

COOPERATIVE HOUSING FOUNDATION (CHF)

QUARTERLY REPORT

JORDAN ACCESS TO CREDIT PROJECT (JACP)

Date: April 15, 2002
Contractor: Cooperative Housing Foundation
Reporting Period: January, February and March 2002
Cooperative Agreement Number: 278-A-00-98-0002-00

SECTION 1 - CONTRACTOR REPORT

PART A - NARRATIVE OF PROGRESS ON MAJOR ACTIVITIES

ELEMENT 1 - BACKGROUND

This project is a collaborative effort by CHF, Jordan River Foundation (JRF) (non-financial services), the Cairo-Amman Bank, Bank of Jordan, the Housing Bank for Trade and Finance and the Jordan National Bank. The project is lending USD \$4 million over a five-year period to residents of the Karak, Tafila, Ma'an, Madaba, Aqaba, Jerash, Amman and Irbid governorate. The USAID capital fund will be augmented by a minimum 20% capital contribution by all participating financial institutions except the Housing Bank for Trade and Finance. In addition, CHF has obtained capital funding (line of credit) from the Development and Employment Fund (DEF) of up to \$200,000. CHF is also in the process of obtaining a loan through Citibank as part of the Wholesale Funding Facility.

The JACP contains two lending products:

- A group based micro-credit portion, which targets micro, formal, and informal home based production cooperatives as well as individuals involved in micro-credit enterprises. The group based micro-credit portion of the program targets women both individually and through cooperatives. Credit is used to increase current production through working capital loans or small fixed asset purchases. Group based micro loans range from 100 JD to 500 JD. The term of these loans is 6 months or 9 months.
- A graduated lending approach is being used for the small and medium size enterprises, in which most clients are small businesses with an interest to expand

their current operations. Individual loans range from 100 JD to 14,000 JD. The term of these loans is from six months to three years.

CHF held a Business Planning Seminar from July 29-30, 1998. During this seminar, the data from the demand survey was used to determine the precise mix of capital to be allocated between these two distinct components. Based on an in-depth analysis of the demand and project operating costs, the interest rate(s) were established to achieve, at a minimum, operational sustainability within four years and financial sustainability within seven years.

CHF held its second Business Planning Seminar from February 8-10, 2000 in Wadi Musa, Jordan. The purpose of the meeting was to review the past year's achievements and lessons learned in order to develop a strategy for the following two years of program implementation. The result of this meeting was a revised business plan that was submitted to USAID-Jordan in April 2000. On October 3, 2000 CHF submitted to USAID a Project Extension proposal, which is based on the main components of our second Business Plan. The Project Extension Proposal was approved by USAID in December 2000 and the modification (number 8) was executed by USAID and CHF in February 2001. The Cooperative Agreement is now extended through December 31, 2002.

ELEMENT 2 - EXPECTED RESULTS

At the end of the project CHF estimates that the following results will be achieved.

- Develop the capability within a local bank or finance organization to manage a sustainable micro-credit and small business-lending program. A component of the local organization's institutional capacity building will focus on the necessary skills to interact with the formal financial institutions. This expansion of the retail credit sector will meet USAID I.R. 5.1.3.
- Reach operational sustainability within a four-year period and full financial sustainability within seven years. (USAID I.R. 5.1.2)
- Increase access to financial services (USAID S.O. 5, and I.R. 5.1) for small and micro-businesses especially women owned and operated businesses (5.1.1).
- During the Business Planning Seminar, CHF presented USAID the targets that it expects to reach over the life of the program. The following are CHF results in light of the newly modified performance indicators:
 - Level of operational sustainability is currently 134%.
 - Delinquency & loan losses currently stand at 3%.
 - Number of active loans is currently 3,400.
 - Use of commercial banks or finance companies is currently 12,142.

- Number of women borrowers currently stands at 59.4% of the total disbursed portfolio.
- Repeat borrowers are 31% of the portfolio.
- Borrowers outside of Amman currently represent 99% of CHF clients.

These indicators have been submitted to USAID as a project deliverable in the third quarter of the project and detailed in the last two (2) pages of this report.

ELEMENT 3A - CURRENT CORE ACTIVITIES

During the second quarter of 2002, the Jordan Access to Credit Project focused on the following major activities:

Lending Operations

Discussions with Financial Institutions

Program Operations

Project Administration

MIS

Exit Strategy Options:

1. JMCC – Status of Joint-Operations/Merger
2. Creation of a Local Institution

Lending Operations

Lending operations were initiated in both Aqaba and Karak in December 1998. Lending began in Wadi Musa in March 1999. Operations began in Ma'an during May 1999, while Tafila operations began September 1999. In February 2000, CHF added the Madaba Governorate to the current operations. In Madaba, the CHF loan officer is working out of the Jordan National Bank (JNB). This model allows CHF to considerably reduce operational costs while simultaneously demonstrating CHF's lending experience directly to the JNB staff. In February 2001, CHF opened the Jerash and Irbid branches. CHF operates these branches out of the Jordan National Bank. Loan officers stationed in the JNB branches in Irbid and Jerash can process loans for any of the partner financial institutions. CHF initiated lending in Amman in November 2001.

All regional lending operations continued marketing their individual loans. Group lending continued in all branches except Maan. However, during the previous reporting period, group loans were modified to include either checks or gold as a form of collateral.

As of October 2001, the JACP had fully disbursed all program capital funds. Since then, the JACP has only had capital re-flows available for lending. Monthly re-flows average approximately 180,000 JD or \$254,000 USD.

During the reporting period, the program disbursed 56 group loans (identified by the number of clients): 16 in the month of January, 24 group loans in February and 16 group loans in March. These group loans had a disbursed value of JD 11,830. The demand for group loans is diminishing in southern Jordan. This is primarily due to the poor

economic situation in the region and a requirement that a group member must have some form of collateral. Due to weak repayment, CHF slightly modified the group loan product. First time borrowers must now have either checks or gold as a form of collateral. Even though the demand for loans has decreased, the percentage of women group loan clients remained at approximately 60%. To date, 85% of all clients are group loan clients. Group loans represent 25% of the value of disbursed loans since program inception.

There was strong demand for individual loans during the quarter. The program disbursed 270 individual loans: 73 individual loans in the month of January, 97 individual loans in February and 100 individual loans in March. However, due to the shortage of available capital, approximately 45,000 JD remain as a backlog. The JACP has made a very strong effort to reduce its marketing and outreach in order to try to match anticipated funding (re-flows) with market demand. The total value of individual loans disbursed this quarter was 554,577 JD. Women constitute 21% of all individual loan clients. Individual clients constitute 15% of all borrowers while the individual loan portfolio constitutes 75% of the value of the overall loan portfolio.

At the end of the Quarter, the repayment rate for our "Meena" individual loan (which has been in operation for 10 months) remained at 100%. The Meena loan differs from our standard individual loan because:

1. Loan is on a 28 day cycle;
2. Interest is calculated on a flat rate and deducted up-front;
3. All loans are underwritten and serviced through the Housing Bank, and
4. All loans are tracked on the Housing Bank's home banking Internet access system which provides "real-time" repayment data.

The repayment rate for standard (declining balance) individual loans remained at 98% while the repayment rate for group loans was 91%. The overall program repayment rate remained at 97%. Over the reporting period, the JACP's individual loan repayment rate rose while the group loan repayment rate remained constant. The net effect (based on a weighted average) is positive for the JACP because 94% of the value of the entire loan portfolio is placed in individual loans.

CHF is aware that its active loan base will continue to decrease if only individual loans are generated. CHF added a "golden loan" product in order to increase the number of loans less than 1,000 JD. The product has received mixed results with the strongest demand occurring in Aqaba and the weakest demand occurring in Irbid. CHF will continue to offer this product in all branches. In addition, CHF has constantly been emphasizing to each of the branch managers the importance of reducing the loan term and the loan amount. CHF is currently working with Ms. Anita Campion, a consultant from AMIR II, to provide technical assistance in order to expand the JACP's products and develop alternative strategies to increase the JACP's active client base. In addition, as part of AMIR II support, Pedro Jimenez from ADEMI will meet with CHF to see if he can help us modify our current products or loan operations in an effort to provide greater outreach and improve our services.

Discussions with Financial Institutions

The Cooperative Housing Foundation is currently working in partnership with four local banks – Bank of Jordan, Cairo-Amman Bank, Jordan National Bank and the Housing Bank for Trade and Finance. Although CHF does not generate new loans through the Bank of Jordan, the bank continues to service existing loans. In addition, during the reporting, the Cairo-Amman Bank informed CHF that they were no longer interested in participating in the program. The CAB indicated that given their limited outreach, they were not able to generate the volume of loans and corresponding amount of profit to make the program a viable component of their overall operations. It should be noted that the Bank would continue to service existing CHF loans.

All banks are working in close collaboration with the JACP's Director of Finance and Chief Accountant to handle reporting and reconciliation of lending activities, especially with regard to the transfer of capital funds and interest income paid on loans.

Since program inception, three partner banks have disbursed a cumulative total of 1,100,752 JD of their own funds in loans to CHF clients. The Jordan National Bank has the highest share at 790,657 JD. The Bank of Jordan contributed 211,780 JD while the Cairo-Amman Bank contributed 98,315 JD. The JACP uses 100% of their funds for loans generated through the Housing Bank.

During the quarter, CHF-Jordan continued to have meetings with senior managers at each of the partner banks. The purpose of these meetings was to:

1. Reconcile accounts between CHF and the banks.
2. Improve the transfer of financial reports from the bank branches to the main branch, with an emphasis on the end of month summary reports.
3. Reduce the transfer time for CHF funds from the collection accounts to CHF capital accounts. Since there is a shortage of capital, funds must be automatically swept from CHF collection accounts in order to be immediately re-lent.
4. Develop a collection strategy with the Jordan National Bank Maan branch. CHF hired a collection officer that began on March 1, 2002. The bank on a periodic basis sends one of their employees to the field with our collection officer in order to assist in the collection of delinquent loans.
5. Discuss the use of the Wholesale Lending Facility with the Housing Bank, Cairo-Amman Bank and the Jordan National Bank. To date, the best rate that CHF has been able to obtain is from Citibank at a rate of 7.50% at a "leveraging" rate of 1:1. All of the banks informed CHF that if leveraging were to take place, the interest rate would be significantly higher. The JNB quoted CHF a rate of 12.0 % with a leveraging rate of 1:1.25.

Housing Bank:

CHF and the Housing Bank signed a "Letter of Agreement" on March 18, 2001 and the JACP began lending through the Bank in April 2001. Under this agreement, the contractual relationship is between CHF and the client, and loan disbursement and repayments are made through the Housing Bank. CHF provides each client with

numbered deposit slips. The Housing Bank references these slip numbers on the client's repayment transaction, which CHF can then track through the bank's electronic banking services (home banking). This process gives CHF real time data on loan repayments made at the Housing Bank and greatly assists our collection activities. To date, CHF has 100% repayment on loans underwritten through the Housing Bank. During the previous reporting period, CHF signed an agreement with the Housing Bank that allows CHF to use Housing Bank guarantors. These guarantors have a salary that is transferred to the bank. The agreement allows CHF to block a guarantor's funds. The agreement also (at the client's request) requires the bank to complete a client/guarantor check form. This form provides CHF with essential information on the client or guarantor such as current outstanding obligations, salary data, etc. This form also prevents the client from modifying his salary transfer agreement to the bank unless CHF gives their approval. During the reporting period, CHF disbursed 285 loans in the amount of 502,357 JD through the Housing Bank.

Jordan National Bank:

During the reporting period, there was a significant decrease in the volume of new loans generated through the JNB. CHF disbursed only 41 loans in the amount of 63,600 JD through the Jordan National Bank.

Cairo-Amman Bank:

The Cairo-Amman Bank (CAB) and CHF met on several occasions during the reporting period to discuss the CAB's unwillingness to abide by the CAB-JACP Memorandum of Understanding. The CAB's final response was that the program is too labor intensive for the level of income that the portfolio is generating and that they were no longer interested in participating in the program. However, the CAB agreed to continue to service current clients. During the reporting period, CHF did not disburse any loans through the Cairo Amman Bank. However, existing loans continue to be serviced by the bank.

Bank of Jordan:

As reported in the previous quarterly report, on December 15, 2000, the JACP stopped disbursing loans through the Bank of Jordan because the bank is not able to produce bank statements that identify loans on a client-by-client basis. Existing loans continue to be serviced by the bank.

Program Operations

CHF-Jordan branches in Aqaba, Kerak, Wadi Musa and Tafila continued marketing their individual and group-lending loans through the communities of southern Jordan. The JNB- Maan, Jerash, Irbid and Madaba branches offers individual loans for the JNB as well as the Housing Bank. By the end of the quarter, CHF had disbursed a cumulative total of 12,142 loans with a value of 6,761,692 JD.

Aqaba Branch: CHF-Aqaba branch continued their legal proceedings against delinquent clients. CHF's new lawyer is working diligently to reduce the number of clients who are

over 90 days late while Aqaba loan officers are concentrating on keeping new and existing clients current on their payments.

Since program inception, CHF has disbursed a total of 3,206 loans with a value of 1,618,739 JD in loans. During the quarter, CHF disbursed 70 individual with a value of loan clients received 92,973 JD in loans. An additional 3 group loan clients received 630 JD in loans.

The repayment rate for group loans was 92% while the repayment rate for individual loans was 98%. Aqaba's level of operational sustainability at the end of the reporting period was 63%.

Kerak Branch: Since program inception, CHF has disbursed 400 individual loans with a value of 1,222,060 JD and 3,853 group loans with a value of 648,550 JD. During the quarter, the Kerak branch disbursed 53 group loans with a value of 11,200 JD and 24 individual loans with a value of 53,163 JD.

In Kerak, the repayment rate for group loans was 91% while the repayment rate for individual loans was 98%. Kerak's operational sustainability at the end of the reporting period was 125%.

Wadi Musa Branch: As a result of adding the Housing Bank, the demand for individual loans remains strong in Wadi Musa. During the reporting period 28 individual loans were disbursed with a value of 94,500 JD.

Since program inception, the branch has disbursed 1,297 group loans with a value of 200,750 JD and 168 individual loans with a value of 537,000 JD. This reporting period, no group loans were disbursed.

Wadi Musa has a group loan repayment rate of 92% and an individual loan repayment rate of 98%. The level of operational sustainability is currently at 123%.

Maan Branch: Since program inception, there have been 137 individual loans disbursed with a value of 314,225 JD. This reporting period there were no individual loans disbursed. CHF is focusing 100% of our efforts on collecting funds from delinquent clients. Lending will resume during the next reporting period. During the reporting period CHF wrote off all Maan group loans that were over 180 days late. The repayment rate for individual loans was 95%.

With only one employee working out of the Jordan National Bank, CHF's sustainability rate in Maan is quite high. At the end of the reporting period the sustainability rate was 116%.

Tafila Branch: Since program inception, 1,752 group loans were disbursed with a value of 279,250 JD and 232 individual loans were disbursed with a value of 447,550 JD. During the reporting period no group loans were disbursed. There were 49 individual

loans disbursed with a value of 72,050 JD. Tafila has a group loan repayment rate of 92% and an individual loan repayment rate of 99%. The level of operational sustainability is 99%.

Madaba Branch: The Madaba branch only disburses individual loans. Since program inception, 164 loans have been disbursed with a value of 693,525 JD. There were 27 loans with a value of 63,625 JD disbursed during the reporting period. The repayment rate in Madaba is 100% and at the end of the reporting period the branch had reached 361% operational sustainability.

Irbid Branch: Since program inception, 143 loans have been disbursed with a value of 584,160 JD. During the reporting period, 44 loans with a value of 77,975 were disbursed. The repayment rate in Irbid is 100% and at the end of the reporting period the branch had reached 135% operational sustainability.

Jerash Branch: Since program inception, 35 loans have been disbursed with a value of 89,049 JD. During the reporting period, 9 loans with a value of 11,169 JD were disbursed. The repayment rate in Jerash is 100% and at the end of the reporting period the branch had reached 81% operational sustainability.

Amman Branch: Lending in Amman began in November 2001. To date, there have been 37 loans made with a value of 224,119 JD. During the reporting period 16 loans were disbursed with a value of 98,050 JD. The repayment rate in Amman is 100% and at the end of the reporting period the branch had reached 178% operational sustainability.

The following table provides a summary of group and individual loans through the end of the reporting period. The table also indicates disbursed loans as well as loans that have been approved but not disbursed. The percentage of female clients for each loan product is also provided.

	Loans Approved Jan -Mar 2002	Loans Disbursed Jan – Mar 2002	Total Loans Disbursed through March 31, 2002	Loans Approved but not Disbursed through March 31,2002	Disbursed and Obligated through March 31, 2002
<u>Group Loans</u>					
Number	72	72	10,336	0	10,336
% Women	65%	65%	66%	0%	66%
JD Value	14,720	14,720	1,674,780	0	1,674,780
% Of portfolio	2%	2%	25%	0%	25%
<u>Individual Loans</u>					
Number	253	213	1,806	22	1,828
% Women	29%	28%	21%	18%	20%
JD Value	931,754	779,043	5,086,912	44,400	5,131,312
% Of portfolio	98%	98%	74%	100%	75%
<u>Total Portfolio</u>					
Number of Loans	325	285	12,142	22	12,164
Loans to Women	120	107	7,214	4	7,218
% Of Women	37%	38%	59.4%	18%	59%
JD Value	946,474	793,763	6,761,692	44,400	6,806,092

Project Administration:

Enhanced Productivity Program, Ministry of Planning: CHF continues to work in collaboration with the Enhanced Productivity Program (EPP) of the Ministry of Planning. Currently, this interaction consists of the submission of an EPP generated quarterly report.

CHF/JMCC Joint-Operations

During the reporting period, CHF held several meetings with H.E. Sami Gammoh to discuss the type of joint-venture arrangement that could mutually benefit both CHF and JMCC. The development of a merged institution would be capitalized 33 % by JMCC and 67% by CHF. CHF and JMCC were unable to reach an agreement that would establish joint-operations between the two institutions because JMCC was unwilling to take a minority position within the new institutional arrangement. Likewise, CHF was not willing to take a minority position given that 67% of the capital was provided by CHF.

Shortage of Loan Capital: For the past 5 months, CHF has had a shortage of loan capital that currently stands at approximately 285,000 JD. CHF's active portfolio remains at approximately \$4,000,000. CHF has made judicious efforts to attract additional loan capital and expects that it will access funds through the Wholesale Funding Facility in April 2002.

During the reporting period, CHF met with representatives of the Jordan National Bank, Cairo-Amman Bank, Bank of Jordan, The Housing Bank for Trade and Finance and Citibank. CHF discussed the cost of capital and the leveraging that it would be able to attain from each of the banks. CHF's best financial terms were obtained from Citibank with a loan rate of 8.5% and at a leveraging rate of 1:1 (no leveraging). CHF did receive a quote from the Jordan National Bank of 12.5% with a leveraging rate of 1:1:25. However, obtaining an additional 25% of funds and raising the cost of capital by 66% is not a feasible alternative for CHF. Therefore, CHF will borrow funds from Citibank.

Sustainability:

Over the past 6 months, CHF has taken aggressive steps to reduce operational costs while simultaneously increasing operational revenue by maintaining an active portfolio of approximately \$4,000,000. CHF's operational sustainability was at 87 % during the last reporting period. At the close of this reporting period the operational sustainability has risen to 122%.

MIS Update

Delta System

Accounting Module:

- Installation completed. Data entry will continue every month.
- Layout of monthly reports (Balance Sheet, Profit and Loss, General Ledger) is pending.

Personnel Module:

- Data entry continues for both personnel data and basic data
- Calculation salaries pending input from finance department.

Loans Follow-up Module:

- Delta CEB modification in the loan Tracking System.
- Delta CEB started data conversion, from all our systems to the new system, and MIS department started testing the data conversion and found a lot of mistakes and missing data.
- Per Finance department, loans schedule is correct only for housing bank.
- Transactions and electronic repayments to the new system are pending.
- Print Voucher payments, contract, collection bills from new system are pending.

Period/Weeks		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
1	Detailed Study And Analysis	X	X	X												
2	Prototype Design				X	X										
3	Database Design					X										
4	Programming & Internal Testing						X	X	X	X						
5	Quality Assurance								X	X						
6	Installing And Training										X	X				

Period/Weeks																
	Procedure	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
7	Data Migration												X	X		
8	Thorough Testing													X		
9	Initial Acceptance														X	
10	Overseeing Go Live Process And Final Acceptance															X

No	Contents	Period/ weeks	Proposed		Actual	
			Max. Date for beginning	Max. Date for finishing	Start	Finish
1	Detailed Study And Analysis	3	4/11/2001	25/11/2001	4/11/2001	27/11/01
2	Prototype Design	2	26/11/2001	10/12/2001	26/11/2001	13/12/01
3	Database Design	1	3/12/2001	10/12/2001	3/12/2001	13/12/01
4	Programming & Internal Testing	4	11/12/2001	15/1/2002	11/12/2001	15/1/2002
5	Quality Assurance	2	8/1/2001	15/1/2002	8/1/2002	15/1/2002
6	Installing And Training	2	16/1/2002	30/1/2002	16/1/2002	19/03/2002
7	Data Migration	2	31/1/2002	14/2/2002	5/1/2002	
8	Testing	1	7/2/2002	14/2/2002	25/2/2002	
9	Initial Acceptance	1	15/2/2002	23/2/2002		
10	Overseeing Go Live Process And Final Acceptance	1	24/2/2002	3/3/2002		

Proposed Exit Strategy

JMCC and CHF will not merge. CHF must now register as a branch of a foreign company. CHF-Jordan's lawyer sent a draft POA and the capitalization requirements for this merger to CHF-HQ. The POA must be executed and the required capital sent to Jordan in order to register the CHF-Jordan branch. In addition, USAID sent CHF a letter requesting that we provide them with a copy of our Exit Strategy Plan by 8 April. CHF requested an extension until 15 April and a detailed plan was submitted on April 15.

Under this plan, CHF will establish a local, private "service" company, with the capacity to administer a credit portfolio funded by a variety of capital sources and offer a mix of products, to continue the current activities of CHF's JACP. The service company will be a local Jordanian entity, but will maintain an affiliation with CHF International, allowing the service company to benefit from CHF's experience and established organizational relationships, while allowing CHF to support its successful performance in order to continue attracting the interest of the private sector in microcredit programs in Jordan and elsewhere.

Certification as to Effective Use of Commodities

JACP operates out of 5 full lending offices in the south of Jordan, has 2 offices operating in northern Jordan, has one employee working out of the Jordan National Bank office in Madaba, and one employee working out of the Jordan National Bank in Maan and one administrative office in Amman that also services the Bayader –Wadi Seer clients. All offices are furnished and have the necessary office equipment to function. All purchases for the offices were made using USAID funds and following USAID procurement policies.

CHF has not transferred or disposed of any USAID property in the past quarter. The JACP certifies that all USAID funded commodities are effectively utilized at each of the branch offices. The larger commodities (not including furniture) consist of 4 project vehicles, 16 desk top computers, 6 laptop computers, 3 servers, 9 computer printers, 5 photocopying machines and 6 fax machines. During the reporting period, CHF purchased a new server and computers according to FAR guidelines and CHF has 3 quotes on file for this purchase as well as all other purchases that exceed 500 USD.

The following two tables provide a detailed summary of group and individual loans by branch with the corresponding number of clients, total value of loans disbursed, and the CHF share of the loan amount as well as the banks share of contribution since program inception as well as on a yearly basis.

Individual Loans:

Community. Habitat. Finance
Lending Activities by Branch Via Bank - Accumulative
Individual Loans - Fiscal Year 99 & 00 & 01 & 02 (Bank Share)

Month	# Client	Total Value	CHF Share	B.O.J.	J.N.B.	C.A.B.	Housing B.	Total Bank
Aqaba - FY 99	96	324,400	253,475	38,500	30,225	2,200	0	
Aqaba - FY 00	144	315,950	242,858	16,620	49,513	6,960	0	
Aqaba - FY 01	136	355,975	321,575	3,020	25,800	5,580	209,775	
Aqaba - FY 02	118	184,564	178,493	0	5,531	540	159,739	
Total Aqaba	494	1,180,889	996,400	58,140	111,069	15,280	369,514	1
Karek - FY 99	118	301,000	236,495	42,980	21,525	0	0	
Karek - FY 00	102	301,050	235,230	27,910	28,050	9,860	0	
Karek - FY 01	129	465,175	424,260	5,300	24,500	11,115	269,100	
Karek - FY 02	51	154,835	152,710	0	1,125	1,000	145,335	
Total Karek	400	1,222,060	1,048,695	76,190	75,200	21,975	414,435	1
Wadi Mousa - FY 99	15	47,050	36,598	1,900	5,213	3,340	0	
Wadi Mousa - FY 00	44	97,100	76,720	2,400	4,800	13,180	0	
Wadi Mousa - FY 01	58	219,500	202,765	0	10,425	6,310	143,250	
Wadi Mousa - FY 02	51	173,350	173,350	0	0	0	173,350	
Total Wadi Mousa	168	537,000	489,433	4,300	20,438	22,830	316,600	
Ma'an - FY 99	39	107,800	84,025	12,700	11,075	0	0	
Ma'an - FY 00	53	110,300	85,485	11,040	13,775	0	0	
Ma'an - FY 01	44	92,125	69,244	600	22,281	0	0	
Ma'an - FY 02	4	4,000	3,000	0	1,000	0	0	
Total Ma'an	137	314,225	241,754	24,340	48,131	0	0	
Tafila - FY 99	2	5,500	4,125	0	1,375	0	0	
Tafila - FY 00	79	153,250	115,438	1,200	35,813	800	0	
Tafila - FY 01	70	148,500	121,400	0	27,100	0	40,100	
Tafila - FY 02	81	140,300	126,663	0	13,638	0	85,750	
Total Tafila	232	447,550	367,625	1,200	77,925	800	75,000	
Madaba - FY 99	0	0	0	0	0	0	0	
Madaba - FY 00	33	131,100	98,325	0	32,775	0	0	
Madaba - FY 01	73	356,600	297,450	0	59,150	0	120,000	
Madaba - FY 02	58	205,825	190,719	0	15,106	0	84,000	
Total Madaba	164	693,525	586,494	0	107,031	0	204,000	1
Irbed - FY 99	0	0	0	0	0	0	0	
Irbed - FY 00	0	0	0	0	0	0	0	
Irbed - FY 01	64	324,260	298,460	0	25,800	0	221,060	
Irbed - FY 02	79	259,900	246,025	0	13,875	0	204,400	
Total Irbed	143	584,160	544,485	0	39,675	0	425,460	

Jerash - FY 99	0	0	0	0	0	0	0	0
Jerash - FY 00	0	0	0	0	0	0	0	0
Jerash - FY 01	21	67,820	66,070	0	1,750	0	60,820	
Jerash - FY 02	14	21,229	21,229	0	0	0	5,710	
Total Jerash	35	89,049	87,299	0	1,750	0	66,530	
Amman - FY 99	0	0	0	0	0	0	0	
Amman - FY 100	5	3,304	3,304	0	0	0	3,304	
Amman - FY 101	2	4,265	4,265	0	0	0	4,265	
Amman - FY 102	30	216,550	216,550	0	0	0	216,550	
Total Amman	37	79,500	224,119	0	0	0	224,119	
Total - FY 99	270	785,750	614,718	96,080	69,413	5,540	0	1
Total - FY 00	455	1,108,750	854,055	59,170	164,725	30,800	0	2
Total - FY 01	595	2,029,955	1,801,224	8,920	196,806	23,005	1,064,105	2
Total - FY 02	486	1,360,553	1,308,738	0	50,275	1,540	1,151,753	
Total since Program Inception	1,806	5,285,008	4,578,735	164,170	481,219	60,885	2,215,858	7

Group Loans:

Community. Habitat. Finance

Lending Activities by Branch Via Bank - Accumulative

Group Loans - Fiscal Year 99 & 00 & 01 & 02 (Bank Share)

Month	# Client	# Group	Total Value	CHF Share	B.O.J.	J.N.B.	C.A.B.	H.B.
Aqaba - FY 99	983	161	147,450	114,105	11,910	19,275	2,160	0
Aqaba - FY 00	686	127	107,650	85,195	2,110	4,625	15,720	0
Aqaba - FY 01	968	171	167,400	126,648	0	36,363	4,390	0
Aqaba - FY 02	75	14	15,350	12,038	0	3,313	0	2,100
Total Aqaba	2,712	473	437,850	337,985	14,020	63,575	22,270	2,100
Karek - FY 99	1,160	193	178,400	139,278	21,910	17,213	0	0
Karek - FY 00	1,289	236	220,800	167,960	7,860	43,400	1,580	0
Karek - FY 01	1,351	241	249,350	187,013	0	62,338	0	0
Karek - FY 02	53	9	0	11,200	0	0	0	11,200
Total Karek	3,853	679	648,550	505,450	29,770	122,950	1,580	11,200
Wadi Mousa - FY 99	336	63	50,400	40,110	0	1,050	9,240	0
Wadi Mousa - FY 00	498	94	77,150	58,948	0	13,863	4,340	0
Wadi Mousa - FY 01	463	82	73,200	54,900	0	18,300	0	0
Wadi Mousa - FY 02	0	0	0	0	0	0	0	0
Total Wadi Mousa	1,297	239	200,750	153,958	0	33,213	13,580	0
Ma'an - FY 99	67	12	9,750	7,680	1,470	600	0	0
Ma'an - FY 00	655	118	88,900	67,263	2,350	19,288	0	0
Ma'an - FY 01	0	0	0	0	0	0	0	0
Ma'an - FY 02	0	0	0	0	0	0	0	0
Total Ma'an	722	130	98,650	74,943	3,820	19,888	0	0
Tafila - FY 99	12	2	1,800	1,350	0	450	0	0
Tafila - FY 00	1,109	173	171,250	128,438	0	42,813	0	0

Tafila - FY 01	631	115	106,200	79,650	0	26,550	0	0
Tafila - FY 02	0	0	0	0	0	0	0	0
Total Tafila	1,752	290	279,250	209,438	0	69,813	0	0
Total - FY 99	2,558	431	387,800	302,523	35,290	38,588	11,400	0
Total - FY 00	4,237	748	665,750	507,803	12,320	123,988	21,640	0
Total - FY 01	3,413	609	596,150	448,210	0	143,550	4,390	0
Total - FY 02	128	23	15,350	23,238	0	3,313	0	13,300
Total Since Program Inception	10,336	1,811	1,665,050	1,281,773	47,610	309,438	37,430	13,300

Results Linked to Indicators:

1. Level of Operational Sustainability:

	Target	Actual			
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
12/98	N/A				N/A
12/99	50%	5%	33%	46%	55%
12/00	75%	41%	54%	57%	74%
12/01	100%	72%	62%	72%	82%
12/02	117%	122%			

2. Delinquency & Loan Losses

	Target	Actual			
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
12/98	N/A				N/A
12/99	2%	0%	2%	2.7%	1.9%
12/00	2%	2%	2%	2.5%	3%
12/01	2%	3%	3%	3%	3%
12/02	2%	2%			

3. Number of Active Loans

	Target	Actual			
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
12/98	250	--	--	--	332
12/99	4,650	1,223	2,096	2,264	2,350
12/00	8,195	2,468	4,003	4,515	5,003
12/01	11,383	5,457	5,114	4,476	4,010
12/02	12,101	3,400			

4. Use of Commercial Banks or Finance Companies

	Target	Actual			
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
12/98	250	--	--	--	332
12/99	4,650	1,223	2,096	2,832	3,566
12/00	8,195	4,363	6,040	7,524	8,853
12/01	11,383	9,730	10,514	11,528	11,813
12/02	12,101	12,142			

5. Women Borrowers

	Target	Actual			
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
12/98	150				318
12/99	2,772	805	1,268	1,719	1,786
12/00	4,917	2,881	3,811	4,618	5,509
12/01	6,830	6,007	6,421	7,078	7,101
12/02	7,260	7,213			

6. Repeat Borrowers

	Target	Actual			
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
12/98	N/A	N/A	N/A	N/A	N/A
12/99	50%	N/A	5	3.8%	16%
12/00	50%	15%	23%	34%	28%
12/01	50%	34%	21%	23%	27%
12/02	50%	44%			

7. Borrowers outside of Amman

	Target	Actual			
		1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
12/98	N/A				100%
12/99	100%	100%	100%	100%	100%
12/00	100%	100%	100%	100%	100%
12/01	100%	100%	100%	100%	99%
12/02	75%	99%			



International

HELPING PEOPLE THROUGH
COMMUNITY • HABITAT • FINANCE

April 17, 2002

Jon Lindborg, Director
Office of Economic Opportunities
USAID, Amman, Jordan
FAX: 011-962-6-5-920-143

**RE: Cooperative Housing Foundation Quarterly Report for
the Southern Jordan Access to Credit Project, C A No. 278-A-00-98-00002-00**

Dear Mr. Lindborg,

Attached please find a copy of CHF's Quarterly Report for the Jordan Access to Credit Program covering the reporting period January 1 – March 31, 2002.

Please feel free to contact me or Program Officer Catherine McMahon should you have any questions or concerns. CHF looks forward to further collaboration with USAID/Jordan in expanding sustainable microfinance services in Jordan.

Sincerely,

Michel Holsten
Director, Field Program Operations

CHF International

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