Dear Friends,

2017 was a remarkable year for Friendship Bridge. As our programs continue to expand, so too is the global recognition we are receiving. In 2017, we reached the Truelift Leader Milestone. Friendship Bridge is the third Truelift Leader in Latin America and the fourth in the world. We have also received support from one of the most recognizable faces in Hollywood, Susan Sarandon. Not only from one of the most recognizable faces in the world. We have also received support from many other leaders in Latin America and the fourth in the world. We have also received support from one of the most recognizable faces in Hollywood, Susan Sarandon.

Thank you for being a part of the Friendship Bridge international community. As we work together, our clients’ lives continue to improve. We could not do it without you, and we look forward to expanding further, providing more opportunities, and offering lasting change for generations to come.

MISSION
Creating opportunities that empower Guatemalan women to build a better life.

VISION
Empowered women choosing their own path.

Poverty Levels of Clients

Our target market is women who earn between $2.08 and $7.36 per day, as profiled below. 85% of our clients in 2017 were within this range. We use a method for measuring client poverty levels called the Poverty Probability Index (PPI), an updated version of the Progress Out of Poverty tool we used in previous years.1

1. This is based on the PPI surveys collected by our facilitators August through December. The valid number of surveys of a single observation per client for 2017 is 12,358, which is 46% of clients served in 2017. 99% confidence level and confidence interval of ±7.5%. 2014 National Poverty Line.

2. This is based on the Progress Out of Poverty Index (POPI), a tool used to measure client poverty levels. The valid number of surveys of a single observation per client for 2017 is 11,872, which is 46% of clients served in 2017. 99% confidence level and confidence interval of ±6.7%. 2014 National Poverty Line.

2017 HIGHLIGHTS

26,890 Women Served
161,340 Hours of Client Training Offered
$15,701,889 Loans Disbursed
98.4% Repayment Rate

Truelift Recognition: Leader
Guidestar Rating: Gold Star Seal

This is based on the PPI surveys collected by our facilitators August through December. The valid number of surveys of a single observation per client for 2017 is 12,358, which is 46% of clients served in 2017. 99% confidence level and confidence interval of ±7.5%. 2014 National Poverty Line.

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KAREN LARSON • President & CEO
LAURIE DOLIAN • Chair, Board of Directors

“Not many organizations exist who will give financing to agriculture clients –especially not women – due to the high risk from bad practices or the weather. However, Friendship Bridge not only gives us loans, they also give us technical support on best agriculture practices. Today, my husband and I are business partners. We make decisions together. He’s also thankful for what we’ve learned through Friendship Bridge. Since building a greenhouse, we grow tomatoes and chiles, which provide a weekly income.”

DOÑA MARIA
Client featured on cover. Doña Maria is a participant in the Women’s Agriculture Credit and Training Program.
Our Client Continuum Strategy reflects our theory of change. In our Client Continuum, we segment clients into three categories, Dreamer, Entrepreneur, and Leader, based on their levels of individual development. By understanding our clients’ individual needs, we can offer relevant programs and services through our Microcredit Plus program - whether the client is a first-time client or an experienced entrepreneur in search of new markets. These products and services build a foundation for clients’ growth along a path of empowerment, business development, and reduced household vulnerability. (See page 4 for detailed explanation of our Products and Services.)

We view the Client Continuum through the metaphor of a tree. The roots represent the various programs and services we provide to our clients which build a foundation for their path to empowerment. The leaves of the tree represent the outcomes clients experience as they grow along the Client Continuum over time - on a path to grow from Dreamer to Entrepreneur and to Leader.

**Loan Products**

- **Chanim Chanim**
  - Meaning “fast” in Kaqchikel (Mayan language), this loan gives quick access to loan capital to existing clients with good credit history in Friendship Bridge. Clients often use Chanim Chanim for seasons of high sales or for the costs associated with educational needs for themselves and their children.

- **Parallel**
  - This loan is available to clients who have good credit history and higher credit needs in order to grow their businesses.

- **Solidarity**
  - A smaller group loan (3-7 clients) for longer term, successful clients who have graduated from the Trust Bank model and qualify for a larger loan with a smaller group.

- **Individual - NEW IN 2017**
  - The Individual Loan is a special loan product specifically designed for long-term clients who have been identified as Leaders on our Client Continuum. This loan is offered to accelerate the growth of these clients’ businesses as a step in preparing them to access the formal banking sector.

- **Trust Bank**
  - 27,421 Total Trust Bank loans disbursed.
  - The average new Trust Bank loan is $238.

- **Parallel Loans**
  - 324 Parallel Loans

- **Parallel Loans**
  - 324 Parallel Loans

- **Trust Bank**
  - 27,421 Total Trust Bank loans disbursed.
  - The average new Trust Bank loan is $238.

**Plus Services**

- **Health for Life**
  - 60,000 hours of health and prevention education
  - Clients receive health education with women’s preventative health services through this mobile health program. We expanded to the Quiché branch in 2017.

- **Women’s Agriculture Credit & Training**
  - 404 clients received technical training
  - $450,024 loans disbursed to 704 clients
  - This pilot provides agriculture clients access to new markets through technical training and credit products that meet the unique needs of the agriculture sector.

- **New Skills Training**
  - 759 clients participated in a New-Skill Training
  - As part of our advanced education offerings, clients learn technical business skills during 1-1.5 day training programs to help them diversify their income.

- **Artisan Market Access**
  - Over 42 clients sold more than $48,800 of client-made products and employ an average of 4 women in their businesses
  - In this program, artisans participate in technical and business trainings designed to teach them how to access new local, national, and international markets.

- **Mentor**
  - 34 clients graduated in 2017
  - Clients who are chosen to participate in this new program have been identified as Leaders and Entrepreneurs in our Client Continuum Strategy. This program cultivates their high potential for leadership, growth, entrepreneurship, and impact on their communities.
Non-Formal Education

Because many of our clients are pre-literate, Friendship Bridge Facilitators offer Non-Formal Education sessions to clients through participatory education techniques.

Our Microcredit Plus program includes monthly education for each client provided in their respective indigenous language (there are more than 11 indigenous languages spoken in the portfolio of current clients). In 2017, our Social Performance Management team performed a program diagnostic by conducting over 400 surveys with clients. Over 91% of our clients said that they like to attend their monthly education meetings and find the information useful. In addition, this diagnostic confirmed that our teaching methodology is appropriate for our target market. Considering the average level of education of our clients is 2.6 years, this monthly education is a critical component to our clients’ success.

The monthly Non-Formal Education (NFE) sessions center around one of four themes important to our clients; Women, Family, Health, and Business. Our clients say the NFE sessions are critical for personal development—improving self-esteem, valuing themselves and their health, better supporting their families, and improving business outcomes.

EDUCATION AND SOCIAL PERFORMANCE COMMITTEE ADVISORS

- Anna de la Cruz, Research and Evaluation Consultant
- Cara Forster, Independent Consultant and Social Performance Task Force Secretariat Member
- Maria Matilde Olazabal, Director of Alcance, Freedom from Hunger, Mexico
- Victor Moscoso, General Manager, ACADEMICS
- Francy Milner, Instructor at University of Colorado
- Julie Peachey, Director, Poverty Probability Index (PPI) at Innovations for Poverty Action
- Claire Simon, Research, Monitoring, and Evaluation Consultant
- Carmen Velasco, Co-Founder of Pro Mujer and Co-Chair, TrueLift Executive Committee

2.6 YEARS OF EDUCATION

On average, Friendship Bridge clients have 2.6 YEARS OF EDUCATION

"Each month after I come home from the Friendship Bridge education session, I talk to my daughter, Yani, about what I’ve learned. It’s exciting to pass on to my daughter what I’m learning about how strong and capable women are. Before I came to Friendship Bridge, I always heard that men know more than women, but Friendship Bridge has elevated us women and encouraged us by teaching us that men and women have the same value, and they should have the same rights. We are to be equally valued. This is the lesson I’ve remembered most and the one that I teach my daughter often.”

DONA ARASELY
Friendship Bridge client
Advanced Education Programs

at Friendship Bridge

Advanced Education at Friendship Bridge has continued to expand with our growing client base. Surveys and focus groups have helped us tailor these programs to address the needs identified by the clients.

New Skills Training

In 2017, 759 clients participated in the 1-1.5 day New Skills Training program and learned new skills such as baking, flower arranging, candle making, and basket weaving. Learning a new skill gives clients an immediate opportunity to diversify their income. In addition to learning something new, clients can network with other women, which helps to build confidence and empowerment.

DOÑA JUANA
New Skills Training participant

“My eyesight affected my ability to learn certain things like working with beads but Friendship Bridge gave me another opportunity to learn something different. It worked and I am very appreciative.” Juana is now celebrating 4 years with Friendship Bridge and is proud to call herself an empowered woman. During this time, in addition to being able to access credit, she has participated in a New Skills Training of basket weaving that has been very helpful for her to further develop her business. “Thanks to Friendship Bridge and its partners, I now have many new opportunities. I want to continue to work to support my family and set a good example for my children and grandchildren.”

Artisan Market Access Training

In 2017, 42 artisan clients who were identified as Leaders and Entrepreneurs through the Friendship Bridge client segmentation process, were invited to participate in workshops designed to ready them to access new local, national and international markets. Trainings focused on product quality, cost and product pricing, buyer expectations, export requirements and tastes and preferences of the North American market. Over $68,800 worth in client-made products were sold as a result. In addition, several international designers are now working directly with clients to sell their products.

DOÑA SILVIA
Artisan Market Access participant

Silvia joined a Trust Bank and little by little, she used the loans to reinvest in her business, dabbling in different products and hiring more help. After about five years as a Trust Bank member, Silvia stood out as an early candidate for Friendship Bridge’s emerging Artisan Market Access program. “I’m so glad I joined this program because not only have I developed additional business skills, but I’ve also gained the self-esteem I need to negotiate with suppliers and clients,” Silvia says.

Women’s Credit And Agriculture Training

This Program started as a pilot with 40 clients in 2016 and grew to include over 700 clients by the end of 2017, expanding into two distinct geographies, Sololá and Quiché, in terms of language, culture and gender beliefs. The clients opted into the program agreeing to attend and participate in technical training directed specifically to the farming women. As a first of its kind in Guatemala, the women were offered personalized technical assistance by Friendship Bridge agronomists, group trainings and field days at our demonstration plots where clients learned about modern agricultural practices in order to increase their own yields and utilize improved farming inputs and techniques.

DOÑA ANA
Women’s Agriculture Credit & Training participant

In 2016, Ana joined Friendship Bridge, attracted to its Women’s Credit and Agriculture Training program. Ana works with agronomists in a demonstration plot on her land to bring the latest farming techniques and market insights right to her farm. “No other organization cares this much about farmers because agriculture can be a risky business,” Ana explains. “Nevertheless, Friendship Bridge has chosen to support us.”

Client demonstration plots are producing 57% more in crop yields compared to traditional plots.
## Financials 2017

### Consolidated Statements of Financial Position

#### ASSETS 2017 2016

<table>
<thead>
<tr>
<th>Current Assets</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>857,233</td>
<td>1,140,490</td>
</tr>
<tr>
<td>Investments</td>
<td>2,204,505</td>
<td>2,758,106</td>
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<tr>
<td>Loans receivable, net</td>
<td>7,457,866</td>
<td>5,873,702</td>
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<tr>
<td>Loan interest receivable</td>
<td>216,907</td>
<td>154,725</td>
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<tr>
<td>Grants and pledges receivable</td>
<td>2,500</td>
<td>1,635</td>
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<tr>
<td>Prepaid expenses and other assets</td>
<td>215,747</td>
<td>171,660</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td><strong>10,954,758</strong></td>
<td><strong>10,100,318</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Property and Equipment</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Furniture and equipment</td>
<td>116,241</td>
<td>99,171</td>
</tr>
<tr>
<td>Computers and related equipment</td>
<td>239,616</td>
<td>238,782</td>
</tr>
<tr>
<td>Vehicles</td>
<td>60,074</td>
<td>58,658</td>
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<tr>
<td>Leasehold improvements</td>
<td>41,528</td>
<td>27,773</td>
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<tr>
<td>Less: accumulated depreciation and amortization</td>
<td>-402,637</td>
<td>-373,118</td>
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<tr>
<td><strong>Net Property and Equipment</strong></td>
<td><strong>54,822</strong></td>
<td><strong>51,266</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Noncurrent Assets</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Security deposits</td>
<td>17,583</td>
<td>16,762</td>
</tr>
<tr>
<td><strong>Total noncurrent assets</strong></td>
<td><strong>17,583</strong></td>
<td><strong>16,762</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Total Assets</strong></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>11,027,163</td>
<td>10,168,346</td>
<td></td>
</tr>
</tbody>
</table>

#### LIABILITIES & NET ASSETS 2017 2016

<table>
<thead>
<tr>
<th>Current Liabilities</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans payable</td>
<td>2,235,941</td>
<td>2,706,919</td>
</tr>
<tr>
<td>Accounts payable and accrued liabilities</td>
<td>1,131,470</td>
<td>1,195,660</td>
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<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>3,367,411</strong></td>
<td><strong>3,902,579</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Noncurrent Liabilities</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loans payable</td>
<td>2,280,000</td>
<td>1,550,000</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>5,647,411</strong></td>
<td><strong>5,452,579</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>5,206,297</td>
<td>4,461,325</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>72,455</td>
<td>153,442</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>101,000</td>
<td>101,000</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>5,379,752</strong></td>
<td><strong>4,715,767</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Total Liabilities and Net Assets</strong></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>11,027,163</td>
<td>10,168,346</td>
<td></td>
</tr>
</tbody>
</table>

### Sources of Revenue 2017 2016

- Loan interest and fees | 3,714,063 | 3,478,590 |
- Grants and contributions (including gifts in kind) | 1,205,680 | 919,263 |
- Fundraising events and sales | 135,554 | 126,980 |
- Interest and investment income | 132,832 | 129,677 |
| **Total revenue** | **5,188,129** | **4,654,510** |

### Expenses 2017 2016

- Program Services
  - Financial Services | 1,992,439 | 1,852,329 |
  - Plus Services | 1,970,972 | 1,893,019 |
  - Nurses Education Program* | 20,295 | 27,009 |
| **Total program services** | **3,983,706** | **3,772,357** |
- Support Services
  - General and Administrative | 222,667 | 289,167 |
  - Fundraising | 488,126 | 428,687 |
| **Total support services** | **710,793** | **717,854** |
| **Total expenses** | **4,694,499** | **4,490,211** |

**Other Items**

- Currency gain (loss) | 170,355 | 100,533 |
- Loss on sale of loan portfolio | 0 | -112,726 |
| **Total expenses** | **4,694,499** | **4,490,211** |

- Currency gain (loss) | 170,355 | 100,533 |
- Loss on sale of loan portfolio | 0 | -112,726 |
| **Changes in net assets** | **663,985** | **152,106** |

### Net Assets

- **Net assets at beginning of year** | 4,715,767 |
- **Net assets at end of year** | 5,379,752 |

*The Nurses Education Program is a continuation of Friendship Bridge's initial development activities in Vietnam, providing faculty support and training for a graduate level nurses education program. The program has been independently managed by volunteers and is no longer a program of Friendship Bridge. Friendship Bridge served as its fiscal sponsor.*
Guatemala’s complex and nearly bankrupt public healthcare landscape is a result of a long and complicated history rife with discrimination, inequality and corruption. Friendship Bridge clients face many institutional, cultural, and linguistic barriers that contribute to the striking health disparities in Guatemala. Common health complications that the clients face include preventable diseases like diabetes, hypertension, and cervical cancer. Misconceptions about healthcare, lack of access to culturally appropriate services, and the costs of health services result in high rates of preventable diseases. The Health for Life program is designed to specifically counter the healthcare challenges that rural, indigenous women face in Guatemala.

The program is delivered in partnership with Maya Health Alliance (Waqu’ Kawoq), a health service provider operating in rural Guatemala. This partnership was formed by a shared interest in offering health services to underserved populations. Health services are provided via mobile clinics that travel to the villages where the clients live. The mobile clinics, delivered by trusted and culturally sensitive female nurses, are designed to address the constructs that influence whether the clients participate in health screenings, recognize symptoms, and engage in necessary treatment or follow-up. When complex health cases are discovered, clients are provided with patient navigation services by Maya Health Alliance. Female medical professionals, who are fluent in the clients’ indigenous languages, staff each clinic.

**2017 PROGRAM HIGHLIGHTS**

- **2,675** clients received health services.
- **541** clients participated in family planning methods such as birth-control pills and implants.
- **3,604** clients to date have received Pap Exams.

To date we have served **5,224** women with preventive health services, and have given **15,399** women health education.

### Health Services Offered

- Pap exams
- Pelvic exams
- Hypertension screenings
- Diabetes screenings
- Breast exams
- Family planning consults
- Various family planning methods
- Complex care navigation

**DOÑA MARIA** Health For Life participant

Doña Maria began her first business at 16 years old, selling food on the street. She married at 17 and had her first child at 18. Today, Doña Maria has a total of nine children; however, sadly, three have died. “I fought for their lives, but due to lack of access to health services, I couldn’t save them,” Doña Maria remembers.

“After I found Friendship Bridge, I gained access to preventive health services, and it saved my life. After my pap smear, they detected cervical cancer. Since I knew I was dying there was no reason to seek treatment. I felt extremely sad. My nurse, Rebecca, changed my mind. She is not my daughter, but she is my life-giving angel.” Doña Maria is so grateful to Nurse Rebecca and her Friendship Bridge Loan Officer Gloria for the support they gave her. “They always told me, ‘We fight together, and we’ll win together.’ Now I’m here talking about my victory. I want other women to hear my story. It could save their lives. It’s our job to make the decision to defeat sickness; if I can do it, another woman can do it too.”

The Success of Our Health for Life Program Receives Publication

We are very pleased to announce that recently our partner in our Health For Life Program, Maya Health Alliance, published a case study in the prestigious Healthcare journal about the early outcomes of the first 22 months of the Health For Life Program and partnership with Friendship Bridge. This study offers details of how the program has rolled out, their data from these first 22 months of the program, and plans for continued growth.

One major highlight of this partnership is that once the program reaches its full-scale, it will have one of the largest and most geographically extensive primary care databases in rural Guatemala, allowing Maya Health Alliance to report on factors like obesity, diabetes, and cervical cancer, all major public health issues in Guatemala. This was possible only through this partnership with Friendship Bridge opening up a large demographic of clients that had not been accessible to Maya Health Alliance before.

You can read more about this case study on our website at [www.friendshipbridge.org/the-success-of-our-health-for-life-program-receives-publication](http://www.friendshipbridge.org/the-success-of-our-health-for-life-program-receives-publication).
Social Performance Management

We are committed to both positive financial and social results, or the double bottom line. Since 2011, our Social Performance Management department has measured our progress toward our social mission. We are committed to empowering both our clients and our employees, many of whom have a similar demographic profile as our clients. 2017 activities included:

- Committed to better understanding our clients, we regularly segment them into the categories of Dreamer, Entrepreneur, and Leader to better understand their needs and serve them with appropriate products and services such as Advanced Education and further loans. (See p. 4).
- Our Client Advisory Committee met three times, during which they developed leadership skills, provided feedback on new loan products and the Non-Formal Education program. (See p. 18).
- Smart Campaign refresher training was conducted in all operations in Guatemala in order to maintain service quality and compliance with the Client Protection Principles.
- Collected more than 20,270 client surveys to provide evidence of the impact of programs in business development, reducing household vulnerability, and increasing client empowerment. This evidence guides our decisions regarding product design, programs, and service levels, among others.

We remain committed to offering competitive employment opportunities and benefits for our 148 staff throughout Guatemala and the United States.

- Annual Employee satisfaction survey resulted in a score of 5.1 out of 6.
- Universidad Amistad (Friendship University) – employees in this program received an average of 150 hours of training per person to support their professional growth.
- Tuition Reimbursement Program – employees in rural Guatemala continue their education, some completing advanced degrees with Friendship Bridge paying the majority of their education tuition.

STAFF FEATURE: GLORIA

Friendship Bridge Facilitator (Loan Officer)

Gloria is an indigenous woman of Maya-Tzutuhil descent. She grew up the youngest of eight siblings in a family of farmers. Fifteen years ago, she decided to join Friendship Bridge because of the vision and mission of the organization. In the past 15 years, Gloria has helped thousands of women in the Lake Atitlán area. In 2017, she was awarded Employee of the Year with the Puente Prize by her branch office. The winner of this prize is voted by fellow employees as someone who lives the principle values of the organization everyday. Each month Gloria attends to 533 clients, on average facilitating approximately one Trust Bank meeting per day. She facilitates the process of monthly loan repayments, distributing new loans, and the delivery of Non-Formal Education. Gloria’s biggest goal was to see all of her three children graduate from high school. Her years at Friendship Bridge have paid off, and she is proud to say that two of them already attend college.

CLIENT CONTINUUM STRATEGY

EMLOYEE COMMITMENT

86% of clients provide more or better food for their families, when half of Guatemalans are unable to provide a basic meal three times daily to the household.

In the Women’s Agriculture Credit and Training Program pilot, client demonstration plots are producing 57% more in crop yields compared to traditional plots.

70% of clients are saving.*

*This is consistent with the prior year rate and is relatively high. Although formal benchmarks are not available, a study of a similar population in Guatemala by Oxfam America estimated the savings rate at 13%.

Clients who applied New Skills Training increased their revenue by an average of $49 per month, which is approximately equivalent to a 44% increase in monthly income.

Clients in the Artisan Market Access program hired four additional employees on average in 2017.

The longer a client is with us, the better off she is.
Friendship Circles

This past year has been historic for the international recognition our organization has received. Here are some highlights of how we are being recognized for our impact.

- In 2017, advanced Artisan Market Access client, Doña Santos, won the prestigious Citi Micro Entrepreneurship Award for Entrepreneurial Woman and placed 2nd as Micro Entrepreneur of the year in Guatemala. This awards program is a signature initiative of the Citi Bank Foundation aimed at raising awareness of the importance of financial inclusion and economic empowerment of low-income individuals.

- Friendship Bridge reached the True Lift Leader Milestone. Friendship Bridge is the third True Lift Leader in Latin America and the fourth in the world. True Lift is a global initiative to push for accountability in pro-poor development. This honor signifies Friendship Bridge’s commitment to positive and enduring change for people living in conditions of poverty.

- In March 2018, Univision, the largest Spanish-speaking global news network published an article and video about the success of our Health For Life program and partnership with Maya Health Alliance. You can read the article and see the video on our website at www.friendshipbridge.org.

- Friendship Bridge was featured by several partners. SPTF featured Friendship Bridge in their published “Guidelines on Outcomes Management for FSPs” and newsletter as a standout Microfinance Institution. In addition, Innovations for Poverty Action published a blogpost featuring Friendship Bridge’s successful use of the PPI® tool over time. Lastly, our 2014-2016 Client Outcomes Report was published on Microfinance Gateway.

- Friendship Bridge expanded services in Huehuetenango with the help of a three-year grant from the Whole Planet Foundation (WPF), the charitable arm of Whole Foods Market. WPF has committed $300,000 over three years to reach 2,381 microentrepreneurs in Huehuetenango.

- We are honored that Friendship Bridge has received the support of Oscar-Award winning celebrity Susan Sarandon! Besides an illustrious career of over 90 movies and multiple awards, Susan Sarandon is also a passionate social and political activist.

Many Circle Members travel with us for a week-long Insight Trip, an experience that deepens their bond with each other and with our clients. We host Insight Trips twice a year, in February and November, so our supporters can experience our work firsthand.

“For anyone who is interested in a trip that goes beyond your typical tourist experience, I highly recommend this trip. You learn about microfinancing, meet the clients in their homes and businesses, and experience the beauty of the country, its people, and their creative endeavors. I give this trip my highest recommendation.”

CHRISTINE STOUGHTON

Recognition

Friendship Circles are dedicated groups of volunteers across the U.S. who educate, advocate, and fundraise to help Friendship Bridge fulfill its mission to empower impoverished Guatemalan women. In 2017, Friendship Circles had an historic year, raising over $220,000 to benefit our clients in Guatemala.
Thank You Supporters

$25,000 AND UP
Anonymous
Crawley Family Foundation
Walton Charities
Evergreen Circle
Fairfield and Woods P.C.
Geneseo Circle
Inter-American Development Bank
San Antonio Circle
Estate of Judy Snyder
Weyerhaeuser Family Foundation
Whole Planet Foundation
Women’s Worldwide Web

$10,000-$24,999
Anonymous
Antelope Valley Circle
Baker Concrete
Banker-Williams Foundation
Central Coast Circle
Foothills Circle
Green Waves Fund
Brandi & Dave Mason,
Bloomington Circle
Melissa Bailey
Linda Bailey
Anonymous
$5,000 - $9,999
Anonymous
Bancker-Williams Foundation
Baker Concrete
Antelope Valley Circle
Whole Planet Foundation
Weyerhaeuser Family Foundation
Inter-American Development Bank
Genesee Circle

$2,500-$4,999
Anonymous
Appl Fund
Combined Federal Campaign Contributors
Brenda Dunn
Governer & Mrs. Jim Edgar
Rob & Helen Gair
Diane & Andy Kane
Ruth Krebs & Peter Mannetti
Lan Ond
Jan & Dasha Patel
Sara & Paul Petit
David Rings & Helen Ostrows
Caroline Rodriguez
Saklo Cerce
San Gabriel Circle
David C. Smith Foundation Family
Andres Tang
Betty Topchi
Peter and Donna Wadkoff
Kathie Youngham & Amicas*
Susan Zimmermann & Paul Phillips

$1,000-$2,499
Anonymous
Delia Armstrong
Thomas Barnwell
Aris Maria Bergmann & Michael Morter
Beyond Our Borders
Mike Bonini & Meg Goodman
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Bill and Peggy Braun
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Barbara & Chris Christoffersen
Tyler Clark
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Community First Foundation
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Charitable Gift Fund
Poly Dawkiss & Nico Brooks,
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Deborah Dixer
East West Partners
Mary Flanagan
Fred & Sarah Foxi
Mark & Nancy Foster, Foster Family
Private Foundation
Freddy Rosenbaum Foundation
Tomas Fuller
Gelman, Rosenberg & Friedman
Graham & Jeanne Gebbard
Joe Gillach, Sr.
Jerry Glisk & Sharron Gifford
Margery Goldman Foundation
Good Harvest Market
Ineta Grauve
Howlett-Packard Financial Services
Bruce Hogarth
Chris & Geoffrey Hoyt
Diane & Russ Halter, Serendipity Fund
Maryann & Ken Hunter
JACKie Johnson & RBC
Wealth Management
Maureen Kelcy
Doree Kneider & Kathleen Bennett
Laure-Anne King
Deborah Klein, Art + Soul Gallery
Sue Ellen Kies
Laura Lambrecht & Bella Frisala
Philip Langridge
Ken & Nancy Lamer
LARRK Foundation
Michael & Meg Leonard
Meryle Melnoff & Joseph Bakke*
Emma Olteengen
Domie Paine Foundation
Tyler Clark
Janeli & David Colville
Capital Sisters International
Pamela Boosman
Whole Planet Foundation
Bronzini Family Foundation
Caitlin Scott
Deborah Dixler
Pamela Boorman
Mike Bonini & Meg Goodman
Pamela Boosman
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Anonymous
Cyndi Collins Arranwalt
Linda Bailey
Melissa Bailey
Scot & Karen Barker
Bloomington Circle
Boulder Circle
Matthew & Angie Brand*
Patricia Foley-Hinnen &
Capital Sisters International
Raymond Harris
Elizabeth Harris
Susan Hiebert
Diana & Andy Kane
Mary Flanagan
Fred & Sarah Foxi
Mark & Nancy Foster, Foster Family
Private Foundation
Freddy Rosenbaum Foundation
Tomas Fuller
Gelman, Rosenberg & Friedman
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Mike Bonini & Meg Goodman
Pamela Boosman
Bill and Peggy Braun

Thank you to an additional 1,055 donors who collectively contributed over $174,149.95 to further our mission.

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32 individual private investors
Capital Sisters International
Ench and Hannah Sachs Foundation
Global Partnerships
Inter-American Development Bank
Kiva International
MCC Social Capital
Merry Investment Services
Religious Communities Investment Fund
Seton Enabling Fund

LEGACY CIRCLE
Our Legacy Circle is a group of individuals who have directed a
planned gift to Friendship Bridge, ensuring their impact extends
beyond their lifetime.

MEMBERS:
Anonymous
Paul Kovach & Katie Kitchen
Connie Newton

* Indicates donor hierarchy in our
Cobalt MEC Club

Ardis & Michael Stridley*
Felicity Hammy & James Wood
Kathie Youngham

Our clients’ needs and feedback inform our decision-making and the products and services we offer. As a mechanism for receiving regular feedback, our Client Advisory Committee advises our leadership team and Board of Directors. This committee is comprised of clients from the different regions where we operate, and the committee members represent different levels of empowerment and lengths of time in our program.

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Amanda Soledad Charuc – Chimaltenango
Maria Cristobalina Morales Lopez – Huehuetenango
Antonia Odilia Isocreyac de Lux – Quetzaltenango
Juana Carmelina Xec Morales – Quetzaltenango
Rosa Manuela Chacoj Mutas – Quiché
Tomasa Marisaela Canil – Quiché

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Karen Larson – President and CEO
Daniel Cotto – Finance Manager
Yanira Escobar – Director of Credit and Operations

CO-FOUNDERS
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Conception Cholotio Mendoza – Sololá
Miriam Noheemi Cumes Lopez – Sololá
Carolina Carolina Gutierrez – San Marcos
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EXECUTIVE TEAM
President and CEO
Fredy Rojas
Director of Client Services
Tyler Clark
Director of Communications
Lauren Ond
Director of Credit and Operations
Tomás Fuller
Director of Credit and Operations
Yanira Escobar
Director of Client Services
Lauren Ond

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For additional information and about how we create opportunities that empower women to create better futures, please visit our website: friendshipbridge.org

Photos by: Susan Kalina Ryan, Rachel Turner, and Friendship Bridge staff

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