

ENTREPRISE IN ACTION

Spring, 2005

Newsletter of



Dear Friends and Colleagues,

Welcome to this edition of **ENTREPRISE IN ACTION**, the quarterly newsletter of **Social Enterprise Associates**. In this issue, we share:

→ New Research, New Presentation, & Interesting Industry Stuff of Note

NEW RESEARCH

All research material is available for FREE at www.socialenterprise.net/resources.html.

- New Working Paper #5: "**Positioning Microfinance Institutions for the Capital Markets**" by Drew Tulchin with contributions from Mukund Bhaskar.

The paper explores elements of the microfinance industry as they relate to increased access to capital markets. It identifies specific areas in which the microfinance industry can consider making improvements for better access to investment, including industry language, organizational behavior of microfinance institutions, and deal structure. These areas were identified based upon more than three-dozen conversations with investment professionals, review of industry research, and practitioner experience.

NEW PRESENTATION

As a full time employee of Grameen Foundation USA, Drew Tulchin presented at Johns Hopkins SAIS for the Swiss Foundation on "**Investing in Microfinance for Sustainable Development**", March, 2005. www.swissfoundation.org/events/030205_microcredit_2.html.

INTERESTING INDUSTRY STUFF OF NOTE

In our project work, research, and networking, here are some great items to share:

- A new microfinance capital markets newsletter is being put out by CGAP / MIX Market, available at: <http://cgap.org/mcm/index.html>.
- Company mixing remittances and microfinance, bringing some new innovations to the industry: Microfinance International Corporation (MFIc) www.mfi-corp.com

Social Enterprise Associates is a US for-profit consulting company applying business principles to achieve community good. We value affordable, results-oriented client services. We are always interested in updates from our colleagues and community stakeholders; email us at info@socialenterprise.net.

Thanks to our latest Social Enterprise Associates Interns: Mukund Bhaskar & Brooks Evans.

Regards,
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