

Grameen Gazette #42

News from Grameen Australia:

1. AUSTRALIA

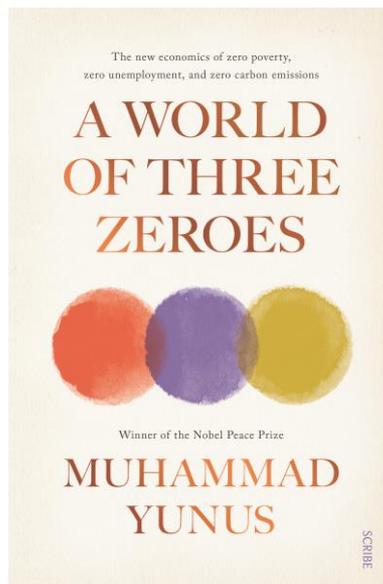
- **Professor Yunus Launches his new book 'A World of Three Zeroes' in Australia in March** - Grameen Australia announces three key events (Sydney, Melbourne and Adelaide) where you can hear this Nobel Peace Laureate's radical economic vision to tackle inequality, unemployment, and environmental degradation – and how a worldwide social business movement is already working to make it a reality.

2. OUR PROJECTS

- **Manila Social Business Hub breaks its target by 20% to supports more disadvantaged families** - the Hub released 5,929 loans valued at USD 1.07m in 2017 ensuring almost 5,000 borrowers have new income to support their families.
 - **Livestock Training Centre in Siem Reap identifies quality chicks to strengthen flock against risk** - Research over the past year has identified quality chicks and vaccines to offset the risks of rearing chickens in a developing world environment. Early testing is proving positive with faster growth rates and very healthy birds, supporting sales of quality meat in the high demand Siem Reap market
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1. PROFESSOR YUNUS IN AUSTRALIA

'A World of Three Zeroes' Australian Launch



Nobel Peace Laureate Professor Muhammad Yunus' latest book declares the CAPITALIST ENGINE IS BROKEN as it only leads to rampant inequality. The book argues that re-envisioned economics will recognise that jobs are not the solution - all humans are naturally entrepreneurs who need opportunities to create their own businesses that serve the mass market, not the elites that currently own 50% of the world's wealth.

Professor Yunus is the guest of Grameen Australia in March to launch his Book.

He is the keynote speaker at 3 inspiring public events. Click on a link below to hear how together we can disrupt capitalism to end inequality.

[Rotary Presidential Peacebuilding Conference, Sydney](#)

17 March 2018

<https://www.facebook.com/RIPPCSydney2018/>
(use the code GRAMEEN for a 10% discount)

[Monash University Book Launch, Melbourne](#)

19 March 2018

<https://www.eventbrite.com.au/e/professor-muhammad-yunus-free-public-lecture-and-book-launch-tickets-42616557270>

[Australasian Social Business Forum, Adelaide](#)

22 March 2018

<http://stemsel.com/ASBF18/Pages/index.php>

2. OUR PROJECTS

Manila Social Business Hub Beats its Target to Support nearly 5,000 Members and their Families



Josie is a dynamic entrepreneur who is committed to growing her business to support her 5 school age children. She works in this small, dark, cramped room making rags. Our loans have helped her buy a high-speed sewing machine and materials increasing her production and her income.

Grameen Australia's Social Business Hub in Manila outperformed its target loan releases by nearly 20%, releasing 5,929 loans (USD 1.04m) versus a 2017 target of 5,000 loans. The Hub's operations now reach across Metro Manila with 143 Centres. All our members have savings accounts, a vital element of the program to protect against unforeseeable emergencies. And all borrowers have micro-life insurance to secure the future of their children.

In preparation for further growth in 2018 key activities are underway:

- New Country Head hired with 25 years experience in the commercial and microfinance environments.
- New HR Manager hired to oversee enhanced training for the team to further capacity build to support the program's expansion.
- Technology analysis is being undertaken to further streamline disbursement and repayment management.



“We develop sustainable social businesses that empower very poor people to climb out of poverty themselves”

The development of the Social Impact Analysis has provided early insights into aspects of our borrowers lives that require additional support. In response to these needs, the Hub is evaluating a two-pronged approach - increased loan product mix and an expanded training and mentoring program. Additional loans will be made available to borrowers with a strong track record of repayment, including Education, Solar Power, Agricultural Production & Materials and House Improvement loans. The Training Program is currently being restructured into a modularised form to align with loan cycles to provide borrowers with detailed information at each phase in the growth of their business.

The program is entering some exciting partnerships in 2018 to further expand our Social Businesses in Metro Manila, with the specific purpose of introducing new money into the most disadvantaged communities.

Siem Reap Livestock Training Centre Strengthens its Flock to Mitigate Risk and Secure Growth



Sal was a scavenger on the local dumpsite, now she has tripled her income and manages a key chicken shed

For the **Livestock Training Centre in Siem Reap** 2018 will be the first year of profitability with breakeven targeted for midyear.

External Expert Committee analysis of the Centre in late 2016 in preparation for significant expansion towards breakeven identified key areas to mitigate against the risk of flock loss. These included quality feed, international standard vaccines, medications & biosecurity cleaning products, international quality sheds, tightened security of the shedding & overall farm and crucially healthy, new breeding stock.

A network of contacts was developed during 2017 to identify potential suppliers for these essential items. In late 2017 agreements were formed with key international organisations including companies Bayer and De Heuss for vaccines and feed, and international standard Rearing Centres to source breeding stock.

In late 2017, as the Centre prepared to import its first new products, it was hit by a disease outbreak resulting in the loss of more than 50% of the flock housed in old-style pens.



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These pens followed the traditional design built at the commencement of the project as they are used by most rearers across SE Asia. They were identified in the review as a risk due to significant loss of flocks across the region, as the design does not provide international standard biosecurity protection.

The remainder of the flock housed in new, sturdy, international standard pens constructed in late 2017 as part of a the review's rebuild program were secured to ensure ongoing sales to customers.

The disease, whilst a hit to the Centre in the short-term, provided the opportunity to implement the newly designed rearing program using the externally sourced breeding stock.

The new program has proved to be very positive, with the new stock at higher than international standard survival rates and strong growth rates. Early sales have been positive with customers confirming the quality of the meat.

The new Program is strengthening the breeding stock and the quality shed, vaccine and biosecurity program is ensuring very good survival and growth rates - providing a stronger platform for the achievement of breakeven, forecast for mid 2018.

It 2018 the Centre is developing a village grower model which will be trial in the second half of the year with the longer term objective of reaching 100,000 villagers to provide secure livelihood income and assist in improving food security.



"We develop sustainable social businesses that empower very poor people to climb out of poverty themselves"

Grameen Australia is leading the change - support our work now



How your donation will help:

Social Business Hub, Manila

- \$50 funds business training for a microfinance borrower
- \$150 will provide a loan to establish or grow a small business
- \$5,000 funds a third of the establishment of a new microfinance centre with 40 borrowers
- \$15,000 to establish a new cooperative community based social business

Livestock Training Centre, Siem Reap

- \$100 will fund the purchase of 200 eggs to increase productivity at the farm
- \$500 pays the monthly salary of 2-3 farm apprentices
- \$10,000 will fund establishment of community chicken rearing cooperatives to increase the reach and impact of the Centre
- \$15,000 will support the construction of new chickens pens to house the Centre's growing flock

Grameen Australia's MISSION is to eliminate poverty in some of Asia's most neglected communities by applying our Social Business Model to create new sources of income for poverty stricken families. Our dynamic approach combines compulsory training, ongoing mentoring, microfinance and leading technology to empower beneficiaries to change their own lives permanently. Social Business uses the tools of business – efficiency, economic viability and innovation – to drive scalable and sustainable social outcomes.

Grameen Australia is an Australian not-for-profit organisation with Public Benevolent Institution and DGR 1 status, which means that donations above \$2 are fully tax deductible to donors in Australia.

Visit our website at www.grameen.org.au for all the news and information on our activities including Current Projects and Case Studies.