

The Nigerian
Microfinance
 NEWSLETTER

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An Initiative of the National Organising Committee of the International Year of Microcredit 2005

Volume 7 July - December, 2008



Credit Awareness Nigeria Organises National Conference on "CREDIT AS AN INSTRUMENT OF ECONOMIC GROWTH"



ASABA HOSTS THE CENTRAL BANK OF NIGERIA DEVELOPMENT FINANCE OFFICERS CONFERENCE



ISSN 0321 7269

CBN Licenses 840 Microfinance Banks as at December 31, 2008

~ O. A. Fabamwo

...from page 28

Financial Literacy for Remittance Senders
 23 Aug 2009 - 23 Aug 2009, Switzerland
 Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University
 Event Type: Training
 Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

2nd International Research Workshop in Microfinance Management and Governance: Call for Papers
 31 Aug 2009 - 1 Sep 2009, Norway
 Sponsored by: University of Agder
 Event Type: Workshop
 Event Website: <http://www.uia.no/microfinance>

Financial Literacy for Remittance Senders
 3 Sep 2009 - 3 Sep 2009, United Arab Emirates
 Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

University
 Event Type: Training
 Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders
 4 Sep 2009 - 4 Sep 2009, United Arab Emirates
 Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University
 Event Type: Training
 Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Fundamentals and Methodologies of Microfinance
 14 Sep 2009 - 16 Sep 2009, Philippines
 Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University
 Event Type: Training
 Event Website: <http://www.sedpi.com/mod/services-Training-CoreCou...>

Table 3: Distribution of MFBs by Geo-Political Zones - 31/12/08

GEO-POLITICAL ZONES	NUMBER OF MFBs	TOTAL PER ZONE	% OF TOTAL
NORTH-WEST			
JIGAWA	6		
KADUNA	23		
KANO	6		
KATSINA	5		
KEBBI	8		
SOKOTO	5		
ZAMFARA	8		
SUB-TOTAL	57	57	6.8
NORTH-CENTRAL			
ABUJA FCT	31		
BENUE	9		
KOGI	21		
KWARA	22		
NASARAWA	4		
NIGER	10		
PLATEAU	12		
SUB-TOTAL	109	109	13.0
NORTH-EAST			
ADAMAWA	8		
BALUCHI	12		
BORNO	4		
GOMBE	4		
TARABA	4		
YOBE	1		
SUB-TOTAL	33	33	3.9
SOUTH-WEST			
EKITI	13		
LAGOS	189		
OGLUN	54		
ONDO	17		
OSUN	32		
OYO	48		
SUB-TOTAL	353	353	42.0
SOUTH-SOUTH			
AKWA IBOM	12		
BAYELSA	3		
CROSS RIVER	15		
DELTA	29		
EDO	25		
RIVERS	30		
SUB-TOTAL	114	114	13.6
SOUTH-EAST			
ABIA	24		
ANAMBRA	79		
EBONYI	6		
ENUGU	22		
IMO	43		
SUB-TOTAL	174	174	20.7
TOTAL	840	840	100.0

Source: Other Financial Institutions Department (OFID), Central Bank of Nigeria, Abuja.



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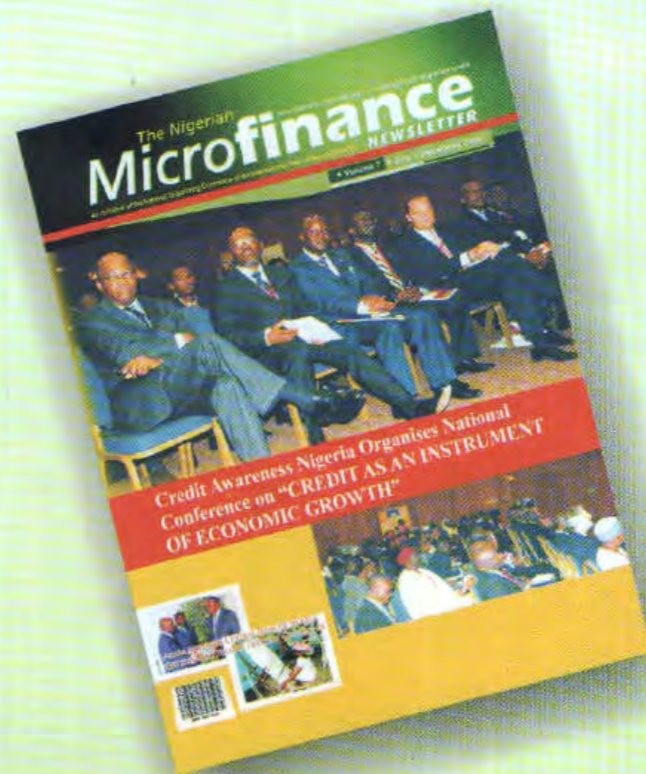
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Central Bank of Nigeria,
Development Finance Department



The Capacity Challenges in the Nigerian Microfinance Industry.

A strong and inclusive financial system that caters for the needs of the large majority of the population has always been the goal of Government. Microfinance has been universally adopted as the strategic tool to achieve this objective. In Nigeria, lack of requisite and adequate capacity to deliver financial services on the required scale has continued to constrain the growth and development of microfinance industry. Currently, a great disconnect exist between the formal and informal financial sector. To bridge the gap and ensure that financial services reached the over 90 million Nigerians unserved by formal financial institutions, especially the economically active poor and low income households, the Central Bank of Nigeria introduced the Microfinance Policy, Regulatory and Supervisory Framework for Nigeria in 2005.

Whereas investors and the general population were highly receptive to the Microfinance Policy, judging from the over 840 microfinance banks already licensed to operate, fears are being entertained among the industry players that this phenomenon may burst. This is hinged on the fact that most recruits in the industry, particularly at the management level, have little or no experience in microfinance banking and practice. Management of microfinance institutions would require a pedigree of knowledge on microfinance (MF) to successfully

operate in the industry.

In order to address the skills gap in the microfinance industry, the Central Bank of Nigeria in collaboration with some development partners organized a number of focused training, since the launching of the policy to enhance the proficiency of operators and regulators in microfinance banking. In addition, the Certification Programme for the management of MFBs being sponsored by the CBN would soon commence. The Programme is expected to orientate the management team and regulators of Microfinance banks, enhance the acquisition of appropriate operational skills on microfinance business model and practice, among others. However, the success of the certification programme would depend on the commitment of the implementing agencies, the buy-in of other stakeholders and the resources available.

The financial institutions in the MF industry on their part have to continually train and retrain their human capital, segment and build up in-depth knowledge of the market, develop appropriate products and services for the micro, small and medium enterprises (MSMEs). This would bridge the huge gap of financial services available to MSMEs and expand the outreach of MFIs for the transformation of the country's financial landscape. The capacity challenges confronting the microfinance industry are enormous

and require the Central Bank of Nigeria to continue to play a pivotal role. Equally, other stakeholders would be expected to play their own part in addressing the challenge. In particular, the government at various levels should invest in appropriate infrastructure that could enable the microfinance institutions to conduct their businesses in a profitable manner, as well as provide training support where necessary. Development partners should also provide strategic technical assistance to complement the formal training programmes of the institutions. Also, the apex association of microfinance institutions should assume responsibility for organizing training programmes for their members, establish standards and monitor compliance.

Appropriate capacity enhancement for microfinance institutions would provide enhanced benefit to stakeholders. The microfinance institutions will conduct their businesses in a competitive and profitable manner and this will make them sustainable. The clients of the banks will improve in their banking habits and business management while regulators will spend less on supervision. On the whole, the contributions from the value additions to various stakeholders will create a quantum leap for the entire economy, thereby achieving the objective of microfinance banking and practice in Nigeria. ■

ACGS



Towards Effective Credit Purveyance to Small Holder Farmers

Under The Agricultural Credit Guarantee Scheme (ACGS).

~ B. O. Ogunlaja

Introduction

The importance and role of the agricultural sector to improved national food security, resource employment and poverty alleviation in developing economies continue to dominate contemporary thoughts and

discussions. For Nigeria, agriculture, beyond its traditional roles, also contributes significantly to foreign exchange earnings, gross domestic products and to the overall economic development. The sector is becoming an increasingly

profitable investment option to lending banks. Accordingly, supporting agricultural development by financial institutions should be seen not only as a social responsibility, but as rational economic pursuit.

In spite of this position, conventional banks have not been able to adequately provide needed services owing to their urban-based business orientation and high administrative cost of reaching spatially dispersed agricultural clients

Peculiarities of Agricultural Lending

The key to effective client outreach is deep and close understanding of the peculiarities of the target borrowing clientele and the adoption of appropriate delivery strategies. Some of the peculiarities of the agricultural sector include:

Seasonality of Production

Agricultural production is subject to the vagaries of weather, its intensity, distribution and related parameters. In the southern part of the country where there is high rainfall, tree crops such as cocoa, coffee, natural rubber, oil palm, cashew nuts, tubers and roots crops and vegetables thrive. The middle belt is noted for roots and tubers, grains and cereals. In the Northern parts of Nigeria cereals, vegetables and livestock are the predominant agricultural activities. While the aforementioned activities are by no means exhaustive, loan officers would need to know the priority activities as a

guide to agricultural lending policies.

Risks and Uncertainties

Agricultural lending is subject to risks and uncertainties. Risks arise where certain outcomes can be predicted and there is a probability of loss. Risks in agricultural lending can arise from crop failures, pests and diseases, drought and flood, etc. Risks in agricultural lending can be classified into lender-related and borrower-related.

High cost of Loan Administration.

Agricultural lending entails high costs mainly because of the dispersed nature of the clients and small-scale nature of the

portfolios. The lender would need to pay visits to the clients to access their credit requirements, carry out documentation, monitor the loans, hold meetings and collect repayments. Where a bank is not able to devise ways of keeping this cost low, this would affect its profit and continued services.

Strategies for Effective Credit Purveyance.

In recommending agricultural lending strategies, a deliberate effort must be made to focus on the lower end of the market, so as to address the peculiar challenges as they relate to small holders because they constitute the majority of producers in Nigeria.



Micro-entrepreneurs at work.

2009 Microfinance Event Calendar

- Culled from the Microfinance Gateway

Global Social Venture Competition: Call for Entrants

16 Jan 2009 - 19 Apr 2009

Sponsored by: University of California, Berkeley - Haas School of Business

Event Type: Other

Event Website: [http://www.gsvc.org/Microfinance as a Tool for Peacebuilding](http://www.gsvc.org/Microfinance%20as%20a%20Tool%20for%20Peacebuilding)

22 Jan 2009 - 23 Jan 2009, Colombia

Sponsored by: AlvarAlice Foundation

Event Type: Other

Event Website:

<http://microfinance.alvaralice.org/?q=node/1&l=en>

Banking & Payment Technologies East Africa

17 Feb 2009 - 19 Feb 2009, Kenya

Sponsored by: Safaricom, Paynet

Event Type: Conference

Event Website: <http://www.aitecafrica.com/>

Introducing the Graduation Model: Field Visit SKS Pilot in Medek District, Andhra Pradesh

26 Feb 2009 - 27 Feb 2009, India

Sponsored by: Consultative Group to Assist the Poor (CGAP)

Event Type: Other

Building Efficient Human Resources in MFIs

28 Feb 2009 - 28 Feb 2009, India

Sponsored by: [Bankers Institute of Rural Development](#)

Event Type: Conference

2009 CDFI Institute

1 Mar 2009 - 3 Mar 2009, United States

Sponsored by: Community Development Financial Institution

Event Type: Conference

Event Website:

<http://cdfi.org/index.php?page=institute-a>

Basics of Microfinance

2 Mar 2009 - 6 Mar 2009, Nepal

Sponsored by: CMF - Center for Micro-Finance in Nepal

Event Type: Training

Event Website: http://www.cmfnepal.org/?pg=tr_detl2

European Summit on Global Microfinance Investments

2 Mar 2009 - 3 Mar 2009, Switzerland

Event Type: Conference

Event Website: <http://www.C5-online.com/microfinance>

Youth Financial Services: Implementing Good Practices in the Field

2 Mar 2009 - 5 Mar 2009, United States

Sponsored by: Making Cents International

Event Type: Training

Event Website:

http://www.makingcents.com/news/youth_financial_services.php

Financial Analysis for MFIs

2 Mar 2009 - 4 Mar 2009, Philippines

Sponsored by: Social Enterprise Development Partnerships, Inc.

Event Type: Training

Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

USAID Poverty Assessment Tool (PAT) Training of Trainers Workshop

3 Mar 2009 - 6 Mar 2009, United States

Sponsored by: IRIS Center at the University of Maryland

Event Type: Training

Event Website:

http://www.povertytools.org/news/news_2008.html

Risk and Reward - The 6th Prowess Annual International Conference 2009: Call for Research Papers

4 Mar 2009 - 5 Mar 2009, United Kingdom

Sponsored by: Northwest Regional Development Agency (NWDA)

Event Type: Conference

Event Website:

<http://www.prowess.org.uk/conference/Researchstrand2009.htm>

Financial Literacy for Remittance Receivers

5 Mar 2009 - 5 Mar 2009, Philippines

Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)

EFFECTIVE MANAGEMENT as KEY to Making Microfinance Work

— Deji Fisho, Managing Director/CEO, Fortis Microfinance Bank Limited, Abuja



Microfinance, an economic tool for providing financial services to the low-income clients and the economically active poor is an intervention that has come to stay. These financial services are not limited to credit alone but include insurance, funds transfer, payments services and savings. To make microfinance work, effective and efficient management practices, policies and procedures must be adopted.

The Nature of Microfinance

Microfinance by definition and practice provides services to the economically active poor who are either underserved or underbanked by conventional banking system. In Nigeria, Microfinance has existed in traditional settings as thrift and rotational savings known as "Esusu", "Adash"i, etc.. Success stories like that of Grameen Bank in Bangladesh with 2.4 million clients is an eloquent testimony of how microfinance has been able to strongly impact on a country's financial system. What has worked for them was the experimentation and innovation that accompanied the non-collateralized lending and the

group-based approach to providing micro-credit. It was in the light of the above that the 2005 Microfinance Policy, Regulatory and Supervisory Framework for Nigeria sought to build on, and strengthen these traditional systems through integrating informal and semi-formal financial institutions into a formal framework.

There is no doubting the fact that microfinance can be a high risk business due to the flexibility of services and the non-collateralized and character-based lending approach. Therefore, microfinance bankers need an understanding of the principles and risks of microfinance, the culture, the social architecture and economic dynamics of the people to succeed.

The Desired Management Practice

To Make microfinance to work, various aspects related to its management must be skillfully integrated. These include:

- i. Payments management- This involves the MFB's or MFI's ability to handle bill payments, remittances and deposits

through the bank accounts of its customers

- ii. Cash Flow Management- Inflows and outflows of cash need be properly planned to avoid causing disruptions to the operations of the MFB or MFI
- iii. Investment Management- This involves prudent investment of resources to achieve optimum return to the organization
- iv. Business Management- This includes assisting clients with non-banking and non-financial services such as advisory and education services etc
- v. Risk Management- This refers to proactive measures to help reduce vulnerability to uncertainties.

Furthermore, it is essential to integrate effective corporate governance, processes, systems, and human resource management. To achieve these, a microfinance bank or institution

must have a board comprised of members with expertise and knowledge of microfinancing. Microfinance governance should be transparent with clearly defined role delineation between the board and management.

According to Ledgerwood and White (2006:273), the Microfinance Institution's human resource is its greatest asset. To ensure that only the best and most competent are hired and retained, the recruitment process is the starting phase. Aside from academic qualifications, experience and personality traits such as understanding of microfinance and commitment to work should be among the key requirements. Microfinance Institutions must also devise an early orientation process that would introduce new employees to the organization's culture, values and norms. In addition, an effective communication

system need be developed, while regular capacity building and on the job training should be embarked upon. Also, the rewards/benefits system must recognize hard work.

In addition, proper documentation of laid down procedures in form of operational manuals must be encouraged. The operational manuals need to be updated on regular basis to ensure continued relevance. As microfinance is built on customer service, the relationship that exists between the customer and the microfinance officer is vital to its operations.

Another key component of effective microfinance is financial management. It involves the strategies, policies and procedures to ensure risk minimization while optimizing performance. Financial management includes liquidity, interest rate, capital adequacy management.

Client Management is another important function because without the clients or customers, there wouldn't be business for the bank. Excellent service provision must be given priority by managing the expectations of customers. To achieve this, customer satisfaction must be monitored, complaints promptly attended to, suggestions solicited and customer expectations met.

In line with modern banking principles, ledgers and tally systems are no longer the best practice. Microfinance banks then need to ensure that their IT capacity and system support will generate greater productivity and efficiency. For instance, in East Africa, Automated Teller Machines (ATMs) and Points of Sale (POS) Terminals have been embraced as new technology that improves access to microfinance services. ■



Please send your
QUESTIONS OR
ENQUIRIES on
Microfinance to:



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aaadeleke@cenbank.org
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Rating Of Microfinance Institutions

- THE ROLE OF THE RATING FUND.

~ S. F. Mohammed

Introduction

Rating is an independent assessment of the overall institutional risk of a financial institution based on a standardized methodology that includes both quantitative and qualitative analysis. It evaluates the institution's creditworthiness and takes stock of its strengths and weaknesses. Rating is usually valid for one year only.

Microfinance rating is a recent innovation as the first microfinance rating agency, MicroRate was established in 1996 with the support from the Inter-American Development Bank (IDB). Other notable rating agencies are Planet Rating and M-CRIL which were both established in 1999. According to the Consultative Group to Assist the Poor (CGAP) over 650 microfinance institutions (MFIs) have been evaluated by an external rating agency, the large majority of which are situated in Latin America as at December 2007.

Rating Parameters

Although the different rating agencies have different rating methodologies, the parameters covered in any rating exercise include:

- Governance and strategy - mission, continuity, transparency, social objectives, risk perception, etc;
- Management - Human Resource policies, Management Information System (MIS), internal controls, overall risk management;
- Financial performance - portfolio quality, current and historical profitability/sustainability of the MFI including the portfolio at risk (PAR), return on assets (RoA), etc.;
- Peer group benchmarking.

Benefits of Ratings

Microfinance operators in the country could use rating to

identify the strengths of their institutions and explore the opportunity. At the same time they could establish their weaknesses and focus on ways to overcome them. It also enables them to compare their performance with that of their peers and similar institutions in other parts of the world.

The rating of MFIs increases credibility and transparency and promotes resource mobilization. It also facilitates information flow between the MFIs and their various stakeholders who have multiple uses for the information. In particular, regulators benefit from rating by having access to independent reports on the performance of MFIs.

Ratings Co-sponsored by The Rating Fund Rating in microfinance was promoted by The Rating Fund, a special Fund established by the CGAP and the Inter-American Development Bank in 2001 to support rating among MFIs across the globe. The initiative stimulated the entry of numerous specialized and

traditional consulting companies and rating agencies into the microfinance rating market.

The Rating Fund part-financed up to 80% of the cost of the rating/assessment of an MFI. Its operations covered six geographical regions: Latin America, the Middle East and North Africa, South Asia, East Asia, Eastern and Central Europe, and Sub-Saharan Africa. As at the end of 2007, when the Fund was officially wound up, it had completed 532 ratings out of which 107 were from Africa. Within the period of its existence,

the Fund intermediated a total of \$4.8 million. However, not all MFI ratings were sponsored by the Fund. Some were financed or subsidized by other donors and social and private investors. The rating market is most developed in Latin America, which is itself a developed and relatively

mature microfinance market in the world. The Sub-Sahara African (SSA) countries, which include Nigeria, accounted for 20% of the total ratings co-financed by the Rating Fund.

"...The rating of MFIs increases credibility and transparency and promotes resource mobilization."

Table 1: Summary of the Global Ratings Co-sponsored by the CGAP Rating Fund

S/N	Region	Number	Percentage
1	Latin America	234	44
2	Sub-Saharan Africa	107	20
3	Europe and Central Asia	94	17
4	South Asia	47	09
5	Middle East and North Africa	24	04
6	East Asia and the Pacific	32	06
Total		532	100

Source: The Rating Fund, 2008.

The reports of most of the ratings co-sponsored by the CGAP Rating Fund are available to the public on its website, www.ratingfund.org.

Table 2: Breakdown of the Ratings Co-sponsored by CGAP Rating Fund in SSA

S. No	Country	No. of MFIs Rated	Percentage
1	Benin	12	11.2
2	Burkina Faso	4	3.7
3	Burundi	1	0.9
4	Cameroon	5	4.7
5	Chad	1	0.9
6	Congo (DR)	2	1.9
7	Ethiopia	10	9.3
8	Gambia, The	1	0.9
9	Ghana	4	3.7
10	Kenya	10	9.3
11	Madagascar	2	1.9
12	Malawi	1	0.9
13	Mali	3	2.8
14	Mozambique	2	1.9
15	Niger	2	1.9
16	Nigeria	3	2.8
17	Rwanda	4	3.7
18	Senegal	11	10.3
19	South Africa	3	2.8
20	Tanzania	6	5.6
21	Togo	5	4.7
22	Uganda	14	13.1
23	Zambia	1	0.9
		107	100.0

Source: The Rating Fund, 2008.

contd. on page

MFBS encourage fresh ideas



At 15, Rick Hansen was a young athletic, spirited teenager who loved sports. One day he was returning home after an afternoon fishing with his friends when the car he was riding in went out of control and crashed. He survived the accident but was told he would never walk again. Imagine how that would change the life of a youth.

At first he was deeply despondent, but somehow he persevered. With hard work and determination he finished high school and was the first student with a physical disability to graduate from the University of British Columbia with a degree in Physical Education. He went on to win 19 international wheelchair marathons and compete for Canada in the 1984 Olympics.

Realizing that he might be able to change the way that people with disabilities were perceived, and inspired by his friend Terry Fox, he toured the world in his wheelchair to raise awareness of, and money for, research into spinal cord injuries, rehabilitation, and wheelchair sports. He founded the Man in Motion Foundation and the Rick Hansen Institute, which have raised more than \$118 million on a wide range of charitable and research activities associated with spinal cord injuries.

He is married and has three daughters. In British Columbia, a township and two public schools have been named after him. He was the National Disabled Athlete of the Year in 1979, and he shared the Canadian Athlete of the Year award with Wayne Gretzky in 1983. He has received the Order of Canada, the Order of British Columbia, and many other honours and awards.

This is a great lesson for all of us. Do not despair, be entrepreneurial.

Source: Based on http://archives.cbc.ca/IDD-1-74-698/people/rick_hansen/



Facing Up Challenges

- The true life story of Rick Hansen

Asaba hosts the 24th Central Bank of Nigeria Development Finance Officers' Conference.

Asaba branch, one of the newest of the CBN branches played host to the 24th Development Finance Officers' Conference from the 16th to 17th October, 2008. The venue was the usually serene Orchid Hotel, which took on a vibrant look as participants from Federal and State governments, development partners, entrepreneurs including farmers as well as officer from the branches of the Central Bank Of Nigeria [CBN] attended. It was an epoch-making event being the first ever to be hosted by the branch since it was created.

exacerbated by the financial crisis. He noted that the Delta State Government had put in place, measures that would contain the effects of the global food crisis. One of the measures was the "Youth and Peasant Farmers Empowerment Programme", wherein youths selected from the 25 Local Government Areas of the State, were trained in various aspects of farming, and thereafter provided with financial assistance to practice. A total of N1.2 billion

had been provided through this programme. According to him, those who repaid their loans promptly were provided with additional funds. Also, he stated that the State Government had in partnership with Oceanic Bank and the Central Bank of Nigeria, signed a Memorandum of Understanding valued N50M, under the CBN Trust Fund Model to assist farmers to obtain credit and boost agricultural production. He then called on participants to come up with

cont. on page 16

In his opening remarks, the State Governor, Dr. Emmanuel Uduaghan represented by the Deputy Governor Professor Amos Utuama (SAN), observed that the choice of the theme "Global Food Crisis And National Food Security: Strategic Options For Nigeria" was apt as it underscored the prevailing global food insecurity which was



ASABA HOSTS THE 24TH CENTRAL BANK OF NIGERIA DEVELOPMENT FINANCING OFFICERS' CONFERENCE.



Deputy Governor, Prof. Amos Otuama inspects Exhibition Stand



Exhibited farm produce



Awardees during the Conference



M



Awardees during the Conference



CENTRAL BANK OF NIGERIA DEVELOPMENT FINANCING OFFICERS' CONFERENCE.



Exhibited farm produce



Group photograph of Deputy Governor Delta State, Prof. Amos Otuama during the Opening Ceremony



M



Director, Dev. Finance Dept. receives souvenir of Farm Produce from the Governor, Delta State



M



Governor Oduaghan gives the signed MOU to Mr. Joe Alegieumo, Director, Dev. Finance Department - CBN

from page 13

recommendations that would assist the country to attain the objective of food security and reduce food import bills.

The keynote address was delivered by the Deputy Governor, Financial Sector Surveillance (FSS), Mr. Tunde Lemo, who was represented by the Acting Director, Development Finance Department, Mr. Joe Alegicuno. He stressed the importance of food security to the nation, and called for a programme to be designed to promote the activities of large scale farmers through

appropriate financial intermediation.

In his welcome address, Mr. Patrick I. Esenwah, Deputy Director, Micro-finance Division who represented the Ag. Director, Mr. Joe Alegicuno, expressed his delight over the CBN's ability to enter into collaborative agreement with a broad range of stakeholders, with a view to promoting economic development. While welcoming participants to the conference, he called on the Delta State Government to do more in the area of credit

delivery to farmers.

Apart from the various impressive speeches, the two day event witnessed an unprecedented display of agricultural commodities and cultural regalia, the first of its kind in any Development Finance Conference nationwide.

The conference was rounded off with a gala night, during which thirty seven farmers who distinguished themselves in various agricultural activities and who displayed proven financial management ability were given awards.

Certification Programme for Regulators and Operators of Microfinance Banks commences soon...

The Board of the Central Bank of Nigeria in December 2008, approved the certification programme for the practitioners in microfinance industry especially the top management and board of directors of microfinance banks in Nigeria. The Programme is aimed at building a critical mass of skilled personnel required to drive the microfinance industry. This is to ensure that microfinance banking is effectively carried out to meet the policy target of poverty reduction.

The programme will be implemented in collaboration with the Chartered Institute of Bankers of Nigeria (CIBN). All

executive directors and top management of the microfinance banks will be expected to undergo the certification programme within two years and equally pass the examination in order to be certified to operate in the industry.

It is expected that the programme will commence in the first quarter of 2009.

PRESS RELEASE

Olatunji Sawyerr Emerges Nigeria's First ACSBE Certified Small Business Counsellor

A Nigerian enterprise development service provider, Mr. Olatunji Sawyerr, has emerged the first Nigerian to receive international certification as small business counselor by the Acadia Centre for Social and Business Entrepreneurship [ACSBE], University of Nova Scotia, Canada.

Sawyerr emerged out of over 200 Nigerians that benefited from the Small Business Counselling Training organized between May 2006 and September 2008 by the Small and Medium Enterprises

Development Agency of Nigeria [SMEDAN] in collaboration with the Acadia Centre.

An electronic letter circulated to all participants by the Head of the Training Faculty, Mr. Paul Richards, who coordinated the training programmes in Lagos and Abuja, said: "I am happy to inform you all that ACSBE (Acadia Centre for Social and Business Entrepreneurship) has received and approved the certification of our first Nigerian Small Business Counsellor. Mr. Olatunji Sawyerr has effectively demonstrated the skills and

knowledge to meet the international standard of excellence for the counseling profession".

He added: "I want to recognize the effort and strong competence that Mr. Sawyerr demonstrated in the development of his portfolio." According to Paul Richards, the portfolio was reviewed by many people including himself and former Director-General of SMEDAN, Mrs. Modupe Adelaja, as well as Executive Director of ACSBE, Mr. Chris Pelham and one of the original designers of the



In the front row [sitting] from left: 4th position is Paul Richards, lead facilitator, ACSBE/SMEDAN small business counselors training/accreditation exercise

programme.

Paul Richards noted that Pelham was extremely pleased with Sawyerr's portfolio and quoted Pelham as saying that "the portfolio not only indicates the level of skills and ability but the level of detail and the comprehensiveness of the work is the best I have ever seen".

While encouraging other beneficiaries of the training to complete their certification programme, Paul Richards restated the strong passion and commitment of the Acadia Centre and SMEDAN to the development of Nigeria's MSME sub-sector.

I want to encourage you all to follow through with your portfolio and invest the time. I do not want to speak for Mr. Sawyerr but I am sure he will confirm that the process has helped him recognize his skills and identify areas in which he can improve. I am very proud of the efforts we have made in developing the profession and I think this milestone is very significant as it demonstrates the capacity and professionalism of the business development services in Nigeria. I think we can send a strong message to the world if we have more and more people [Nigerians] pursue and receive the international recognition", he observed.

SMEDAN commenced the Small Business Counselling Training in 2006 on discovering the skills gap which stood as a hindrance against the development of micro, small and medium enterprises [MSMEs] in Nigeria. The training package contains eight modules and after the training, participants are expected to develop their portfolio which will lead to the award of the international certificate. Portfolio development is, more or less, the post-training practice and correspondences with Acadia Centre which are evaluated by a team in line with set certification criteria.

from page 10

As shown on Table 2 above, the rated MFIs in SSA were from 23 countries. Uganda with a total of 14 rated MFIs had the highest number followed by Benin Republic with 12. Only 3 Nigerian MFIs benefitted from the Rating Fund. This represents a paltry 2.8 percent of the SSA total. The Nigerian MFIs that benefitted from the CGAP co-sponsored ratings are Lift Above Poverty (LAPO), Social Enterprise Advancement

Programme (SEAP) and Ekondo Microfinance Bank Ltd.

Conclusion

Rating should be considered as one of the tools to provide microfinance operators with a real picture of the performance of their MFIs especially in the collective desire to launch Nigerian MFIs to the international standards. The insignificant number of Nigerian MFIs that were rated under the

CGAP initiative is an indication of information gap in the promotion and marketing of microfinance ratings in Nigeria. This article had provided some highlights on its concept and benefits with special reference to the role played by The Rating Fund that operated between 2001 and 2007 so as to encourage Nigerian MFIs to embrace the subject.

Credit Awareness Nigeria *Organises National Conference on* "Credit as an Instrument of Economic Growth"



Cross section of dignitaries at the Conference presentation

Credit Awareness Nigeria (CAN), a nonprofit organization established by SIAO in 2008 held a one-day conference at the Transcorp Hilton in Abuja on the 25th November, 2008. The conference was hosted by Central Bank of Nigeria and

brought together over 400 delegates.

The Central Bank of Nigeria, Deputy Governor, Financial Sector Surveillance, Mr. Tunde Lemo gave the welcome address while the Goodwill message was delivered by

Dr. Magnus Kpakol, the National Coordinator of National Poverty Eradication Programme (NAPEP). Mr. Robert Odiachi of SIAO introduced Credit Awareness Nigeria and outlined the objectives of the organisation. The keynote was given by

Mr. Onno Ruhl, the Country Director of World Bank.

Following the opening session was a discussion on "Credit Awareness/Financial Literacy by a panel of discussants. During the discussion session, the President of the FCT Market Women Association, Mrs. Fatima Mohammed stated that the banks were merely there to support only the rich that they did not cater for the needs of the underserved. The MD of FBN, Mr. Sanusi Lamido promised to look into this issue and immediately asked one of the bank's representatives in the audience to arrange a meeting to address this issue.

After successfully completing the first phase which is the national conference, Credit Awareness Nigeria is now set to embark on its second phase by June 2009, which is the credit awareness campaign. This



Cross section of participants

national campaign would roll out pilot scheme in 3 states. The campaign aims to achieve the

following objectives;

- To increase the current level of financial inclusion from 21% to at least 60% nation wide.
- To educate Nigerians on how to imbibe saving culture thereby promoting safe savings and responsible borrowing.
- To create a better relationship between consumers and financial institutions
- To promote responsible financial behaviour and practices among micro and small entrepreneurs.



FICTION

A Day in the Life of a new Microfinance Bank Client

~ Tony Ogwu

She awoke to the howling blast of the thunder, and the flash of lightening that lit up the sky in a ghostly day, she could see the time from the clock that hung precariously on the wall near their bed. "2 am", she muttered to herself. Her heart beat furiously, as if attempting to jump out of the little house of clay. Beads of sweat ran down her face and descended on her thin frame, worn with too much work and worry. Her husband who slept beside her snored away without a care, despite the raging tempest. Again, another huge pearl of thunder struck, as if close to the roof of their home, and a few loose pebbles fell

from the uncompleted ceiling, jerking other members of the family of five awake. "Why are you not sleeping?" the husband enquired. The fear-stricken woman murmured breathlessly, "my shop, my loan, my repayment terms, how do I make up, how do I meet up when things are so bleak?"

Her husband had lost his job in a retrenchment exercise, they called it "downsizing" and the man had truly trimmed down. "Don't worry, Mama Rose, your shop will not be affected, now get some sleep", the man consoled.

Her shop, which was located

among a row of shops on one of the streets in the satellite town, had been marked for demolition by the mighty men of valour. The previous weeks had seen the bulldozer tearing down houses all around the vicinity, accompanied by merciless, horsewhip-bearing policemen. The street on which her shop was located was to fall next under the sledge hammer of these gargantuan machines. Her head throbbed painfully as she recalled the words of the manager of PATFIN Microfinance Bank; "Please ensure that you make the

repayment less hectic by making daily lodgements. If you pay up in time, we shall give you additional loans to increase your holdings next time. Also, a star prize will be given to the most reliable client". The woman had collected a loan of N75,000 from the MFB as working capital to shore up her ailing business.

How would she meet up with all the obstacles that lined her route? First, her shop had been marked for demolition, her husband lost his job and she was now the bread-winner of the family, and now the raging storm which took them by surprise. While she was engaged in deep thought, the children were engaged in bailing water from the room, as the roof not only had multiple points of leakage but the entire compound was marooned.

By daybreak, the rain had stopped as suddenly as it started, turning the entire satellite town into a war-ravaged zone. Roofs of houses were blown off, trees upturned, cars submerged in

flood and electric poles fell down with cables littering everywhere. Even the bulldozers succumbed to the fury of nature, as load of silt and debris buried them in a vast graveyard of machines and tools, as if in response to the peoples' cries. So comforting was this to the people, that they abandoned their predicament to take a look at the machines which had terrorized them these past days.

Mama Rose's shop was intact, as if protected by a divine hand. All the others had either their roofs blown off or their doors yanked off forcefully. As she opened the door to her shop, neighbours marvelled because none of her goods was destroyed. One of the first visitors on hand was the manager of PATFIN Microfinance bank who came in to access the damage and find out the chances of recovery of their fund. "You are a very lucky woman", he concluded after his survey. The flood water has menacingly swept away all debris from under the shop, leaving it clean as a whistle. That day and several days after, she became the sole merchant in the entire neighbourhood, recording sales figures that were astronomic.

It took one clear month for the

bulldozers to be recovered, and another two weeks for the menacing machines to be put in shape. But before then, the government had a change of mind and decided against further demolition. The machines were moved away from the scene.

Suffice it to say, Mama Rose, through careful planning and commitment, repaid her loan in record time, and became the toast of PATFIN Microfinance bank. Her picture adorned their notice board as their best client, one who weathered the storm to emerge victorious. She won the coveted prize of a car. Ever since then, PATFIN recorded unprecedented number of clients as they clamoured to replicate Mama Rose's example. It was all captured in their motto: "Treat a client with courtesy and your returns will be unprecedented" ■

2009 Microfinance Event Calendar

- Culled from the Microfinance Gateway

Global Social Venture Competition: Call for Entrants

16 Jan 2009 - 19 Apr 2009

Sponsored by: University of California, Berkeley - Haas School of Business

Event Type: Other

Event Website: [http://www.gsvc.org/Microfinance as a Tool for Peacebuilding](http://www.gsvc.org/Microfinance%20as%20a%20Tool%20for%20Peacebuilding)

22 Jan 2009 - 23 Jan 2009, Colombia

Sponsored by: AlvarAlice Foundation

Event Type: Other

Event Website:

<http://microfinance.alvaralice.org/?q=node/1&l=en>

Banking & Payment Technologies East Africa

17 Feb 2009 - 19 Feb 2009, Kenya

Sponsored by: Safaricom, Paynet

Event Type: Conference

Event Website: <http://www.aitecafrica.com/>

Introducing the Graduation Model: Field Visit SKS

Pilot in Medek District, Andhra Pradesh

26 Feb 2009 - 27 Feb 2009, India

Sponsored by: Consultative Group to Assist the Poor (CGAP)

Event Type: Other

Building Efficient Human Resources in MFIs

28 Feb 2009 - 28 Feb 2009, India

Sponsored by: Bankers Institute of Rural Development

Event Type: Conference

2009 CDFI Institute

1 Mar 2009 - 3 Mar 2009, United States

Sponsored by: Community Development Financial Institution

Event Type: Conference

Event Website:

<http://cdfi.org/index.php?page=institute-a>

Basics of Microfinance

2 Mar 2009 - 6 Mar 2009, Nepal

Sponsored by: CMF - Center for Micro-Finance in Nepal

Event Type: Training

Event Website: http://www.cmfnepal.org/?pg=tr_detl2

European Summit on Global Microfinance Investments

2 Mar 2009 - 3 Mar 2009, Switzerland

Event Type: Conference

Event Website: <http://www.C5-online.com/microfinance>

Youth Financial Services: Implementing Good Practices in the Field

2 Mar 2009 - 5 Mar 2009, United States

Sponsored by: Making Cents International

Event Type: Training

Event Website:

http://www.makingcents.com/news/youth_financial_services.php

Financial Analysis for MFIs

2 Mar 2009 - 4 Mar 2009, Philippines

Sponsored by: Social Enterprise Development Partnerships, Inc.

Event Type: Training

Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

USAID Poverty Assessment Tool (PAT) Training of Trainers Workshop

3 Mar 2009 - 6 Mar 2009, United States

Sponsored by: IRIS Center at the University of Maryland

Event Type: Training

Event Website:

http://www.povertytools.org/news/news_2008.html

Risk and Reward - The 6th Prowess Annual International Conference 2009: Call for Research Papers

4 Mar 2009 - 5 Mar 2009, United Kingdom

Sponsored by: Northwest Regional Development Agency (NWDA)

Event Type: Conference

Event Website:

<http://www.prowess.org.uk/conference/Researchstrand2009.htm>

Financial Literacy for Remittance Receivers

5 Mar 2009 - 5 Mar 2009, Philippines

Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders
12 Mar 2009 - 12 Mar 2009, United Arab Emirates
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders
13 Mar 2009 - 13 Mar 2009, United Arab Emirates
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Microfinance Management in Development Programs (MMDP)

16 Mar 2009 - 20 Mar 2009, India
Sponsored by: CMF - Center for Micro-Finance in Nepal

Event Type: Training
Event Website: http://www.cmfnepal.org/?pg=tr_det14

Consumer Banking Conference: Promoting Financial Stability in the Americas Through Access to Banking

18 Mar 2009 - 18 Mar 2009, United States
Sponsored by: Federal Reserve Bank of Atlanta - Americas Center

Event Type: Conference
Event Website: [http://www.frbatlanta.org/econ_rd/americas_center/...](http://www.frbatlanta.org/econ_rd/americas_center/)

Microfinance Forum 2009

19 Mar 2009 - 20 Mar 2009, Austria
Sponsored by: Uniglobal Research

Event Type: Conference
Event Website: <https://www.uniglobalresearch.eu/en/event/2009-66>

Microenterprise and Development Institute - Ghana

22 Mar 2009 - 4 Apr 2009, Ghana
Sponsored by: Southern New Hampshire University

Event Type: Training
Event Website: <http://www.snhu.edu/478.asp>

Life Skills Training Program for NGOs and MFIs
23 Mar 2009 - 25 Mar 2009, India

Event Type: Training
Delinquency Management
23 Mar 2009 - 25 Mar 2009, Philippines

Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Training-CoreCou...>

Microfinance From Below: The Power of Savings & Savings Groups in Frontier Economies

26 Mar 2009 - 28 Mar 2009, United States
Sponsored by: The Center for Emerging Market Enterprises (CEME)

Event Type: Conference
Event Website: <http://fletcher.tufts.edu/MFSavings/default.shtml>

Financial Literacy for Remittance Receivers

26 Mar 2009 - 26 Mar 2009, Philippines
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Seminar on Regulatory Aspects of Microfinance Institutions

6 Apr 2009 - 9 Apr 2009, Bangladesh
Sponsored by: Microcredit Regulatory Authority (MRA)

Event Type: Conference
HBS-ACCION Program on Strategic Leadership for Microfinance

13 Apr 2009 - 18 Apr 2009, United States
Sponsored by: ACCION International
Event Type: Training
Event Website: <http://www.accion.org/hbs>

Financial Literacy for Remittance Receivers

18 Apr 2009 - 18 Apr 2009, Philippines
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

18 Apr 2009 - 18 Apr 2009, Singapore
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

19 Apr 2009 - 19 Apr 2009, Singapore
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Fundamentals and Methodologies of Microfinance

20 Apr 2009 - 22 Apr 2009, Philippines
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Training-CoreCou...>

Market-based Financial Product Design and Development

23 Apr 2009 - 25 Apr 2009, Philippines
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Training-CoreCou...>

Business Planning and Financial Projections with Microfin

27 Apr 2009 - 1 May 2009, United States
Sponsored by: Microfin Technical Support Page
Event Type: Training
Event Website:

<http://www.microfin.com/mfinwashington.htm>
Financing the Poor - Moving Beyond Inclusion : First Annual Conclave of Microfinance Connect

29 Apr 2009 - 29 Apr 2009, India
Sponsored by: Microfinance Connect, Sambodhi Research and Communication Pvt. Ltd.
Event Type: Conference

Event Website: <http://www.microfinanceconnect.com/newsletter.htm>

22nd WSBI World Congress - Financial Inclusion in a

Globalised World: Our Challenge

30 Apr 2009 - 1 May 2009, Chile
Sponsored by: World Savings Banks Institute (WSBI)
Event Type: Conference
Event Website: <http://www.wsbi2009cl.cl>

MMT Africa Conference and Expo

5 May 2009 - 6 May 2009, South Africa
Sponsored by: Telesoft - A Bharti Enterprise, Obopay
Event Type: Conference
Event Website: <http://www.mobile-money-transfer.com/africa>

Financial Literacy for Remittance Receivers

13 May 2009 - 13 May 2009, Philippines
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Branch Operations for Middle Managers

14 May 2009 - 16 May 2009, Philippines
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Training-CoreCou...>

National Summit on Entrepreneurship

16 May 2009 - 19 May 2009, United States
Sponsored by: Association for Enterprise Opportunity (AEO)

Event Type: Conference
Event Website: <http://www.microenterpriseworks.org/index.asp?bid=...>

Delinquency Management

18 May 2009 - 20 May 2009, Philippines
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Training-CoreCou...>

The Global Microfinance Investment Congress 2009

19 May 2009 - 20 May 2009, United States
Sponsored by: PlaNNet Finance, American Conference

Institute

Event Type: Conference
Event Website: <http://www.microfinancecongress.com/index.htm>

Financial Analysis

21 May 2009 - 23 May 2009, Philippines
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Training-CoreCou...>

Financial Literacy for Remittance Senders

23 May 2009 - 23 May 2009, Netherlands
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

24 May 2009 - 24 May 2009, Luxembourg
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Receivers

25 May 2009 - 25 May 2009, Philippines
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Off-Grid Power Conference - Focus 2009: Micro-Finance

28 May 2009 - 28 May 2009, Germany
Event Type: Conference
Event Website: http://www.off-grid-conference.org/cms/front_conte...

Financial Literacy for Remittance Senders

30 May 2009 - 30 May 2009, Austria
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

31 May 2009 - 31 May 2009, Italy
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

First European Research Conference on Microfinance: Call for Papers

2 Jun 2009 - 4 Jun 2009, Belgium
Sponsored by: [European Microfinance Platform \(e-MFP\)](#), [Centre for European Research in Microfinance \(CERMI\)](#)
Event Type: Conference
Event Website: <http://www.cermi.eu/>
Financial Literacy for Remittance Senders
6 Jun 2009 - 6 Jun 2009, United States
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

7 Jun 2009 - 7 Jun 2009, United States
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Latin America - Caribbean Regional Microcredit Summit

8 Jun 2009 - 10 Jun 2009, Colombia
Sponsored by: [Banca de las Oportunidades](#)
Event Type: Other

International Forum on Remittances 2009

18 Jun 2009 - 19 Jun 2009, Kenya
Sponsored by: [IFAD - International Fund for Agricultural Development](#)
Event Type: Conference
Event Website: <http://www.ifad.org/events/remittances/index.htm>

Financial Literacy for Remittance Receivers

18 Jun 2009 - 18 Jun 2009, Philippines
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training

Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Risk Management, Internal Controls and Audit

18 Jun 2009 - 20 Jun 2009, Philippines
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Training-CoreCou...>

Financial Literacy for Remittance Senders

27 Jun 2009 - 27 Jun 2009, Taiwan
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

28 Jun 2009 - 28 Jun 2009, Taiwan
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Receivers

1 Jul 2009 - 1 Jul 2009, Philippines
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Mainstreaming of Microinsurance and Savings

2 Jul 2009 - 4 Jul 2009, Philippines
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Training-CoreCou...>

[Frankfurt School Microbanking Summer Academy 2009](#)

3 Jul 2009 - 17 Jul 2009, Germany
Sponsored by: [Frankfurt School of Finance & Management](#)
Event Type: Training
Event Website: http://www.frankfurt-school.de/content/en/intern_a...

4th African Microfinance Conference: Affordable Access to Finance for Low-income African Entrepreneurs

7 Jul 2009 - 10 Jul 2009, Burkina Faso
Event Type: Conference
Event Website: <http://www.apim-burkina.bf/spip.php?article74>

Financial Literacy for Remittance Senders

11 Jul 2009 - 11 Jul 2009, Spain
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

12 Jul 2009 - 12 Jul 2009, Spain
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Pacific Microfinance Week 2009

13 Jul 2009 - 17 Jul 2009, Fiji
Sponsored by: [Microfinance Pasifika Network](#)
Event Type: Conference
Event Website: <http://www.pacificmicrofinanceweek.org>

Financial Literacy for Remittance Senders

18 Jul 2009 - 18 Jul 2009, Italy
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila University](#)
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

19 Jul 2009 - 19 Jul 2009, Italy
Sponsored by: [Social Enterprise Development Partnerships, Inc. \(SEDPI\)](#), [Ateneo de Manila](#)

University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

2009 World Credit Union Conference

26 Jul 2009 - 29 Jul 2009, Spain
Sponsored by: WOCCU - World Council of Credit Unions
Event Type: Conference
Event Website: <http://www.woccu.org/events/wcuc/>

Financial Literacy for Remittance Senders

15 Aug 2009 - 15 Aug 2009, Italy
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

16 Aug 2009 - 16 Aug 2009, Italy
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Market-based Financial Product Design and Development

17 Aug 2009 - 19 Aug 2009, Philippines
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Training-CoreCou...>

Financial Literacy for Remittance Receivers

20 Aug 2009 - 20 Aug 2009, Philippines
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

22 Aug 2009 - 22 Aug 2009, France

Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

23 Aug 2009 - 23 Aug 2009, Switzerland
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University

Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

2nd International Research Workshop in Microfinance Management and Governance: Call for Papers

31 Aug 2009 - 1 Sep 2009, Norway
Sponsored by: University of Agder
Event Type: Workshop
Event Website: <http://www.uia.no/microfinance>

Financial Literacy for Remittance Senders

3 Sep 2009 - 3 Sep 2009, United Arab Emirates
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Financial Literacy for Remittance Senders

4 Sep 2009 - 4 Sep 2009, United Arab Emirates
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Trainingflrs.php>

Fundamentals and Methodologies of Microfinance

14 Sep 2009 - 16 Sep 2009, Philippines
Sponsored by: Social Enterprise Development Partnerships, Inc. (SEDPI), Ateneo de Manila University
Event Type: Training
Event Website: <http://www.sedpi.com/mod/services-Training-CoreCou...>

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