



kiva

Annual Report  
2017



**Dreams are  
universal.**



**Opportunity  
is not.**

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**Premal Shah**  
**President and Co-Founder**

Communities around the world faced immense challenges in 2017— violent conflict, natural disasters and rapid globalization all disproportionately affected marginalized communities. Through it all, we at Kiva are inspired by our network of lenders and borrowers banding together to lift and support each other during difficult times. Kiva, which means “unity” in Swahili, continues to bring people together and we are proud that in trying times, Kiva continues to break barriers. In the face of uncertainty this past year, Kiva lenders smashed records by crossing the momentous threshold of more than \$1 billion in loans disbursed to borrowers around the world.

Kiva’s powerful community of lenders is providing funding on the frontlines, leveraging capital and bringing attention to high impact areas where many institutions won’t go. For example, in Lebanon our partner Al Majmoua provides group loans comprised of both Syrians and Lebanese, allowing for refugees to bond and collaborate with Lebanese nationals, fostering social cohesion between the two groups.

In fact, Kiva lenders invest in long term solutions for refugees and host communities to build meaningful livelihoods. In 2017, we launched our first ever World Refugee Fund to help refugees, displaced people and host communities access credit to start or expand businesses, increase incomes and create jobs. Overall, Kiva lenders supported \$8 million in loans to refugees, displaced people and host communities. By 2020, Kiva is on track to lend an additional \$22 million to refugee and displaced individuals and another \$20 million to host communities.

**“In moments of darkness, we can stand with each other to bear witness to the struggles of others and make loans that say, ‘I see you.’”**

In the United States, Kiva lenders are extending credit to struggling communities in their own backyards. With 2 out of 3 new jobs created by small business owners, Kiva recognizes the importance of investing locally and providing communities the capital tools to create jobs. In the U.S. we funded approximately \$25 million in loans and 62% of our borrowers were women. Expanding our local reach, we launched in 3 new cities in 2017: San Jose, Calif.; Tulsa, Okla.; and Baltimore, Md.

In 2017, Kiva connected communities around the world, to become united through a shared humanity. In moments of darkness, we can stand with each other to bear witness to the struggles of others and make loans that say: “I see you.” The Kiva community shows their unending resilience, pitching in to fund innovative and human social solutions every day.

# 2017 impact

By the numbers

Borrowers stories



# Total loans raised \$152 million

\$416,438  
day

\$17,352  
hour

\$289  
minute



# 82%

loans to  
women

Legend:  = \$2M

## Top funded sectors

Agriculture  \$40.9M

Food  \$35.6M

Retail  \$26.4M

## Top funded countries

Philippines  \$17.6M

Paraguay  \$10.6M

Peru  \$10.1M

# Borrower story



## Lorebel, Philippines

The billionth dollar lent on Kiva helped improve living conditions for Lorebel and her family. Lorebel works hard to support her 3 children with her fish vending business. She used the Kiva loan to install a toilet next to her family's home. This has helped her family avoid the spread of waterborne diseases, and has improved their standard of living. Hitting \$1 billion in loans is a testament that small acts can add up to monumental change. The lender who made the loan to Lorebel that put Kiva over the \$1 billion mark was Jon of Rochester, N.Y. The Kiva volunteer who translated this special loan was Anna, a British researcher focused on health issues in low- and middle-income countries.





# Borrower story



## Mohammad, Lebanon

Mohammad and his 4 children left Syria in 2013, where he had his own business until his community was destroyed. “I am from Joubar in Syria. It became quite violent and conflict riddled. We were lucky to leave alive. After moving to Lebanon I did whatever work I could in factories as an employee.”

He now lives in Lebanon, where he took out a Kiva loan to open an aluminum shop. “Now this is my own shop. I employ one Syrian and one Lebanese worker to help me. I would take such a loan again to get more machines and to increase the scale of production. I think women in the community can also benefit greatly from such loans to use their crafts and skills.”





# Borrower story



## **ANA By Karma, Bhutan**

ANA By Karma is a social enterprise that works to create new income opportunities for women weavers in rural areas. Though weavers in Bhutan are talented, their designs have less commercial use outside the country. Now, ANA by Karma employs more than 70 women and has sold over 10,000 scarves. In addition to having stable incomes, the women also feel proud and confident. Their loan will be used to develop new products, purchase special equipment, and conduct training for the weavers.





# Borrower story



## Dewitt, U.S.

Dewitt lost a third of his beehives and \$25,000 worth of equipment and revenue after a devastating fire in his hometown in Santa Rosa, Calif. “When I stopped feeling sorry for myself and looked up, the bees were still flying. They need me,” Dewitt reminded himself. He created a business plan with the help of Kiva trustee Good Eggs and applied for a Kiva loan, where more than 700 lenders helped him rebuild and replace the colonies that perished in the fire. It was the fastest fundraising speed Kiva has seen for a U.S. loan. On Kiva, you can find some of the best of humanity — those willing to part with their money to take a chance on others and help them succeed.





# Kiva ecosystem

Fellow

Field Partners

# Fellow



## An (a)maize-ing tale: Nigeria's new farming revolution

Growing up in Lagos as an Indian immigrant for nearly 15 years, I thought I had seen it all. From the traffic to the haggling with local vegetable sellers and prolonged power outages, there is a controlled chaos that binds together the residents of the world's sixth largest city.

I discovered more about my country through Kiva. Though agriculture is a key component of the Nigerian economy, the agricultural sector has not kept up with rapid population growth, and Nigeria now imports many food products. With the recent decline of world oil prices, the agricultural sector has seen a new revival.

Enter Babban Gona, an award winning agricultural organization and currently Kiva's only Field

Partner in Nigeria. Babban Gona aims to play a huge part in the revival of local agriculture and is already one of the largest maize producing entities in Nigeria.

“***With Kiva's support, Babban Gona has lifted 80,000 people out of poverty.***”

What makes Babban Gona a unique Kiva partner is how they support farmers during the entire farming cycle, in addition to providing loans. With Kiva's support, Babban Gona has lifted 80,000 people out of poverty. I got to experience this first-hand when I visited Kaduna, Babban Gona's center of operations in northern Nigeria.

The first farmer I met, named Aminu, is an older Alhaji man who has been growing maize in his fields for many decades. He got very emotional as he talked about

how his yield has now doubled, and he makes much more money than he used to thanks to his 2 years in Babban Gona.

I got to speak to other local farmers as well. I learned that the seeds and farming techniques used by Babban Gona were being replicated by other local farmers too, increasing overall maize production across the region. These positive externalities are a blessing to the local population. Since Babban Gona currently has limited capacity to take on new farmers, their work in the region has encouraged many others to adopt modern farming practices and make a living off the land.



**Arushi Bajaj, Kiva Fellow**



# Field Partner



## **Artisan Alliance at the Aspen Institute, Uruguay**

Artisan Alliance provides loans to artisan entrepreneurs around the world who lack access to financing and resources. It made Kiva history by providing the first loan to Uruguay. Gabriela used the loan to create a documentary of Manos del Uruguay. It's one of the oldest weaving cooperatives in the world that works with more than 200 rural women. For 50 years, Gabriela and other Manos artisans have been creating handwoven clothing and accessories using traditional techniques, natural Uruguayan wool, hand-spun yarns, and natural dyes.

She hopes that the documentary will also encourage future weavers to learn traditional crafts and help maintain Uruguay's heritage.



# Field Partner



## **iDE Ghana, Ghana**

iDE Ghana is a nonprofit that tackles unemployment and environmental health with an unlikely tool: toilets! Since its creation, iDE Ghana has provided loans for pour-flush toilets to 68 borrowers. It plans to scale the program across northern Ghana by training local entrepreneurs to manufacture, design, and sell these products themselves, avoiding middleman costs while empowering local communities. Through this model, iDE Ghana aims to not just have a positive impact on communities' health and environment, but also increase employment opportunities and foster entrepreneurship. Similar to Kiva's mission, iDE Ghana finds that providing loans to buy these types products has a greater effect on the adoption of new technology compared to simply donating the products.



# Field Partner



## Jibu, Uganda

Jibu (meaning “solution” in Swahili) is a social enterprise that provides clean water while helping tackle unemployment in Uganda, Rwanda and Kenya. It trains local workers to be social entrepreneurs, with each owning water franchises that provide their communities with affordable, safe, and clean water. This network of Jibu entrepreneurs, half of whom are women, is quickly expanding. Customers can access clean water by paying for a bottle deposit and exchanging an empty bottle for a new, full bottle. Jibu uses Kiva loans to enable entrepreneurs to scale up their businesses and serve more people.

# Highlights

Lender trip

\$1 Billion in Change

World Refugee Fund launch

Kiva San Jose launch



# Lender trip



***“Knowing the people behind Kiva gave me more confidence that this is an advocacy I will continue to support.”***

Since serving as a Kiva Fellow, my dream has been to take lenders to the field to meet our partners and borrowers. In February 2017 this dream finally materialized in a trip to Mexico City. We invited a few thousand lenders to apply, based on their loan history, for this insider experience and chose 7 exceptional lenders from the U.S. and Philippines. Over 2 days, we visited borrowers of Field Partners Sistema Biobolsa (distributor of biodigestors) and Ecoblock (a social enterprise that builds houses). Lenders got the chance to see their loans in action and hear from borrowers directly about the impact on their lives, families and businesses.

Flor, who traveled the farthest from Manila to Mexico's capital, felt it was worth the long journey: “Knowing the people behind Kiva gave me more confidence that this is an advocacy I will continue to support.”

Kiva is all about connection and although the website makes it easy to help from afar, this trip took the feeling of global community to the next level. Another trip participant, Dave, summed it up: “It's great to participate in Kiva through making microloans, but true change comes from human to human contact. If you really want to see what is going on ... you have to get your passport stamped and your hands dirty.”



# \$1 Billion in Change



**Kiva started with a radical idea 13 years ago.** Would people lend small amounts of money to complete strangers on the other side of the world to help alleviate poverty? Today it's not just a crazy idea. It's happening and transforming lives.

In 2017, the Kiva community surpassed crowdfunding \$1 BILLION in dreams, creating #1BillionInChange for people around the world! Through small loans, 1.5 million lenders have funded brave new ideas that bring hope, opportunity, and change to communities. Together, we've proved that when millions of people act, the world changes for millions more.



# World Refugee Fund



**On World Refugee Day 2017, Kiva launched its World Refugee Fund.** People all over the globe crowdfunded over \$500,000 in loans for refugees, displaced people, and host communities — helping them start or expand businesses, increase incomes, and create jobs.

Most financial service providers refuse to serve refugees and displaced populations because they are perceived as too risky. This means that no matter how good an idea a refugee might have to start or grow a business, they are likely to get denied by traditional lenders. Kiva lenders are filling this gap by providing \$8 million in loans to these vulnerable populations in 2017.

With Kiva lenders' support, and the support of our World Refugee Fund partners, we are helping refugees and IDPs invest in their futures and contribute to their new communities.



# Kiva San Jose



**Kiva San Jose brings 0% interest crowdfunded loans to hundreds of San Jose small business owners.** This fills a critical lending gap faced by entrepreneurs whose businesses are too young, too small, or too innovative to receive traditional small business loans. With loan matching by eBay and PayPal, loans can be funded at a faster rate.

Gary, a Kiva borrower and owner of a cleaning business, spoke at the San Jose launch. After spending 20 years in prison, he wasn't able to get a loan from traditional sources, but Kiva lenders believed in him and helped him start a cleaning service. He went from a one-man operation to employing 11 workers. "It made me the man I always wanted to be and it opened up the vision that I always had," said Gary.



# Financial health

## Assets

Current assets.....	\$16,850,689
Property and equipment.....	\$1,630,646
Other assets.....	\$22,044,548
<b>Total assets.....</b>	<b>\$40,525,883</b>

## Liabilities

Current liabilities.....	\$2,834,519
Deferred rent.....	\$26,325
Net assets.....	\$27,665,039
<b>Total liabilities.....</b>	<b>\$40,525,883</b>

## Total revenue & support

**2017: \$19,704,460** 2016: \$19,058,384

## Total expenses

**2017: \$19,736,300** 2016: \$18,751,344

## Self-sufficiency

(Kiva's online revenue/ total program expenses)

**2017: 62%** 2016: 69%

The data above is a consolidated balance sheet. Details on Kiva's financial statements are available at [kiva.org/about/finances](http://kiva.org/about/finances).

A Donor Advised Fund is charitable giving vehicle which is administered by a public charity and created for the purpose of managing charitable donations on behalf of an organization, family or individual. Kiva created its own Donor Advised Fund in late 2013 to enable tax advantageous lending on Kiva for corporations, foundations, and individuals.

