Unie (United Youth Foundation), based in Porto-Novo, which received funding through Geneva Global in 2004 and achieved results exceeding project goals.

Vision — *In Their Own Words*

“I have been privileged to be able to study and obtain a degree which allows me to be among the literates and intellectuals of my country. This has been made possible because in the past the government, through taxes received from farmers and other people in the country, allowed us to have scholarships for our studies. Today, with the growth of the population and the various needs related to this growth, many people do not have that chance anymore. I strongly feel it is a responsibility for those who are the elite to develop initiatives which can provide some support for the poor and vulnerable to make their living. This is the reason that leads me to this project of microfinance, which brings some relief to many women. ... I am fighting and doing my best to find donors who would be willing to work with us and meet the needs of the majority of the people by empowering them economically,” Toudonou says.

Strategy — *How to Meet the Need*

GERAPIA programs integrate microlending with HIV prevention education, simultaneously addressing two of poverty’s causes.

Microfinance: In operation since 1998, GERAPIA’s microfinance initiatives benefited 2,002 borrowers in 2004 and 2,179 in 2005, working in the areas of Akpro-centre, Zoungbomè, Katagon, Vakon, Gomè-Sota, d’Akpro-Missérété, Ouando and Benin’s capital Porto-Novo.

Loans range from \$20 to \$100 with an interest rate of 12% over a six-month period. Borrowers are required to save an additional 20% over the loan period. Savings are returned to borrowers when the loan is repaid. Funds from repaid loans are lent to new borrowers.

Typically, a \$20 loan enables a borrower to generate \$2 to \$4 in additional weekly income and save about \$0.67 per month, depending on the beneficiary’s business activity, GERAPIA reports. Additional income helps improve family nutrition, healthcare and education, as well as financing further income-generating activities such as raising livestock for

Reference

“My last visit to GERAPIA to see the beneficiaries and the work done was in March 2006. ... I have spoken to beneficiaries and to the leaders of the project, and have been encouraged by the work done to alleviate poverty in the country. ... The implementer is doing great work within the community, which is of great help to many people in rural zones. ... The organization is achieving a pioneer work in Benin, integrating sensitization on AIDS with microfinance. ... I have seen past interventions and I have seen the good work. ... The organization has many years of experience. The project will have good impact in the community. ... The implementer is a well-respected leader and trustworthy,” says *Koffi Djidodo Bogue, a Geneva Global Network (GGN) member and vice president of Fondation Jeunesse Unie (United Youth Foundation). Based in Porto-Novo, Bénin, the organization received funding through Geneva Global in 2004 and achieved results exceeding those expected.*

sale.

Borrowers form solidarity groups of three to six members, encouraging and supporting each other. If one of the solidarity group members defaults on a loan, GERAPIA collects the repayment owed from the group’s savings. All group members must repay loans on time in order for the group to be eligible for subsequent loans. GERAPIA loan officers meet with group members twice a month.

Beneficiaries are selected by community committees which include solidarity group leaders and other community leaders. Beneficiaries are chosen based on need for credit, viable business plans and recommendations from other group members, and contribute \$1 to join a group.

GERAPIA has organized 15 community banks distributing microloans to solidarity groups, with staff training and loans provided by Planet Finance. The community banks have accumulated enough savings to become financially independent and operate without additional funds from GERAPIA.

HIV prevention: Women who join solidarity groups must take part in GERAPIA’s HIV prevention education program. In 2004 and 2005, GERAPIA trained 240 solidarity group leaders in HIV prevention education, who in turn educated a total of 7,200 people including group members and others in their communities.

GERAPIA provides voluntary HIV counseling and testing in rural areas where such services would otherwise be unavailable, Toudonou says. In 2004 and 2005, 590 people underwent testing; 118 HIV-positive people were referred for further care.

	2003	2004	2005
Loan portfolio	\$70,197	\$88,138	\$97,596
Percentage of on time loan repayment	94%	96%	97.5%
Portfolio at risk over 30 days*	6%	4%	2.5%
Loan losses / write off ratio**	0%	0%	0%
Number of active borrowers	1,754	2,003	2,179
Average loan amount for outstanding portfolio	\$40	\$44	\$45

*Value of loans outstanding with payments overdue beyond 30 days as a percent of loan portfolio.

**Value of loans written off at the end of the period as a percent of loan portfolio.

Proposed Action — *What This Project Will Do*

This project will be implemented in the rural villages of Dangbo, Akpro-Misséréte, Avran-kou, Adjohoun, Aguégues and Sèmè-Podji in the Oueme administrative department, as well as Sakété and Ifangni villages in Plateau department.

Microfinance: Loans will be provided to women who generally have no access to bank credit. Funds will support income-generating activities such as production and sale of soap, cosmetics, palm oil and agricultural products.

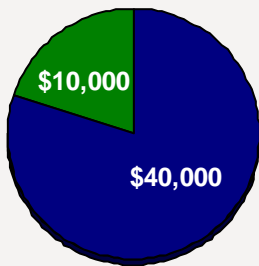
A total of 1,106 beneficiaries will be organized into solidarity groups and choose a leader for each group. Group members will guarantee each others’ loans. Members will choose an income-generating activity, with help from GERAPIA as needed. Group leaders will join community committees which work with GERAPIA to approve loans, based on criteria

References

“GERAPIA is doing a great job by integrating HIV prevention and AIDS awareness with microfinance, and reaching out to thousands of people in the country each year. The work of GERAPIA is very much appreciated by local beneficiaries and by leaders in the country. ... The leadership works with zeal and integrity. There is always a good impact in the community,” says *Dr. René Kèkè, who heads government HIV and AIDS programs in Ouémé and Plateau departments. He and his staff provide training materials and other support for GERAPIA’s HIV prevention education initiatives.*

“Though GERAPIA is a small organization, it is doing remarkable work in rural areas because of the dynamism of the executive director [Marcellin Odou Toudonou] and his team. ... GERAPIA is an organization we can trust; we have never been let down by what they do,” says *Arnaud Ventura, general director for Planet Finance, Paris, France. Planet Finance has provided loans to GERAPIA and continues to provide staff training resources online.*

Project Budget



■ Grant request
■ Other sources

such as borrowers’ motivation and reputation as well as soundness of business plans.

Beneficiaries are required to undergo training in microfinance and money management before receiving loans. Two four-hour sessions of basic training follow methodologies developed by FINCA (Foundation for International Community Assistance) International, based in Washington, D.C. Advanced training will be offered to beneficiaries who have basic literacy and arithmetic skills.

Forty new community banks will be established to make loans accessible to solidarity groups. Each community bank will include 30 members of local solidarity groups. Members pay a fee of \$1 to join the community bank. Leaders of each solidarity group will collect loan payments from members and deliver them to community bank presidents, who in turn deliver payments to GERAPIA.

GERAPIA will carry out an initial needs assessment at the beginning of the project. Monitors will visit beneficiaries one month, three months and six months after loans are disbursed to evaluate savings rates, use of funds, loan repayments and improvements in family standards of living such as education, healthcare and nutrition.

HIV prevention: Three members of each community bank – a total of 120 – will be selected by community committees for training in HIV prevention education. Training will be provided seven hours a day for three days, covering topics such as how HIV is transmitted and how it can be prevented; organizing voluntary counseling and testing initiatives; and providing counseling to people with HIV. Training materials are provided by Dr. René Kèkè, who heads government HIV and AIDS programs in Ouémé and Plateau departments.

Building on relationships with microfinance beneficiaries, each of the 120 trainees will teach HIV prevention to the 1,106 solidarity group members and others in the community. Trainees will work in 40 teams of three, with each team educating 30 people a month for an estimated total of 14,400 over 12 months. Teaching sessions of two to three hours, held weekly for three weeks, will focus on premarital sexual abstinence, marital fidelity within marriage and condom use for HIV prevention. Voluntary HIV counseling and testing will be offered, and an expected 800 people will seek testing. Those who test positive for the virus will receive further counseling and be referred to care centers.

Budget: \$50,000

Total budget for this project is \$50,000, of which this grant will cover \$40,000. The remaining \$10,000 has been secured by GERAPIA.

Item	Grant request(\$)	GERAPIA	Total
Loan funds	32,000		32,000
HIV prevention education training for 120 people (accommodations, food, trainers’ fees)	4,000		4,000
HIV testing for 800 people (travel to villages, equipment, laboratory fees)	4,000		4,000
Salaries, administration		10,000	10,000
Total	40,000	10,000	50,000

Changed Lives

“I was working in palm oil production, but this was producing low income. It was difficult to find financing. Now, with the loan I received from GERAPIA, I have a new income-generating activity – production of cassava, which allows me to earn more. The money I get enables me to feed my family. I am happy for this opportunity to be financially independent. My life is different because I am contributing to improve the quality of life of my family,” says *Tokpa Bernadette of Zoungbomè village, Benin.*

“Our lives were poor and miserable, made of daily struggle to find means of daily living before we received assistance from GERAPIA. With the help provided by GERAPIA we have been to save money, and now we have our own capital for investment. Otherwise we would be still buying at high costs. We are motivated to work together because we have a larger capital, and also it cultivates solidarity and unity in the community. We share experiences. We have noticed that others around us are admiring us for the way we work together,” says *Assogba Médéboué, a member of the solidarity group Vivre Ensemble (Live Together) in Kpanoukpadié village, Benin. The group also includes Akoa-kou Mondoukpé, Kissèzan Houmè, Adoukpè Emilienne, Djossa Adjibouè and Gandonou Médessè.*

“Life was a struggle because I could not get the funds I wanted to buy beans and sell them and make a good profit. My budget was not sufficient to buy direct from those producing beans, because I could not access credit from banks. Today things have changed because I received a loan from GERAPIA. I can buy large quantities in bags and sell them back on the market place. With what I earn, the quality of life of my family has improved. My kids are well-nourished and well-dressed, and I can make important contributions to their education and medical treatment,” says *Dossa Solange of Dangbo village, Benin.*

Evaluation Metrics

Geneva Global’s forecast of results is located on the first page of this report. At the conclusion of the project, Geneva Global will issue a report comparing actual results with:

- 6,636 people benefiting from increased family income after 1,106 rural women receive loans and establish or expand income-generating activities, gaining additional income of \$120 per year, providing two meals a day instead of one or none and paying education costs for children, as indicated by a GERAPIA summary of reports from solidarity groups and testimonies from 40 beneficiaries
- 120 women leaders of solidarity groups gaining understanding of AIDS and how to educate others in HIV prevention and AIDS care, as indicated by a GERAPIA report summarizing training attendance and surveys of 20 attendees before and after training
- 986 members of solidarity groups gaining understanding of AIDS and how to avoid HIV infection, as indicated by a GERAPIA report based on attendance records of solidarity groups and surveys of 25 group members before and after sensitization
- 800 rural men and women receiving voluntary HIV counseling and testing, as indicated by a GERAPIA tally

Geneva Global Services

Project discovery. In consultation with field experts, Geneva Global finds superior programs that correct situations of the greatest human need.

Field investigation. References are checked with independent sources who know the organization.

Site visit. Before recommending a project, a Geneva Global staff person or Geneva Global Network member visits the site to verify the information we gather.

Desk research. Best practices and other reference information are used as yardsticks to measure the project.

Peer review. During research, information gathered and the description prepared must pass three quality control checks.

Expert review. A Geneva Global sector manager checks findings and recommendations.

Deal structure. A Geneva Global researcher confers with the implementer to reach agreement on expected results, timetable and criteria for evaluation, use of funds and budget.

When you fund this project, Geneva Global will:

Document the agreement. Before money is sent to the project, a Memorandum of Understanding is signed that details expected results, timelines and acceptable uses of funds.

Assist with international funds transfers. As you require, Geneva Global will simply provide wire transfer instructions or will handle the entire process on your behalf.

Obtain receipt of funds. Geneva Global confirms when grant funds arrive with the implementer.

Check progress. Early in the project, usually about 90 days, Geneva Global confirms that the program is proceeding according to plan. The lead analyst is available to the implementer for advice and consultation throughout the project.

Measure results. Shortly after conclusion of the project, Geneva Global collects data from the implementer and compiles a concise analysis of project outcomes and lessons learned. For every project you fund, you will receive a Geneva Global Results Report.

Concept — *Approach to Addressing the Need*

Key strengths

- Working with organizations such as Planet Finance and the regional health department, GERAPIA has developed effective initiatives to address local needs for finance and HIV prevention
- Microfinance and HIV prevention efforts are particularly appropriate in the project region, which suffers from widespread poverty and HIV prevalence

Key risks – low

Design — *Effective and Proven Methods*

Key strengths

- GERAPIA collaborates with experienced local experts to help ensure success
- The organization’s track record includes establishment of 15 community banks, which have become financially independent and operate without additional funds from GERAPIA
- Beneficiary selection is an open process that involves local village committees, which are also involved in implementation
- GERAPIA provides comprehensive training in microfinance and HIV prevention
- The implementer develops effective working relationships with local communities

Key risks – medium

- Direct contact between implementer and beneficiaries is limited, restricting opportunities to provide helpful counseling; however, previous initiatives have been successful despite this limitation

Capability — *Leadership Depth and Expertise*

Key strengths

- Independent references endorse leadership’s integrity and organizational effectiveness
- The leaders have worked together since the organization’s inception

Key risks – medium high

- Only one person has been designated to take charge if the leader becomes unavailable; this person has limited training and experience
- Most staff members have no education beyond the high-school level; however, the implementer plans to begin working with a trained economist

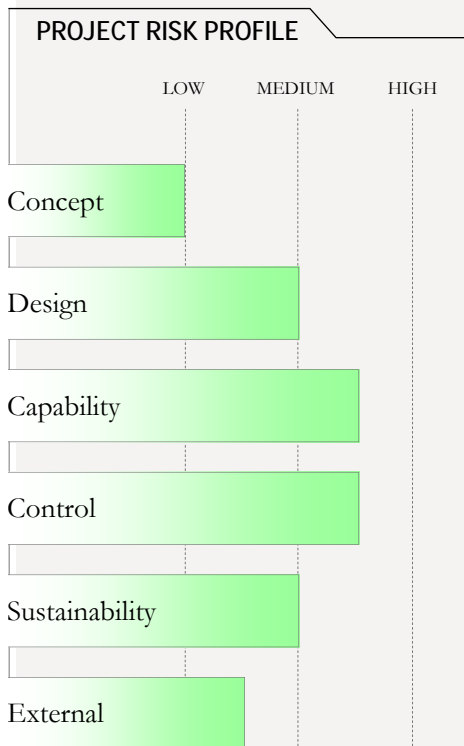
Control — *Transparency, Governance and Financial Oversight*

Key strengths

- The implementer has stable management, independent governance, externally audited financial statements and secure fund transfer measures

Key risks – medium high

- The project budget is greater than 135% of last year’s total budget



Sustainability — *Lasting Impact*

Key strengths

- Interest income of 24% annually will help cover future costs

Key risks — medium

- Though GERAPIA will cover salaries and administrative costs of this project, the organization will continue to rely on external donors to meet the growing need for microcredit in Benin

External — *Factors Outside the Implementer's Control*

Key risks — medium low

- GERAPIA relies on government health workers to train beneficiaries in HIV prevention education; conflicts in these workers' schedules could delay this intervention



Benin

Population: 8.2 million
Population younger than 15: 45%
Average annual population growth rate: 2.8% (compared with 1.2% in the U.S.)
Urban population: 45%
Languages: French (official), Fon and Yoruba (most common vernaculars in south), tribal languages (at least six major ones in north) (CIA World Factbook)
Life expectancy: female 55, male 54
Maternal mortality (deaths per 100,000 live births): 850 (compared with 17 in the U.S.)
Infant mortality (deaths per 1,000 live births): 90 (compared with 7 in the U.S.)
Under-5 mortality (deaths per 1,000 live births): 152 (compared with 8 in the U.S.)
HIV prevalence (ages 15-49): 1.8% in 2005 (1.9% in 2001)
People with HIV: 87,000 in 2005 (68,000 in 2001)
HIV-infected children (0-14): 9,800 in 2005 (5,700 in 2001)
AIDS orphans: 62,000 in 2005 (34,000 in 2001)
HIV-related deaths (annual): 9,600 in 2005 (5,800 in 2001)
Literacy (15 and older): female 23%, male 46%
Gross national income per capita: \$450
Population living on less than \$1 daily: 31%
Population living on less than \$2 daily: 74%
Malnutrition among children under 5: 23% (compared with 2% in the U.S.)
Mothers ages 15-19 (births per 1,000 females): 130 (compared with 50 in the U.S.)
Religions: traditional ethnic 47% Christian 31%, Muslim 20%, other 2% (World Christian Database)
2005 U.N. Human Development Index rank: 162 of 177 countries

HIV and AIDS data are from UNAIDS. All other data are from the World Bank unless otherwise noted.

Organization

Groupe d'Etude de Recherche et d'Appui des Initiatives de Production et de Transformation Agricole et Animale (GERAPIA, Research and Study Group for Assistance to Agricultural Production and Transformation Initiatives)

Porto-Novo, Benin

Founded

GERAPIA was founded in February 1994 and registered with the government of Benin in July 1995.

Mission statement

“To empower the economically poor and vulnerable in rural areas to help improve their lives.”

Affiliations

- Planet Finance, Paris, France
- Programme d'Appui au Développement des Micro Entreprises (Program for Support and Development of Microenterprises), Cotonou, Benin

Active programs

Description	Inception year	People helped, 2005	Paid staff	Volunteers
Microfinance	1998	2,179	Seven	Seven
HIV testing	2004	350	Seven	Seven

Overall organization revenue sources (income) and spending (expenditure) in U.S. dollars*

Income	2003	%	2004	%	2005	%
Donations and grants	0	0	3,511	13	3,678	12
Microcredit income	11,036	100	23,432	87	25,950	88
Total	11,036	100	26,943	100	29,628	100
Expenditures						
	2003	%	2004	%	2005	%
Microcredit	3,575	31	3,877	24	3,750	23
AIDS sensitization	0	0	3,277	20	3,494	22
Salaries	5,099	43	5,606	35	5,653	35
Administration	2,992	26	3,387	21	3,247	20
Total	11,666	100	16,147	100	16,144	100
Surplus/(deficit)	(630)		10,796		13,484	

*Exchange rates were 563.634 Communaute Financiere Africaine francs (XOF) to \$1 in 2003, 512.707 XOF to \$1 in 2004 and 543.776 XOF to \$1 in 2005.

Financial statements

Prepared: Annually, year ending Dec. 31
 Reviewed by: Conseil d'Administration (Board of Trustees)
 Externally audited: Yes

Complete bank wire transfer on file at Geneva Global: Yes

Profile

Marcellin Odou Toudonou, executive director, earned a degree in agronomy at the University of Abomey-Calavi in Cotonou, Benin and the University of Ibadan in Nigeria. He has worked with the Washington, D.C.-based Africare in Benin, and participated in a microfinance program called Beninese Indigenous Nongovernment Organization Society II based in Cotonou from 1998 to 2000.

Leadership

Governance

A Conseil d'Administration (Board of Trustees) meets yearly to review finances, adopt budgets, approve projects and provide direction. Members are:

- Biokou Rorger, president (professor, Anavié College, Houègbo, Benin)
- Gaston Oussou, vice president (consultant, Podji-Adjroko, Benin)
- Bienvenue Zannou, treasurer (state nurse, Louho, Dangbo, Benin)
- Célestine Toudonou, secretary (assistant nurse, Porto-Novo)
- Pierrette Ahouansou, assistant secretary (teacher, Danmè school, Porto-Novo)
- Denis Akanni (accountant, Dodji, Kouti, Benin)
- Assogba Rosalie (English teacher, Takon High School, Kpanoukpapé, Benin)

Policies

Related parties in management or governance: No*

Staff and/or Board reflect the spectrum of ethnic groups or tribes: Yes

Women in supervision or management: Yes

*Célestine Toudonou and Marcellin Odou Toudonou are not related.

Leaders

Responsibility	Name	Title	Years of related experience	Years with organization	Years in current role
Overall organization management	Marcellin Odou Toudonou	Executive director	12	12	7
Daily administration	Clarisse Adanzonon	Secretary	4	3	3
Accounting and salary payment	Gadie Dossou	Accountant	7	5	5
Evaluating loan applications	Colette Houssa	Loan administrator	11	7	7
Evaluating loan applications	Rogatien Aloukou	Loan administrator	8	5	5
Training and counseling	Vôdémè Loko	Program trainer	8	3	3

Who is Geneva Global?

Geneva Global works for donors. We are not fund-raisers for charities. We do not promote our own projects. Rather, we are a service for thoughtful donors who want measurable results from the money they give. Geneva Global provides independent research, insightful analysis and grant management so our clients can invest where their giving changes the most lives. In short, we help you accomplish more with the money you give.

What is a *Delta Score* and how is it calculated?

The Delta Score is a universal measurement that makes it possible to compare projects, regardless of type or location. The Delta Score calculates the depth and breadth of Life Change from a project and compares it to the most common form of international giving, child sponsorship. The scoring system is calibrated so a Delta Score of 1 equals successful sponsorship of one child. This means a project with a Delta Score of 7 is expected to produce seven times more Life Change than if an equivalent amount of money were spent on child sponsorships.

What do you mean by *Life Change*?

One of the most serious flaws in traditional philanthropy is the lack of ways to measure success. How do you know whether your contribution did any good? Geneva Global uses Life Change to measure success in giving. We define Life Change as a direct, material and measurable difference in the quality of a person's life. A life is changed when an AIDS orphan is integrated into a loving family, when a mother achieves economic security by starting a small business, when an infant's life is saved by a vaccine, when a girl completes her education or when a slave becomes free from bondage.

What is the *Risk Adjusted Range*?

The comparable term in investing is "volatility." Every project involves risk. We assess up to seven categories of risk. The Risk Adjusted Range shows the range of likely Delta Scores for the project based on the combined risk. A project with low total risk will have a very narrow Risk Adjusted Range (for example, 7 to 9 with a Delta Score of 8), while a project with high total risk will have a broader Risk Adjusted Range (for example, 4 to 12 with a Delta Score of 8).

What is the *Grant Profile* and how is it determined?

We only recommend projects that, based on Geneva Global's extensive experience, have acceptable levels of risk. However, tolerance for risk varies among donors. The Grant Profile is a simple way of summarizing the total risk associated with a project. What is your personal giving style? Do you have an appetite for courageous projects that operate in difficult and even dangerous situations? Or do you value stability? Geneva Global finds, researches and recommends projects that range from daring to stalwart. The Grant Profile is an at-a-glance indicator of which giving style best matches the amount of risk for a particular project.

Who pays for Geneva Global's research?

Investigating projects in foreign countries is difficult and costly. The benefits, however, are tremendous. Geneva Global clients discover they are able to obtain 10 and sometimes as much as 30 times the results compared to traditional methods of giving. The increased results far outweigh the modest professional fees Geneva Global charges. Contact your Geneva Global advisor for fee details and information about all the services you receive.

Whom do I contact to fund this project or ask questions?

Contact your Geneva Global advisor.
If you don't have an advisor, please contact
Joan Cortright in Client Services:
866-7-GENEVA (toll-free in the U.S.)
610-254-0000
JCortright@GenevaGlobal.com

