Friday, March 31, 2017
Ben Franklin Tech Ventures (Iacocca campus)

THE MICROFINANCE INDUSTRY:
REVOLUTION OR FOOTNOTE?

LESSONS FOR THE NEXT 10 YEARS

An international industry workshop
hosted by Lehigh University, Bethlehem, PA, USA
THURSDAY, MARCH 30: WELCOME DINNER
University Center (Asa Packer Campus)

18:30-21:00  Welcome reception and dinner
Remarks, Patrick V. Farrell, Provost and Vice President for Academic Affairs

FRIDAY, MARCH 31: MICROFINANCE WORKSHOP
Ben Franklin Tech Ventures (Iacocca campus)

8:00-8:30  Welcome breakfast

8:30-8:35  Introduction
Ira W. Lieberman, LIPAM International Inc.

8:35-8:45  Welcome and introductory remarks from our sponsors
Todd A. Watkins, Arthur F. Searing Professor of Economics, and Executive Director, Martindale Center for the Study of Private Enterprise, Lehigh University College of Business and Economics
Alejandro (Alex) Silva, Managing Director, Calmeadow, and Managing Partner, OMTRIX Management, Inc.
Deborah Drake, Vice President, Center for Financial Inclusion, Accion International

9:00-10:00  Panel 1: Regional development of MF
Different models in Asia, LAC, Sub-Saharan Africa, Central and Eastern Europe and the former FSU (CIS) have emerged to reflect different operating environments, replacing the monolithic model. What is the role of networks, holding companies, mainstream banks and NGOs and how do the sources of funding drive and reflect these changes.

Chair:  Candace Smith, MicroVest
Panelists:  Damian von Stauffenberg, MicroRate
Sanjay Sinha, M-CRIL
Renée Chao-Beroff, PAMIGA Association
Mercedes Canalda de Beras-Goico, Banco ADOPEM

10:00-11:00  Panel 2: Product diversification and development
What are the emerging business models in MF, financial inclusion and beyond? Can MFIs play an important role in housing, education, micro insurance, renewable energy, health access? Do they need to in order to create meaningful social value? How are mobile and digital technologies shaping the industry and supporting financial inclusion?

Chair:  Amie Patel, Elevar Equity
Panelists:  Steve Hollingworth, Grameen Foundation
Martin Holtmann, International Finance Corporation
Timothy Ogden, Financial Access Initiative at NYU
Jose Ruisanchez, Consultant
11:00-11:30  Morning refreshments

11:30-12:30  Panel 3: New Entrants and Competitive Challenges
Agency banking, fintech, downscaling banks: does microfinance need MFIs? Can they hold their own in the face of these new competitors? Do they have unique features that should be preserved and if so, do impact investors have any interest?

Chair: Todd Watkins, Lehigh University, Martindale Center
Panelists: Michael Chu, Harvard Business School
           Claudio Gonzalez-Vega, BBVA Microfinance Foundation, and
           Ohio State University
           Shannon Mudd, Haverford College
           Ami Dalal, FINCA

12:30-13:30  Lunch
The Solarium

13:30-14:30  Panel 4: Financial Inclusion and Impact Investing
MF was the first impact investment to successfully "crack" the capital markets at scale. Where does it fit in impact portfolios going forward? Can innovation and adjustment to competition, new technologies and competitors be funded in a way that preserves social character and maximizes financial inclusion and impact?

Chair: Elisabeth Rhyne, Center for Financial Inclusion
Panelists: Alison Fahey, The Abdul Latif Jameel Poverty Action Lab
           Anne Contreras, European Microfinance Platform
           Momina Aijazuddin, International Finance Corporation
           Kathleen Odell, Dominican University

14:30-14:45  Afternoon refreshments

14:45-15:45  Panel 5: Successes, Vulnerabilities and the Next Ten Years
What have been the critical success factors on MF’s 30-year path? Vulnerabilities and missteps? What lessons are more broadly relevant? What can impact investors learn from MF? How should microfinance and MFIs be positioned for the next ten years?

Chair: Roland Dominicé, Symbiotics
Panelists: Elisabeth Rhyne, Center for Financial Inclusion
           Amie Patel, Elevar Equity
           Timothy Ogden, Financial Access Initiative at NYU
           Sanjay Sinha, M-CRIL
15:45-16:15  Wrap-up and closing remarks
Conclusions and overview of Saturday's breakfast program
Paul DiLeo, Grassroots Capital Management Corp., PBC

18:30-20:30  Closing Dinner
Terrace Room (Hotel Bethlehem)

SATURDAY, APRIL 1: ROUND-UP BREAKFAST
Lehigh Room (Hotel Bethlehem)

8:30-9:45  Round-up discussion, led by:
Ira W. Lieberman, LIPAM International Inc.
Paul DiLeo, Grassroots Capital Management Corp., PBC
Alejandro (Alex) Silva, Managing Director, Calmeadow, and Managing Partner, OMTRIX Management, Inc.