WHAT THRIVE DOES

Most people in the developing world work for very small businesses that struggle to find the affordable capital they need to grow and create more jobs. Thrive directly addresses this need by providing “pay-it-forward” loans called ThriveCapital.

What makes ThriveCapital loans different?

- The loans are not repaid in cash. Instead, Thrive entrepreneurs must donate an equivalent value of job training or income-enhancing products and services, so people with few good options can support themselves through their own hard work.
- The loans are made possible by philanthropic donors seeking to maximize job creation and new economic opportunities for people in need, while making small businesses more successful.

NEW JOBS CREATED BY THRIVE ENTREPRENEURS LIFT PEOPLE OUT OF POVERTY

(TOP RIGHT) María Audely Matamoros, owner of Delicias del Sabor (Nicaragua), increased her staff from 8 to 12 during her first year as a Thrive entrepreneur. Maria purchased a delivery truck and an industrial fryer with her ThriveCapital loan, enabling her to both create jobs and improve working conditions for her employees.

(BOTTOM RIGHT) Bao Nam Auto Repair owner Hoang Lung (Vietnam) created 8 new jobs, doubling the number of her employees, and grew her business 40% in her first year with Thrive. 5 of her new jobs were filled by people she trained as part of her charitable repayment to Thrive. 20 year old trainee Ha Duong said, “I had to quit school when my father was struck with kidney disease and my family went deeply into debt. I couldn’t find a job because I had no skills. Now I work at Bao Nam, supporting myself and helping my parents too.”

(on the cover) TEMA Wheelchairs (Nicaragua) manufacturer Manuel Roman trained disabled men and women to build and repair wheelchairs on the east coast of Nicaragua, where there are many disabled people and few opportunities for any kind of employment. Thrive often prioritizes small businesses that create jobs for people with disabilities.
Kenya suffers from frequent power outages that disrupt businesses and society. Kenyans need new sources of reliable power, and youth are in dire need of skills and employment.

Evan Kimani and Kevin Galitho are owners of Equatorial Energies, a solar planning and installation company that has grown over 800% since receiving ThriveCapital for equipment they could not have hoped to buy on their own. They have trained 12 at-risk youths so far in solar installation. EE hired 1 of the trainees, and 9 others have found jobs elsewhere with their new skills.

Although Vietnam has a growing economy, many young people are poor and lack the skills to get a job. 3D Advertising and Interiors owner Dao Hong Diep trained 7 unskilled young men in basic carpentry as part of his Thrive repayment, and all found jobs. He hired 4 of them at 3D, and 3 found jobs with other companies. Dao told us, “It is challenging to find the right trainees but I am so happy that while I was looking for them, I started to understand more about the needs of my community and how important this training is.”

Diep’s business has already grown 70% with improvements from new modern carpentry machines from his ThriveCapital loan.

650
UNSKILLED AND POOR INDIVIDUALS RECEIVED JOB TRAINING TO SUPPORT THEMSELVES AND THEIR FAMILIES

69%
OF THESE THRIVE TRAINEES FOUND JOBS
50% of Thrive supported small businesses must be owned by women. This is extremely challenging in the developing world, where women-owned businesses make up only around 15% of all entrepreneurs.

**Zuberi Farms (Kenya)** owner Njeri Njou is a new Thrive entrepreneur. With ThriveCapital she is adding 2 more greenhouses to her existing 6, enabling her to grow more fruit and vegetables and contribute to enhancing food security.

Her Thrive repayment is helping very poor farmers to increase their income from small crops with better plants and techniques. Becoming more successful elevates her authority and inspires other women entrepreneurs in her community.

61% OF THRIVE ENTREPRENEURS ARE WOMEN

(Cristian Herrera and Dora Solares are the couple behind Donas California, a small bakery in Guatemala. With 2 special needs children at home, they understand how difficult it is to care for them and grow their business.

To help others in this situation, they are training 18 parents and their special needs kids to bake products together at home and sell them in the local marketplace to increase their meager incomes. Not only are they making a big difference in people’s lives, but they’ve also grown their business 130% since receiving their ThriveCapital loan, increasing their own prosperity.

THRIIVE HELPS WOMEN GET AHEAD WHEN NO ONE ELSE WILL

THRIIVE ENTREPRENEURS CREATE OPPORTUNITIES FOR MANY OTHERS IN VULNERABLE COMMUNITIES

350 PEOPLE ARE HELPED BY EACH THRIVE BUSINESS
2017 FINANCES

DONATION INCOME

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EXPENDITURES

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Operational expenses in excess of donation income covered by prior year’s budget surplus. Complete financials at thriive.org

U.S. STAFF

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Co-Founder

Linn Kincannon
International Director
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Laurel Williams
Chief Operations & Financial Officer

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BOARD OF DIRECTORS

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Erik Schultz
Ketchum, ID, USA

LOCAL PARTNERS

ABOVE: Khmer Eco Energy owner Heng Bun is one of Thriive Cambodia’s inaugural class of entrepreneurs. He is training young people in the complicated techniques of manufacturing his eco-friendly stoves to help him grow his business.

GIVE TODAY!

thriive.org

Thriive is a U.S. 501(c)(3) nonprofit and your donation is fully tax-deductible.