



Kiva Covid -19 Response

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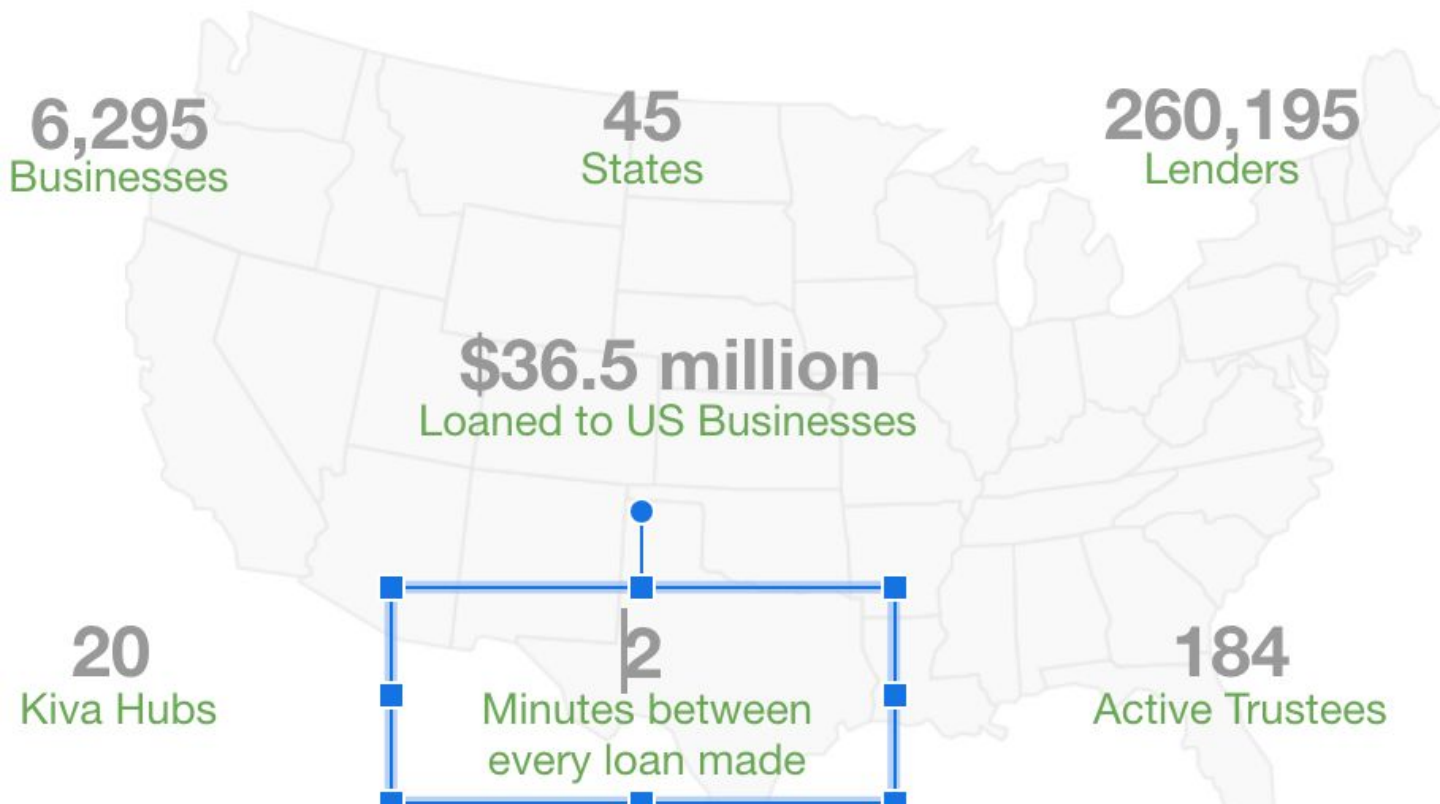
- Who do we serve?
- How Kiva work?
- Kiva's Response to Covid-19

**Dreams are
universal.**



**Opportunity
is not.**

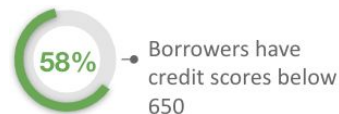
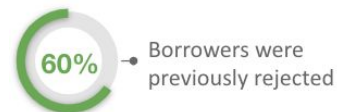
> Kiva Loan - Community, Capital, Connections



WOMEN AND People of Color



THE CREDIT INVISIBLE



> Kiva Loan - Community, Capital, Connections



Kiva provides the first step on the capital ladder for crowdfunding loans from a community of lenders motivated by impact creation in their communities.





Kiva Loan - Requirements



Do you qualify for a Kiva loan?

- You must be over 18 years old.
- You must be using the loan for business purposes.
- You and your business must be based in the United States.
- Your business must not be engaged in any of the following activities:
 - multi-level marketing / direct sales;
 - federally illegal activities (e.g. gambling, scams, hemp-related products)
 - pure financial investing (e.g. stocks)
- You cannot currently be in foreclosure, bankruptcy, or under any liens.
- You must be willing to demonstrate your social capital by having a small number of your friends and family make a loan to you

> Kiva Loan - Process



Submit a loan application 30 min - 1 hr

Borrowers can start a loan application at:

kiva.org/borrow

In addition to some financial questions, we ask for a high quality photo, personal and business story.

Tax returns, bank statements and business proof aren't required but will help borrowers qualify for larger loans approvals.

Kiva Review 5-7 days

Kiva reviewers also look at social factors to determine a borrower's loan size, such as whether they have:

- Been endorsed by a Kiva Trustee (optional)
- Made a loan to another Kiva borrower (optional)
- Has an online presence for their business

Fundraising 1 - 45 days

Private: Borrowers invite their friends and family (5-25 people) to support them with as little as \$25 dollars in a 15 day Private Fundraising Period.

Public: Borrowers have an additional 30 days to fundraise for the rest of their loan – from Kiva's global community of 1.6M lenders.

Kiva US borrowers have over a 95% chance of being fully funded

Repayment 12-36 months

Repayments are made monthly, via PayPal. Payments start 1 month after loan is made.

Monthly repayments are calculated by taking the loan amount and dividing by the number of months in the loan term.

So a \$10,000 loan with a 36 month term would have monthly repayments of \$277.78.

> Kiva Loan - Trustees



Borrowers who work with community partners called Trustees are coming to Kiva with an extra level of validation and credibility.

- Trustees endorse borrowers that they have established relationships with
- Endorsements can accelerate a borrower's application review time
- In some cases, endorsements can help borrowers get approved for larger loan sizes and lower PFP amounts



> Kiva Loan - Loan Sizes and Private Fundraising



Small	1K - 3K
Private Fundraising	15 PFP or 5 with Certified Trustee
Term	12 - 18 Months
Medium	3.5K - 6K
Private Fundraising	20 PFP or 10 with Certified Trustee
Term	24 Months
Large	6.5K - 10K
Private Fundraising	25 PFP or 15 with Certified Trustee
Term	36 Months



> Small Businesses are Suffering



Millions of American businesses will be disrupted when employees and customers must stay home and supply chains break down during the COVID-19 outbreak.

We're making changes to our U.S. loan program to accommodate for this and encourage more applications.

- **Expanded eligibility:** More businesses in the US will be eligible for a Kiva loan.
- **Larger loans:** The maximum loan on the Kiva platform will increase from \$10,000 to \$15,000.
- **Grace period:** New borrowers may access a grace period of up to 6 months for greater financial flexibility.



> All US Businesses are now COVID-19 Businesses.



Typical Loan Product

- \$1,000-\$10,000 Loans
- 0% Interest
- 12-36 month terms

COVID-19 Response Product

- \$1,000-\$15,000 Loans
- 0% Interest
- 12-36 month terms
- Expanded underwriting
- 6- month repayment grace period

Kiva US Small Business Loans

0% Interest, No Fees

iva

In response to the COVID-19 pandemic, Kiva US is offering small business applicants

- Expanded loan sizes, now up to \$15,000
- Grace periods between 1-6 months



\$1,000 - \$3,000

\$3,500 - \$6,000

\$6,500 - \$10,000

\$10,000 - \$15,000

Private Fundraising

5-15 people

Term

12-18 months

Private Fundraising

10-20 people

Term

24 months

Private Fundraising

15-25 people

Term

36 months

Private Fundraising

30-40 people

Term

36 months

A borrower's starting loan range will be determined by:

- Debt to income ratio - calculated by monthly subtracting monthly debt from monthly income
- Existence of separate bank accounts for business and personal finances
- Government-issued business proof (local, state, or federal)

Apply: <https://www.kiva.org/borrow>

For help: <http://www.kivaushub.org/application>

Reach out: Borrowers@kiva.org

> Anahi, First \$15K Loan from Oakland



Funded

Total loan: \$15,000

Powered by 187 lenders

Anahi

Professional Eco Cleaning



Oakland, CA, United States / Cleaning
Services

[Find a new loan](#)

A loan helped to improve the operation of my business and to
create more support for my employees.

Questions?

kiva

kiva

Zero interest.

Zero fees.

Extended grace period.

Apply for a loan today at
[KIVA.ORG/BORROW](https://kiva.org/borrow)

In OAKLAND? Contact our
KIVA HUB directly:
oakland@local.kiva.org

Apply: <https://kiva.org/borrow>

For Help: <http://www.kivaushub.org/application>

Reach Out: Borrowers@kiva.org