



KimisituNews

September 2018 Edition

A newsletter for Kimisitu Sacco Ltd



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OUR VISION

The personal financial solutions provider of choice

OUR MISSION

To empower members economically by providing quality financial services through prudent mobilization of resources and excellent customer care

OUR CORE VALUES

Professionalism

Respect

Equality

Commitment

Transparency and Accountability

Integrity

Customer Focus

Equity



PRIORITIZING VALUE TO KIMISITU MEMBERS BY TRANSFORMING INTERNAL CAPABILITY INTO BENEFICIAL OUTCOMES



The ethical premise upon which the SACCOs were founded is what drives the SACCO movement to date. Focus of the SACCO's therefore should be to improve the social wellbeing of members and their families. The rule of thumb is that one's economic life or environment determines their social wellbeing. For Kimisitu members to attain both economic and in turn

social wellbeing means our focus should therefore go beyond mobilization of funds for provision of affordable credit to members and include transformative internal changes that would translate to value propositions/benefits to members who are both the owners and the users. This focus is predicated upon the cooperative movement principles and the core values by which Kimisitu stands.

The savings and credit cooperative movement in Kenya compared to other nations, has had tremendous growth, going by its popularity among ordinary Kenyans. Saccos in Kenya have emerged as the dominant micro financing societies that spearhead savings and investment. SACCOs comparatively serve approximately 13.1 percent of the population. This presents a big opportunity for SACCOs given that there is an untapped market. The best investment Saccos in Kenya give their members enough confidence in their activities, products and services such that they favorably expand in membership. They provide members with value that enables them to invest in the best business ventures and markets that promise big returns. To exploit this opportunity, it is imperative that we continually improve our business model by reviewing or reshaping our Strategies, Structure and Systems to provide a better support services and value proposition to our members.

The biggest milestone in the savings and credit cooperative movement has been the incorporation of technology in our internal and customer facing activities, a move that has seen Kimisitu Sacco improve efficiency, establish controls and improve service

delivery to members. ICT in today's business is a strategic enabler.

Digital delivery of services is no longer the alternative channel of service delivery but is increasingly becoming the key aspect especially for the digital natives who increasingly consume financial products and services. Investing strategically with appropriate risk mitigation is key to ensure Kimisitu is a market leader in service provision.

Time and space are increasingly shrinking making processes a lot easier, and less demanding, much of which is attributed to technology. In the financial industry, Kimisitu is at the forefront to ensure that Saccos are not an exception to this trend. Deployment of technology equally reduces operational costs and enables efficient provision of electronic services. Innovation is the great way to success in this digital age. The path of innovation in business means doing something different, smarter or better that will make a positive difference in terms of value, quality or productivity by using emerging or proved technologies. Investing in technology and choosing the path of innovation are bound to increase our market share, financial performance and overall competitiveness. Additionally, speed and accuracy are at the heart of making the right decisions for any Sacco business. Rapid development and extension of digital platforms and digital payments provide the speed, security, transparency, and cost efficiency needed to increase financial inclusion. The broader access to and participation in the financial system helps reduce income inequality, boost job creation, accelerate consumption, increase investments in human capital, and directly help members manage risk and absorb financial shocks.

The impetus to value provision lies in improving our internal processes to reduce the turnaround time it takes for members to obtain our products and services, and equally important is improvement of our customer services. Technology being an enabler, Kimisitu has invested in systems that have automated our

internal processes and we are looking at providing platforms such as the CRM (Customer Relationship Management) through which we will be able to serve members better. With this as a base, we strive to continually improve and are looking towards innovating our systems and structures to help us realize our strategic goals. The call for innovation is compounded by the fact that today the Sacco Industry is faced with constant pressure from our immediate external and global environment. For example, tax laws and regulations directly or indirectly affecting the Sacco are constantly being revised as new

ones are introduced. There is therefore need for constant review of our positioning within the Sacco industry and financial sector at large to ensure we remain aligned to our strategic objectives while at the same time competitively position ourselves to be best fit to thrive in Kenya's socio-economic environment for the betterment of our members.

Value to members means the general improvement or upliftment of member's economic and consequently their/our social lives. By prioritizing and improving our internal capabilities and offerings, by improving on our human resource and innovation, we would be able to offer the best products and services to members and provide a platform on which members will be able to patronize these products for their wellbeing. With our ever-vibrant motto of being your partner to prosperity, we would continue to be the conduit or means through which our members and the society succeeds. Your prosperity is our prosperity.

Phillip Oyuko
Chairperson

CEO'S BRIEF

BUILDING INTERNAL FINANCIAL CAPACITY FOR KIMISITU



The co-operative movement is established upon seven (7) universal principals. Two of these principles are Economic Participation by Member and Autonomy and Independence.

The principle of Economic Participation by member envisions a situation where members start a business (Sacco) in which they commit to become its customers. If any co-operative business is to

succeed, members must patronize the products and services offered by the co-operative society.

The principle of autonomy and independence considers that members are coming together to form a business entity that will not be subject to any external interferences or control directly or indirectly. Independence is defined as "a condition of being able to take care of your own needs and to make and assume responsibility for your decisions while considering both the people around you and your environment". Considering this definition, independence in a co-operative society is about being self-sufficient by having enough own resources and using these resources in a way that all shareholders who are co-owners, meet their financial needs satisfactorily.

As a co-operative society Kimisitu Sacco have endeavored to have adequate own resources to meet demand for loans by its members without depending on external financial institutions for funds. These resources have been achieved by the confidence our members and shareholders have in the Sacco. Through the contribution of share capital which is fixed and paid one off, monthly deposits and other forms of savings made by members, the Sacco has been able to meet all the members financial needs in terms of loans.

These two dimensions make a Sacco unique in that the member is both a shareholder and a customer. Usually, members interchangeably and conveniently stand at these two positions. For most of the

year, members come to the Sacco for credit and other services. As they do this, they stand in the position of customer and would like to be offered the highest/best credit/service at the lowest cost. When it comes to the Annual General Meeting held once a year, the member conveniently moves to occupy the position of shareholder and puts the board to task to explain why they have not made enough surplus to pay a better interest/dividend than they did the previous year.

One of the three key objectives contained in the model by-laws formulated by the State Department of Co-operatives and by Sacco Societies Regulatory Authority and contained in Kimisitu Sacco By-laws is "To promote thrift among its members by affording them an opportunity for accumulating their savings and deposits and providing them with credit exclusively for provident and productive purposes, at fair and reasonable rate of interest; thereby enabling them to use and control their money for their mutual benefit".

The objective encompasses what has been the focus of Kimisitu Sacco. What is most important and ranks first in this objective is that Sacco avails its members an avenue for savings. There can be no source for borrowing if someone did not sacrifice to save. Even funds that are held by banks are savings by people (short term and long term) that banks manage and lend out to others. The second focus availability of credit for provident and productive purposes. If a member is in need of credit, the need must be met from whatever source. However, the cost of credit varies from one institution to another. As a lending institution, Kimisitu Sacco has a duty to ensure that the cost of its credit to its members is fair and reasonable.

The objective does recognize that members will need credit for different reasons. It could be for meeting daily or periodic needs or for development. Before aspiring to meet development needs, Kimisitu Sacco should facilitate its members to fully or substantially meet their providence needs. It is the responsibility of every Sacco to have in place structures and schemes that attend to members providence. Examples of these needs are medical which are part of every human being, death which is inevitable and when it occurs there are costs to be met and dependents to be taken care of.

Kimisitu Sacco has in place a scheme that covers members in case of death and contributes back an equal share of a deceased member's deposits to enable the next of kin move on financially. The Sacco continues to explore avenues where it can facilitate members to cater for their providence needs at subsidized premiums that are affordable to all. Once the unexpected needs are covered, members should comfortably commit their surplus to Sacco savings for self-development and for the development of the Sacco. The last focus on the objective is the emphasis on mutual benefit. As members commit their savings to create a pool where others borrow at fair and reasonable cost, those who save should be given a return that motivates them to continue availing their funds to the Sacco.

In the long-term, Kimisitu Sacco should build enough capital to enable it to sustain fair and reasonable rates of credit to members. This is achievable through annual retention of surplus and enhancing the shareholding by members. However, over the last few years members declined proposal at AGM to build reserves viewing it as reducing their annual return on deposits. While this is true and valid in the short-term, it ignores the long-term gain that would accrue to all members and the establishing of a sustainable capacity by the Sacco to finance credit needs of its members and good return to shareholding.

Prudential management dictate that, Sacco should focus more on share capital which is Society's funds and which the Society can comfortably plan with due to its long-term nature. Share capital cannot be compared to members deposits which members can access within 60 days' notice. Saccos therefore are moving towards declaring much higher dividend on shares to reflect their worth to the Sacco by their long-term nature while interest on deposit is low considering their short-term nature. This is also the trend in the financial market where interest on deposits paid by banks are not comparable to dividend paid to their shareholders even though the biggest proportion of financing of credit is through deposits. Kimisitu Sacco is exploring ways of using technology to facilitate easy transfer of shares from one member to the other.

CPA Catherine Odhiambo

Interim Chief Executive Officer



KIMISITU SACCO PRODUCTS

NYUMBA SMART LOAN

- This loan enables you to make home improvements
- Through cooperative partnerships, we enable members to acquire discounted products like water tanks, furniture & electronics
- Affordable interest rate of 1% per month on reducing balance
- Loan repayable within 48 months

BOOSTING FACILITY:



Access more funds

This facility will boost your deposits to enable you get your desired loan.

To help you get a bigger loan, we increase your deposits by 100 percent of members

current deposits at the time of loan application subject to a maximum of Kshs. 500,000. The boosting facility will be credited to your member account.

This amount will be eligible to earn interest on deposit at the end of the year. Interest charge on boosted amount at 5% (one off).

EDUCATION LOAN

Members can finance their various education needs by applying for this loan.

- Maximum repayment period is twelve (12) months
- Granted once a week.
- Need not attach copies of documentary evidence
- Interest rate is 1% per month on reducing balance
- Granted three times the member's deposits



KARIBU LOAN

Are you a new member with three months of contribution and wondering how to get a loan of up to Kshs. 100,000?

Kimisitu Sacco proudly presents KARIBU LOAN.



At an interest rate of only 1% per month on reducing balance, you can now borrow up to Kshs. 100,000 with a repayment period of upto six (6) months through check off.

With only an appointment/contract letter and a guarantor whose deposits and those of yours cover the loan which is within the three times shares limits, you now have a reason to smile all the way to financial freedom.

MAKAO HALISI LOAN

- The Maximum Limit is Kshs. 30,000,000
- Extent of financing: 100% of the value to be constructed
- Security: 30% plot title and the house structure 70%
- Deposit Requirement: Member can qualify for a loan 5 times the amount of deposit regardless of other existing and future loans with the Sacco
- Ability to pay: Payslip and other approved sources
- Interest: 1.16% per month on reducing balance
- Repayment Period: Eight four (84) months
- House ownership: Jointly owned by the sacco and the member
- Member comes with their contractors. Sacco has a check list for the contractors that must be met

EMERGENCY LOAN

Emergency loans enable our members to pay for emergencies such as hospital bills or fire. There is an option to top up your emergency loan through the Top Up Emergency Loan.



- Maximum repayment period is eighteen (18) months.
- Need not attach copies of documentary evidence
- Interest rate is 1% per month on reducing balance
- One must be having an existing emergency loan to qualify for a top up emergency loan.
- Granted three times the member deposits
- Processed within eight (8) working hours
- Applications must be received by COB every Friday to facilitate processing for payments.

SPECIAL DEVELOPMENT LOAN

Achieve your dream of owning your own home, owning a piece of the city in the sun or renovating your home by



applying for our affordable, easy to pay Special Development Loan.

- Maximum repayment period is forty eight (48) months.
- Loan granted is three times the member's savings less all outstanding loans provided that one third rule is not violated.
- The maximum loan granted shall be Kshs 10,000,000.
- The loan is granted once a month
- Interest rate is 1% per month on reducing balance

INSTANT LOAN:

Twice as Nice, half as long

- The Maximum Limit is Kshs. 400,000
- Repayable in six (6) months
- Security: 1 guarantor
- Limit based on 100% salary net pay
- Interest Rate: 5% per month on reducing balance
- Default notice and recovery: Recovered from deposits two (2) months of non-payment. Member blacklisted for six (6) months from getting such a facility Member pays back his deposits
- *Other terms and conditions of Kimisitu Loans apply



VALUATION LOAN

The Valuation Loan will assist members to pay off valuation fees for collateral. A one off interest of 2.5% will be recovered upfront from the member. The valuation loan will be recovered upon approval and disbursement of the Loan applied for that is secured with collateral.



INSURANCE LOAN:



Kimisitu Sacco has a partnership with CIC Insurance where members will enjoy negotiated insurance premiums on various covers.

- No Interest is charged.
- Repayment period is nine (9) months.
- 2/3 Rule does not apply.
- Gurantors are not required for this loan.
- Deposits multiplier requirement is waived.

Apply one month in advance of the policy date, failure to which your application will be expected with the first instalment.

- This cover is available immediately.

PREMIER LOAN

Premier loan helps you buy off your bank loan at no charge. Loan repayment period up to sixty (60) months Borrow up to Kshs. 30,000,000. Interest at 1.3% per month on reducing balance. Option to offset other Sacco loans. Bridge Sacco loans at 5% commission.



MEGA LOAN:

Mega Loan is a loan product with the following features:

- Loan repayment period up to seventy two (72) months.
- Can be taken as a stand-alone loan.
- Can be used to bridge Special Development, Normal Development, Emergency and Education loans.
- Can be used to buy loans from other financial institutions.
- A one off charge of 3.5% of loans being bridged or bought will be charged.
- Can be secured through guarantors and/or collateral.
- Interest at 1.2% per month on reducing balance.
- 2/3 rule applies where applicable.
- Loan will be given up to three times a member's deposits.
- Proof of other sources of income apart from payroll applies.



MOTOR VEHICLE & MACHINERY LOAN:

Dream it, Wish it, own it

- Maximum Limit of up to 5 times the member deposit to a maximum of Kshs 5 million
- Interest Rate: 14.5% p.a.
- Repayment period: 48 months
- Down payment: 10% Toyota Make and 20% Other Make
- Sacco Financing: 90% Toyota Make and 80% Other Make
- Security Value (Car): 70% Toyota Make and 60% Other Make
- Guarantorship/Other security: 30% Toyota Make and 40% Other Make



NORMAL DEVELOPMENT LOAN

Are you looking for funds to purchase a car or acquire other assets? Are you looking for capital to start your own business, diversify into new ventures or capital to boost your business? We shall partner with you and transform your life. Through our normal development loan, a Kimisitu member can access funds required at the most affordable interest rates.

- Maximum repayment period is sixty (60) months.
- Loan granted is three times the member's savings less all outstanding loans provided that the one third rules, is not violated

Loan requirements

Just before you submit that loan application, check the following:

- Members who have saved for three months or more.
- Members who transfer their deposits from other Saccos will be deemed as a continuing member.
- Fully completed loan application form.
- The applicant signature MUST be witnessed by a member of the Sacco.
- Minimum three guarantors who must be active members.
- Provide Guarantors' and/ Collateral equal to or more than the loan applied for.
- Employer MUST sign and rubberstamp the application form.
- A most current pay slip certified by the applicant's employer's payroll officer, MUST be attached to the application
- KRA Pin certificate and a copy of an acceptable form of identification (National ID/Valid Passport) MUST be attached to the application.
- All loans should not exceed three times of the deposits (with exception of Makao Halisi, Motor Vehicle & Machinery and Instant loans).
- All loans are insured against death and permanent. The premium is paid from the loan applied.
- Maximum loan ceiling is Kshs: 30,000,000.
- All deductions should not exceed 2/3 of gross salary.

Kimisitu Human Resource

Kimisitu Sacco has continued to grow in capacity and expansion leading to more staff numbers to meet the market needs and offer excellent customer service. Since Mid - 2017, Kimisitu introduced a fully-fledged HR Department by recruiting a HR Manager. The Department focuses on employee performance by spearheading a culture of growth i.e. employee learning and development which ensures that all team members perform at their pick thus enabling staff to strategically address the dynamism in our competitive market.

At Kimisitu Sacco, we do not focus simply on what we do – we also care how we do it. Our values and the way we behave are important to us. We ensure that our staff understand and embrace our core values, a positive customer-oriented culture and high level of professionalism and integrity as they serve our customers / members on daily basis.

Our aim is to have a complete turnaround of the societies culture. We pledge to raise a customer experience excellence through the words and deeds of our employees. This will be achieved by understanding our member needs, creating a friendly working environment for our employees, recognising capacities of individuals and ensuring that they have understood the mission, vision,

core values, emerging market trends, strategy and culture.

We focus on establishing a culture that is continuously responding to the market needs. This has achieved some milestones as our leaders and teams have embraced and started demonstrating the desired culture in the day to day activities. Our actions are consistent with words and each has taken a position to preach the gospel of strategy. Going forward, the Society is keen to weed out non-performance factors to ensure that the society is alive to the real world. This will be driven by the HR Unit which commits to pay closer attention to overall business performance, geared towards the achievement of our vision and strategic objectives. This goal is driven by the vicious realisation that any culture and every culture drives' organisational performance, which directly means that if our culture is not performance oriented and we cannot compete, we risk closing shop. The best practice that we are therefore adopting is to manage culture just as we do other customer service functions. We will strive to remain competitive and grow what has been established by our earlier generation.

Winnie G. Njoroge
HR & Admin' Manager



Kimisitu Sacco Board of Directors

1. What do I need when applying for a loan?

- Fully completed loan application form
- Minimum one guarantor for loans up to 1 million or 3 guarantors for loans above 1 million who must be active members and have contributed deposits for at least six months. Guarantors' and applicants shares MUST be equal to or more than the loan applied for.
- Employer MUST sign and rubber stamp the application form.
- Outstanding loan by the applicant, MUST be cleared before a loan of the same kind is approved.
- A most current pay slip certified by the applicant's employer's payroll officer, MUST be attached to the application.
- Attach copy of an acceptable form of identification (National ID/Valid Passport)
- Must have been an active member for at least six months.

2. Must I have guarantors when applying for a loan?

All loans granted by the society must be fully secured by guarantors who must be members of the Kimisitu Sacco or other collaterals which is either a land title deed or car log book. Guarantors' and applicants shares MUST be equal to or more than the loan applied for. In special cases when the loan is less/equal to shares one could self guarantee but have to fill the self guarantorship form and will need to be approved by the committee.

3. How much loan can I qualify for?

The maximum loan amount a member can be given at any one time is three times the member's savings subject to a maximum of Kshs 30 million less any outstanding loan balance. A member must take home at least a third of his/her pay after all deductions.

4. Can I apply for more than one loan?

A member is allowed to take all the loan products on offer so long as total loans repayments do not exceed two thirds of the member's salary and three times the member's savings.

5. What is the interest Charged on Loans?

All loans except Premier Loan, Mega Loan, Divided Discounting, Motor Vehicle and Machinery Loan, and Makao Halisi Loan attract an interest of 1% per month on a reducing balance. Motor Vehicle Insurance Loan does not attract any interest.

6. Can I offset my deposits against my loan?

A member is only allowed to offset his deposits against his loans if he is ceasing to be a member. He must then pay off the loan balance immediately if any. Offsets are only done when a member has asked those he has guaranteed to seek for guarantor replacements.

7. If I clear a loan before its completion date will I be required to pay interest for future periods?

No interest or penalty is charged for clearing a loan earlier than the contracted period.

8. Can I transfer my deposits to another member?

Yes, all a member needs to do is to instruct the society by filling in a withdrawal form and replace any outstanding guarantees offered to other members loans.

9. What do I need to do when withdrawing from the society?

A member needs to inform the society by filling in a withdrawal form giving the society 60 days' notice. The process can however, take two weeks at a commission 10% of the current deposits.

10. When Am I eligible for a loan?

After being a member for at least six months and have contributed for a minimum of Kshs.18, 000. New members who have been active for 3 months can access Karibu loan upto a maximum of Ksh. 100,000.

11. Can I continue with my membership as an individual member after leaving the organization I work for?

Yes as long as your guarantors are in agreement. What you need to do is place a standing order for both deposit and loan repayment.

12. Can I pay extra amounts outside payroll?

You can pay extra contributions/ Loan repayment using MSACCO/ MPESA or Bank deposits.

13. Can I boost my deposits and take a loan immediately?

Yes, You can boost your deposits and apply for a loan immediately

14. Can I transfer my deposits from another Sacco to Kimisitu? What are the benefits?

One can transfer his deposits from another Sacco to Kimisitu. A member who does so is treated as an old member even if he has just joined the Sacco and can apply for a loan immediately.

15. Who is eligible to become a Kimisitu Sacco Member?

Kimisitu Sacco membership is open to employees of Non-Governmental Organizations, International Organizations, Embassies, Foreign Mission and other reputable organizations.

The spouse of an already registered member, children above 18 years and individuals in the diaspora are also eligible to join.

16. What happens to my shares after withdrawal from the society?

Shares continue earning dividends and can also be transferred/sold to

another member

17. How do you provide service to your members?

Email: customercare@kimisitusacco.or.ke

Call Center number 0709136000.

Online: Webportal and Web chart



Ushirika Environment Day - 2018

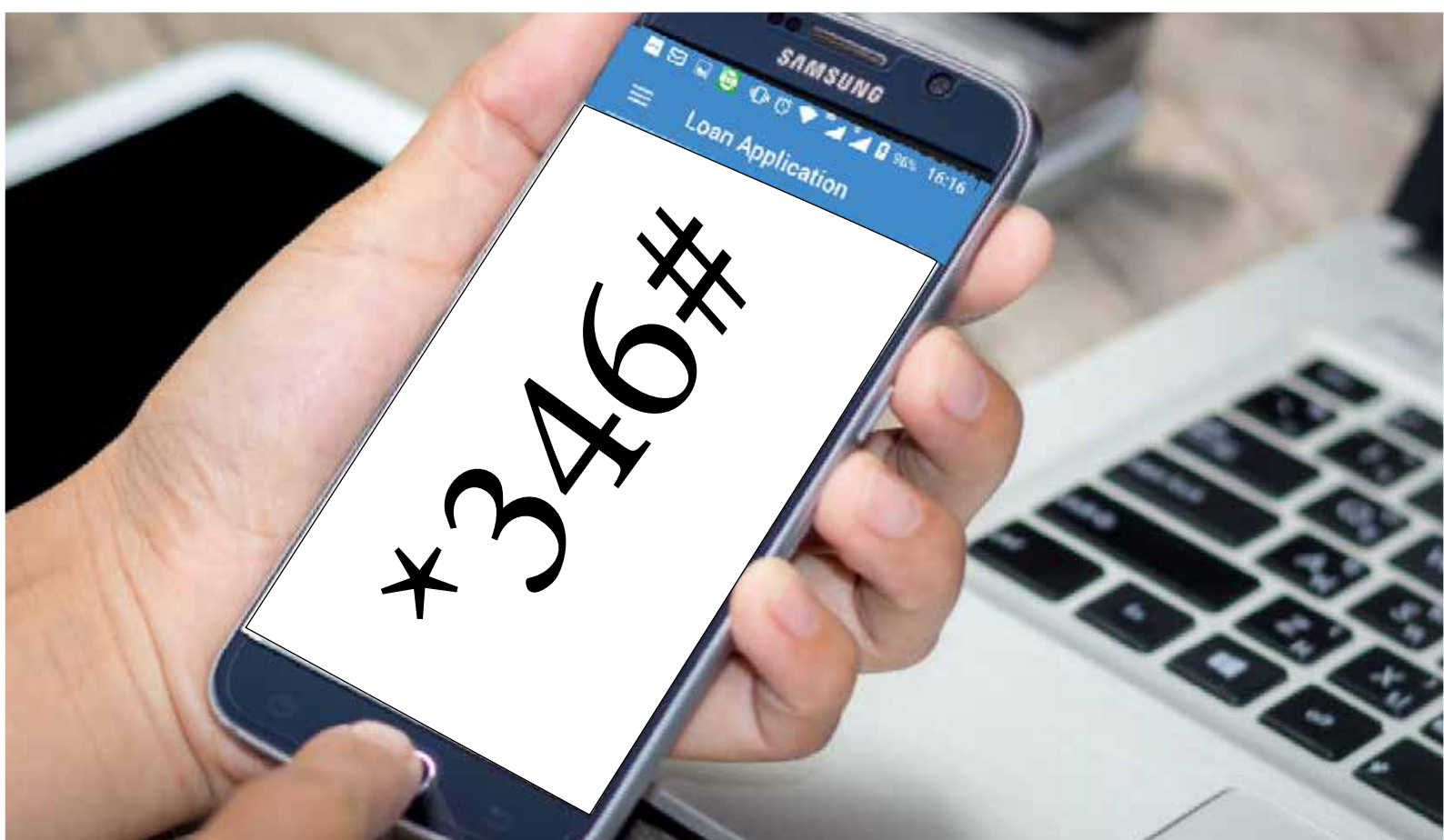


Kimisitu

M-Kimisitu Mobile Loan Product

Kimisitu Sacco loan is just a hand-set away! Register today and enjoy quick loans of up to Ksh 30,000 at the touch of a button through the USSD Code (*346 #) or through Msacco + App.

M-Kimisitu Features	
Product Name	M-Kimisitu
USSD Code	*346 # (Accessible to M-Kimisitu registered members only)
Kimisitu App	Playstore → Msacco+ → Install on your phone
Membership	At least 3 months
Sacco Savings Consistency	Consistently contributing for at least 3 months
Maximum Loan	30,000.00 beginning with Ksh 10,000 graduated monthly by 25%
Repayment Period	Within 1 Month (30 days)
Interest Rate	7%



Kentainers Partnership

Kimisitu Sacco members can purchase water tanks from Kentainers at a discounted rate through the “Pata Maji na Kimisitu” campaign. Financing for the water tanks is available through the Nyumba Smart Loan product at affordable interest rates of 1% per month at discounted price.

Members who require financing should follow the following process:

- Visit Kentainers to identify the tank and obtain a proforma invoice.
- Confirm loan eligibility with the sacco and submit loan application.
- Provide a map to the destination where the tank will be delivered.
- Upon approval, funds are disbursed to Kentainers.
- The tank is delivered by Kentainers.

Members who wish to acquire tanks buy cash will only be required to obtain an introduction letter from Kimisitu confirming their membership status.

Hotpoint Appliances Ltd Partnership

- For all your Electronic and Household goods.
- Visit Hotpoint Website on www.hotpoint.co.ke or any Hotpoint Showroom and identify the items you would like to buy by specifying the model number of the item. You can contact Hotpoint directly or through Kimisitu Sacco for a discounted quotation. Fill in our Loan application form and provide a sketch map to where Hotpoint delivers your item. Deliveries outside 1 km radius from the Hotpoint showroom attract a minimal charge.



Mombasa Member Education

ARE YOU LOOKING FOR Motor or Home Insurance?

With us get interest free LOANS for 9 months and insure your car at only 4% through CIC Group



CIC Insurance Group Partnership

- For all your insurance needs, the Sacco pays premiums to CIC Insurance and allows you to pay in instalments over duration of nine months interest free.
- All you require is to get a schedule with the premium applicable and fill in Kimisitu Sacco Loan form.

WEKEZA SCHEME PRODUCT

Parameters	Kimisitu	
Name of product	Wekeza Scheme: Wekeza Scheme is a withdrawable deposit account where depositors can place short term deposits for specified periods of time usually between one to twelve months. The account targets members with large sums of money that they have put aside for investment and they are fairly certain of the period that they can commit the funds.	
Minimum Balance	Minimum Ksh.50,000 but member can add any other amount below 50,000 even Ksh.10,000	
Interest rate	Duration of Investment	Hurdle Rate (p.a)
	3 Months	7%(prevailing minimum rate as per CBK guidelines)
	6 Months	8%
	12 Months	10%
	More than 12 Months	10%
Interest calculation	Interest is computed daily and credited at the maturity of the contract period.	
Period	Three, Six, and Twelve Months	
Documentation	The customer will be issued with a Certificate of Deposit upon depositing the money.	
	The Certificate of Deposit details the amount deposited, date deposited, interest rate applicable, contract period and the maturity date	
What can investor do on maturity	<ol style="list-style-type: none"> 1. Re-invest the whole amount 2. Withdraw part and re-invest the balance 3. Withdraw the whole amount (Principle plus interest) 	
Can the Fixed deposit be used to secure a loan and what percentage?	Can be used to secure loans at 100%	
On withdrawal before maturity date	Loss of the interest income in full	
Timeframe for refunds	5 working days	

Kimisitu Sacco Pictorial



Little Angels Fun Day 2017



Little Angels Fun Day 2017

An advertisement for Kimisitu Sacco Ltd. featuring two men in business attire sitting at a table, signing documents. A cup of coffee is on the table. The background is a dark, textured wall.

Earn
Ksh 1000

INTRODUCING
A NEW MEMBER

**The member must contribute
at least Ksh 6000
in the drive period**

Promotion Period
23rd Jul- 23rd Oct

**KIMISITU
SACCO LTD.**
Your Partner for Prosperity

0709 136 000 @kimisitusacco

Member Recruitment

Kimisitu Sacco Pictorial



**Nairobi Ushirika Day
Celebration**



Mombasa Members Education



**Kisumu Ushirika
Day Celebration**

New Features
Maximum of 5 times one's deposit regardless of other loans
Loan secured by the plot 30% and house structure 70%
Maximum Limit Ksh 30M
Interest 1.17% per month on reducing balance
Repayment period 84 months
Member comes with their contractors
Sacco develops a check list for the contractors that must be met.

Makao Halisi Products Aspects

PROPOSAL DEPOSITS TO LOAN CONTRIBUTION TIER-MAKAO HALISI ONLY	
Loan Amount	Deposit Contribution
Upto Kshs: 500,000	Kshs: 3,000
Kshs: 500,001 to 1,000,000	Kshs: 4,000
Kshs: 1,000,001 to 2,000,000	Kshs:5,000
Kshs: 2,000,001-5 million	Kshs: 6,000
Above Kshs:5 million	Kshs:10,000

Three categories of Makao Halisi

1. Acquisition of Complete House
2. Purchasing of piece of Land.
3. Constructing a House

1. Acquisition of Complete House

- ✓ The member identifies and negotiates for the house.
- ✓ The member can apply 5 times of their deposits
- ✓ Loan to be secured by the building and other security
- ✓ Other security includes, other land, Logbook, and guarantors.
- ✓ Maximum Kshs 30,000,000
- ✓ Repayment Period 84 Months

✓ Interest rate 14.04% on reducing balance

- ❖ Member checks the eligibility from customer care team
- ❖ Member submits the loan application form attaching required documents i.e. Sale of agreement, I.D copy, Copy of KRA PIN, copy of title deed, Certified Current pay slip or six months Bank statement as source of income and supporting documents
- ❖ List of valuers sent to member
- ❖ Member chooses the valuer
- ❖ Instruction sent by Kimisitu to the valuer for valuation process
- ❖ Upon receiving the report, the loan is appraised and submitted to the committee for approval if the loan is fully secured.
- ❖ After approval of the loan. A list of Lawyers sent to the member
- ❖ Member chooses the lawyer
- ❖ Instruction letter sent mto the lawyer for Transfer and charging of the title
- ❖ Upon receiving the charged property, Member is advised to submit copy of insurance for the house
- ❖ Then funds disbursed to the seller
- ❖ Remittance sent to the member

Note that the valuation fees, Lawyers' fees & Insurance for the property are paid by the member.

2. Purchasing of piece of Land.

- ✓ The member identifies and negotiates for the land
- ✓ The member can apply 5 times of their deposits
- ✓ Loan to be secured by the Land and other security
- ✓ Other security includes. Other land, logbook and guarantors.

- ✓ Maximum Kshs 30,000,000
- ✓ **Repayment Period 84 Months**
- ✓ **Interest rate 14.04% on reducing balance**

STEPS

- ❖ Member checks the eligibility from customer care team
- ❖ Member Submits the loan application form attaching required documents i.e. Sale of agreement, I.D copy, Copy of KRA PIN, copy of title deed, Certified Current pay slip or six months Bank statement as source of income supporting documents
- ❖ List of valuers sent to member
- ❖ Member chooses the valuer
- ❖ Instruction sent to the valuer for valuation process
- ❖ Upon receiving the report, the loan is appraised and submitted to the committee for approval if its fully secured.
- ❖ After approval list of Lawyers sent
- ❖ Member chooses the lawyer
- ❖ Instruction letter sent for Transfer and charge
- ❖ Upon receiving the charged title deed the funds disbursed to the seller
- ❖ Remittance sent to the member

Note that the valuation fees & Lawyers fees are paid by the member.

3. Constructing a House

- ✓ Members qualify for a loan 5 times the amount of deposit regardless of other existing and future loans with the Sacco
- ✓ Loan secured by the plot 30% and house structure 70%
- ✓ Maximum Limit is Ksh 30,000,000
- ✓ Interest rate 14.04% on reducing balance

- ✓ Repayment Period of 84 Months
- ✓ Funds to be disbursed as per the project managers report.
- ✓ Funds disbursement in phases after certificate of completion.
- ✓ -25% during the initial phase
- ✓ -50 % for walling and Roofing
- ✓ -25 % for practical completion

STEPS

- ❖ Member checks the eligibility from customer care team
- ❖ Submits the loan application form
- ❖ Attaching required documents i.e. Sale of agreement, I.D copy, Copy of KRA PIN, Copy of title deed, Certified Current pay slip or six months Bank statement as source of income supporting documents, Bill of quantities from registered quantity surveyor, Approved Architecture drawing by registered county government
- ❖ The Qs checks the documents
- ❖ List of valuers sent to member
- ❖ Member chooses the valuer
- ❖ Instruction sent to the valuer for valuation process
- ❖ Upon receiving the report, the loan is appraised and submitted to the committee for approval
- ❖ After approval list of Lawyers sent
- ❖ Member chooses the lawyer
- ❖ Instruction letter sent to charge the title deed
- ❖ Upon receiving the charged title deed the funds transferred to the member in phases.
- ❖ Upon completion of construction member is required to insure the house submitting the copy to us.
- ❖ Remittance sent to the member

Note that the valuation fees, Lawyers' fees & Insurance for the property, Project manager fees are paid by the member.

Board of Directors



Phillip Oyuko
Chairperson

Phillip holds a Master of Business Administration degree – Strategic Management Option from United States International University and a Bachelor of Science degree in Computer Science from Kenyatta University. He has a wealth of experience working in senior positions for both corporate organizations and NGOs. Currently he works for the International Livestock Research Institute – ILRI and The World Agroforestry Centre – ICRAF, both member organizations of the CGIAR (Consultative Group for International Agricultural Research) consortium, a global partnership that unites organizations engaged in research for a food secure future. His broad experience and expertise spreads through the areas of ICT Service Management in support of business strategy, Financial Systems and Process Administration, Project Management, Service Strategy, Internal Audits, Quality Management Systems and Business Administration. Phillip is a certified IT Service Management Professional, a certified Project Manager and holds various IT certifications including ITIL, MCSA, Oracle OCA etc. Phillip is passionate about leveraging on technology that works to serve members for their growth in wealth.



Dorobin Nyamwaya Agoti
Vice Chair

Dorobin joined Kimisitu Sacco Ltd Board in March 2018 and was appointed to the position of Vice Chair and chair Business Development Education (BDE) Committee on the 21st March. Prior to joining the board, Dorobin served as a member of Kimisitu Sacco Ltd Supervisory Committee for three years where alongside the other team members, he reviewed and advised on the improvement of internal Sacco controls, Cooperate Governance, implementation of the strategic plan, Risk Management & mitigation and the efficiency of Sacco operations. Dorobin, holds a Master's in Business Administration (MBA) and BSc Electrical and Electronic engineering both from the University of Nairobi among other certifications. He is registered with the Engineers Board of Kenya (EBK). Currently he works with the International Federation of Red Cross and Red Crescent Societies, as a Regional Senior Information Technology Officer. He is a dedicated professional, well grounded both in Business Management and Information Technology with over 10 years' working experience. He has wealth of experience in projects management, service delivery improvement, process improvement management of processes and Financial management. In his present role, Dorobin is energised to provide input that will help further improve the efficiency of service delivery to the members, reduce the risk exposure to members and ensure informed investment decisions are made to grow member wealth. He is keen to ensure that Kimisitu lives to its motto of being a partner to prosperity for all members



Johnson Bor
Treasurer

Johnson Bor is a Senior Communications Assistant with Alliance for A Green Revolution in Africa (AGRA), an Africa based, non-profit organization that seeks to transform the lives of millions of farmers in Africa. Prior to joining AGRA he worked with Rockefeller Foundation, Africa Academy of Sciences, Kenya Defence Forces (KDF) - Kenya Air Force, in the Logistics Squadrom, Both at Eastleigh Air Force Base, and Department of Defense (DOD). Johnson Bor holds a Diploma from the University of Nairobi on Conflict-2001. He has done several courses in administration, communications, safety and security, and crisis management. He has represented AGRA staff on the Alexander Forbes Retirement Fund, in the management committee (MANCO), since 2008.



Evaline Ochieng
Hon. Secretary

Evaline holds a Bachelor of commerce Degree in marketing and a Master's of Business Administration from the University of Nairobi. Her broad experience spreads through Administration, marketing and Human resources. She has been working for International Organization for Migration for 9 years in various capacities. Evaline is passionate about strengthening membership recruitment, increasing member retention and enhancing awareness of Sacco product and services to existing and potential members. She therefore brings to the board additional skills that are necessary in guiding Kimisitu Sacco to achieve its objectives



Agunga Chris Duncan
**Chair - Audit and Risk
Management Committee**

Agunga Chris Duncan is a Monitoring and evaluation (M&E) professional, with over 10 years' experience in monitoring and evaluation of community health programs in Kenya. Currently he works as a Senior M&E Officer for LINKAGES program at FHI360, where he joined in 2016. Before joining FHI360, Chris worked with CMMB, ICAP and NRHS where he led in development of data management and monitoring system and use of data for improving program quality. Chris holds MPH - M&E (Kenyatta University), PGD Project Planning and Management (University of Nairobi), BSc. Applied Statistics (Maseno University). As an M&E expert, Chris envisions to create robust system monitoring Sacco activities in relation to its objectives and establishing a platform to promote data use in decision making to improve quality of services. He is a strong believer of stakeholder engagement, customer focus and efficiency in systems.



**Janerose Mwangi - Member -
Audit and Risk Management
Committee**

Janerose currently works for Medicins Sans Frontieres (MSF)-France Kenya as Finance Manager since June 2003. She has been involved in managing the accounting functions of the entire country projects, supervising and coaching the staff in finance units. Her career started in co-operative management in the Ministry of Co-operative & Marketing as a Co-operative officer for a period of ten years. Thereafter she joined the commercial corporate sector, Castle Brewing (K), as an accounts officer responsible of various departments; debtors / creditors. There she worked for four years gathering immense financial transactions experience both local and international. She has a Bachelors degree in Business Administration (Finance) from Kenya Methodist University and a Diploma in Co-operative Management from Kenya Co-operative College. She has served as a board member for Kimisitu SACCO since 2005.



**Ms June Kivinda - Chair -
Credit Committee**

June Kivinda joined the Board in March 2018. Ms June is a Council Member of the Institute of Certified Public Accountants of Kenya (ICPAK 2015-2018). She is the founder of Earnings Nest Ltd and her passion is in capacity building, costing of strategic plans and matters governance. She is currently pursuing her Masters Degree in Development Finance (a masters programme she spearheaded in conjunction with Africa Growth Institute (AGI) in South Africa to have introduced in East Africa where there was a gap. It started in Kenya College of Accountancy University (KCAU) in 2016 and in Strathmore University in 2017). She also serves as a Board member of Property Reality Company (PRC) since July 2017.



**Isaac Ochieng Odul -
Secretary - Credit Committee**

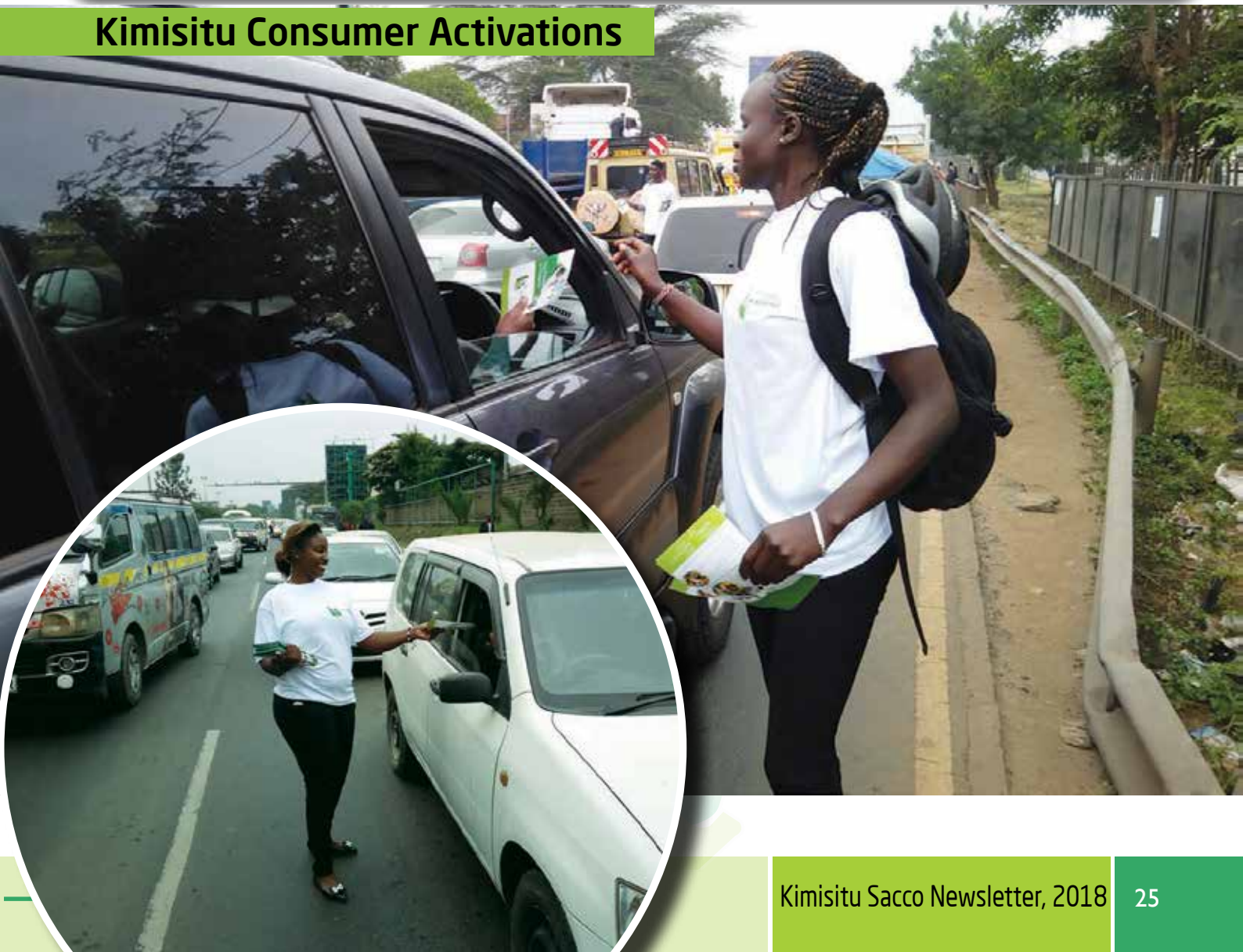
Isaac Ochieng Odul is an imbued intellect and is gifted with multi-tasking skills cutting across the confines of a trained administrator. He holds a degree in Business Information Technology from Mount Kenya University coupled with a combination of two Diplomas in Business Management from Kenya Institute of Management-KIM and an IMIS from The Institute of Management for Information Systems-UK. He has been pivotal in the administration affairs at International Center for Research in Agroforestry- ICRAF for solid five years to date. With more than sixteen years of transformative work experience in diverse areas, he is an Asset at KIMISITU SACCO. He harbours a lot of expertise in administration, Information Systems, project planning, budgeting, credit and risk assurance control. He is very innovative and is an added value to our noble organization. "The sum of the whole is more than the sum of individual parts". That is Isaac's motto.



Kiri Peter Mutugi
Secretary - Business
Development & Education
Committee

Kiri Peter Mutugi is a statistician who has served as a Monitoring and Evaluation specialist with different organizations since 2009 to date. Currently, he is working as a Senior Monitoring and Evaluation Officer- Continuous Quality Improvement with CHS-Kenya and as a Director with Lelemi and PYMA investment companies. Previously, he has worked with International Centre for AIDs Care and Treatment Programs (ICAP) Kenya where he spearheaded a vibrant Monitoring and Evaluation department. He holds a Master of Science in Research Methods with strong back ground in statistical computing from JKUAT having graduated from Kenyatta University with a degree in Bachelor of Arts: Mathematics, Econometrics and Business administration. He has qualifications in Community Development, Leadership and Management from University of Washington as well. Kiri's vision for Kimisitu SACCO Ltd is embodied in establishing strong liquidity and minimum capital ratios and financial freedom for all the members. His financial freedom motivation is anchored on "To achieve what 1% of the world's population has (Financial Freedom), you must be willing to do what only 1% dare to do. Hard work and perseverance of the highest order."

Kimisitu Consumer Activations



Supervisory Committee

CPA Collins Bonyo- Chairman



Mr. Collins Bonyo works with Life in Abundance International (NGO) as the Finance Director. He previously worked with World Vision International Somalia & Sudan Programs as the Head of Internal Audit. He holds an MBA in Strategic Management, and is a Certified Public Accountant (CPA-K) and a Certified Fraud Examiner (CFE). He is a member of ICPAK and the Institute of Certified Fraud Examiners. He has over 10 years' experience in the areas of Internal Audit, Finance and Strategic Planning & Management.

Collins has passionately served in the Supervisory Committee since 2007. He is enthusiastic that under his leadership, backed up by a dedicated team, the Kimisitu Sacco Supervisory Committee has been transformed into a dynamic, vibrant, effective and efficient team that has continuously and tremendously contributed to the Sacco's Enterprise Risk Management process whereby the Sacco has managed its risks and seized opportunities related to the achievement of its objectives. He is proud to be associated with the tremendous growth and success of Kimisitu Sacco.

Nicholas Odhiambo – Secretary



Nicholas Odhiambo is an energetic manager with over fifteen years practical experience in finance, strategic planning, grants management, Cooperatives and others. He is currently the Grants and Compliance Manager with Development Alternatives Incorporated (DAI) BRIC-East Africa. He manages grants in five East African Countries. He also worked for International Organization for Migration (IOM)-Somalia under the Transition Initiatives for stabilization(TIS) for six years where he managed over 500 small grants in the field and builds the capacity of the project staff in Hargeisa, Mogadishu and Nairobi on the best practices on grants and finance management. He also served in AMREF as a Grants Officer, managing Orphans and vulnerable children project in Eastern Kenya. Nicholas was the Chief Executive Officer for Maisha Bora Sacco Ltd where he led the team to establish the FOSA and ensured maximum membership satisfaction including but not limited to higher return on their investments.

Nicholas has a master degree in Business Administration - Strategic Management option from Kenyatta University and a bachelor of Business Administration- Finance and accounting option from Kenya Methodist University. Nicholas is also a CPA-K from Strathmore University.

Nicholas joined kimisitu Sacco in April 1, 2011 and joined the Committee on February 23, 2013. He has a high passion for the co-operative movement.

Amos Atuya Nyakundi – Member



MA, BBM, CPA.

Finance and Administration Manager, Eastern and Central Africa, Interpeace

Amos Atuya Nyakundi leads Interpeace's Finance and Administration functions in Eastern and Central Africa. He has over 10 years' experience with finance in the humanitarian and development sectors. Prior to joining Interpeace, Amos worked for Tearfund as a Geographical Management Accountant, covering the West and Central Africa Region. He has a vast experience in audit, accounting, finance and overall management of multiple donor funds in international organizations. Amos has a strong ability in setting up internal control systems, managing budgets, and preparing financial reports based on specific requirements set by donors. He has hands-on experience managing funds from major donors like USAID, the European Commission (EC) and SIDA among others. Amos is a Certified Public Accountant of Kenya (CPA). He holds a Masters' in Project Planning and Management from the University of Nairobi and a Bachelor's degree in Business Administration (Finance) from Moi University.

New Staff

Winnie Gaceri Njoroge

HR & Admin' Manager



Winnie Gaceri Njoroge has joined Kimisitu team as a Human Resource and Administration Manager. She previously worked at Panesar Kenya Ltd as the Head of Human Resource. She holds Bachelor's degree in Business Administration from Kenya Methodist University, a post graduate Diploma in Human Resource Management from the Institute of Human Resource Management, Kenya. A certificate in workplace guidance and counselling as well as Training of Trainers Certification. Winnie has ten years' practicing experience in HR Profession. She is a full member of the Institute of Human Resource Management, Kenya.

Winnie's hobbies are reading, singing and farming.

Isaiah Onyambu Ondigi

ACCOUNTS ASSISTANT



ISAIAH has joined Kimisitu team as an Accounts assistant. He previously worked at UTABIBU SACCO as A Loans accountant. He holds Bachelor of Commerce-(Finance) degree from KCA University and is a qualified CPA. ISAIAH has 7 years' experience in Co-operatives industry. hobbies are : Reading Business magazines, watching soccer, playing handball, travelling.

Magdaline W. Gichinga

Direct Sales Representative



Magdaline has joined Kimisitu team as a Direct Sales Representative. She previously worked with Magic Colours Ltd as Marketer; She holds a Bachelor's degree in Commerce from Egerton University and has 6 years' experience in Marketing.

Her hobbies are travelling, listening to good music and reading novels.

New Staff

Samwel Mogire



Direct Sales Representative

Samwel N. Mogire has joined Kimisitu team as a Direct Sales Representative. He previously worked at Asa Kenya Microfinance as a Branch Manager. He holds Bachelor's degree in Business and Management (Accounting) from Jomo Kenyatta University and is a qualified accountant (CPA finalist) and currently pursuing a Masters degree in Business and Administration (MBA). Samwel has 4 years' experience in Marketing and Credit Management.

Samwel's hobbies are reading and research.

David Gitachu



Direct Sales Representative

David Gitachu has joined Kimisitu team as a Direct Sales Representative. He previously worked Metropolitan Sacco as Marketing Executive. He holds Bachelor of Arts degree from Kenyatta University. David has 5 years' experience in Marketing.

David's hobbies are sight seeing and reading financial journals.

Enock Ndubi Orucho



Direct Sales Representative

Enock has joined Kimisitu team as a Direct Sales Representative. He previously worked at platinum credit as sales representative. He holds Bachelor's degree in commerce from Jomo Kenyatta University. Enock has 5 years' experience in sales and marketing.

Enock hobbies are watching business documentaries.

MPESA PAY BILL SERVICE

MPESA pay bill service is a mobile banking facility that we are offering our members to enable them make payments through MPESA using their mobile phones at the comfort of their homes.

Example 1:

Monthly deposit KSh. 3,000

Account no is XXXXXXDEP where XXXXXX is your ID NO and DEP is the product code for deposit.

Example 2:

Loan Repayment for Normal Development Loan of KSh. 36,500

NB: Existing M-PESA rules and charges apply when paying remittances maximum transaction amount per day is Ksh140, 000 and the maximum amount transferable per transaction is KSh 70, 000.

MPESA PAY BILL CHARGES

The charges below shall apply for amounts being paid to the Sacco through MPESA. Members should ensure the remittances include the charges below while transferring the funds

Transaction Bands		MPESA Charges
Min	Max	
KSh.	KSh.	KSh.
10	49	5
50	99	5
100	999	10
1,000	2,499	22
2,500	4,999	33
5,000	9,999	68
10,000	34,999	101
35,000	49,999	197
50,000	70,000	205

PROCEDURE OF PAYMENTS THROUGH MPESA

1. You need to be an M-PESA registered customer as the service is available for Mpesa registered users only
2. Ensure you have sufficient funds in your M-PESA account to cover the amount you are paying and the relevant charges. See table on charges
3. Go to M-PESA on your phone Menu
4. Select Payment Services
5. Select Pay Bill
6. Enter the business number 911200
7. Enter your National ID number, followed by the product transaction code-see table on codes below
8. Enter the amount you wish to pay (up to Ksh70,000)
9. Enter your M-PESA PIN
10. Confirm details are correct and press OK
11. You will receive a confirmation from Safaricom once the transaction is complete. Keep this confirmation until you receive a receipt or confirmation from Kimisitu Sacco.
12. Your account will be updated within 24 Hours.

Amount to pay is kes 3033 (That is kes 3000 for Deposit plus mpesa charges of kes 33).	Account no is XXXXXNDL where xxxxx is the member's ID NO and NDL is the product code for normal development loan. Amount to pay is KSh. 36,697 (that is kes 36500 for loan plus mpesa charges of kes 197).
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Kimisitu Sacco Mpesa Pay Bill 911200 Guidelines-Revised July 2018

MPESA TRANSACTION CODES FOR PAYMENT

The following codes shall be applicable for all transactions being made including deposits and loan repayment.

Transaction / Product Description	NEW CODE OF PAYMENT
Lumpsum Payment	LMP
Bridging Loan	BRL
Normal Development Loan	NDL
Normal Development loan PROMO	NDP
Dividends Discounting	DVD
Education Loan	EDL
Emergency Loan	EML
Instant Loan	IST
Masaa Loan	MSL
Mavuko Loan	MVL
Mavuko Loan New	MVN
Mega Loan	MGL
Premier Loan	PML
Premier Promotion Loan	PPL
Refinancing Loan	RFL
Special Development Loan	SDL
Top up Emergency Loan	TEL
Karibu Loan	KAL

Transaction / Product Description	NEW CODE OF PAYMENT
Instant Loan New	ILN
Makao Hali Loan	MHL
Nyumba Smart Loan	NSL
Motor Vehicle & Machinery Loan	MOV
Valuation Loan	VAL
Motor Vehicle Insurance loan	MVI
Insurance Loan	ISL
Guarantor Liability Loan	GLL
Mpesa M-kimisitu Loan	MKM
Savings / Deposits	
Registration fee	REG
Share Capital	SHC
Deposit Contribution	DEP
Little Angels	LTA
Holiday Savings	HSA
KUSCCO Housing	KHS
Wekeza Scheme	WKS

NB: Lump sum refers to amount transferred for payment of several items e.g. Monthly contribution + Normal development loan, etc.

Ensure you follow up immediately with an email to finance@kimisitusacco.or.ke indicating the preferred distribution for the lump sum payment.



**KIMISITU
SACCO LTD.**
Your Partner to Prosperity

CALL CENTER
0709 136 000



@kimisitusacco



kimisituSaccoLTD

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