



When you're a tiny non-profit with outsized ambitions, how do you lever yourself into enduring global impact? At AHI, we do it with three things: ***Ideas, Solutions, and Investments.***

Ideas. One can hoard knowledge or give it away. Hoarding knowledge may make you rich; giving it away can make you effective. So at AHI we constantly witness, explain, speculate, innovate, advocate, and above all *think* afresh about how to make change. And we publish frequently - in person, on the Web, or in written reports. This quarter we finished curating *Housing Markets and Policy Design in the Gulf Region*, the GRM 2012 housing workshop that I and Angus Freeman co-directed, now published by the University of Cambridge's Gulf Research Centre.

Solutions. "The solution is its own salesware" – showing people what can be done makes them want to join in doing it, and brings friends out of the woodwork. Our work brings us pro-bono legal assistance (in the US and in India), strategic relationships with Harvard/ MIT graduate schools, and a steady stream of capable volunteers. Like our work in Ulaanbaatar, this quarter's work in Djibouti and in Indonesia seeks to give political leaders in those countries an implementable action plan to convert their policy desires into tangible programs and production.

Investment. Homes require capital to build or buy; loans require capital to have money to lend; and MEEs require capital to turn founders' visions into growing and viable organizations. At AHI, we think the best advice is the one the customer will accept, and nothing persuades a customer of your sincerity like investing in them. Our commitment to invest in SEWA Grih Rin was the first the company received, and has led directly to the entity's capitalization and its first meeting of the outsider shareholders, in Delhi later this month. We also invest prodigiously in pro-bono support to promising MEEs, thought leaders both present and future, and genuine people who ask for genuine help.

Our role in SGR began with ***Ideas*** (MEEs and Home Asset Loan Finance, HALF); progressed to ***Solutions*** (four proposed financial products and a business plan, nearly all of which we did pro-bono); and is now at ***Investment*** (AHI's Aarohi Fund and the other world-class social impact investors with whom we are privileged to be partnering). Investment, in turn, brings new findings, followed by new ideas, new solutions, and new allies, friends, and investments.

Though tiny, we will not retreat from our outsized ambitions. Our impact will grow as large as our allies enable us to grow. ***Your contribution allows us to help poor people help themselves achieve better homes for themselves, their families, and their children.*** Every dollar we receive in donations goes straight into our impact, and every contributor goes straight to my heart.

It's easy. To donate please visit our donation page.

Thank you.

David A. Smith, Founder and CEO

Aarohi Fund's Investment in SEWA Grih Rin

AHI's Aarohi Fund (formerly known as AHI Capital Gateway¹) has signed a definitive agreement to make its first investment in SEWA Grih Rin (SGR), a new Indian non-bank housing finance company targeting informally employed women. In fulfillment of its mission to inject both capital and advice into mission entrepreneurial entities, AHI is continuing to provide valuable technical assistance to SGR as it develops its core lending business. In addition, our newly hired Project Manager, Vidhee Garg, will travel to Delhi at the end of November to participate in a board meeting on AHI's behalf.

AHI and Aarohi Fund are fully committed to growing SGR's capacity and impact in the years to come. We are also scoping out our next promising investment in Latin America, developing a MEE pipeline, and exploring further capital-raising opportunities for the fund.

¹ AHI's Aarohi Fund invests in and simultaneously advises affordable housing Mission Entrepreneurial Entities (MEEs) that deliver economically sustainable, growth-oriented solutions to the global challenge of affordable housing. In Indian classical music, Aarohi signifies ascent and rising tones, and evokes our Fund's vision of families moving along an upward path of progress from informality to formality and quality affordable homes. Like notes on a scale, housing formalization is often sequential, each note leading to the next, as families rise towards better homes, work, health, education, and lives.



Assessment of microfinance in Djibouti

In September 2014, the World Bank contracted AHI to review Djibouti's existing microfinance industry and the housing needs of the urban poor. More than 500,000 Djiboutians live in homes that are not only informal but unsafe (deemed 'vulnerable') and unsanitary, being self-built, often of scrounged or scavenged materials. AHI Associate Jeremy Gorelick spent a week in Djibouti working closely with the Ministry of Habitat, Urbanism and the Environment on a comprehensive assessment and analysis of potential delivery mechanisms. With the assessment completed, the World Bank and Djibouti government are discussing next steps to turn recommendations into actions that AHI and others can implement.



Reforming the affordable housing sector in Indonesia

In October, Indonesians inaugurated as president a charismatic reformer, Joko Widodo (called 'Jokowi'), who spearheaded housing production as Djakarta's mayor, bringing a wave of hope and energy to government and constituents alike. As part of a major World Bank initiative to help the new president move on his policy priorities, housing high among them, AHI developed a report and recommendations for the Governance pillar of the proposed Housing Policy Reform Roadmap to be considered by Bappenas, Indonesia's Ministry of National Development Planning. Senior Finance Advisor Dao Harrison and Project Manager Duong Huynh have twice visited Djakarta to work closely with local officials and stakeholders in assessing current blockages and proposing structural changes to improve local government (LG) housing delivery capacity, to revitalize housing production efforts of a State Owned Enterprise developer, and to build informational infrastructure to improve housing's quality and its affordability.

