



*Addressing poverty housing
in the second poorest country in Europe*

Where East Meets West



Republic of Macedonia

- *Small, landlocked country of 2 mil. population*
- *Region troubled by interethnic conflicts during the past years*
- *Weak economy, poorly maintained infrastructure, impoverished people*



Poverty update

- *GDP per capita US\$ 4,664; average salary US\$ 450 per month*
- *32% unemployed, 31% live below the national poverty line*
- *40% consider themselves as poor*



Poverty housing

- *110,000 homes (16% of the existing housing stock) need immediate reconstruction, due to unsafe construction, poor maintenance and lack of sanitation*
- *1990 to date: new constructions per 1000 inhabitants dropped from 5 to 1.6 units*



HFH Macedonia



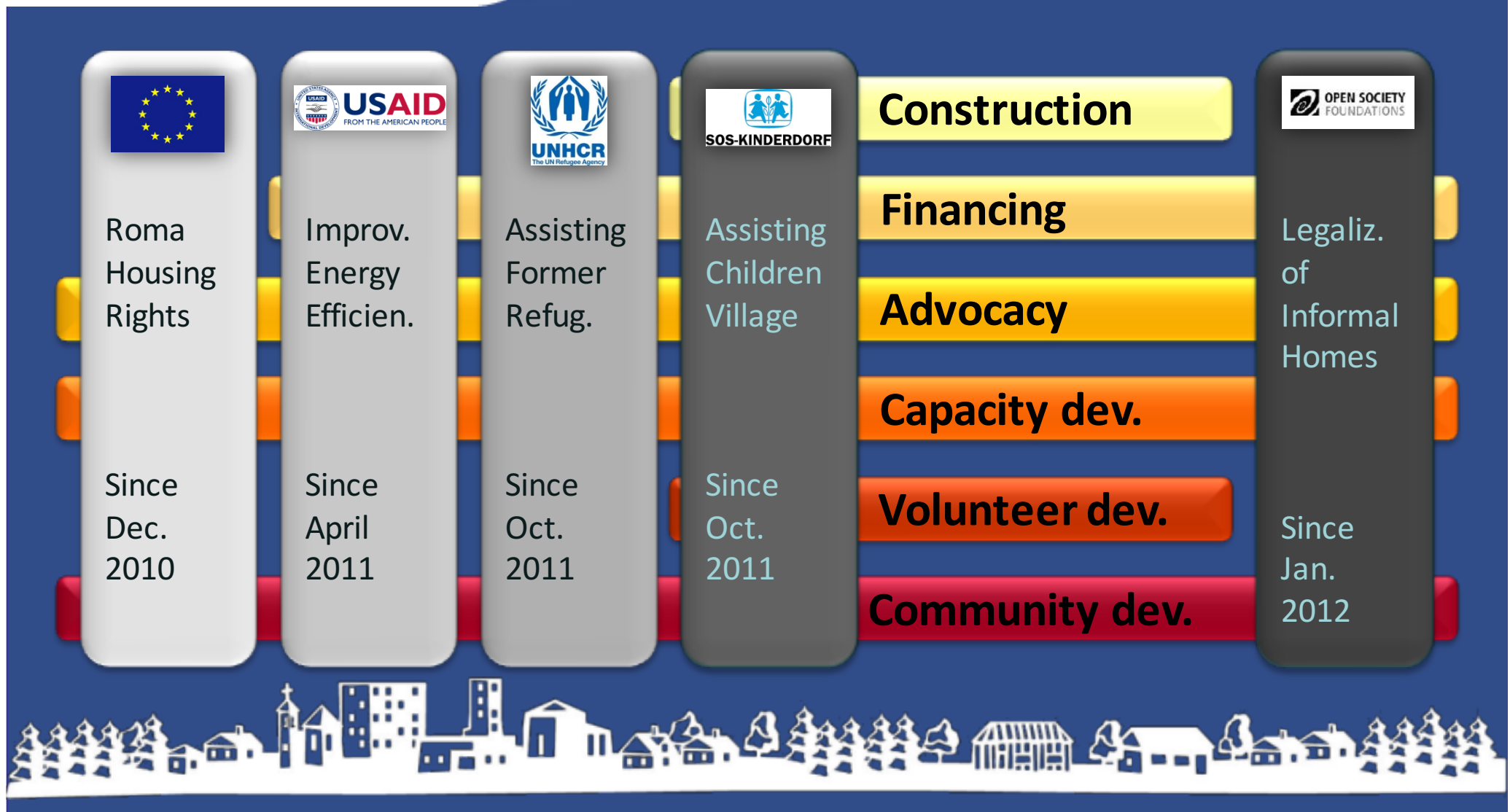
- *Non governmental, not-for-profit association established in 2005*
- *Focus on sustainable housing microfinance models developed as partnerships with entities sharing similar mission and vision*



Program structure



Program structure 2



Program principles

- *Commitment to sustainable programmes that enable partners to recycle its resources*
- *Viewing families as responsible and accountable clients, fully capable of repaying their loans*

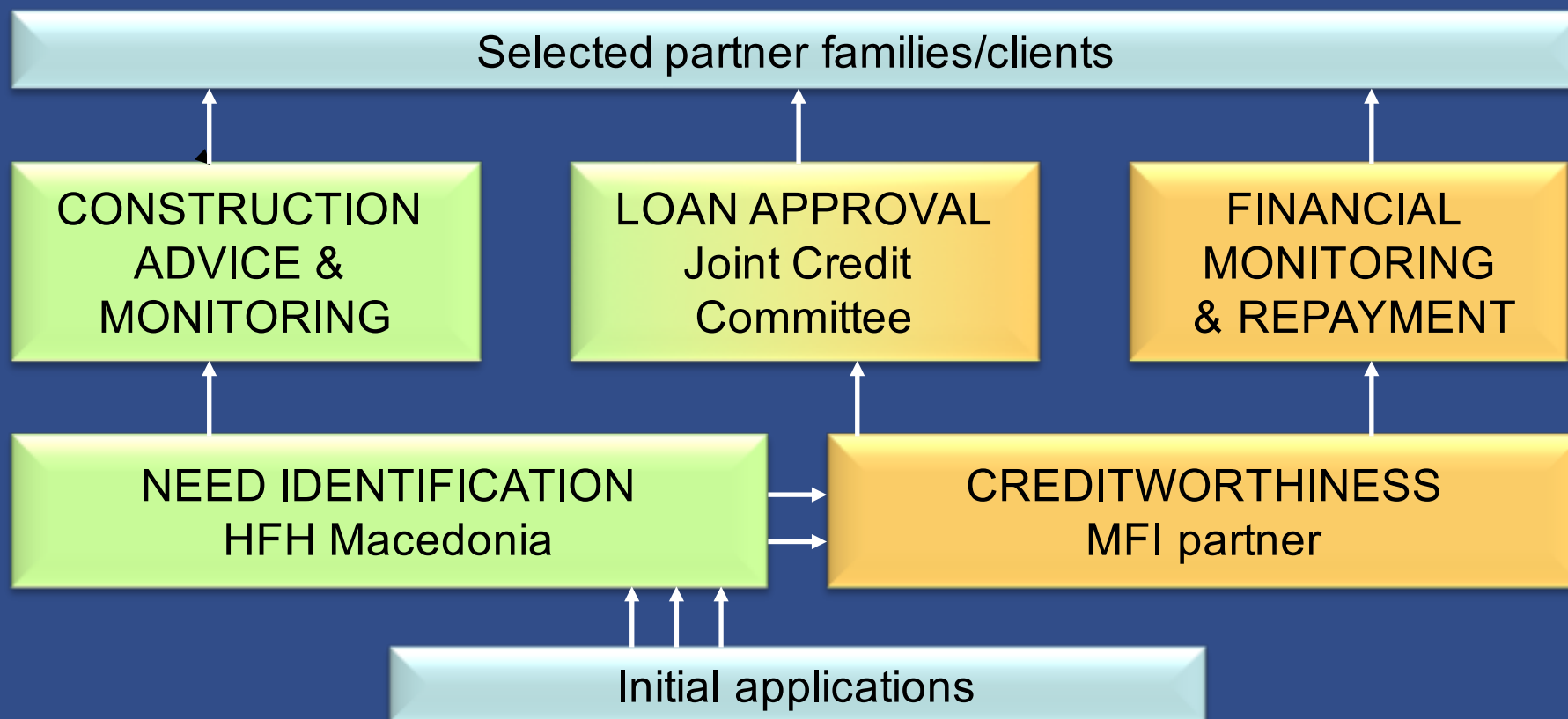
**PROVIDERS'
SUSTAINABILITY**



**CLIENTS'
ACCOUNTABILITY**



HFH-MFI partnerships



New Builds Veles

- *Traditional Habitat program that brings visibility and recognition*
- *Project in Veles: 102 homes in 11 buildings, total of 5674 m² in three years*



Water supply

- *Households' connection to existing public water supply and sanitation networks*
- *In partnership with public utility companies and local governments*
- *Cheapest intervention per family served, affordable loan*



Energy efficiency

- *Energy efficient interventions for low income families*
- *Savings in energy costs to justify the cost of the intervention*
- *Multiple modelling phases, including USAID pilot project*



Programs performance

	Families served/housing improvements completed								FY12 Average cost/ interv. (€)
	FY06	FY07	FY08	FY09	FY10	FY 11	FY 12	TOTAL	
HIF	32	54	92	122	169	164	78	711	4,123
RHF			24	40	76	76	112	328	1,784
HB/NB			2	1				3	8,432
WSS			61	115	204	243	900	1523	63
EEH				12	55	45	94	206	1,057
SP							13	13	2,917
All	32	54	179	290	504	528	1196	2783	
As of June 30, 2012									



Recognition

- **Area Vice President Award for Partnership Development**
- **Edit Kaslik Award for Housing Finance and Microfinance**
- **Eszter Award for Communications and Advocacy**
- **Millard Fuller Award for Families Served & Homes Built: Highest % increase in families served (233%)**
- **Solomon Award for Resource Development: Highest US designated income % increase (436%)**
- **HFH IBoD Award for Board Development**
- **World Bank Award – GDN's Most Innovative Development Projects Worldwide**





Grateful for your generous support
HFH Macedonia and its partner families

