



Fonkoze

2017 ANNUAL REPORT

The road that leads to a life free from poverty is often a tumultuous one. But where there are opportunities, there is hope.

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Our Vision Our Mission

Fonkoze’s vision is a Haiti where people, standing together, shoulder to shoulder, have pulled themselves out of poverty.

Fonkoze is a family of organizations that work together to provide the financial and non-financial services to empower Haitians - primarily women - to lift their families out of poverty.



Anthonise Jean-Michel
Solidarity Client

“I’ve been given the opportunity to go as far as my courage can take me.”

Fonkoze Founder Father Joseph Philippe

We have come so far and have achieved so much since Fonkoze was created over 23 years ago. The idea that market women in rural Haiti, with no prior banking experience, could lift their families out of poverty if provided access to reliable financial and development services - probably seemed unrealistic and even impossible to many at the time.

But here we are today...As you will read in this annual report, *it is entirely possible*.

You, my friend, are an important part of the whole – the Fonkoze Family – and what is making our on-the-ground work possible each year. And with you, we will be able to continue breaking barriers and overcoming obstacles that may try to get in the way of us achieving our poverty-defeating mission. As any Fonkoze Field Agent will tell you, our work is not easy by any stretch of the imagination, but it is undeniably worth it. The women we serve in some of the most remote parts of Haiti are worth it.

Like my mother, who was once a ti machann (rural Haitian market woman), these women are strong and capable. Some of the poorest women we serve don't initially see that strength in themselves, but with our help, they eventually come to find it. **This is hope at work.**

You see, from the very beginning, we knew that we (Fonkoze and our friends across the globe) had to first believe achieving such a mission was possible. **From there, the possibilities were endless.** Fonkoze, The Idea, was then empowered to become Fonkoze, The Reality, it is today. Backed by supporters like you, we grew from a three-person team to what it is now a family of three organizations which collectively employs over 900 individuals who go above and beyond to fulfill our mission every day.

On behalf of the entire team, I thank you for believing in and supporting our work. There are thousands of families in rural Haiti who haven't yet been provided an opportunity to change their lives. But with you by our side, we will be able to reach them and so many more.

With sincere gratitude,



Father Joseph Philippe
Fonkoze Founder



“As you will read in this annual report, it is entirely possible.”

Our Financial Services

In the fiscal year 2017 (ending September 30), SFF (Sèvis Finansye Fonkoze, S.A. or Fonkoze Financial Services) outperformed its business plan and delivered profits for the first time. The company continues to offer a full suite of financial services in our 44 branches nationwide, achieving the following results:

LOANS: With over 70,000 active loan clients (96% women), loans range in size and duration in accordance with client needs and capacity.

- ▶ \$19 million loan portfolio
- ▶ \$40.6 million disbursed
- ▶ 140,306 loans disbursed

SAVINGS: SFF's savings clients range from individuals who have never had a savings account before to formal businesses, schools, churches and NGOs.

- ▶ 210,986 savings clients
- ▶ \$25.6 million in savings
- ▶ 3,387 daily transactions

MONEY TRANSFERS: With personal remittances making up 29.4% of Haiti's Gross Domestic Product (GDP), SFF's facilitation of international money

transfers—provided through CAM and MoneyGram—is an essential contribution towards the Haitian economy. SFF also facilitates “Mon Cash,” a mobile phone-based domestic money transfer service utilized by our clients.

- ▶ \$71.6 million in transfers
- ▶ 308,603 transactions

CURRENCY EXCHANGE: Both US Dollars (USD) and Haitian Gourdes (HTG) are accepted and used widely in Haiti. SFF provides valuable currency exchange services for clients.

- ▶ \$82.3 million in total transactions

PAYROLL MANAGEMENT: SFF supports organizations—including those based overseas—to complete regular payroll cycles. For example, a charitable institution in the United States that sponsors a school in Haiti will send a lump sum to SFF that is deposited directly in their employees' savings accounts. In the fiscal year 2017, SFF provided payroll services to 29 such organizations. In addition, SFF supports NGO's cash-for-work programs by executing payrolls for them. In 2017, SFF distributed over \$8.2M to 118,184 beneficiaries.

Portfolio Increase

58%

vs. 2016

Active Loan Clients

96%

women

Facilitated Nearly

\$72M

in transfers

Our Development Services

In 2017, Fondasyon Kole Zepòl (the Fonkoze Foundation) supported Fonkoze clients and their communities by providing development services and programs to help them overcome obstacles as they climb Fonkoze’s Staircase Out of Poverty.

HEALTH: Fonkoze’s health program has collaborated with and complemented other community health initiatives for many years. The Boutik Sante (Community Health Store) Program is dramatically expanding access to health products and outreach services in rural areas through a social franchising model.

- ▶ 830 women trained to open *boutik sante* in their communities
- ▶ 20,768 received multivitamins
- ▶ 5547 received prenatal vitamins
- ▶ 28,744 children screened for malnutrition
- ▶ 503,112 households served by *boutik sante*

EDUCATION: Fonkoze’s adult education programs provide basic literacy, business, and life skills coursework for clients—many of whom have had little access to formal education. In a region affected by Hurricane Matthew, the team is promoting sanitation and hygiene; using the Community Lead Sanitation methodology, the team raises awareness of the communities it works with and supports latrine construction, hygiene training and the establishment of handwashing stations.

- ▶ Over 132,000 graduated from Adult Education classes since 2000.
- ▶ 84% of participants graduated in 2017
- ▶ % of children under five who had diarrhea in first two weeks reduced from 51% to 5%
- ▶ 1204 latrines built

CHEMEN LAVI MIYÒ (CLM): CLM is Fonkoze’s 18-month program for the ultra poor. Based on the “graduation approach,” CLM provides intensive support to help women lift their families out of poverty.

- ▶ 6671 families have participated in CLM since 2007
- ▶ 2800 ultra poor children attended CLM’s annual summer camp
- ▶ 97% graduation rate in 2017

VALUE CHAIN DEVELOPMENT: Zafèn builds the capacity of small businesses and associations by providing tailored business support, training, and loans (thanks to a partnership with Kiva).

- ▶ Average loan amount: \$2,000
- ▶ Amount disbursed in 2017: \$340,059
- ▶ 237 VSLAs linked to financial services



97%
CLM Program Graduation Rate

Our Clients & Programs

Clodette Supreme, Chemen Lavi Miyò (CLM) Graduate

Last year, Clodette Supreme graduated from Chemen Lavi Miyò (CLM or *Pathway to a Better Life*), Fonkoze’s graduation program for ultra-poor women and individuals with disabilities. “I’m a new person,” she says with a smile.

Before participating in CLM, Clodette said she would dream of ways to overcome the poverty-stricken life she and her three girls (ages 3-15) were living. A single mother, she struggled to make enough money to feed her children on a consistent basis.

Her only profit-making skill at the time was creating artificial wreaths and flower arrangements - for funerals and weddings. But without a steady flow of income, she was unable to build an inventory of materials to make these wreaths on demand. As a result, her business went nowhere and her family remained in ultra-poverty.

After joining CLM, Clodette felt she no longer had to dream about a different life. With the support of her CLM Case Manager over 18 months, she was empowered with the tools and life skills needed to change it, herself. And change it, she did.

As a CLM participant, Clodette had the option of choosing between animal husbandry or commerce as her income generating activity. She chose livestock rearing: two goats and a pig for starters. Today, she owns 2 cows, 3 pigs, chickens and 3 goats. Clodette says that one of the most important things she learned throughout the process was how to manage a small business.

Along with her livestock, Clodette now has the funds to purchase the materials needed to make those flower arrangements she enjoyed creating.



Laschobas, Haiti: Clodette and her daughters in front of the home she built with the materials she received through CLM.

With her businesses doing well and her children in school, she says, “It takes a lot of seeds to plant hope for a poor person like me. With Fonkoze, the seeds are not just to make you grow, but to make you grow strong. My future looks so much brighter.”

CLM BY THE NUMBERS

Number of new families who joined CLM in 2017:

1,000

Number of people with disabilities integrated into the program in 2017:

42

Number of households graduated from CLM in 2017:

435

Client & Program Profiles



Mirebalais, Haiti: Anthonise and her son inside her soft drinks store.

Anthonise Jean-Michel, Solidarity Client

Anthonise Jean-Michel wants nothing more than to be able to provide a good life for her 5-year-old son, so that he will be able to create a promising future of his own one day. Unfortunately, her former position as a kindergarten teacher did not allow her to do this. “It was difficult to get paid,” she said. So she decided to take a risk and start her

own business – selling soft drinks and cosmetics. Before becoming a Fonkoze Solidarity client, though, Anthonise’s business was not doing well enough to cover all of their living costs. She had to supplement what she was making by selling a variety of goods at the local market.

Anthonise faced two issues with her soft drinks/cosmetic business: lack of space and limited funds to grow her inventory. She was using her home as a storefront and a place to house her inventory of products. With barely enough living space for her and her son, this made it quite difficult for

her to run a business efficiently. She held on to the hope that someday she would be able to rent a small commercial space.

Today, Anthonise and her son are living a better life. With the financial services she has access to as a Fonkoze Solidarity (Fonkoze’s core micro-lending program) client, she is being empowered to do more than

“I’ve been given the opportunity to go as far as my courage can take me.”

hope. Her first loan of \$230 (15,000 HTG), enabled her to increase her inventory. Gradually, as her business grew, she was able to take out larger amounts to meet supply and demand.

Currently, Anthonise’s loan size is \$500 (32,500 HTG) which has not only allowed her to buy in bulk quantities to resell at a better profit margin, but it has also enabled her to finally rent a retail space close to her home.

She says, “I’ve been given the opportunity to go as far as my courage can take me.”

SOLIDARITY BY THE NUMBERS

Number of active clients:

64,556

Percentage women clients:

100%

Amount disbursed:

\$28,595,196

Average loan amount:

\$214

Jacky Joseph, Business Development Client

Business has been my life since I was a child,” says Jacky Joseph, a Fonkoze Business Development client who lives with his wife and three children (ages 8, 11, 14) in Cap-Haïtien, located on the northern coast near the historic town of Milot.

Jacky owns a successful auto parts store and is able to consistently stock his inventory of goods with the loans he receives from Fonkoze Financial Services. His first loan was approximately \$11,000 (700,000 HTG). Prior to becoming a Fonkoze Business Development client, he says that he already knew he could

trust Fonkoze because he had been using its other services such as transfers and savings for years. With reliable financial backing, Jacky has been able to explore additional business opportunities that could potentially yield success. So when he saw a lucrative opportunity in the real estate industry, he seized it. He now owns 2 houses and rents a part of each out to local NGOs, which has become quite profitable. When asked about his passion for business, he says, “My priority these days is to make sure my children all attend school and are able to become professionals one day.”

To grow his businesses even more, Jacky would eventually like to be able to borrow as much as \$98,000 (6.5 million HTG) in the next 24 months. “I am so happy with the

service and attention I receive from my [Fonkoze] loan officer,” he says. “Joining Fonkoze was one of the best business decisions I have made.”

BUSINESS DEVELOPMENT BY THE NUMBERS

Number of loans:

5,747

Loan portfolio outstanding:

\$5,992,284

Amount disbursed:

\$9,417,800



Cap-Haïtien, Haiti: Jacky Joseph proudly stands in his auto parts store.

Client & Program Profiles

Altagrace Jeudy, Boutik Sante Entrepreneur and Center Chief

Altagrace Jeudy embodies the very essence of a Fonkoze client and leader. She is dynamic and possesses many of the qualities needed to overcome adversity to succeed in life as an entrepreneur.

After the devastating 2010 Haiti earthquake destroyed many of the homes in her neighborhood, for example, Altagrace refused to sit idly by as she and her neighbors suffered helplessly. So she reached out to GARR (Groupe d'Appui aux Rapatriés et Réfugiés), whose focus is "to promote and defend the rights of migrants with a view to establishing more just and solid relationships between peoples," including those displaced from the 2010 earthquake. Relentless in her quest to help her community, Altagrace was finally able to convince the organization to build 23 small homes in her neighborhood.

It is no surprise that she has used that same grit and determination throughout her journey as a leader within the Fonkoze client community. Shortly after joining the program, she started a Solidarity Center (5-6 Solidarity groups from a common geographical area) and was elected to be its "Center Chief" or peer-elected leader.

By virtue of her leadership, Altagrace was invited to participate in the Boutik Sante Program, Fonkoze's health social enterprise. Her *boutik sante* (community health store) is thriving. She sells over-the-counter medicines and provides health screenings to members of her village and the surrounding communities. She says that this service is a necessity in her area. Without her store, people would have to walk for miles before reaching a pharmacy - just to treat a common cold, for example.

It's been 2 years since Altagrace formed her Solidarity Center. "Fonkoze closely follows our progress. Our lives are much better today because we all feel we now have a purpose," she says.



Laschobas, Haiti: Altagrace repays a part of her loan at a monthly Solidarity Center meeting.

BOUTIK SANTE BY THE NUMBERS

Clients trained to open a <i>boutik sante</i> :	Number of households with improved access to health products & services:
830	503,112
Children screened for malnutrition:	Number of branches served:
28,744	23

Marta Morisaint, Adult Education Student and Solidarity Client

When asked why she became a Fonkoze client, Marta said, "I wanted to grow my business so my children could eat better and go to school." A year after becoming a Solidarity client, Marta Morisaint accomplished her goal. Her children are now in school, and she can afford to feed them hot meals on a regular basis.

As Marta and any Fonkoze client will tell you, one must put in the work to succeed. She has worked hard to get to where she is today. The long hours spent under the hot sun each day, selling rice and oil at the local market are difficult, but Marta is strong. And the micro-loans she is able to access through Fonkoze empower her to grow her business steadily.

Marta is happy about the progress her business continues to make, but it is the Fonkoze Adult Education classes (Ti Koze) she is taking that excite her the most. "Ti Koze is so good," she says. "I don't know how to read and write, so using the picture book is great because it helps me to recognize different words and know what is happening."



Sodo, Haiti: Marta Morisaint heading to a Ti Koze class.

Ti Koze ("Little Chat") is Fonkoze's monthly life & business skills-oriented class that engages participants in discussion and interaction. Picture storytelling is used to address real-life problems that Fonkoze clients face. Led by Solidarity Center Chiefs (women elected as leaders by their peers), the program offers discussion-based life skills instruction during the Solidarity Center meeting each month. The format not only empowers Center Chiefs to take responsibility for Center meetings, but it also engages all members in discussions through "reflection circles" that follow from Haiti's storytelling tradition.

Marta says she would like to tell other market women such as herself, "If you are serious and are willing to work hard to go far in life, you should join Fonkoze."

EDUCATION PROGRAMS BY THE NUMBERS

87%	Successfully passed Fonkoze's literacy class
78%	Successfully passed Fonkoze's business skills class
14,460	Participated in Ti Koze trainings
3,106	Participated in water, sanitation and hygiene trainings

Our Impact & Goals

CLM Program
Solidarity Program

Fonkoze’s Social Impact Team collects data on clients’ progress and wellbeing annually - using a variety of research techniques and tools such as the Poverty Probability Index (a poverty measurement tool developed by the Grameen Foundation), focus groups and client surveys. This data helps Fonkoze to analyze its existing products and services; to implement demand-driven improvements where needed. Fonkoze aims to continually discover ways to improve and grow, to best serve its clients and members. Here are some of the 2018 key initiatives and goals:

- SFF has launched a new research and development department, hoping to better tailor its financial products to the needs of a variety of economic sectors in Haiti.
- The CLM team aims to graduate more than 6,000 families from the CLM program by the end of 2018.
- The Boutik Sante team aims to screen 86,000 children for malnutrition by the end of 2018.
- The Adult Education team aims to have 37,000 or more clients participate in Fonkoze’s Ti Koze (“Little Chat”) adult education course by 2018.
- SFF is using a newly established Social Performance Management initiative to improve the way it holds itself accountable for achieving its social goals.



SOLIDARITY LENDING

Solidarity is Fonkoze’s core microfinance program. It provides loans to groups of five women (called a Solidarity group), creating a built-in system of accountability and support. Beginning at \$45, Solidarity loans enable women who have already established themselves as micro-entrepreneurs to expand their businesses. [Data above reflects 2017 clients’ progress after 5 years of program participation].

CHEMEN LAVI MIYÒ (CLM)

CLM is Fonkoze Foundation’s program that alleviates ultra-poverty by providing intensive support and coaching to women. In the 18 months following a rigorous selection process, CLM distributes livestock and a small stipend to jumpstart livelihoods; introduces financial savings/credit mechanisms; facilitates access to healthcare; conducts livelihoods-based trainings; ensures families have secure shelter; and mentors the participants. [Data above reflects 2017 members’ progress upon graduating from the program]. 99% of 2017 CLM graduates had an agricultural or livestock income generating activity versus 0% upon program entry.



Our Organizational Descriptions & Financial Results

Fonkoze S.A. & Subsidiary Sèvis Finansye Fonkoze, S.A.

Sèvis Finansye Fonkoze, S.A. (SFF or Fonkoze Financial Services), the operating subsidiary of Fonkoze S.A., is a Haitian microfinance company with a double bottom line: we aim to lift families and communities in Haiti out of poverty while operating in a financially self-sustaining manner. Despite increased reserves and write-offs associated with Hurricane Matthew, in fiscal 2017, Fonkoze reported Operating Income of HTG 28.4 million and Net Income of HTG 108.8 million. Fonkoze did receive some grants to cushion losses associated with Hurricane Matthew; however,

excluding these grants, Fonkoze, for the first time in its history, was substantially profitable solely as a result of its operations. This is an important milestone.

SFF also focused on improving its Social Performance Management (SPM) in 2017. Marie Claire Dorcely, HR & Administration Director, was appointed SPM Champion for the institution and worked closely with the board's SPM Committee, a consultant and in collaboration with Fonkoze Foundation, in order to clearly define SFF's social performance goals as well as metrics to monitor the progress of our clients

toward fulfillment of these goals¹:

- SFF serves the poor, especially women
- SFF provides access to beneficial products and services
- Clients have a voice in SFF
- Clients' economic situation is improving
- Clients' quality of life is improving
- Clients are more resilient
- BD Clients' businesses are growing and have an economic impact
- Employees are committed to and satisfied with their jobs

CONSOLIDATED BALANCE SHEET

All amounts are expressed in Haitian gourdes (HTG)
Exchange Rate HTG/USD at end of reporting period

ASSETS	Sept. 30, 2017	Sept. 30, 2016
Cash and Equivalents	272,594,265	449,999,447
Term Deposits	205,585,900	196,895,335
Loans	1,191,495,794	753,235,579
Less Impairment provision	(39,014,318)	(12,205,920)
Net Loans	1,152,481,476	741,029,659
Interest receivable on loans	41,715,286	28,678,596
Accounts Receivable	47,332,056	35,812,077
Prepaid expenses and supplies	27,777,890	24,326,793
Net Fixed Assets	261,015,931	257,089,451
Other Assets	353,033,641	38,963,783
Total Assets	2,361,536,445	1,772,795,141
LIABILITIES		
Deposits	1,605,880,855	1,401,652,348
Notes Payable	376,536,176	442,536,490
Other liabilities	411,291,630	90,308,764
Total Liabilities	2,393,708,661	1,934,497,602
SHAREHOLDERS' EQUITY		
Capital Stock and Paid in Capital	481,560,899	463,279,316
Accumulated Deficit	(564,713,657)	(677,041,761)
Revaluation reserve-land and buildings	48,172,501	49,251,943
Accumulated Other Comprehensive Income	2,808,041	2,808,041
Total Shareholders' Equity	(32,172,216)	(161,702,461)
Total Liabilities And Shareholders' Equity	2,361,536,445	1,772,795,141

INCOME STATEMENT

All amounts are expressed in Haitian gourdes (HTG)
Average Exchange Rate HTG/USD during reporting period

	Year Ended Sept. 30, 2017	Year Ended Sept. 30, 2016
REVENUES		
Interest Income (Loans and Other)	476,739,818	339,752,953
Less: Interest Expense	41,748,717	33,230,562
Net Interest Income	434,991,101	306,522,391
Less: Provision for Loan Losses	78,145,693	32,968,652
Net Interest Income After Provision for Loan Losses	356,845,408	273,553,739
Other Operating Income	201,367,622	153,160,766
Net Interest Income and Other Income	558,213,030	426,714,505
OPERATING EXPENSES		
Salaries and Benefits	286,116,158	258,340,559
Other Expenses	203,475,615	157,872,996
Depreciation and Amortization	37,762,957	25,424,090
Total Operating Expense	527,354,730	441,637,645
Net Profit (Loss) from Operations Before Other Income (Expenses) and Income Taxes	30,858,300	(14,923,140)
Unrealized Loss on Foreign Exchange	13,628,553	(71,752,318)
Finance Costs on receivable from related party	1,736,147	(4,508,101)
Grants	28,939,117	35,692,546
Write off of deferred tax assets		(20,490,000)
Provision for loss on receivable from related party		(112,728,753)
Fair value loss on assets(lands)		(11,519,159)
Other income (expense)	36,086,545	8,068,104
Net Income (Loss)	111,248,662	(192,160,821)

Our Financial Results & Organizational Descriptions

Fondasyon Kòle Zepòl

Fondasyon Kòle Zepòl (the Fonkoze Foundation) was the founding institution of Fonkoze. It provides development services to lower barriers to the effective use of financial services, thus allowing Haitians, especially women, to create prosperity.

The Foundation’s 150 staff members provide health services, basic and financial literacy training, value chain development and accompaniment to extremely vulnerable families and to the clients of Fonkoze Financial Services. In 2017, the Fonkoze Foundation’s financial statements show a loss due mainly to the revaluation of the gourde. In addition, for multi-year grants, GAAP requires us to record the income we have in the year in which we signed the grant agreement.

In 2017, we spent down on several multi-year grants that were registered in our books during previous years; we continue to implement the nutrition project and establish new *boutik sante* (community health stores) in the SFF branch area network throughout the country, thanks to the USAID funded AKSYON grant.

Our program Chemen Lavi Miyò continues to bring significant change for ultra-poor families and attract the interest of our donors; this year we recorded a 35% increase in its activities. We are also proud to say that our administrative costs were kept low at 7% of total expenses.

STATEMENT OF FINANCIAL POSITION

<i>All amounts are expressed in Haitian gourdes (HTG)</i>		
<i>Exchange Rate HTG/USD at end of reporting period</i>	63.6871	67.3944
	Year Ended December 31, 2017*	Year Ended December 31, 2016
ASSETS		
Cash and cash equivalents	98,952,138.43	134,507,952.00
Investments	4,776,532.50	5,054,580.00
Account Receivable	397,415,877.00	567,646,168.00
Loan, net of allowance for loan losses	23,713,976.38	25,759,434.00
Prepaid expenses	4,376,894.04	392,034.00
Total Current Assets	529,235,418.35	733,360,168.00
Net Fixed Asset	12,477,415.00	11,544,505.00
Other Assets	19,157,315.43	32,707,851.00
Total Assets	560,870,148.78	777,612,524.00
LIABILITIES		
Current Liabilities	23,251,393.55	23,678,491.00
Long Term Liabilities	106,668,627.21	109,426,042.00
Total Liabilities	129,920,020.76	133,104,533.00
NET ASSETS		
Unrestricted	-	(11,346,538.00)
Temporarily Restricted	-	655,854,528.00
Total Net Assets	-	644,507,990.00
Total Liabilities and Net Assets	129,920,020.76	777,612,523.00
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS		
<i>All amounts are expressed in Haitian gourdes (HTG)</i>		
<i>Average Exchange Rate HTG/USD during reporting period</i>	63.6871	67.3944
	Year Ended December 31, 2017*	Year Ended December 31, 2016
REVENUES		
Revenues From Donors	170,056,540.25	592,070,868.00
Interest Income	5,099,377.90	9,092,926.00
Gain (loss) Due to Exchange Rate Fluctuations and Revaluations	(44,480,267.69)	63,549,228.00
Other Income	17,381,907.00	13,538,370.00
Total Revenues	148,057,557.46	678,251,392.00
EXPENSES		
Program Services	336,487,343.58	186,692,271.00
Central Office Costs	25,128,076.08	26,726,506.00
Total Expenditures	361,615,419.66	213,418,777.00
Change in Net Assets	(213,557,862.20)	464,832,615.00

*Unaudited as of date of publication

Fonkoze USA

Fonkoze USA is a U.S. based 501(c)3 entity supporting the Fonkoze Family’s efforts in Haiti to eradicate poverty, particularly among rural women. We raise funds, conduct communications and out-reach campaigns in the US; accompany donors and social investors to the field; provide due diligence and a tax-deductible avenue for donations from Fonkoze donors and the donors to our development partners; and leverage technical assistance for the Fonkoze Family.

During 2017, Fonkoze USA continued to expand its capacity to provide financial and technical assistance to the Fonkoze organizations in Haiti. Funds granted to Fondasyon Kòle Zepòl (the Foundation) and Sèvis Finansye Fonkoze (SFF) supported both direct on the ground programs in rural Haiti, and equally importantly, provided critical administrative resources to allow those entities to continue to grow organizational capacity and sustainability.

Fonkoze USA further supported our development partners, Kay Lasante, Na Sonje, APF Haiti, and Izmary in securing funds in excess of \$175,000. Fonkoze USA is proud of the support that we were able to provide our Haitian partners in 2017 and greatly look forward to growing our capabilities in 2018.

STATEMENT OF FINANCIAL POSITION

<i>All amounts are expressed in U.S. Dollars</i>		
	Year Ended December 31, 2017	Year Ended December 31, 2016
ASSETS		
Cash and Equivalents	\$291,254	\$324,829
Short-term Receivables	68,311	1,262,851
Prepaid Expenses	17,824	17,600
Total Current Assets	377,389	1,605,280
Net Property and Equipment	1,675	5,510
Investments	1,361,525	1,246,600
Long-term Receivables	2,995,675	1,727,355
Other Assets	4,696	5,796
Total Assets	\$4,740,960	\$4,590,541
LIABILITIES		
Short-term Liabilities	\$956,151	\$1,777,391
Long-term Liabilities	3,175,355	2,027,355
Total Liabilities	\$4,131,506	\$3,804,746
NET ASSETS		
Unrestricted	\$(501,004)	\$(349,251)
Unrestricted - Board Designated for Endowment	615,982	550,322
Temporarily Restricted	293,839	385,087
Permanently Restricted for Endowment	200,637	199,637
Total Net Assets	\$609,454	\$785,795
Total Liabilities And Net Assets	\$4,740,960	\$4,590,541
STATEMENT OF ACTIVITIES		
<i>All amounts are expressed in U.S. Dollars</i>		
	Year Ended December 31, 2017	Year Ended December 31, 2016
REVENUES		
Contributions and Grants	\$1,049,618	\$2,352,199
Interest, Dividend & Capital Gain Income	70,140	96,907
Other Income	766,042	369,198
Total Revenues	\$1,885,800	\$2,818,304
EXPENSES		
PROGRAM SERVICES AND GRANTS TO HAITI	\$1,339,229	\$2,246,657
SUPPORTING SERVICES		
Fundraising	323,875	309,117
Administration	308,789	285,359
Total Supporting Services	632,664	594,476
Total Expenses	\$1,971,893	\$2,841,133
Change In Unrestricted Net Assets	\$(86,093)	\$(22,829)



SÈVIS FINANSYÈ FONKOZE, S.A.

119 Avenue Christophe
Port-au-Prince, Haiti
505 (from Haiti)
1.800.293.0308 (from US)

FONDASYON KOLE ZEPÒL

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Port-au-Prince, Haiti
505 (from Haiti)
1.800.293.0308 (from US)

FONKOZE USA

1718 Connecticut Avenue NW,
Suite 201
Washington, DC 20009
202.628.9033

fonkoze.org

ENDNOTES

¹ Fonkoze USA has no role with respect to any offering by Fonkoze Financial Services and will not receive any proceeds therefrom. Accordingly, Fonkoze USA takes no responsibility for the accuracy or adequacy of any disclosure or other materials delivered in connection with any offering by Fonkoze Financial Services.

2017 Fonkoze Leadership

Fonkoze Family Senior Staff

SÈVIS FINANSYÈ FONKOZE, S.A.
Matthew Brown,* *Chief Executive Officer*
Dominique Boyer, *Chief Executive Officer (as of March 2017)*
Brigitte Rousseau, *Chief Financial Officer*

FONDASYON KOLE ZEPÒL

Carine Roenen, *Executive Director*

FONKOZE USA

Leigh Carter,* *Executive Director*
Mabel Valdivia, *Executive Director*

Fonkoze S.A. Board of Directors

Julian Schroeder, *Chair*
Brian Kearney-Grieve, *Vice-Chair*
Deanna Durban, *Secretary*
Guy Paraison
Fr. Joseph Philippe
Steve Wardle

Sèvis Finansyè Fonkoze, S.A. Board of Directors

Damian Blackburn, *Chair*
Brian Kearney-Grieve, *Vice-Chair*
Mary-Joe Sentner, *Secretary*
Marilyn Arbuthnott
Dominique Boyer
Matthew Brown*
Maurice Chavannes
Daniel Dorsainvil
Michèle Duvivier Pierre-Louis
Fabienne Jolivet*
Geneviève Michel
Guy Paraison
Fr. Joseph Philippe
Ben Simmes
Steve Wardle

Fondasyon Kole Zepòl Board of Directors

Father Joseph B. Philippe, CSSp, *Chair*
Alexandre Claude, *Vice Chair*
Marie Deleure Jean, *General Secretary*
Guy Paraison, *Treasurer*
Gilnette Charles
Emmazilie Charles
Edrix Alcimé
Marguerite Lathan
Marilia Charlestin
Jarbatch Carmelia
Gévenise Saint-Louis
Herold Rodrigue

Fonkoze USA Board of Directors

Therese Feng, *Chair*
Beth Daniels, *Vice Co-Chair*
Jean-Guy Noel, *Vice Co-Chair*
James Kurz, *Treasurer*
Alan Bliss
Marguerite Lathan
Charlie Petty
Father Joseph Philippe
Marjorie Roberts
Daniel Robinson*
Herold Rodrigue
Laura Stephens
Laura Roberts Wright
Larry Arbuthnott, *Fellow*
Nicholas Johnson, *Fellow*

Fonkoze USA Board Members Emerita

Leigh Carter
Anne Hastings

Honorary Board of Directors of Fonkoze USA

Garcelle Beauvais
Jerry Bedford
Maryann Boord
Matt Balitsaris
Alex Counts
Dr. Paul Farmer
Mary and Gary Becker
Maureen Fenlon, OP
Brian Gately
Beverly Lucas
Michael McClanen
Father Albert McKnight, CSSp
Ruth Messinger
Louis Prezeau
Marie M.B. Racine
Michael Rauenhorst
Winston Tellis

Design

Sherry Todd-Green

Special Thanks

We are deeply grateful for the 900+ dedicated staff members working throughout Haiti.

**2017 Outgoing members of Fonkoze's leadership.*