



Alternative Credit Technologies, LLC

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Laura Bidlake Foose

Laura Foose has thirteen years of experience in program/policy design and advocacy promoting private sector development and poverty alleviation in developing and transition countries. Ms. Foose has formulated microfinance policies for the international donor community, in particular USAID and the multilateral development banks (MDBs). As Secretariat of the Microenterprise Coalition for five years, Ms. Foose represented 27 microenterprise practitioner and advocacy organizations to donor agencies, the US Administration, and members of Congress and helped to draft the Microenterprise for Self Reliance Act that now governs USAID's microenterprise program. She has designed microfinance projects and conducted evaluations of MFIs. She has led the Poverty Outreach Working Group at the SEEP Network for the last four years which is working extensively on poverty assessment and poverty downreach issues. Ms. Foose also moderates the Social Performance Task Force which is an international group of over 150 donors, investors, practitioners and raters interested in advancing transparency and the social performance of MFIs. She is a Founder and Executive Committee Member of the association "Woman Advancing Microfinance," serves on the board of "Alliance of Students Against Poverty" a public awareness campaign educating students about poverty, and instructs graduate level courses on microfinance at Georgetown University's School of Foreign Service and The Johns Hopkins School of Advanced International Studies.

Professional Experience

ALTERNATIVE CREDIT TECHNOLOGIES, LLC

Owner/Partner

Washington, DC

2002-present

Program and Policy Development for Microfinance Institutions

- Conducted USAID matching grant evaluations for Pro Mujer and The SEEP Network
- Developed USAID proposals for Grameen Foundation USA to: 1) create and manage a program to strengthen and promote the development of the microfinance NGO sector in Vietnam; and 2) develop an alliance with the formal financial market to mobilize significant resources and bring about new products and technologies to the Indian microfinance market.
- Provide ongoing technical assistance to the Russian Microfinance Center in the development of their programs and communications outreach.
- Developed USAID proposal for FINCA International to create and manage a two-year U.S. Congress/Russian DUMA task force to promote the development of microfinance in Russia and provided ongoing assistance in the management of the task force.

Poverty Outreach and Social Performance

- Facilitation of the Poverty Outreach Working Group of The SEEP Network, consisting of microenterprise development service providers, NGOs and donors including USAID, CGAP and the IDB. Write papers and briefings on poverty assessment, client downreach, and social performance. Manage consultants and volunteers on research projects. Draft, coordinate revisions, edit and publish working papers, technical notes, and studies. Develop and conduct workshops and seminars.
- Advisory Panel member for the IRIS Center on the Poverty Assessment Tools project for USAID. Provide short term assistance to the project, general methodological input and review, and microenterprise practitioner outreach. The project is developing poverty assessment tools in response to US legislation requiring poverty assessment reporting for all USAID funding recipients.

- Facilitation of Social Performance Task Force which was formed to better communicate with the MED industry what is meant by social performance, to describe the different levels of social performance, and the diverse range of questions that people seek to address through social performance measurement and management.

Public Education/Communications

- Teach as Adjunct Professor of *Microfinance and Development* course at The Johns Hopkins School of Advanced International Studies and Georgetown University's School of Foreign Service Masters program.
- Present regularly at microenterprise industry conferences at Russian Microfinance Center, MFC of CEE and NIS conference, and MicroCredit Summit meetings on poverty outreach and social performance issues.
- Advised Imp-Act, a global action-research program designed to improve the quality of microfinance services and their impact on poverty by developing social performance management systems, on ways to raise their profile in the US and disseminate their main findings and key messages to microfinance practitioners and donors.
- Wrote the conference reports for the December 2002, 2003, and 2004 DAI Russian Microfinance Center's annual conferences in Moscow and St. Petersburg.
- Managed the production of a publication, "Tools of Hope" on the history of Village Banking and FINCA International, Inc.

FINCA INTERNATIONAL, INC.
Policy and Program Development Manager

Washington, DC
1997-2002

Policy Development

Worked closely with the US Administration, US Congress and the Microenterprise Coalition to develop policy recommendations and guidelines for:

- 1997 Renewal of the Microenterprise Initiative with USAID. This initiative preceded the legislation with objectives and guidelines for USAID's microenterprise program.
- H.R. 1143 - The Microenterprise for Self-Reliance Act of 2000 (Public Law No. 106-309) – legislation that supports USAID's microenterprise program at \$155 million annually and mandates how the funding should be used.
- President Bush's report to Congress of 2002 outlining a comprehensive administration strategy for advancing the global microenterprise sector.

Coalition Building

Served for 5 years as Secretariat of the Microenterprise Coalition, a group of 27 microenterprise practitioner and advocacy organizations. The coalition played an important role in creating USAID's Microenterprise Development office and has been an important partner to USAID in formulating its policies for the sector. The coalition has successfully engaged in a consultative process with USAID to ensure that its policies reflect the needs of the field.

Each one of the policy development projects listed above involved year-long negotiations on priorities and language with Coalition members, administration officials, and members of Congress due to the diverse objectives and missions of all respective parties.

Information and Education Programs for International Policymakers

Developed comprehensive study tours for policymakers and legislators to learn about and develop favorable regulatory environments for microfinance. Worked on all facets of the visits: formulated

agenda and secured speakers, managed media outreach; prepared technical briefing books on microfinance; organized local village banks to receive the visitors.

- 1997 Congressional Delegation of eight members of the US House of Representatives visits FINCA-Uganda to develop priorities for the Africa Trade and Investment Act.
- 1998 President and First Lady Clinton visit FINCA-Uganda
- 2000 Queen Rania of Jordan inaugurates FINCA-Kosovo.
- 2002 U.S. Congress – Russian Duma Roundtable on Legislative Support for the Non-Bank Finance Sector in Russia. Developed an 5-day program with visits to USAID, State Department, Treasury Department, National Security Council, The World Bank Group, The Federal Reserve, the US Congress, and a site visit to a Washington, DC community development bank. The visit concluded with a Congressional Roundtable on Capitol Hill with 11 members of the US Congress and the Russian DUMA delegation.

Communications

- Developed and organized public awareness events on FINCA International and microfinance in Hollywood, CA and New York, NY.
- Public spokesperson for FINCA International at a variety of educational forums.

Proposal Development

Wrote policy sections for technical proposals to U.S. Agency for International Development.

THE CENTER FOR STRATEGIC & INTERNATIONAL STUDIES Assistant Task Force Director

**Washington, DC
January 1996–January 1997**

Managed US and the Multilateral Development Banks (MDBs) Task Force, co-chaired by Senator Bill Bradley and Congressman John Kasich, formed to (i) assess the MDB functions which are currently needed to develop the private sector and to alleviate poverty in developing countries and (ii) determine whether the MDBs are effectively performing such functions. Topics under review included:

- MDB programs to increase the poor's productive capacity.*
- MDBs and selected high priority investments in human capital in high-impact sectors - (girls' education, rural employment, sanitation and public health, and nutrition-related interventions)*
- MDBs and governance issues.*
- MDB partnerships with foundations, NGOs, and local partners to improve poverty reduction activities.*
- Interviewed and maintained contact with the 20 private sector member companies and various NGOs involved in private sector development, as private sector liaison to the task force.
- Met regularly with directors at the MDBs to discuss issues related to the task force. Emphasis on devising key strategies for effective project implementation.
- Prepared annual project budgets and periodic reports for the Ford Foundation.
- Supervised and managed research assistant and interns.



**Special Assistant to the Senior Vice President
International Business and Economics (IBE)**

June 1994-December 1995

- Analyzed economic data and produced CSIS reports and briefings on a wide range of economic issues focusing on emerging markets.
- Researched, co-authored, and published reports on Restructuring Requirements of the Financial System and State Owned Enterprises in China; Assessment of Current U.S./China Economic Friction (including disputes over intellectual property rights, market access, labor standards and deregulation); and US-EU-Japan Foreign Direct Investment in Asia, Comparison of Commercial Strategies.
- Wrote all project and funding proposals to corporate donors and foundations.
- Prepared annual program budget and all project budgets.
- Supervised and managed 4 member staff .

**CRAVATH, SWAINE & MOORE
Underwriting Services Legal Assistant
International Interest Rate Swaps and Derivatives Group**

**New York, NY
1990-1992**

- Prepared swap documentation for Salomon Brothers and Nomura Capital Services for interest rate swap transactions. Maintained swap database of over 10,000 active swap transactions.
- Managed transition team to transfer swap group to Salomon Brothers and to assist the client in establishing its own database system.
- Worked on a variety of corporate transactions, including mergers and acquisitions and initial public offerings.

Education

GEORGETOWN UNIVERSITY Washington, DC
Masters of Science in Foreign Service 1992-1994

- Academic Honors, School of Foreign Service
- International Business Diplomacy Honors Recipient, Karl F. Landegger Program

BRASENOSE COLLEGE, OXFORD UNIVERSITY Oxford, England
International Management Graduate Business Program Summer 1993

BROWN UNIVERSITY Providence, RI
AB in Economics, AB in International Relations 1986-1990

Personal

Languages: English (native); German (Fluent); Spanish (Intermediate)

Date of Birth: July 2, 1968

Citizenship: American