



March 5, 2003

Dear Friend,

Over 2,900 people from 137 countries gathered at the Microcredit Summit, held February 2-4, 1997 in Washington, D.C. At the Summit they launched a nine-year campaign to reach 100 million of the world's poorest families, especially the women of those families, with credit for self-employment and other financial and business services by the year 2005.

Five years later at the Microcredit Summit +5 in New York City, the *State of the Microcredit Summit Campaign Report 2000* was presented and showed significant progress towards the goal. As of December 31, 2001, 2,186 microcredit institutions reported reaching 54.9 million clients, 26.8 million of whom were among the poorest when they took their first loan. Assuming five persons per family, the 26.8 million poorest clients reached by the end of 2001 affected some 134 million family members.

In order to reach 100 million poorest families by 2005, the Campaign will need to have a 38% growth rate per year from its starting point of 7.6 million poorest families at the end of 1997. The growth from 19.3 million poorest clients at the end of 2000 to 26.8 million poorest clients at the end of 2001 represents 38.7 percent growth, and the Campaign's overall growth averages 37 percent per year.

The Microcredit Summit Campaign is based on the conviction that with loans and access to savings and other financial services, very poor people can help themselves out of poverty by creating or expanding small businesses. The investment results in amazing returns: The micro-entrepreneurs not only help themselves out of poverty, but they also improve the lives of family members and build their communities. The Summit is particularly focused on four core themes: 1) reaching the poorest families, 2) reaching and empowering women, 3) building financially self-sufficient institutions, and 4) ensuring a positive measurable impact on the lives of the clients and their families.

There are several ways in which you could be involved in the Summit Campaign:

1.) **Join the mailing list.** By joining the mailing list, you will receive free issues of the Campaign's online newsletter *Microcredit Summit E-News*, which offers information on microcredit practices and information on microcredit events around the world. You will also receive an invitation to join a Microcredit Summit Council.

2.) **Enlist your institution in a Microcredit Summit Council.** There are fifteen councils, including: Foundations, Non-governmental Organizations, Corporations, Religious Institutions, Educational Institutions, Commercial Banks/ Financial Institutions and Microcredit Practitioners. At present the Campaign has more than 5,400, members, out of whom more than 3,200 are practitioners

3.) **Complete an Institutional Action Plan.** Within one year of joining a council, member institutions develop an Institutional Action Plan that outlines precise objectives and targets for how they will help to achieve the Summit's goal.

4.) Share the Summit's vision with others. Educating the public about this global anti-poverty campaign is critical to helping us reach the Summit's goal. Start by distributing this information through your community. Presentation materials are also available from us for further outreach.

Learn more about the Microcredit Summit Campaign on our website at <http://www.microcreditsummit.org>. We hope you will be inspired to join the Microcredit Summit Campaign.

Sincerely,

*Sam Daley-Harris*

Sam Daley-Harris, Director  
Microcredit Summit Campaign

---

**To be added to the Microcredit Summit Campaign mailing list and receive free issues of *Microcredit Summit E-News*, please complete the following form and send it by mail to: Microcredit Summit Campaign, 440 1<sup>st</sup> Street, NW Suite 460, Washington, DC 20001 or fax to 1 202 637 3566:**

Name: Mr./Ms. \_\_\_\_\_  
Title: \_\_\_\_\_  
Organization: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_  
Country: \_\_\_\_\_ E-mail: \_\_\_\_\_  
Phone (with country and city codes): \_\_\_\_\_ Fax: \_\_\_\_\_

**Please check the ONE category which most clearly describes your organization:**

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> Microcredit Practitioner <sup>1</sup> | <input type="checkbox"/> Educational Institution/School/University | <input type="checkbox"/> Foundation/Philanthropist  |
| <input type="checkbox"/> NGO (non-practitioner) <sup>1</sup>   | <input type="checkbox"/> United Nations Agency                     | <input type="checkbox"/> Parliamentarian  |
| <input type="checkbox"/> Advocate <sup>1</sup>                 | <input type="checkbox"/> Domestic Government Agency                | <input type="checkbox"/> Bilateral Donor Agency   |
| <input type="checkbox"/> Religious Institution                 | <input type="checkbox"/> Commercial Bank or Financial Institution  | <input type="checkbox"/> Head of State or Government  |
| <input type="checkbox"/> Service Club                          |  | <input type="checkbox"/> Int'l Financial Institution (e.g., World Bank, Inter-American Dev. Bank) |
| <input type="checkbox"/> Corporation or Business               |  |   |

<sup>1</sup> The Microcredit Summit Organizing Committee has defined practitioner organizations as those administering microcredit or providing training to organizations that deliver microcredit. Non-governmental organizations that are not currently involved in microcredit but that are involved in delivering social services in the field (i.e., literacy, health, family planning, agriculture) are encouraged to join the Microcredit Summit Council of NGOs. Organizations that don't deliver social services in the field but that are involved in education, advocacy, fundraising, policy development, or research are invited to join the Microcredit Summit Council of Advocates.