



Welcome to Presentation

On

INAFI Bangladesh Remittance Project

**Institutional Support for Productive Utilisation of
Migrant Workers Remittances**

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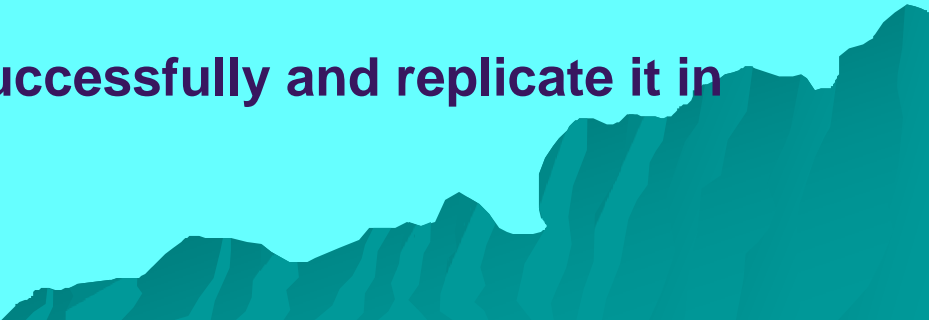
Dhaka, Bangladesh
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Institutional Support for Productive Utilisation of Migrant Workers Remittances'

Vision

To promote and provide enterprise development and business development services to the remittances recipient families of Bangladesh

Mission

- To motivate remittances recipient families to invest a certain portion of remittances for productive purposes like enterprise development**
 - To provide necessary support services i.e. skill development training, enterprise development training, business development services to the target clients**
 - To sensitise NGOs/MFIs and mainstream financial institutions like banks and non-bank financial institutions to address this missing middle target clients**
 - To contribute to the micro, meso and macro level economic development of Bangladesh**
 - To pilot the Remittances project successfully and replicate it in locally and globally**
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Target Clients

Remittance recipient families and also returnee migrants

- who already have enterprises
- who are planning and willing to invest in different enterprises

Partner MFIs:

- Shakti Foundation
- Society for Social Services (SSS)
- United Development Initiatives for Programmed Action (UDDIPAN)
- Padakhep Manobik Unnayan Kendra(PMUK)
- Peoples Oriented Program Implementation (POPI)

Expected Outputs of the Project

1. Mapping Report on Enterprises of Migrants' Family and potential entrepreneurs will be prepared and published
2. Training materials development
3. At least 110 staffs of partner MFIs will participate in TOT
4. Total 2000 clients will participate in trainings on Basic Skills Training on Finance, Management and Marketing

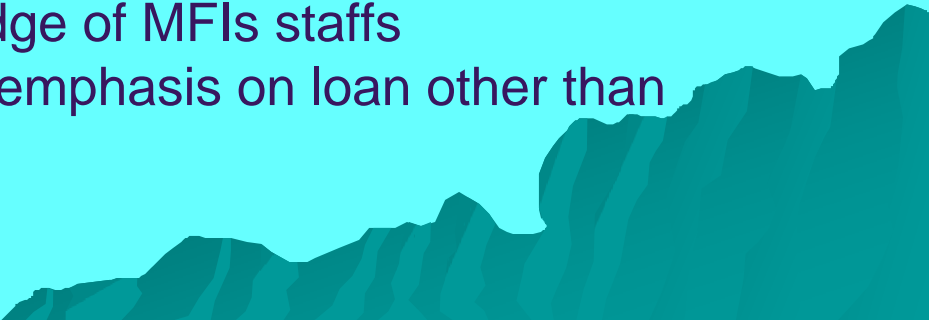
5. Total 2000 clients will participate in Enterprise Development Training
6. Total 600 clients will participate in Business Development Services training
7. Identify and select at least 10 thrust enterprise sectors along with traditional enterprises to invest
8. At least 500 potential entrepreneurs will invest in the thrust enterprise sector
9. At least 1000 clients will invest in traditional enterprise sector
10. The total investment of 1500 clients will be US\$ 5 million
11. Clients of each partner MFI will invest at least 2 thrust enterprises / most profitable enterprises.

Project Progress Up to Date

- Mapping on Migrant's enterprises
 - Project Operational Manual Development
 - Preliminary Client Assessment: 4473
 - Client Selection: 2392
 - Identification of Profitable and Suitable Enterprises in Project Operational Areas: 37 enterprises
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- Training material development: 5 Training Modules
 - Module-1: Enterprise Development Training
 - Module-2: Resource Book on Business Development Services
 - Module-3: Book Keeping and Basic Accounting for MSME & Flip Chart
 - Module-4: Training of Trainers Course
 - Module-5: Fact Sheet of Different Enterprises
- Client Level Training: 1000 clients
- Advocacy and positioning of the Project locally and globally
- Documentation and Publication: News Letter, Leaflet, Posters

Lessons Learned

- Lack of awareness among the target clients
 - Some target clients are shy to invest in enterprises
 - Difficult to identify potential and most profitable enterprises
 - Difficult to develop training materials for the clients
 - Lack of market information and enterprise database
 - Inadequate experiences and knowledge of MFIs staffs
 - Existing enterprise clients give more emphasis on loan other than training
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INAFI Bangladesh Remittance Project...contd..

Future Impact of project at Client level

Major Indicators	Positive Impact of the Project
Investment	Increased investment of remittances in productive purposes
Working capital and Fixed Assets	The working capital and fixed assets of the target entrepreneur clients will increase due to credit facilities from MFIs, banks and leasing companies
Income	Household income of the target clients will increase due to productive investment
Savings	Savings deposit will increase due to institutional supports
Social security	Social security will increase due to involvement with social security schemes of different organisations i.e. MFIs, mainstream insurance companies etc.
Employment generation	Employment of household members will be generated
Skills and Technical Knowledge development	Skills and technical knowledge of the target clients will increase
Living condition and housing	The living and housing condition of the target clients will increase due to higher income
Socioeconomic status	The socioeconomic status of the target clients will increase due to two flow of income i.e. one from remittances and other from business enterprises

INAFI Bangladesh Remittance Project...contd..

Future Impact of Project at Different level of economy

Major Indicators	Impact at Micro level / Client level	Impact at Meso level	Impact at Macro level
Investment	Productive utilisation of remittances and increase income	Boost rural growth centres and economic multiplier effect at rural economy	Increased domestic investment and its contribution to GDP
Enterprise Development	Increased knowledge, skills and technical know how, and market linkage opportunity	Economic growth and infrastructure development in the rural areas	Increased backward linkage facilities for large industry and GDP growth rate will increase
Employment Generation	Employment of household members will be generated	Local community will have employment opportunity	The unemployment rate of the country will reduce
Financial Services	Clients will have access to various financial services	Increased fund flow in rural financial market	The loan disbursement flow of banks and NBFIs will increase

Photo of INAFI Bangladesh Remittance Project

Photo-1 & 2:

Mr Abdul Kader lives with his family at Madhha Rasulpur in Fatulla. He has a small enterprise named “Foysal Embroidery House” at Rasulpur. This is a kind of processing and manufacturing enterprise mainly produce covers of household utilities like TV, T-Table, TV remote etc. and also whole selling and retailing cookeries items like glass, plate, etc. His wife Firoza helps him to do this. One of his brother lives in Qatar Abdul Kader borrowed about Tk. 100,000 (US\$1500) from him to expand his business. They know cutting and embroidery works. They started this business 7 years ago with a small amount of investment. He bought new household land and outlet for sales.

Name of Partner MFI: Shakti Foundation

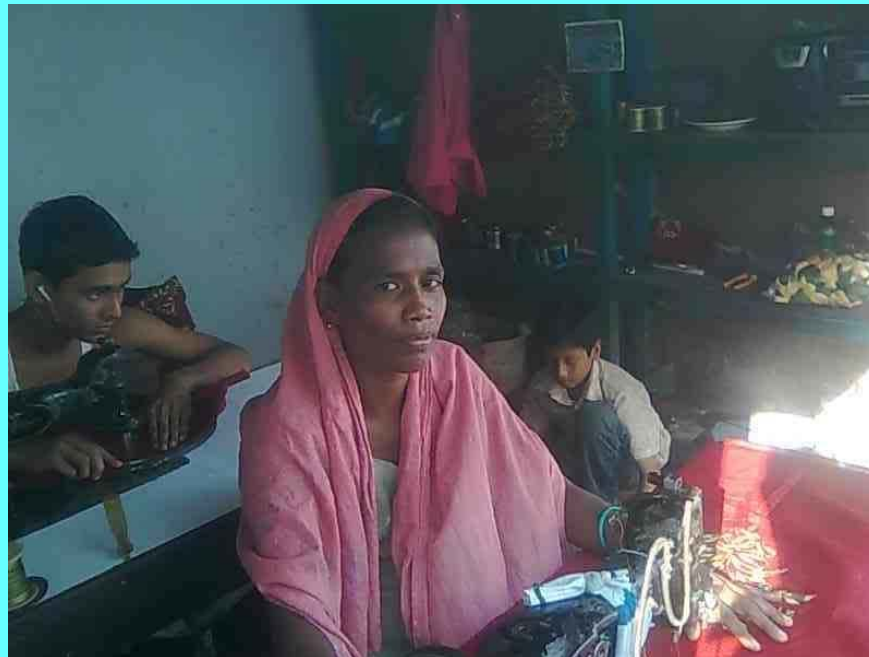




Photo-3:

Mr Nabir Hossain is a returnee migrant worker. He came back from Saudi Arabia few months ago after long 7 years. One of his brothers Liton has developed wholesale and retail trading enterprise in Fatulla. He mainly distributes and sales melamine cookerries from his two outlets. Nabir Hossain sent about Tk. 200,000 (US\$3000) remittance to his brothers to expand this business. Mr Liton wishes to migrate within next few months. By doing this business they reconstructed their house and bought a piece of land. They are becoming affluent by doing this business. They told that they utilize the remittances properly both in business and home construction. They also need more money to invest more.

Name of Partner MFI: Shakti Foundation



Photo- 4:

Name of the Entrepreneur: Mrs. Ayesha Begum

Address: Village: Satir para, Post Office: Khana Narshingdi, Upazila & Dist: Narsinghdi

Remitter: Husband of Ayesha Begum; Husband' Name: Yakub Ali, working in Saudi Arab.

Name Micro-Enterprise: Grocery shop; Employment: 1 (one) salaried staff

Micro-Enterprise loan taken from POPI: Amount Tk.70,000 (US\$1000)

Mrs. Ayesha Begum is one of the potential group members in group organized by POPI since 2006. She is running her shop successfully and planning to make that bigger one.



Grocery Shop of Mrs. Ayesha Begum, a micro entrepreneur of Narsinghdi, Bangladesh supported by People's Oriented Program Implementation (POPI) partner of Remittance project of INAFI. Ayesha's husband is a migrant worker in Saudi Arab.

Photo-5:

Name of Entrepreneur: Mr. Amir Hossain

Types of Enterprise: Hardware

Name of Partner MFI: Society for Social Services (SSS)



Thank You

