

Appendix

Current task force (December, 2001)

Roster of members

Copy of survey to Agua Florida residents (in Spanish)

Pictures of financial institutions in Ixmiquilpan

Western Union transfer fee table

MoneyGram transfer fee table

Article from the New York Times, March 3, 2001: "Mexico seeks lower fees on funds sent to from US."

Article from La Correspondencia, November 12, 2001: Ya pueden migrantes abrir cuentas bancarias en EU." (in Spanish)

Monthly reports

CURRENT TASK FORCE (December, 2001)

Francisco Pena Cecilio
Route 3 Box 65
Tallulah, LA 71282

Jacinto Pena Trejo
P. O. Box 449
Gilbert, LA 71336

Juan Pena Trejo
539 Beach Pond Rd.
Voluntown, CT 6384
Email: juan_pena@hotmail.com

Juan G. Pena Cecilio
528 S. Covington
Hillboro, TX 76645

Luis Pena Cecilio
528 S. Covington
Hillsboro, TX 76645

Aniceto Pena Trejo
Apartado Postal # 441
Ixmiquilpan, Hidalgo 42300
Mexico
Email: chetotr@hotmail.com

Roster of Members

Names:	Address	Town	State	Zip Code	Country	Telephone #
Aniceto Pena Trejo			Hidalgo		Mexico	
Delfino Acosta Pena					USA	
Esteban Pena Saus					USA	
Eusebia Pena Cecilio			Texas		USA	
German Pena Cecilio			Texas		USA	
Gorge Pena Reyes					USA	
Gustavo Pena Trejo			Texas		USA	
Jacinto Pena Trejo			Louisiana		USA	
Juan G.Pena Cecilio			Texas		USA	
Juan Pena Tepetate					USA	
Juan & Beth Pena			Connecticut		USA	
Leopoldo Acosta Pena					USA	
Lorenzo Ortiz Flores					USA	
Luciana Pena Trejo			Mississippi		USA	
Luis Pena Cecilio			Texas		USA	
Marcelino Acosta Pena					USA	
Martin Pena Reyes					USA	
Martin Santiago					USA	
Natalia Pena Cecilio			Texas		USA	
Pablo Pena Tepetate					USA	
Pablo Santiago Pena					USA	
Pedro Ortiz Flores					USA	
Sabino Ortiz Flores			Texas		USA	
Simon Ortiz Flores			Texas		USA	
Valentin Acosta Pena					USA	

ENCUESTA

Esta encuesta es un estudio para saber cuales son nuestras visiones comunes para el desarrollo en Agua Florida. Su participación es de mayor importancia y valioso, entonces tomé unos minutos en contestar las preguntas. Por favor conteste las preguntas en un orden que refleje su interés máximo para la comunidad y sus habitantes. Hay unas preguntas que probablemente le pide datos sensitivos pero sus respuestas serán archivadas confidencialmente. El resultado será disponible a todo los participantes en forma colectivo.

Por favor devuelva esta encuesta a la dirección: **539 Beach Pond Rd, Voluntown, CT 06384**. Si tiene alguna pregunta o sugerencia llame al teléfono **(860) 376-6302**. Por favor devuelva esta encuesta antes el **31 de junio, 2001**. Muchas gracias y espero trabajar con ustedes para mejorar Agua Florida, nuestro pueblo natal.

Informaciones personales:

Nombre.....

Edad

Nivel de educación

Años viviendo en USA

EL DESARROLLO DE LA UNION DE CREDITO DE AGUA FLORIDA

Por favor conteste todas las preguntas. Sus repuestas positivas y críticas seran consideradas en el desarrollo de la Unión de Crédito.

1. ¿Está usted en favor de la Unión de Crédito? Escribe una X donde aplica su caso.

☐ Sí ☐ No (¿Por qué no?)

2. ¿Cómo envía su dinero para México? ☐ Por correo ☐ Electronicamente

☐ Con los conocidos cuando viajan para México. Otro:

3. Si envía su dinero electronicamente, ¿cuánto paga usted por usar el servicio de Western Union? \$

¿Cuánto dinero envía para México?

\$ por mes \$ cada tres meses \$ cada cinco meses

\$ cada ocho meses \$ cada año Otro:

4. ¿Cuántas ocasiones usa el servicio de Werstern Union u otro servicio similar? Escribe un número donde aplica su caso.

..... ocasiones por mes ocasiones cada tres meses ocasiones por año

Otro:

5. ¿Le interesa ser un participante de ACAF? ☐ Sí ☐ No (¿Por qué no?)

6. ¿Le interesa ser miembro en la mesa directiva? ☐ Sí ☐ No (Por qué no?)

7. ¿En qué forma cree usted que es más apropiada juntar el dinero para iniciar UCAF? Escribe una X el caso preferable

☐ Pedir donaciones voluntarios ☐ Requerir una cooperacion minima ☐ Ambos

8. ¿Cuál es la cantidad razonable para pedir a los participantes para establecer UCAF? Escribe una X el la cantidad preferable.

☐ \$10.00 ☐ \$20.00 ☐ \$30.00 ☐ \$50.00 ☐ \$100 Otro: \$

9. ¿Cree usted que es razonable a pedir a los ciudanos que trabajan en los Estados Unidos una cooperación entre \$5 y \$20 por mes por un año para establecer un ahorro y tener este dinero depositado en un banco y el interes sera usado para el pueblo?

☐ Sí ☐ No (¿Por qué no?)

Anota aquí la cantidad razonable: \$

10. ¿Cuánto puede usted donar para UCAF? \$

11. ¿Le interesa donar \$5.00 dolares para cubrir parte de los gatos para imprimir 40 folletos de la propuesta final de ACAF? Mande un giro postal de \$5.00 a nombre de Juan Peña si desea ayudar en esto. Usted recibirá un reporte explicando exactamente los gastos ocurridos.

12. Visiones para el pueblo:

¿En qué forma le interesa ver el pueblo desarrollar? Por favor escribe un número en el espacio a un lado de la respuesta. El número 1 refleja su interés máximo, el 2 refleja su segunda prioridad, y ect. Por favor no use ningún número dos veces.

☐ Desarrollo social ☐ Desarrollo Ecológico ☐ Desarrollo económico
☐ Desarrollo político ☐ Desarrollo cultural ☐ Desarrollo educativo
☐ Desarrollo en la escuela pública ☐ Otro: _____

13. Desarrollo social

¿Cómo cree que se puede mejorar la vida social?

☐ Organizar más eventos deportivos en el pueblo ☐ Iniciar una feria anual (no relacionada con la iglesia católica)
☐ Organizar un convivio de comida cada mes (para la gente del pueblo solamente)
☐ Otro: _____

14. Desarrollo económico

¿Cómo le interesa ver a desarrollar pueblo economicamente?

☐ Mejor vivienda para todos ☐ Empleo para todos ☐ Construir más aulas en la escuela
☐ Construir más campos de basketbol ☐ Tener una fabrica ☐ Otro: _____

15. Desarrollo educativo

☐ Educación formal para los adultos ☐ Educación práctico par los adultos (sobrecapintería, construcción, y etc.)
☐ Construir una bilitoteca ☐ Excursiones educativo
☐ Otro: _____

16. Desarrollo político en el pueblo

☐ Redactar en detalles la estructura política ☐ Cambiar el sistema de elecciones de los delegados
☐ Buscar un sistema de gobierno liberal ☐ Empesar a pagar un poco a los delegados
☐ Modificar la estructura política donde los delegados electos pueden buscar remplazos.
☐ Otro: _____

15. Desarrollo Ecológico

¿Qué tipos de árboles nativos le interesa ver a plantar en propiedades públicas? Sigue las instrucciones en la pregunta 12.

☐ Encinos ☐ Pinos (ocotes) ☐ Pinones ☐ Abedul negro(haile)
☐ Nogales ☐ Cedros ☐ Otro _____

Si le interesa ver a sembrar árboles frutales, enumeré su interés (sigue las instrucciones en la pregunta 12).

☐ Manzanos ☐ Duraznos ☐ Peras ☐ Ciruelos ☐ Mangos
☐ Otro: _____

16. Comentación y sugerencias:

Pictures of financial institutions in Ixmiquilpan, Hidalgo, Mexico

The following pictures show a few financial institutions available in Ixmiquilpan, where people from the Mezquital Valley including Agua Florida residents receive their money from family members in the United States.

Picture I shows a branch of the biggest Mexican bank, Bancomer. The people lined up are waiting to either cash their US checks or withdraw money that has been sent from family members working in the United States.

Picture II shows the endless line wanting in Bancomer. Community people in the Ixmiquilpan area have to wait for hours to cash or withdraw their money, especially on Mondays, the market day of Ixmiquilpan. The Agua Florida Community Savings will not have its clients waiting for hours.

Picture III shows a “Casa de Cambio”, a place where people exchange their US dollars and cash their United States money orders. **Picture IV** shows the interior part of this business. There are two women exchanging their US dollars. The picture hung on the wall shows US dollars and coins, the common form of advertisement for an exchange center.

Picture V is another “Casa de Cambio.” This place also exchanges US dollars and cashes US money orders.

Picture VI shows another “Casa de Cambio.” The Casas de Cambio have become very common across Mexico. The Casas de Cambio only buys and sell US dollars and cashes US money orders and travelers checks, no personal checks. They do not make loans or provide other types of financial services. A few of these Casas de Cambio have formed partnerships with US financial institutions and they are the agents for Western Union, MoneyGram and other American financial institutions. The Casas de Cambio usually pay the dollar at market rate but when they deliver the money that has been sent electronically from the US they pay the dollar below market rate. Mexican banks work closely with Western Union and MoneyGram. Banamex, the second largest bank in Mexico works closely with MoneyGram.

Picture 1



Picture II



Picture III



Picture IV



Picture V



Picture VI



Lista de Precios México

**WESTERN
UNION**

Vigente el
26 Enero de 1998

EEUU a México

**Cantidad de la
Transacción***

**Giro Telegráfico &
Dinero en Minutos**

PRECIO

CLIENTE
PREFERIDO

\$0 - \$50.00	\$ 16.00	\$ 15.00
\$50.01 - \$100.00	\$ 16.00	\$ 15.00
\$100.01 - \$200.00	\$ 22.00	\$ 15.00
\$200.01 - \$300.00	\$ 27.00	\$ 15.00
\$300.01 - \$400.00	\$ 32.00	\$ 30.00
\$400.01 - \$500.00	\$ 34.00	\$ 32.00
\$500.01 - \$625.00	\$ 36.00	\$ 34.00
\$625.01 - \$750.00	\$ 40.00	\$ 38.00
\$750.01 - \$875.00	\$ 46.00	\$ 44.00
\$875.01 - \$1000.00	\$ 48.00	\$ 46.00
\$1000.01 - \$1250.00	\$ 55.00	\$ 50.00
\$1250.01 - \$1500.00	\$ 60.00	\$ 55.00
\$1500.01 - \$1750.00	\$ 65.00	\$ 60.00
\$1750.01 - \$2000.00	\$ 68.00	\$ 63.00
\$2000.01 - \$2500.00	\$ 80.00	\$ 75.00
\$2500.01 - \$3000.00	\$ 90.00	\$ 85.00
\$3000.01 - \$3500.00	\$110.00	\$105.00
\$3500.01 - \$4000.00	\$130.00	\$125.00
\$4000.01 - \$4500.00	\$150.00	\$145.00
\$4500.01 - \$5000.00	\$150.00	\$145.00
\$5000.01 - \$5500.00	—	—
\$5500.01 - \$6000.00	—	—
\$6000.01 - \$6500.00	—	—
\$6500.01 - \$7000.00	—	—
\$7000.01 - \$7500.00	—	—
\$7500.01 - \$8000.00	—	—
\$8000.01 - \$8500.00	—	—
\$8500.01 - \$9000.00	—	—
\$9000.01 - \$9500.00	—	—
\$9500.01 - \$10000.00	—	—

*Por cada transacción
adicional de \$500.00

Preguntas para identificar:

No disponible

Mensajes:

1-5 palabras gratis - cada palabra adicional \$.65

Notificación por Teléfono:

No disponible

Entrega Personal:

Solo Giro Telegráfico - Gratis

Tipos de servicios disponibles:

Dinero En Minutos

Dinero llega en menos de 15 minutos

- Disponible en mas de 3,600 localidades en Mexico

Reciben el dinero en efectivo

- Rapido, seguro, y confiable

Giro Telegrafico

Disponible en Telecomm / Telegrafos

- Mas de 1,600 localidades en Mexico
- Pueden recibir telegrama a casa como noticia de dinero en espera
- Envio llega en 24 horas
- Oficinas en zonas rurales en Mexico
- Seguro y Confiable

Preferred Customer/ Cliente Consentido

- Programa que ofrece descuentos
- Sus clientes siempre regresaran
- El folleto contiene una tarjeta para su cliente para poner el numero de Cliente Consentido
- Ayude a su cliente escribiendo el numero en la tarjeta
- Mas beneficios en el '98

Agente: Por favor recuerde de escribir la cantidad en pesos a pagar en la forma de envio 'Send Form'

MEXICO FEE SCHEDULE

FROM: U.S., Puerto Rico, Guam, American Samoa and U.S. Virgin Islands						
TO: MEXICO*						
TRANSFER AMOUNT	Next Day/(1) Dia Siguiiente	MoneySaver	Instant Service(2) Servicio al Instante	MoneySaver	Cambio Plus(3) 10 Minute	MoneySaver
\$ 0.01 - 100.00	\$ 10.00	9.00	15.00	13.50	15.00	13.50
100.01 - 200.00	10.00	9.00	20.00	18.00	18.00	16.20
200.01 - 300.00	10.00	9.00	20.00	18.00	18.00	16.20
300.01 - 400.00	10.00	9.00	31.00	27.90	20.00	18.00
400.01 - 500.00	20.00	18.00	33.00	29.70	30.00	27.00
500.01 - 600.00	20.00	18.00	41.00	36.90	35.00	31.50
600.01 - 700.00	20.00 ^{22.00}	18.00	47.00	42.30	37.00	33.30
700.01 - 800.00	20.00	18.00	47.00	42.30	39.00	35.10
800.01 - 900.00	30.00	27.00	47.00	42.30	40.00	36.00
900.01 - 1,000.00	30.00	27.00	47.00	42.30	50.00	45.00
1,000.01 - 1,500.00	40.00	36.00	54.00	48.60	65.00	58.50
1,500.01 - 2,000.00	50.00	45.00	64.00	57.60	90.00	81.00
2,000.01 - 2,500.00	60.00	54.00	79.00	71.10	115.00	103.50
2,500.01 - 3,000.00	70.00	63.00	89.00	80.10	130.00	117.00
3,000.01 - 3,500.00	80.00	72.00	109.00	98.10	145.00	130.50
3,500.01 - 4,000.00	90.00	81.00	129.00	116.10	160.00	144.00
4,000.01 - 4,500.00	100.00	90.00	149.00	134.10	175.00	157.50
4,500.01 - 5,000.00	110.00	99.00	149.00	134.10	190.00	171.00
5,000.01 - 5,500.00	120.00	108.00	176.00	158.40	205.00	184.50
5,500.01 - 6,000.00	130.00	117.00	197.00	177.30	220.00	198.00
6,000.01 - 6,500.00	140.00	126.00	209.00	188.10	235.00	211.50
6,500.01 - 7,000.00	150.00	135.00	214.00	192.60	250.00	225.00
7,000.01 - 7,500.00	160.00	144.00	229.00	206.10	265.00	238.50
7,500.01 - 8,000.00	170.00	153.00	239.00	215.10	280.00	252.00
8,000.01 - 8,500.00	180.00	162.00	259.00	233.10	295.00	265.50
8,500.01 - 9,000.00	190.00	171.00	279.00	251.10	310.00	279.00
9,000.01 - 9,500.00	200.00	180.00	299.00	269.10	325.00	292.50
9,500.01 - 10,000.00	210.00	189.00	299.00	269.10	340.00	306.00

"All the News
That's Fit to Print"

The N

VOL. CL No. 51,681

Copyright © 2001 The New York Times

Mexico Seeks Lower Fees On Funds Sent From U.S.

By TIM WEINER

MEXICO CITY, March 2 — The money sent home by Mexicans who work in the United States — \$8 billion or more a year, by most estimates — puts food on the tables and clothes on the backs of millions of families. But millions of dollars a day disappear in the process.

The money vanishes in the form of fees paid for wire transfers, especially by people without the legal status to have banking or checking accounts. The fees have run from about 10 percent to 25 percent or more.

Now President Vicente Fox, in another border-busting initiative, is pushing to create financial networks to let Mexicans in the United States send money home with a computer click or a cash card, for a far smaller fee. Some systems are coming on line already. Some will cut the cost of a transaction to 2 percent or 3 percent.

That will let far more money, hundreds of millions of dollars a year, wind up in the pockets of poor people, and not middlemen.

The importance of remittances is hard to overstate. They represent about as much money as tourism generates in Mexico, and almost as much as oil.

The payments go straight to some of the poorest people, buying the basics of life — food, clothing and medicine — and helping the more fortunate start a business or build a house. In many states, the remittances exceed all government spending.

In the past, the party that governed Mexico for seven decades often looked down on its fellow

countrymen, or paisanos, who left to seek their fortunes in the United States.

Mr. Fox, by contrast, calls those migrants "heroes" whose work makes a life-or-death difference for the families that remain.

On taking office in December, Mr. Fox created a cabinet post to represent the paisanos and appointed his close aide from his days as a governor, Juan Hernández, to run it. He told Mr. Hernández to start to work on developing new ways to help send the money home.

And Mr. Fox has summoned business leaders from Mexico and the United States to his ranch this weekend to discuss how best to help the paisanos. They include executives from American Airlines, the 7-Eleven chain and the First Data Corporation, which owns Western Union, and the head of a Mexican-American business group that sued Western Union three years ago over its fees for remittances.

Their remittances represent crucial income for the country, Mr. Hernández said, adding, "So for anyone to not see the importance of the paisanos really is blind."

One of the many new systems was set up last month by the Texas Credit Union League, with help from Mr. Hernández, who was born in Fort Worth, Tex.

Maritta Bush, senior vice president of the league, said that "instead of having 25 or 35 percent of their money eaten up by fees,"

people could now spend far less to wire money from credit unions to 4,000 banks or pharmacies.

"The average remittance is \$300, and people were paying as much as \$80 or \$90 by the time everything was said and done," Ms. Bush said. Fees were sometimes paid on both ends of the transfer and even in-between, as the company handling the transfer calculated the most profitable exchange rate.

"The sender might pay \$30 up front," she said. "But the exchange rate is manipulated, and the agent in Mexico may have a fee, too."

For the same \$300 transaction, the credit union charges \$20.50, consisting of a flat \$10 fee plus 3.5 percent of the transfer.

Another system set to start within weeks, Trust Card, is the brainchild of 11 Mexican and Mexican-American business people. For \$5, a person receives two cards compatible with most automated teller machines. An employer sends some of the person's salary by direct deposit to an automated clearinghouse.

For a \$3.50 fee, plus 1 percent of the transaction, the money can be withdrawn by a family member in Mexico, who has the second card.

For a \$300 transaction, the fee would be \$6.50, less than one-fourth the up-front cost that Western Union charged last year.

"That is my dream, that is my goal, to get the paisanos over there using the technologies that are very, very inexpensive, such as the A.T.M.'s," Mr. Hernández said.

The new systems are already taking business from big companies like Western Union Financial Services Inc. and MoneyGram Payment Systems Inc., owned by the Viad Corporation, cutting into their market share and driving down their fees as the business of international cash transfers expands rapidly.

Without admitting liability, the two industry leaders recently settled suits over the cost of sending money to Mexico by giving discount coupons to customers and making big contributions to Mexican-American community groups in the United States.

A month ago, MoneyGram started a new program to let customers transfer any amount to Mexico for a flat fee of \$15. By comparison, last year, Western Union was charging a basic \$27 for a \$300 transaction.

Saving the paisanos' money is a way of thanking them, Mr. Hernández said.

"They go to the United States, make money and then send money directly to the families that need it most," he said. "If we had wanted to create an economic program that was more efficient than this, it would be impossible."

Continued on Page A4

Senate G.O.P. Moving to Nullify Clinton Rules on Worker Injuries

Acuerdo Wells Fargo-SRE para que la matrícula consular se acepte como identificación

Ya pueden migrantes abrir cuentas bancarias en EU

Tendrán la posibilidad de realizar cualquier transacción financiera en más de 3 mil sucursales

JORGE ALBERTO CORNEJO CORRESPONSAL

Tijuana, BC., 11 de noviembre. Mediante un acuerdo con la Secretaría de Relaciones Exteriores, el banco Wells Fargo, con sede en la ciudad de San Francisco, California, y con más de tres mil sucursales en Estados Unidos, acepta desde esta semana como identificación oficial la matrícula consular expedida por el gobierno mexicano, a través de sus consulados en Estados Unidos, a los nacionales que se encuentran en ese país.

Con el documento en mano, los migrantes podrán abrir una cuenta y realizar una serie de transacciones financieras en el vecino país del norte, independientemente de su condición migratoria, informó la empresa.

Además de realizar todo tipo de transferencias bancarias, los connacionales podrán participar en inversiones en fondos para el retiro y en la bolsa de valores.

"No preguntamos sobre el estado legal de ninguna persona", dijo en Los Angeles, California, John Murillo, vicepresidente de Wells Fargo.

Según el funcionario, el banco acepta el documento desde el pasado miércoles en las más de 3 mil sucursales que la institución tiene distribuidas en 23 estados del país, con 5 mil 400 cajeros automáticos, y pese a confesar que no se sabe cuántos mexicanos se beneficiarán de la nueva iniciativa, anticipó que espera miles de solicitudes.

Antes de este acuerdo, los indocumentados mexicanos no podían abrir cuentas bancarias porque las instituciones les exigían un número de seguro social para demostrar su residencia en este país, y ello los forzaba a cambiar sus cheques en tiendas que les quitaban porcentajes por la transacción.

En el convenio con la cancillería mexicana, la institución financiera acepta que en caso de la deportación de uno de sus clientes, éste podrá, desde su país y a través de terceras personas, con carta certificada, solicitar el retiro de su dinero para que se le envíe por el medio que él desee.

En tanto, Martha Lara, cónsul general de México en Los Angeles, informó que la representación diplomática del gobierno mexicano en esa ciudad procesa un promedio de 4 mil matrículas consulares al mes, documento que se expide desde 1871 y pertenece al programa de protección de conciudadanos del gobierno de México.

"Este es un acuerdo sin precedente que va a mejorar el estilo de vida de miles de mexicanos que residen aquí, quienes debido a que no cuentan con documentos de residencia legal no tenían acceso a estos servicios", declaró la cónsul.

"Existe gran necesidad en Estados Unidos de proporcionar a la comunidad latina productos y servicios financieros. Ya no tendrán que guardar el dinero debajo del colchón", agregó.

En breve, la misma matrícula consular podría ser reconocida por las autoridades policiales del condado de Orange, California, y evitará que los indocumentados vayan a la cárcel por no contar con identificación.

Aunque no remplazaría a la tarjeta de identificación o licencia de conducir de California, a la que los inmigrantes indocumentados no tienen derecho, el mencionado documento sí ayudaría a las autoridades para identificar plenamente a quienes las porten.

March Report

The following is the March report of the development of the Agua Florida Credit Union:

March 15, 2001

Conversation With Jacinto Pena :

Jacinto is from Agua Florida. He is now working in the state of Louisiana. He has been in the States for at least seven years. During my conversation with him, he mentioned that he sees the possibility of success of the credit union. He mentioned that he sent \$300.00 to Mexico the week before. He paid \$36.00 in transfer fees. He used the Girasol company to transfer his money. He understands well how much money he could save if he had sent the money by mail.

He suggested that once the credit union grows, perhaps the community could expand its micro lending program to other citizens of other communities. And perhaps, in the future, we may want to build a small bank in the community to meet the credit need of the region.

He also mentioned that he has learned that a few individuals of other communities have already begun to make small loans to their communities. The people who are making the loans are using the model that Agua Florida Credit Union wants to use. Jacinto is convinced that the credit union will work, especially if most members of the community become part of it.

Jacinto has taken on the responsibility to research the transfer fees of Western Union and Girasol and other financial institutions who offer similar services.

March 20, 2001

Conversation With Francisco Pena Cecilio:

Francisco is a citizen of the community of Agua Florida who lives and works in the state of Louisiana. Francisco is eager to participate in this project. He mentioned that he has been in fact thinking about writing a proposal suggesting the Agua Florida residents working in the United States pay a \$20.00 monthly fee that will go to the community. If there are about 25 residents working in the States, the community should collect about \$600.00 every month. He argues that if everyone pays this amount there will be enough funds to finance small projects in the community. He also said there will be money to start a savings account.

After I had explained to him about the credit union project, he recognized the advantages of the project. He mentioned that this project will be self-financing and once it gains momentum it will bring income for the community. He believes that every member working in the States should be asked to contribute because the profit will be invested directly into the community.

Francisco offered to locate the addresses of all the community residents working in the United States so we can send them a survey.

After my conversations with these community members, I see the support for the project and it seems that they have already thought about doing a similar project. I am glad to see this enthusiastic effort, especially since they are already participating in deriving ideas for how this credit union is going to work. I am confident that with full participation of the community, we will be able to lay down the foundation of the credit union in such a way that will effectively address the credit problem of our beloved community Agua Florida.

April Report

These are the activities that I have pursued in the past two weeks:

- I wrote a comprehensive questionnaire to send out to every Agua Florida resident working in the United States. The questionnaire has a wide range of questions regarding the vision and commitment of the community. More importantly, the questionnaire asks in detail how we can make this project very successful. The questionnaire is in progress with the participatory of the current task and it will be sent out no later than April 31.
- The current task force is aggressively locating the addresses of all the residents working in the States. Francisco Pena, an active member, has already located the addresses of ten Agua Florida residents.
- Aniceto Pena, our representative who lives in Agua Florida has agreed to send us more information about financial institutions in Ixmiquilpan, Hidalgo, Mexico. We are studying all the services that banks are offering. These banks have world wide web pages but they have few details about their services for local small investors. We are looking for the best alternative to transfer money to Mexico at a minimum cost.
- We are currently writing the by-laws of the Credit Union. The current task force has set a goal that by the end of May the draft should be finished. We decided to give enough time so most members would have the opportunity to participate. We believe that the participation of most member is critical to its success.

The project is progressing according to the time-line. I had a phone conversation with Francisco Pena, Jacinto Pena and Juan Grabiell Cecilio this week. They believe that we can actually be able to raise money by the beginning of July or sooner. We will start raising funds once we have received the questionnaire from everyone and once we have written the bylaws.

We have not yet encountered any serious problems in the development of this project. The only problem we expect to encounter in the near future is to find the address of every Agua Florida resident working in the States. There are members who are constantly moving from one place to another. It is difficult to locate them.

May Report

PROPOSAL IN SPANISH: The task force of UCAF has finally written its first draft of the proposal in Spanish. A copy of this draft was posted in the CAUCUS last week. The bylaws of UCAF are included in the proposal. The bylaws are not available in English yet. We plan to translate the bylaws in two weeks. The proposal was the product of three current task force members. We have mailed this proposal to 19 community members for their input. We hope to receive their response within a month.

SURVEY COMPLETED: The task force has also finished writing the comprehensive survey for every community member. It is written in Spanish. The survey asks a big range of questions. We expect the survey will help us to understand clearly what the community members have in common and how everyone wants to see the community develop. The survey also asks the participation of the development of UCAF. We have mailed this survey to 19 community members as well. We expect to receive the survey back before June 30, 2001.

LOCATING COMMUNITY MEMBERS: The task force has only located 19 of the 32 community members. We hope to locate the rest of the members through the members we just located. When we mailed our survey and proposal, we included a short note asking them to help us to locate the rest of the members. We are confident that we should be able to locate the rest of the members within a month.

CONTACT WITH UCAF REPRESENTATIVE LIVING IN MEXICO:

Our UCAF representative living in Mexico, Aniceto Pena, called two weeks ago to inform that he has collected documents about Mexican banks located in Ixmiquilpan, Hidalgo, Mexico. He will send these published documents by mail this month. We hope these documents will give us a clear understanding of the types of services the banks offer. We are studying the best alternative for transferring money to Mexico at a minimum cost.

CONVERSATION WITH JACINTO PENA: On May 18, Jacinto Pena and I had our regular phone meeting to discuss UCAF. He brought to my attention several topics that are relevant to UCAF: 1) a new service to transfer money to Mexico has entered the market, 2) there is political turmoil in Agua Florida, 3) and there are high hopes for the UCAF.

1. Jacinto said that a new company to transfer money to Mexico has entered the market. This service is like Western Union, except that the money is delivered in American currencies in Mexico. This service is slightly better than Western Union. However, the service fee is still high. Jacinto paid \$18.00 to send \$100.00 two weeks ago (The \$18.00 dollar equals income for three days work for a person who work in Agua Florida). This new service raises concerns for UCAF because there will be a few members of the community who would rather send their money through this service because is faster and well secured. Nevertheless, we believe that we can still compete.

2. Jacinto mentioned that an Agua Florida citizen working in the United States has resigned from the community officially. His decision to withdraw from the community was a surprise to the UCAF task force. He was very active in the community. We were hoping to gain his support but now it will be difficult. The task force regrets his decision but the task force remains very confident about UCAF's success.

3. Jacinto remains very optimistic about UCAF. He thinks that we can easily raise \$500.00 within two months. He personally is willing to donate \$50.00 toward the UCAF fund.

TELEPHONE CONVERSATION WITH FRANCISCO PENA: On May 23, Francisco and I had our regular discussion about the UCAF. He was able to locate five community members working in the United States. We have sent the proposals and surveys to these five community members. Francisco is very confident about UCAF, in spite of the local political turmoil in our community. He said "there is not reason for us not to make this project succeed. If one of our fellow residents has resigned from the community, it does not mean that we should all stop working. His decision to resign from the community is due to our local government structure and we should not blame anyone but ourselves. We must change our government system and we can do it through UCAF." Francisco is disappointed about the residents who resigned from the community but he believes that we will implement the project no later than August 2001.

READING MATERIALS:

Adams, Frank T. and Gary B. Hansen Putting Democracy to Work. California: San Francisco, 1992. I have been reading this book for an elective class about coops. This book is very useful because it explains what are the important elements and principles that make a coop successful. UCAF functions as a coop so this book is relevant. The book gives some models how a coop should work and it also gives some bylaws models. I highly recommend this book if your are interested in cooperatives.

A Mexican newspaper, La Reforma, published an article on May 18, 2001, "Ven mas inversiones por venta de Banamex". The article published in Spanish explains that the purchased of Banamex by Citigroup may bring business for Banamex. Banamex is a national Mexican bank that has a branch in Ixmiquilpan. If Citigroup buys Banamex, it might open opportunities for UCAF. Perhaps we can open a saving account with Citigroup and be able to withdraw money in Mexico for a very small service fee. We plan to follow up on these bank activities.

ACTIVITIES THAT NEED TO BE DONE NEXT:

1. Draft a loan agreement model
2. Translate bylaws from Spanish to English
3. Keep locating more community residents working in the States
4. Start raising funds within twenty days
5. Keep studying the best alternative to transfer money to Mexico

June Report

PART I

June 10, 2001

Aniceto Pena, our UCAF organizer living in Mexico, called to let me know that he has collected more information about banks in Ixmiquilpan. He volunteered to send the readings but I suggested that he keep them for August when I am down there. He also mentioned that he has been organizing young residents to join the project. He has been able to find an Agua Florida resident eager to participate in the project.

June 15, 2001

Francisco Pena, one of our active task force, called as part of our monthly conversation. He made a few comments about the bylaws I sent to him last week. He mentioned that we should add a few sentences explaining how the assets should be managed in the event of UCAF termination.

He also suggested that we should write in the bylaws that the donors should have the right to demand a financial report if the UCAF officers failed to provide this information. We plan to make this addition.

Francisco also mentioned that he has met with Jacinto Pena twice this month to discuss UCAF. They have discussed how much we should charge for micro-loans, transfer fees and what will be the maximum length of a loan. Francisco said they think it is important to study what is the interest rate in Mexico and this should help us to determine the rate we can charge. Francisco and Jacinto think that two months should be the appropriate term of a loan.

June 19

Jacinto Pena called to inform me of his meeting with Francisco. He gave me the information that Francisco had given me a few days before. In addition, he suggested that we should start to elect our official officers: President, Secretary, Treasure, and two Representatives.

PART II

The result of the Survey:

Five people have already responded to the survey that we sent out last month. All of these five participants have shown strong support for the project. We expect to receive more of these survey before June 31, 2001.

Funds for the project:

Unexpectedly, we have already received \$65.00 from an Agua Florida resident. She has pledged \$5.00 for expenses to establish UCAF and \$60.00 for loans. This \$60.00 equals 550 pesos which is income of about a week and a half for a resident living in Agua Florida. Her contribution is significant and encouraging.

Most participants who responded to the survey have pledged an average of \$50.00 dollars for the UCAF loan fund. So far, we have \$200 uncollected funds and \$60 received. We are about to reach our \$300 goal by end of July. We are confident that we would be able

to exceed this amount and perhaps be able to collect about \$500.00. The task force hopes to have \$500 on hand before my trip to Mexico in August 2-28. If we collect \$500 by July 31 we should be able to generate loans by the end of August.

Partial Financial Report:

Funds for the UCAF program:

Collected Funds	\$60.00
Uncollected Funds	\$200.00

Funds to Establish UCAF:

Cash	\$5.00
------	--------

PART III

Looking at our timeline, we are very much on target. However, we are behind with three activities, 1) draft a loan agreement model, 2) find the best method to transfer money to Agua Florida, and 3) translate bylaws from Spanish to English.

- 1) The loan agreement model is in process. I have left the task force to draft this agreement and I will help them to edit it.
- 2) The task force has decided to wait until I travel to Mexico to determine the best way to transfer money to Mexico. We have limited information about Mexican banks. Once we learn the services that banks have to offer in Mexico, we should be able to decide how exactly the money will be transferred. This task should be accomplished by the end of August.
- 3) This month we have been very busy and never had the opportunity to translate the bylaws from Spanish to English. This work would be done before the end of July.

Tasks that need to be done within a few weeks:

1. Keep raising funds
2. Finish the loan agreement
3. Translate documents
- 4) Write an appreciation letter for contributions

PART IV

Sources

Moody, j. Carroll and Fite G. (1971). The Credit Union Movement. Nebraska: Nebraska Press.

This book is extraordinary. It explains in detail the Credit Union movement world wide. It explains the history and the ideology of credit unions. This reading is very relevant to UCAF because it shows the successes and failures of the credit union movement.

Rosenthal, Clifford (1999). World View. NFCDU@ 25. New York: National Federation of Community Development Credit Unions.

This reading explains the most recent information about credit unions. It gives the statistics of the credits unions in the United States.

July Report

July 11, 2001- Aniceto Pena, our active task force in Mexico, called to confirm that he sent information about banks in Ixmiquilpan, Hidalgo. The brochures he sent me have relevant information for the Agua Florida Credit Union. For example, Banamex, the second largest bank of Mexico works closely with MoneyGram. MoneyGram transfers money electronically like Western Union. MoneyGram fees are more competitive. In addition, these brochures should help me to prepare for interviews that I plan to do when I am in Mexico next month.

July 14, 2001- I had my regular conference call with Jacinto Pena to talk about the Agua Florida Credit Union. This time he did not have much to say about the project. We are still waiting for the answers of the survey we sent out last month.

July 18, 2001- I had my monthly conference call with Francisco Pena to update the recent activities of Agua Florida Credit Union. He mentioned that we should do a follow-up with most Agua Florida residents and ask them if they have received our survey.

Result of the Survey: Surprisingly, we have not received many of the surveys we sent out last month. We have received about 7 back so far. This is about 30 percent of the total copies we sent out. This result is somewhat disappointing. We may consider calling community members who have not replied our survey as a follow-up.

How does the MoneyGram business work?

Unfortunately, last week I had to send some money to Mexico. I needed to send the money as soon as possible, so I looked for the best deal from different companies. I decided to use MoneyGram to send \$700.00 to Mexico. I had to pay \$20.00 for the service. I had the opportunity to ask the person who processed my transaction how MoneyGram works. He explained that the MoneyGram service can be accessed in many small and large grocery stores. The manager of the store processes the transaction. She or he receives \$5.00 of the \$20.00 and the rest goes to MoneyGram and the Mexican bank Banamex. The manager of the grocery store collects the money and deposits it into his or her business checking account. Then, MoneyGram withdraws the money from the checking account and deposits it to its account. And finally MoneyGram pays Banamex for its business.

In other words, the money is transferred by three parties before the receiver gets the money. This is the chart how it works:

Sender---- Manager of the of the store---- MoneyGram ---- Banamex --- Receiver

It is important to understand how the money is transferred and helps us to develop ideas about how we can make our transfer fees very competitive. We may end up using MoneyGram as our intermediary if we don't find another alternative.

Trip to Mexico-- On August 2, I am leaving for Mexico to visit family members. I plan to research banks when I am down there.

September and October Report

Major events in the project.

The task force has decided to change slightly the name of the project. The new name is 'Agua Florida Community Savings' (AFCS) instead of 'Credit Union of Agua Florida'. We changed the language to avoid any restrictions and regulations that may imply for credit unions in the United States and in Mexico. The goals, mission and objectives will remain unchanged. As it reads in the project bylaws and mission statement, the project will help Agua Florida residents who work in the United States to send their to Mexico with at a low cost. Any profit earned from AFCS will be spent on community projects.

Aniceto Pena, the AFCS representative in Mexico, reported last week that half of the Agua Florida citizens who work in the United States have moved to Mexico due to the 'Enduring Freedom' War. The decision of these immigrant workers to return to Mexico affects directly the development of AFCS. There are only 14 Agua Florida residents remaining in the United States. AFCS will be unable to grow as rapidly as expected. The AFCS task force cannot do anything about this change. However, the AFCS task force will work with the remaining Agua Florida residents in the States. The task force predicts that most of the people who moved to Mexico will eventually come back next year or when the Enduring Freedom War is over.

AFCS has not collected enough funds to start making loans. AFCS has collected \$275.00 which is not enough to open a checking account in Mexico. At this point we will wait and see if more Agua Florida residents donate more money.

Regular Communication:

September 24- I had my regular phone conversation with Francisco, one of the active task force member. We discuss the possibilities of opening a saving account in Mexico for AFCS. This was before many Agua Florida residents moved to Mexico.

September 28- I talked to Jacinto Pena and discussed the possibilities of opening the checking account in the second week of October.

October 5- Aniceto Pena wrote an email explaining that many Agua Florida residents have moved to Mexico due to the Enduring Freedom War.

October 10- I called Jacinto Pena and Francisco Pena Cecilio to let them know about Aniceto Pena's email. They were disappointed to hear but there is enough effort to continue with the project. Both of these task force members mentioned that we may have to ask for more donations from those who already donated to be able to open a checking account. They think that is necessary and important to open a checking account, let every resident of Agua Florida know that AFCS has started and ready to provide its service.

September 20- October 15. The task force and I have not finished wrapping up this project. We spend much time putting together all parts of this project. The task force has been able to get most of its works done but there are several pieces that need to be accomplished.