



A N N U A L R E P O R T

2021



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LETTER FROM THE FIELD

Despite the challenges of 2021, Adelante sustained and carried out improvements. We focused on providing solutions to clients so they could get back on their feet, while adapting operations to ensure organizational survival. Adelante borrowers that experienced hardship were offered a variety of adjustments including extension of loan repayment terms, reduced interest rates, and partial payments. Loan forgiveness was extended to 900 clients facing situations they could not recuperate from. Although we experienced losses and the impact on the quality of the Adelante loan portfolio was impacted, the well-being of Adelante borrowers will continue to be our highest priority. We adapted and learned how to pivot during crisis without leaving any borrowers behind.

Throughout the year staff worked tirelessly to enhance internal capabilities, client facing services, loan products, portfolio quality, and financial efficiency, all while refining and enhancing technological tools built up at home.

Adelante has an amazing team with a high degree of commitment and professionalism. We have set high goals for 2022 oriented to growth, in which we will focus on meeting the needs of new and existing borrowers. We will continue to raise funds to grow our loan portfolio and services to accommodate more underserved women. We are also focused on advancing EVA: a virtual platform that allow us to continue bringing financial education content to our microloan recipients. A client with financial education results in more sustainable businesses and guarantees the success of Adelante investments. A goal we know we can achieve together.



Gabriela Puerto became the new General Manager of Fundación Adelante in February of 2021 overseeing the entirety of operations in Honduras. She continues to thrive in her leadership role. Over her 10+ year tenure at Adelante, she has the respect of the Fundación Adelante staff, and her finance and accounting expertise is an asset for ongoing compliance and judicious use of funds.

A stylized, handwritten signature in black ink, consisting of a large 'G' and 'P' intertwined, with a horizontal line underneath.

Gabriela Puerto,
General Manager



OUR MISSION

To empower enterprising women with the least opportunity to achieve economic self-sufficiency.



OUR VISION

No one lives in poverty.



OUR VALUES

Unity, discipline, hard work and courage.

INVESTING IN RECOVERY **AND RESILIENCE**

In 2021 Adelante went from restructuring loans and focusing solely on existing clients to expanding to serve new borrowers in need of loans to start and grow businesses.



Client Centered

Adelante continued to listen to and collect information from the women we serve to best meet their needs.



Repayment Rates

Although repayment rates dipped in 2020-2021 due to Covid-19 and the hurricanes, we incentivized women with on-time loan repayments by providing kitchen appliances for end-of-year prizes.



Technological Advances

EVA & Mobile App: Adelante has taken advantage of technology in order to provide better service to customers. EVA is a Virtual Education platform for customers and employees. Adelante Mobile App enables customers to access all of their credit information electronically.



Cultivating Capacity

*Director of Development hired in the US to diversify funding sources
360 evaluations conducted for staff to help staff retention.*



Safety & Transparency

Using geolocation within our robust monitoring and evaluation process, Well-Being Officers location is tracked allowing oversight and ensuring safety.

Our work is based on the assumption that Hondurans living in poverty have the talent, the ingenuity, and the strength to transform their lives and their nation – all that many of them need is a little capital to be able to get started.

In 2021 we
loaned \$ 1.6 million to
4,327 vulnerable women in Honduras

And since 2000 we have provided
\$45.4 million in loans reaching
benefiting about 156,525 people



Total Loan Pool
\$ 1,698,285.59



Disbursements
\$ 2,514,478.37



Number of loans
5,227



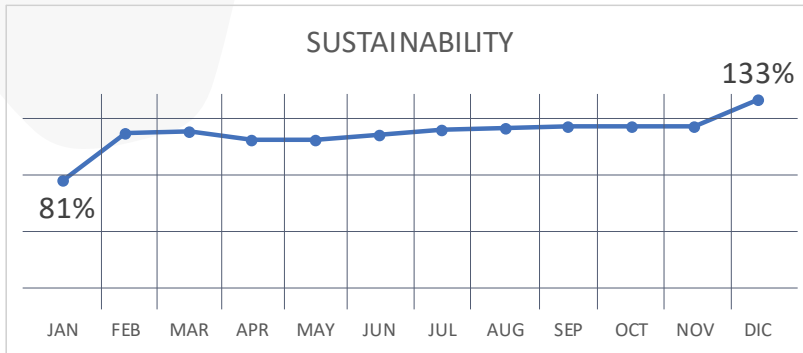
PAR > 30 (%)
25%



Clients
4,327

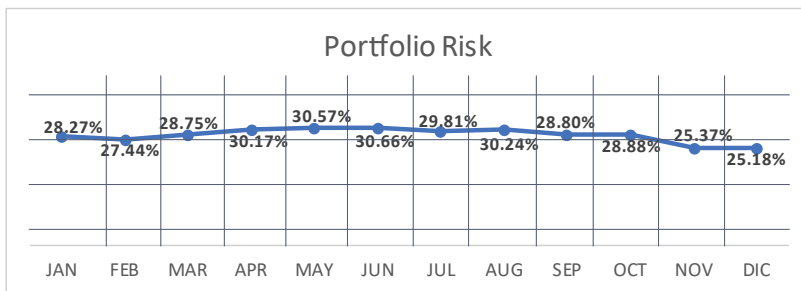


KEY PERFORMANCE INDICATORS (KPI)



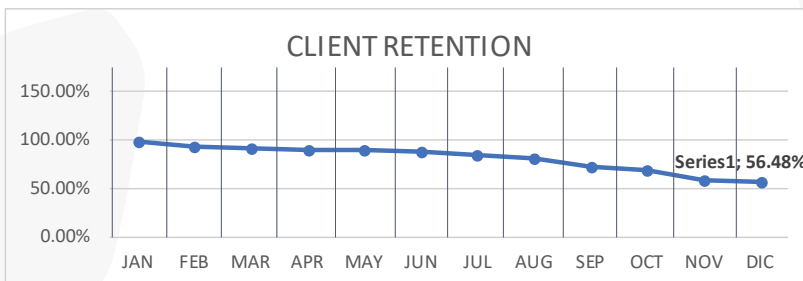
133%
Sustainability

Sustainability reflects Adelante's ability to reinvest funds to achieve operational self-sufficiency. We are happy to share that after the challenges of 2020 and early 2021, Adelante was able to recover loans from borrowers who were previously unable to pay, allowing Adelante to cover the direct costs of the program by the end of 2021.



25%
PAR 30
Portfolio Risk

Portfolio-At-Risk (PAR) > 30 is the percentage of gross loan portfolio for all open loans that are overdue by more than 30 days. The metric is a critical indicator of a microfinance institution's performance. Adelante closed the year at 25%, equivalent to approximately \$425,000. Although the rate is much higher than ideal, it is not surprising given the reduction in income clients experienced and high cases of Covid-19 among clients and their family members.



56%
Client Retention

Despite 2021 constraints, Adelante administered microloans to 1,305 new clients, representing 30% of the total clients, and experienced a client retention rate of 56% (clients who seek additional funding after successfully paying off previous loan). Adelante has implemented new communication channels such as chatbots, App Movil, and social media messaging to improve borrower user experience and accessibility to Adelante services.

WHAT WE DO

MICROLOANS + EDUCATION

Adelante provides both micro loans and education to underprivileged women. Financial inclusion plus training ensures greater success.

Microfinance is not charity – it enables opportunities. Entrepreneurs retain ownership of goals and accomplishments and experience sustainable economic development.



Solidarity Group Loans

Groups of 3 to 8 women receive loans and assume responsibility of payment of their own loan, and they collectively take responsibility of paying the entire group loan.



Working Capital

Providing new and previous borrowers loans ranging from \$100 - \$1,500 to start and grow enterprises.



Home Improvement

Intended for borrowers who have businesses out of their homes or need improvements like a new roof or better flooring to improve conditions that support the efficacy of enterprises.



Water & Sanitation

Loans for subsidized latrines, sinks, and biodigesters to increase entrepreneurs' productivity and ensure healthy sanitary conditions at home and the workplace.



Agriculture

Supporting female farmers and small rural producers with microloans and mentorship to diversify crops and improve productivity with longer lending cycles.



Education

Small loans for school uniforms, supplies, and transportation for the children of clients.



MARTHA ALICIA **MARTÍNEZ**

Near the Cacao Lagoon 30 km east of La Ceiba, past the communities of Corozal and Sambo Creek, off the coast of the Caribbean Sea is an Adelante client of several years by the name of Martha Alicia Martinez who has received several micro loans over the years. Martha's loans have included working capital and home improvements. She also received a water and sanitation loan for a sink with running water. Martha makes a living selling animal feed. She has two children ages six and eleven. She has faced a number of challenges, a rising river behind her home is just one. Her most recent loan was to build a retaining wall to protect her home from the river when it floods.

"Thanks to the help of Adelante Foundation I have achieved many things. When I began with the foundation, I went thanks to a friend who told me about it. I started with very little and I thought that everything would be climbing, climbing. Although there have been setbacks, as long as you repay loans, you can keep the door open and qualify for more support. I am so grateful and I can say that I have a house thanks because of Adelante loans."

FINANCIAL INCLUSION MEANS



*Increase in
household income*



*Gender
equality*



*Improved food security
& higher crop yields*



*Increased
resiliency*



*Low carbon
pathways*



*Higher proportion of
income used for education*

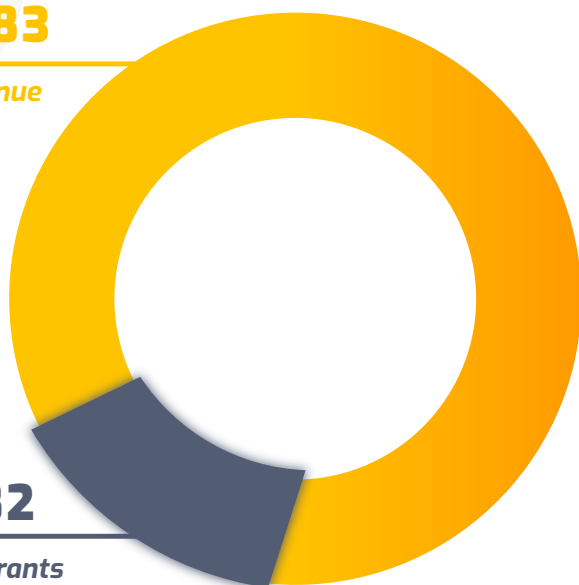


*Decreased
displacement*

FINANCIALS

\$906,083

Program Revenue



\$155,682

Donations & Grants

\$1,061,765

Total Revenue

TOTAL EXPENSES

\$868,891



\$616,433

Program and Service
Expenses



\$179,477

Management and
General Expenses



\$72,982

Fundraising Expenses

TOTAL UTILITY

\$133,413

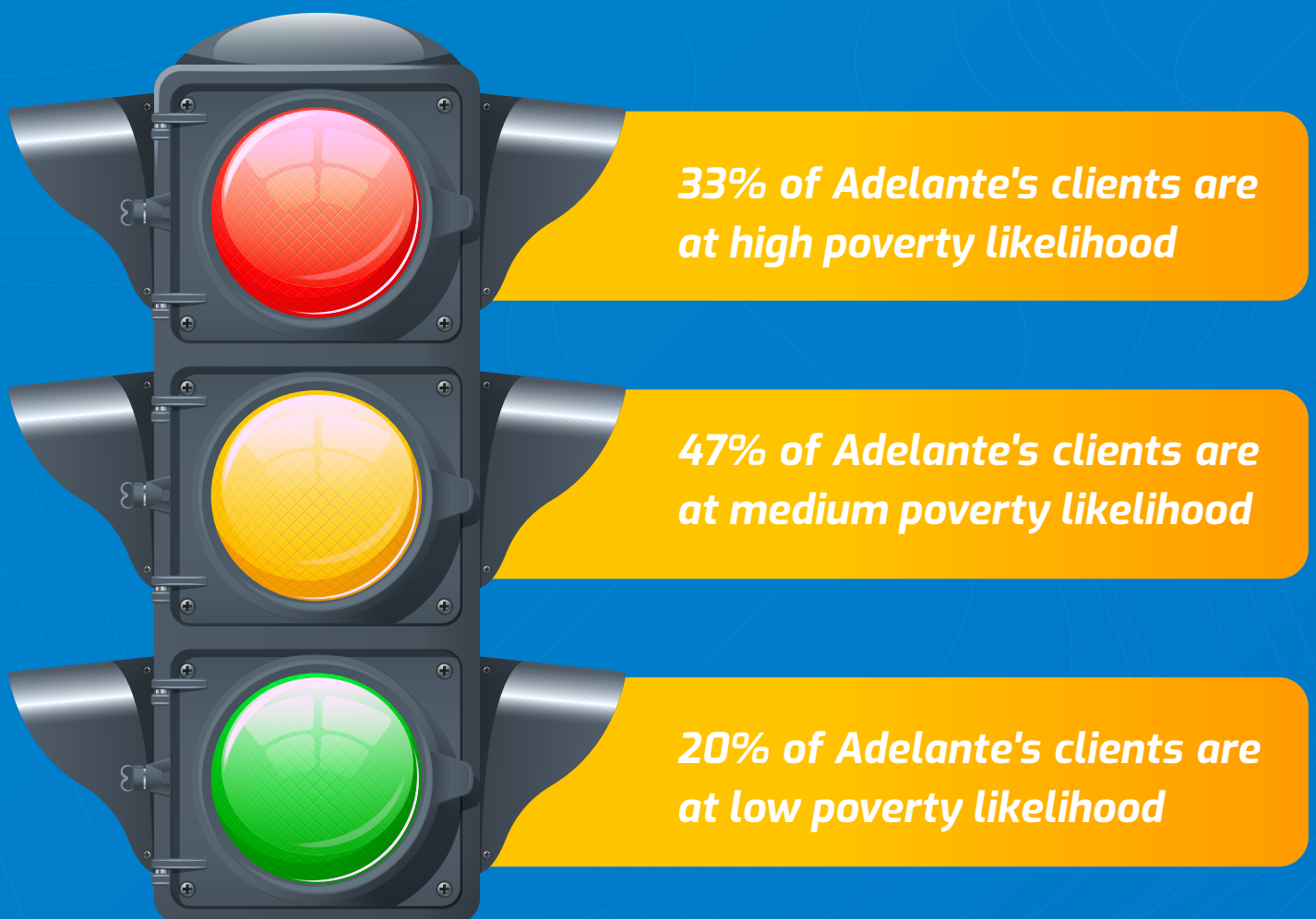
UNRECOVERABLE LOAN LOSS

\$21,546

POVERTY PROBABILITY INDEX (PPI)

The Poverty Probability Index is a comprehensive, country and contextually-sensitive poverty measurement tool to characterize households' asset ownership and probability of living below the poverty line.

Adelante uses the PPI as a poverty thermometer of our clients as it is represented in the following image during 2021



WHO WE ARE

STAFF - LEADERSHIP TEAM



GABRIELA PUERTO

GENERAL MANAGER



OSCAR SOLER

BUSINESS AND
OPERATIONS MANAGER



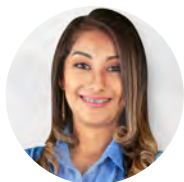
ANGELA RIVERA

GENERAL ACCOUNTANT



RUDDY ESTRADA

INFORMATION
TECHNOLOGY MANAGER



ALEJANDRA DUEÑAS

EDUCATION & MARKETING
COORDINATOR



OCTAVIO DORMES

RISK AND COMPLIANCE
OFFICER



BRENDA FLORES

HUMAN RESOURCE
COORDINATOR

PLUS MORE **THAN** **MEMBERS**
40 OTHER TEAM
LOCATED IN FIVE BRANCHES
ACROSS HONDURAS



Adelante

Empowering women with microcredit





"Although economic expansion continues to be rapid in the developing world, this does not mean that all people automatically benefit from the development process. Adelante's mission is of vital importance...by providing microfinance and supporting women's economic self-sufficiency, she shares the fruit of her labor, benefitting not just her family but also her community."

Oscar Soler,
Operations & Business Manager,
Fundacion Adelante



"As a long time donor and now a board member, I see firsthand how donations are put to work loaning to women who start even the smallest of businesses, and work their families out of poverty. It takes only a small loan and the responsibility of paying it back, and a family's life is changed for the better. I'm very proud of the work Adelante does."

Janet Lautenberger
Board Secretary



"Something I appreciate most about serving on Adelante's board is the organization's staunch commitment to serving the most vulnerable. Serving the clients we do is not always the safest, easiest or most profitable option. I have been inspired to see commitment across the organization - from board members to loan officers - to staying true to our mission of empowering enterprising women with the LEAST opportunity to achieve economic self-sufficiency."

Lindsey Doolittle
Board member



"I have worked for government contractors, foundations, and nonprofits implementing a variety of humanitarian services. I continue to believe microfinance is the most powerful and sustainable economic development tool. Providing women access to financial resources and support to advance enterprises of their choosing, women experience empowerment and retain dignity while reaching new heights. With a loan repayment rate 97%, more loans are available to other deserving women in perpetuity."

Jodi Fischer
Development Director

THANK YOU

Adelante Supporters

Over 20 years ago we set out to provide “unbankable” women of Honduras with a hand-up versus a hand-out. Despite two hurricanes and a pandemic that ravaged the country in 2020, hard-working entrepreneurial women are thriving. We could not advance this important work without our valuable supporters.

Pathways Out of Poverty (\$10,000 +)

Rich Lang
Geoff Williams
Women’s Empowerment

Enabling Enterprise (\$5,000 to \$9,999)

John & Elizabeth Kendall
Janet & Pat Wiesner
Seafresh Group

Delivering Dignity (\$1,000 to \$4,999)

Ghada Aboukhater
Wendy Diamond
Lindsey Doolittle
Kathy and Bruce Fitzgerald
Michael Girton
Rhonda Evans Hartman
Hayes Family Foundation
Debi & Bryan Jacobs
Emily & George Jaquette
Janet Lautenberger
Molly & Anthony Lehman
Rich Musat
Joanne Poile
Alexis & Ben Sullivan
Susan Vanderberg

Empowering Women (\$500 to \$999)

David Fleming
Sean Fox
Dick Hayes
Betsy & David Hofmeister
Maria Luisa Hubing
Kent Scott
Barb & Bob Sample
Julie & David Tabora
Trinity Church

Allies of Adelante (Up to \$499)

Myrna Adkins
Dina & Bob Anderson
Cynthia Bach
T. Barclay
Erin H. & Jon Becker
Lucilla Jane Berman
Elinor Boldus
Danielle Callen
Millicent Carter
Cecilia Chi-Ham
Gregory Chin
Lishin Chiu
Anne Coughlin
Sue Counterman

Connie & Joe Croegaert
Mary Ellen Davis
Sue Davis
Tammy Dawson & Victor Vasquez
Alice DeVries
Trum DeVries
Edith Dulles
Krista & Matthew
Easton
Kriss Ferrier
Jodi Fischer
Ashley Friday's Films
Nancy Fleming
Rebeccah Fleming
Sierra George
Sara & Michael Gilbert
Elnore & Ron Grow
Laraine Guyette
Suzanne Hamm
Cynthia Hayes
Rogene Howe
James N. Hubing
Marylou Hughes
Sharon Hwang
Ellen Jacobs
Rebecca Jennings
Martha Karnopp
Brendan Kelly
Ellen King
Lisa Kirvin
Cynthia Klein
Angie Koerner
Constance Lanphier
John McPherson
Andrew Neuschatz
Elyse Phillips
Marthea Proudfoot
Sandra Reavey
Sheri & Buddy Rich

Robert Rose
Lilliana Sandoval
Goldie & Roger Sample
Carroll Sandel
Kathleen & Leo Schettler
F. Floyd Shoemaker
Janelle Schwartz
Spring International Language Center
Erik Stark
Ronald Stoner
Marthe & Robert Sullivan
Sean Sullivan
Jessica Taylor & John F Gibbon
Edward Vidales
Peter Von Hemert
Walt Whitman HS, Ayudar Para Cambiars
Catherine & Mark Welch
Stephen Werner
Arthur Wilkonson
Kay Wood

Board

David Fleming, **President**
Janet Lautenberger, **Secretary**
Rich Lang, **Treasurer**

Board Members

Gina Cappuccitti
Lindsey Doolittle
John Kendall
Bob Sample
Rich Musat
Maria Hubing
Cecilia Chi-Ham
Tony Stone



Why Women?

Women in poor, rural regions are known to be more reliable borrowers of credit than men.

They are more likely than their male counterparts to repay loans, and reinvest profits into the well-being of their family and households.

Women comprise less than 30% of commercial bank loans worldwide. By providing women with microloans, training, and mentorship, women achieve economic self-sufficiency.

