



MICROFINANCESOLUTIONS

SUSTAINABLE SOLUTIONS FOR THE WORKING POOR

“Things are changing for me”

GROWING UP WITHOUT PARENTS, Julmiste’s life in Haiti was not easy. His father abandoned the family before Julmiste was born. Then his mother died some years later while he was still young. Julmiste’s older sister raised him and his two brothers the best she could.

As an adult, Julmiste had no one to stand behind him as he struggled to make a living. “I faced difficult times,” he said. **“Sometimes for up to fifteen days I couldn’t lay my hands on even ten gourdes (11 cents USD).”**

Julmiste wanted to be in business but never had the money to get started. No one trusted him enough to loan money to him because he was young and had no parents to help pay his debt if he couldn’t.

When Julmiste was first introduced to the SALT savings group, he came to the meeting out of curiosity. “I did so just to follow along and see what was in it for me,” he said. But after hearing some of the teaching, Julmiste was convinced it was a good program. “I was immediately interested in joining the group,” he said.

Julmiste was soon able to get a small loan from the savings group to start a business of making laundry soap. He worried that he would not be able to repay the loan in time. But within three months, he was debt free. “I was motivated,” Julmiste said. “I wanted to borrow more money and make my business grow.”

To expand his business, Julmiste borrowed more money from the savings pool and combined it with the profits he had from selling soap. This time, he was able to add soap-making products to his inventory. Other businesses in his city sold soap, but only a few sold the actual products to make it. Julmiste also began giving free classes to help customers learn how to make their own soap, using his products.

With this addition, Julmiste’s business grew so fast he couldn’t meet all the demands of his customers. He asked for a third loan to supply enough products for his customers. At first, the group was hesitant because of the amount of

the loan, but the committee members remembered his faithfulness in repaying the previous loans. They gave him another loan that needed to be repaid in four months. “By God’s grace, I repaid the loan before the four months were up,” Julmiste said. “I kept trying to apply Biblical principles in my business at all times. I made effort to practice honesty in the way I sold to clients and by paying my debt.”

Today Julmiste’s business is flourishing. “Things are changing for me,” he said. “My business, Lavoisier Production, is among the five biggest enterprises in Haiti that sells products to make laundry soap.”

Julmiste concludes, “What has helped me the most is the Bible teaching and the business teaching. I follow the examples and stories of others who succeeded when they applied good principles. Their examples give me strength to advance when I face hard times.”



Reaching outside my bubble

Update on CAM's new Salt & Light program

—Gary Miller, SALT Microfinance Solutions Director

THOSE OF US who live in an Anabaptist community have a worldview based on what we have seen and experienced. Most of us have grown up in a stable home environment. We had a father who worked, a mother who was at home and available, and a large network of individuals who were willing to help if needed. When I interact with others, particularly those who have been raised far differently, I struggle to understand how they think and why they make the choices they do. I wonder how to properly assist them when they ask for help. We grew up in different cultural bubbles.

The purpose of CAM's Salt & Light program is to help the Anabaptist people reach out to their neighbors—to penetrate that bubble, learn to understand, and build relationships with those who live close to us geographically but are culturally miles away. The Salt & Light program is designed to provide Biblical teaching and financial help for people who need basic teaching. It is easy for those of us living in "Anabaptist bubbles" to assume that others have had similar teaching and life experiences, but many have not had this blessing. Salt & Light is meant to assist us in sharing some of the cultural blessings we grew up with.

I had the opportunity to sit down with a single Hispanic man who recently went through a Salt & Light course. Emanuel* is 27 years old and says his parents didn't teach him anything about managing money while growing up. After graduating he was able to get a job, but money just passed through his hands like water. Here are a few excerpts from a recent interview:

Gary:

Tell me a little about your relationship with finances in the past.

Emanuel:

It's embarrassing, looking back at how much money I wasted! I used to buy those little tiny bags of potato chips for \$1.87 at the local convenience store, plus a drink every day. In fact, I did it three or four times a day!

CAM's Salt & Light program is an outreach tool that:

HELPS Anabaptists build relationships with neighbors here in the U.S.

EXTENDS hope through a 12-week (one evening a week) personal financial management course for those experiencing difficulty.

PATTERNS what it looks like to follow Jesus and obey His teachings.

SUPPLIES resources for the group you organize in your community.

Gary:

Did you give any thought to how much that added up to in a month?

Emanuel:

No, but after learning to track expenses in the Salt & Light class, I discovered I was spending \$500 dollars a month on food! For just one person! And that wasn't because I was going to Olive Garden or other nice restaurants. This was just trash food! I would swing by the convenience store on my break to get a drink and chips or whatever. Then again at lunch, and again for a snack in the afternoon. And then I would stop again on the way home. I'm still mad about how much I used to spend!

Gary:

Why do you think young Americans struggle with finances?

Emanuel:

There is so little teaching today, and it's so easy to get credit! There is just a lack of discipline and basic

**Name changed to protect identity.*



knowledge. I don't understand why they don't teach this stuff in school! But maybe I wouldn't have accepted it when I was younger.

Many Americans are like Emanuel. Without basic teaching, they find themselves enslaved to credit card payments and car payments, as well as payday loans and other types of predatory lending.

Those of us who work in the SALT program see this

problem as a tremendous opportunity! We travel to various countries providing Biblical teaching and seeing lives being changed, but could it be that God is calling us to do more right here?

If you are interested in reaching out to your neighbors, coworkers, or others by providing basic Biblical teaching on finances, the Salt & Light program may be a tool you can use right where you live.

SALT & LIGHT Training Seminar

Learn more about this outreach opportunity at the upcoming training seminar.

Haven Fellowship Church · Plain City, OH

September 26, 27, and 28, 2019 (Thursday evening, Friday all day, and Saturday morning)

To register, call us at **330.893.2428** or email **saltandlight@camoh.org**.

Registration deadline: September 3 (register by August 2 for \$50 discount)

Cost: \$150 per person or married couple (includes meals and meeting cost)

MICROFINANCE DASHBOARD

SAVINGS GROUP STATISTICS†

	Jan. - May 2019	Jan. - May 2018
Number of members in savings groups	32,023	20,557
Number of members in youth savings groups	4,666	4,353
Total savings group members	36,689	24,930
Average loan size from group savings	\$101	\$106
Average savings per week per member	\$1.59	\$1.65
Total savings in time period shown	\$1,219,355	\$828,364

Dollar amounts listed on this page are in USD.

†Savings groups operate in Haiti, Ghana, Honduras, Cambodia, Bangladesh, Uganda, Namibia, Nigeria, Nicaragua, South Sudan, Ukraine, Tanzania, Mozambique, Myanmar, and India.

What is SALT? SALT is an acronym for Shared Accountability, Lending, and Teaching. This CAM program reaches out to people in material poverty through microloans, savings groups, agricultural programs, vocational training, and Christ-centered teaching. Our goal is to walk alongside clients, helping them use the resources God has placed in their care and teaching them the importance of following Jesus in everyday life.

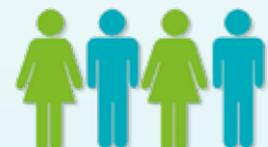
MICROLOAN PROGRAM STATISTICS

	Jan. - May 2019	Jan. - May 2018	3 Yr. Avg.
Repayment rate	95.7%	97.0%	96.2%
Average loan size	\$149	\$164	\$163
Average savings per client	\$105	\$113	\$101
Number of clients	4,666	4,353	4,738

SPOTLIGHT | SAVINGS GROUPS IN NIGERIA

	Jan. - May 2019	Jan. - May 2018
Number of savings group members	2,719	1,972
Members who abandoned SALT	22	37
Average savings per week per member	\$1.69	\$1.09
Total savings in time period shown	\$95,306	\$42,861
Average loan size from group savings	\$65	\$52

If you wish to discontinue receiving the SALT newsletter, call us at 330.893.2428 or see the enclosed response coupon to unsubscribe.



41,355 SALT clients

SALT vocational classes bring hope to Nigerian orphans

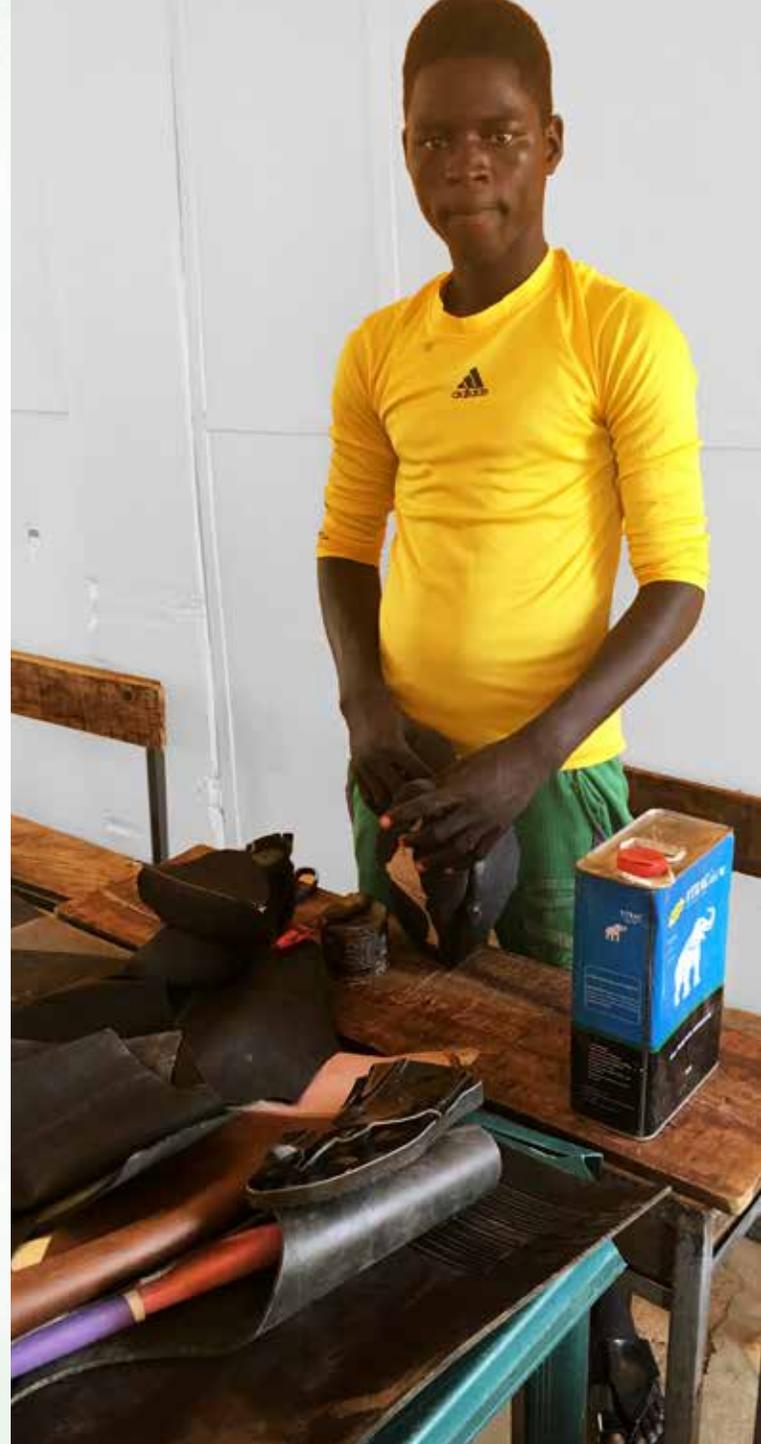
BANNER AND HIS FAMILY, like many others in Nigeria, suffered extreme hardship at the hands of Boko Haram. The terrorist group killed Banner's father and captured his mother and three siblings.

The captured family members managed to escape after several weeks and were joyfully reunited with their loved ones. But it was only a matter of time before they were attacked again. Banner, along with his mother and five brothers, escaped to another village.

Without a father to provide for him, Banner found a safe home at an orphanage in Jos, Nigeria. At the orphanage, he has the opportunity to learn a useful trade at SALT vocational classes. For Banner and the other students, life is a challenge. Many of their family members were killed in recent years during the Boko Haram violence. Today, many are left with no relatives or community to teach them skills and guide them through early adulthood.

At the vocational classes, Banner learned the skill of shoe making and repair. Knowing how to do something that could provide an income motivates him. "I want to start my shoe making business so I can take care of my mother," Banner says.

As the students learn lifelong skills, they are also taught from God's Word. Only eternity will reveal the impact this teaching has on these youth who have endured so much hardship. In a country familiar with violence, we pray that their zeal for learning will shine God's light to their families and communities.



Learn more about the SALT program

Would your church or community like to hear more about the impact of SALT Microfinance Solutions? See the enclosed insert to find out how to schedule a presentation.

Would you like to help?

If you would you like to help people help themselves while providing sound Bible-based teaching, see the response coupon to give a one-time contribution or to start a monthly sponsorship.



Shared
Accountability,
Lending, and
Teaching



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