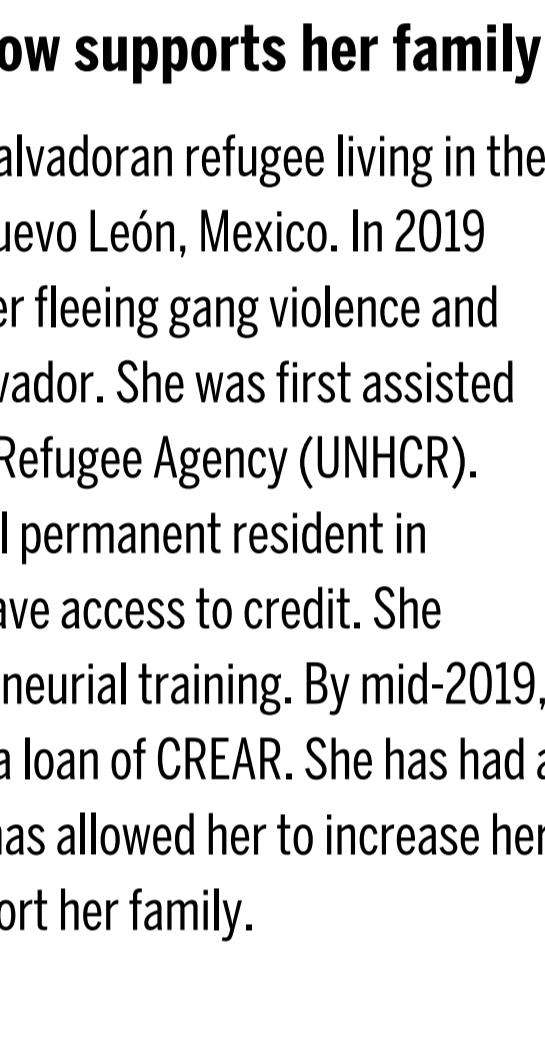




SALVADORANS IN MEXICO BEING ASSISTED BY CREAR WITH LOANS AND TRAINING

Woman immigrant grew her business with training and loans

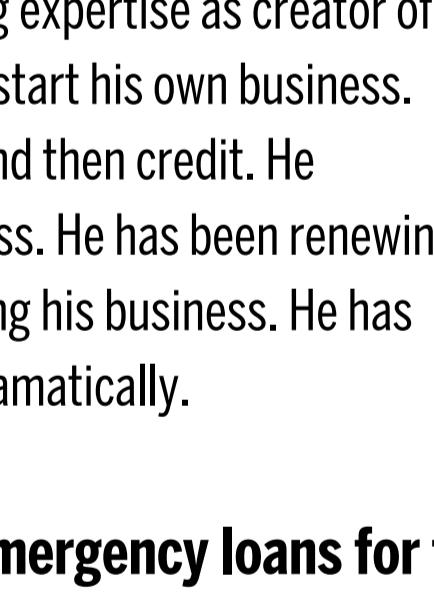
Candida came to Mexico 30 years ago fleeing the war in El Salvador. In her apartment kitchen, she began cooking and selling a few tasty dishes to the Salvadorans in Monterrey. But she was could not grow since she did not have enough money to buy sufficient ingredients to cook more to meet the demand. Even though she had legal status, no Mexican institution would give her credit as even after 3 decades the lenders did not trust her as a “refugee.”



She heard that CREAR would train her how to increase her daily income to be able to borrow. At 67 years old she became a first-time borrower. With her loans, she has been able to buy more ingredients and sell more. She now has hired a younger Salvadoran cook to help her meet the increasing demand. The institution's training taught her that to really grow her customer base, she needed to learn how to fix Mexican food and that has provided many more clients.

With the CREAR loans, she got her first savings account and now can put extra income in the safety of the bank on Monday to be ready for to buy on Thursday to prepare for the bigger weekend sales days. She created a Facebook pages so that the clients can order and pass by just to pick up the food. This has been very important during the continuing surges of COVID-19 when people want to limit their contact.

What was her sauce for success?



Training + loans leads to more customers

Artistically polishing nails from her home business now supports her family



Julissa is a 37-year-old Salvadoran refugee living in the municipality of García, Nuevo León, Mexico. In 2019 she arrived in Mexico after fleeing gang violence and crime in her native El Salvador. She was first assisted as a refugee by the UN's Refugee Agency (UNHCR). Even though she is a legal permanent resident in Mexico, Julissa did not have access to credit. She struggled to get entrepreneurial training. By mid-2019,

she started a fingernail business thanks to the technical support and a loan of CREAR. She has had a lot of demand and expanded the variety of her services. Her success has allowed her to increase her loan amounts. Now her small business has grown to allow her to support her family.

After working for others, Juan enjoys having his own workshop with much more income

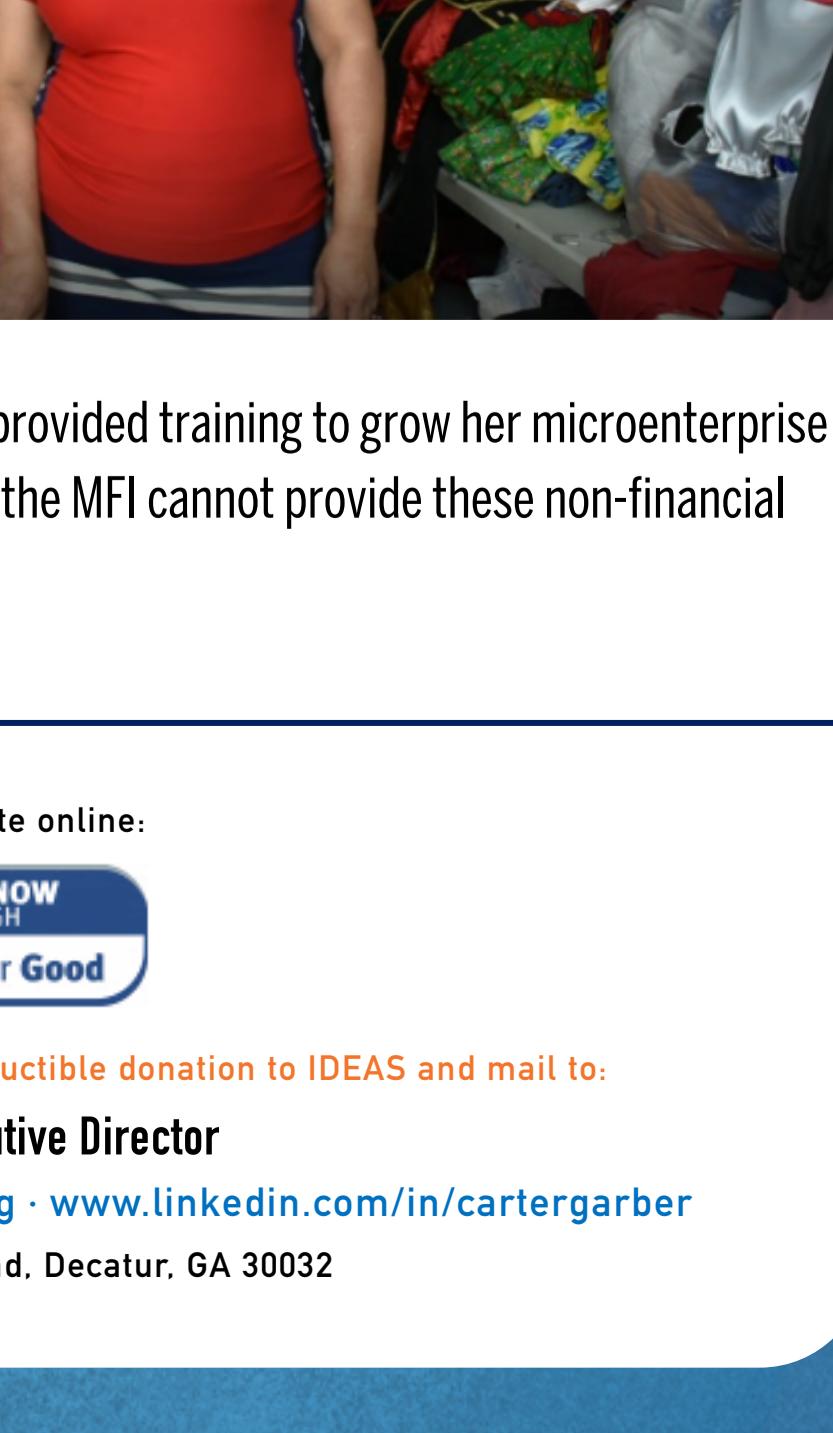
Juan is a 32-year-old Salvadoran immigrant living in San Nicolas de los Garza, Nuevo León, Mexico. He fled as a refugee to Mexico running away from public insecurity and crime. Juan worked as an assistant in a metallic structures workshop for 7 years. He liked the work but was frustrated by the low wages. In 2019, he received technical assistance and a credit from CREAR to start his own workshop. Additional loans allowed him to buy materials and satisfy his clients' demands. His shop has grown, and he is the main income source for his household. With each repaid loan, he has been able to qualify for a larger amount.



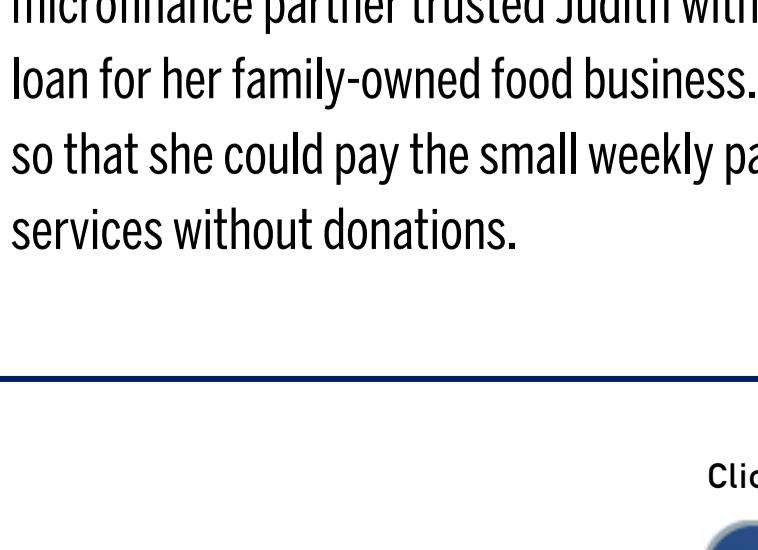
Marvin has grown his own business and improved his life with loans from CREAR

Marvin is a 29-year-old Salvadoran immigrant. He has lived seven years in Monterrey, Mexico after fleeing his country of origin. His increasing expertise as creator of iron doors made him decide to start his own business.

CREAR provided him training and then credit. He successfully has run his business. He has been renewing his credits to keep strengthening his business. He has been able to improve his life dramatically.



We need money for emergency loans for those working in low paying jobs



Our partner also lends to employees who work in factories like the car assembly plants to produce products for export to the US. These workers make only \$40 or more per week. When they have emergencies, previously their only choice was to quickly borrow from a money lender who charges outrageous interest. CREAR has made arrangements with the managers of factories and large stores to make loans to immigrants that are then paid back gradually from their salaries.

Dania—a 32-year-old Honduran immigrant—fled due

violent gangs attacking her family and neighbors. She was hired by a factory in Monterrey and received training by CREAR about how to responsibly borrow when necessary. Months later, when she had a medical emergency, our partner quickly gave her a loan to cover the expenses. Later, she received a second loan for home improvements. Others have borrowed for supplies when their children start the school year and it is too much to pay at once from their small salaries. This type quick loan and gradually loan installments have been a vital help to many Central Americans.

Some immigrants are ready to borrow in Mexico

Some of the Central American refugees come to Mexico with a long history of being entrepreneurs and being successful borrowers. However, they have not found any institution to lend to refugees,

even when they have the legal status to allow them to borrow.



Judith, a 47-year-old Salvadoran refugee living in Monterrey, Mexico, was unable to find credit since her arrival years ago. However, recently our microfinance partner trusted Judith with a first loan for her family-owned food business. CREAR also provided training to grow her microenterprise so that she could pay the small weekly payments. But the MFI cannot provide these non-financial services without donations.

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