Tendencias futuras de las remesas hacia América Latina

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Inter-American Development Bank

Tendencias

- El futuro de los envíos
  - Posición actual
  - Expansión
  - Globalización
  - Profundización
- La intermediación del mercado de remesas
  - Consolidación y estructuración: oportunidades y retos
  - Tecnología
  - Banca e instituciones de crédito y ahorro
  - Regulación
- La migración y el desarrollo: nuevos actores y escenarios

The national income equation in Latin America: a rent seeking and courtesan state?

GDP: (X-M) + I + G + C

-Maquila, Tourism, Non-traditional exports
-Transportation, Telecommunication, Nostalgic Trade

-DOMESTIC SAVINGS - INVESTMENT
-FOREIGN SAVINGS - INVESTMENT

-FDI: Transnational capital, migrant capital investment
-TECHNOLOGY TRANSFER
-*UNILATERAL TRANSFERS*

-ODA-→ BILATERAL & MULTILATERAL
-PRIVATE DONATIONS
➔FOUNDATIONS, PPOs, HTAs
-WORKER REMITTANCES

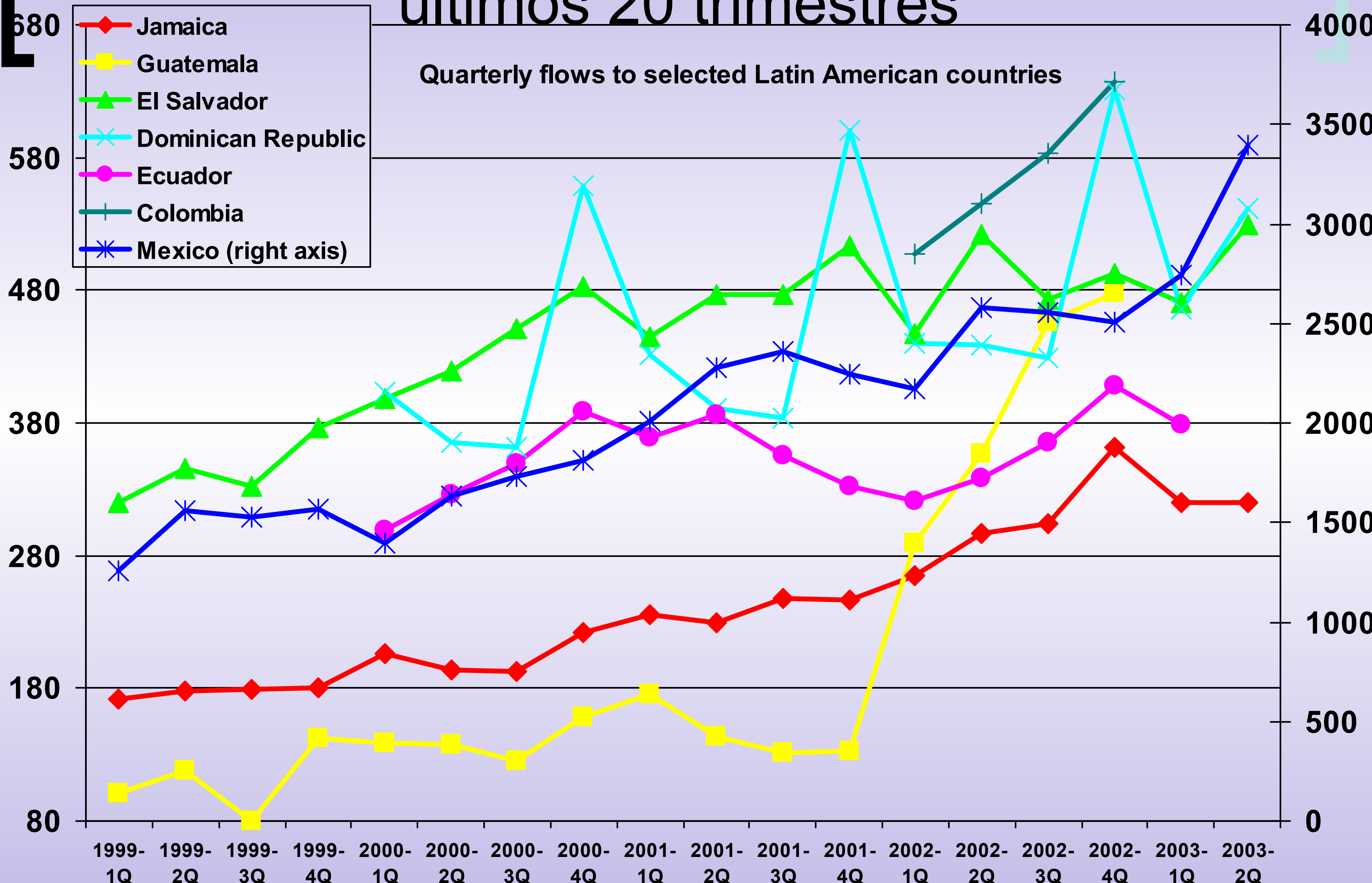
Dominican	Republic
Tourism	$2,609,000,000
Maquila	$1,875,000,000
Remittances	$2,044,000,000
AID	$ 125,000,000
Sum	$6,653,000,000
GDP	$21,500,000,000
Ratio	31%

Remesas, inversión y ayuda a América Latina

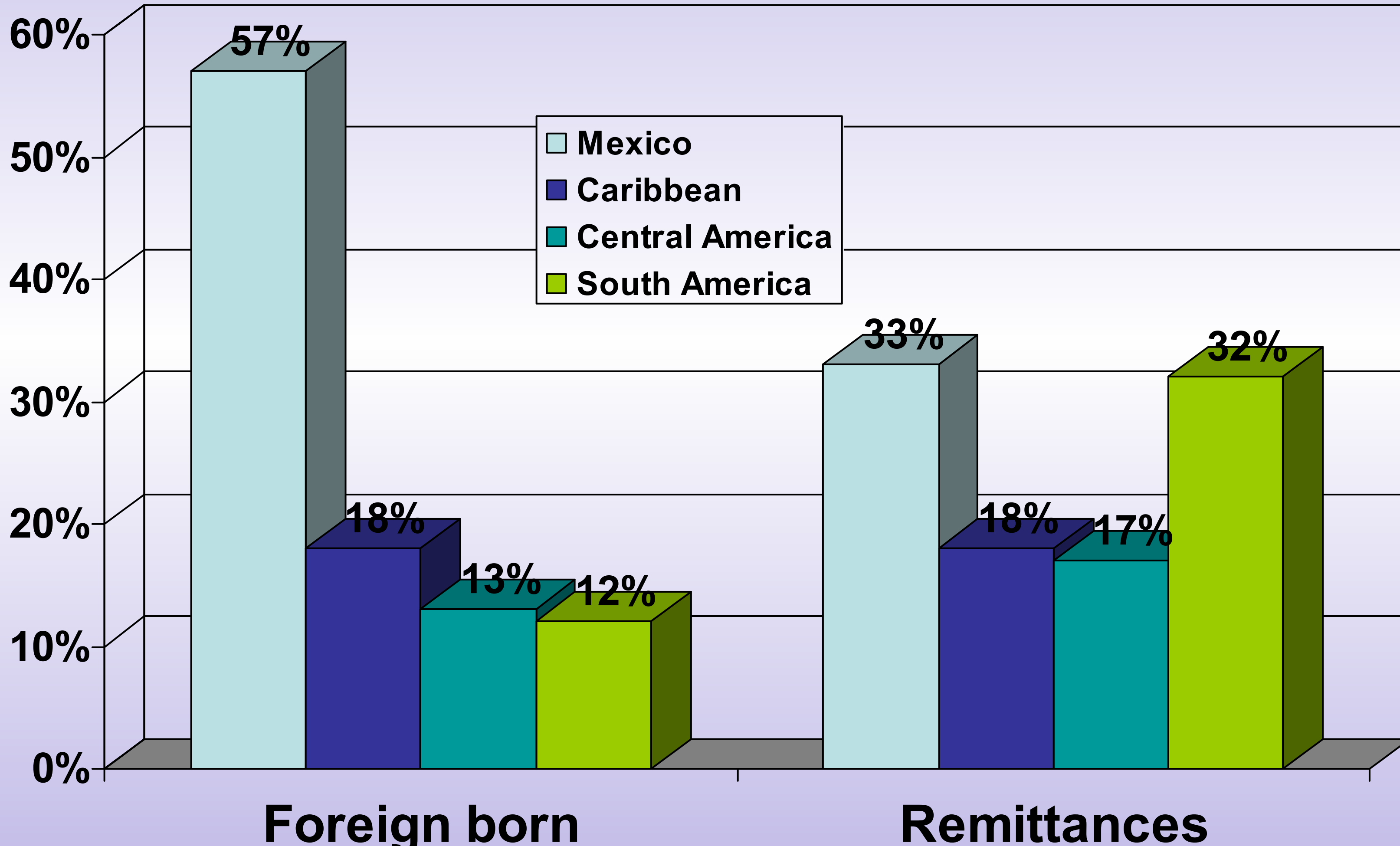
	1996 (US$ millones)			2001 (US$ millones)		
	Remesas	IED	AOD	Remesas	IED	AOD
Mexico	4,224	9,186	287	8,896	24,731	75
C.A.	1,819	1,102	1,827,780,0	3,567	2,018	2,095,9
Caribe	2359	733	744	4526	2706	478
S.A.	1716	9266	809	4021	8170	1047
Total	10,118	20,287	1,829,620	21,010	37,625	3,704

Source: Remittances, Central Bank of each country, Foreign investment and aid, World Development Indicators. ODA excludes loans from the World Bank or IMF.

Crecimiento: Remesas a América Latina en los últimos 20 trimestres



Expansión: Inmigración y remesas hacia América Latina (2002)



Globalización: Porcentaje de personas que envían remesas que compran bienes, llaman, visitan, gastan en su país de origen, y realizan donaciones

Calls over 30 minutes a week

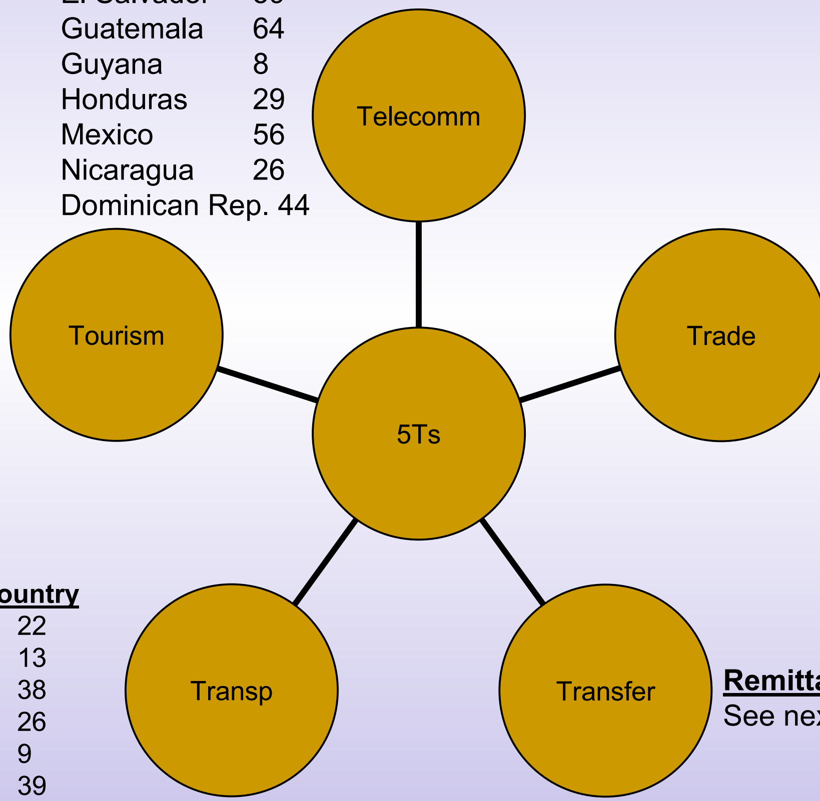
Cuba	40
Colombia	10
Ecuador	13
El Salvador	59
Guatemala	64
Guyana	8
Honduras	29
Mexico	56
Nicaragua	26
Dominican Rep.	44

Purchase home country goods

Cuba	81
Colombia	29
Ecuador	95
El Salvador	56
Guatemala	50
Guyana	82
Honduras	74
Mexico	76
Nicaragua	83
Dominican Rep.	65

Spends up to US$1,000

Cuba	79
Colombia	46
Ecuador	7
El Salvador	34
Guatemala	50
Guyana	33
Honduras	55
Mexico	22
Nicaragua	66
Dominican Rep.	32



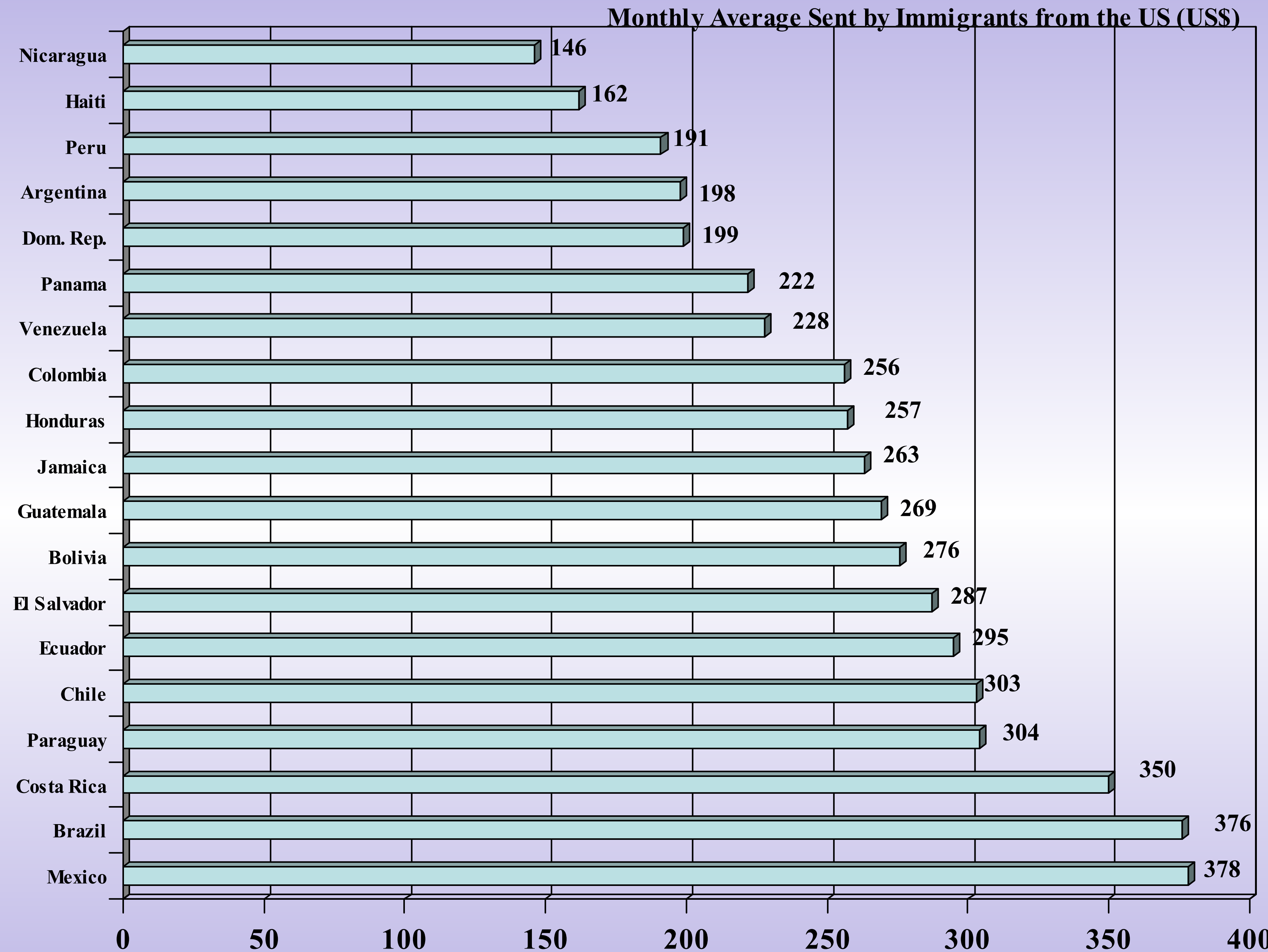
Donations

Cuba	5
Colombia	
Ecuador	10
El Salvador	3
Guatemala	3
Guyana	27
Honduras	7
Mexico	4
Nicaragua	4
Dominican Republic	3

Visits home country

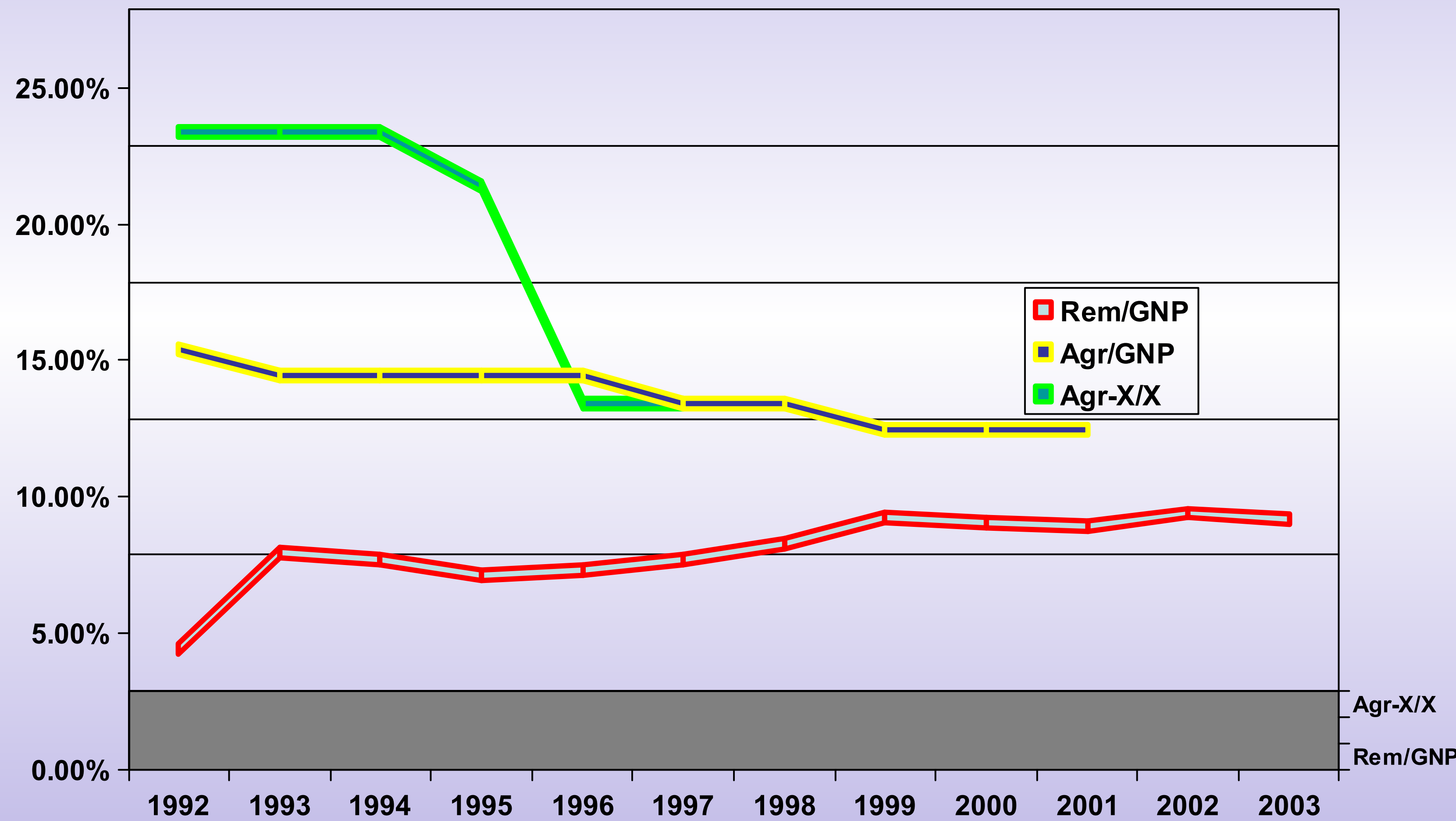
Cuba	22
Colombia	13
Ecuador	38
El Salvador	26
Guatemala	9
Guyana	39
Honduras	12
Mexico	23
Nicaragua	19
Dominican Rep.	68

Remittances
See next chart


Monthly Average Sent by Immigrants from the US (US$)
Nicaragua
146
Haiti
162
Peru
191
Argentina
198
Dom. Rep.
199
Panama
222
Venezuela
228
Colombia
256
Honduras
257
Jamaica
263
Guatemala
269
Bolivia
276
El Salvador
287
Ecuador
295
Chile
303
Paraguay
304
Costa Rica
350
Brazil
376
Mexico
378
0
50
100
150
200
250
300
350
400

Source: NMTA

The New Economies of Latin America: Betting on the Diaspora, the Dominican Republic



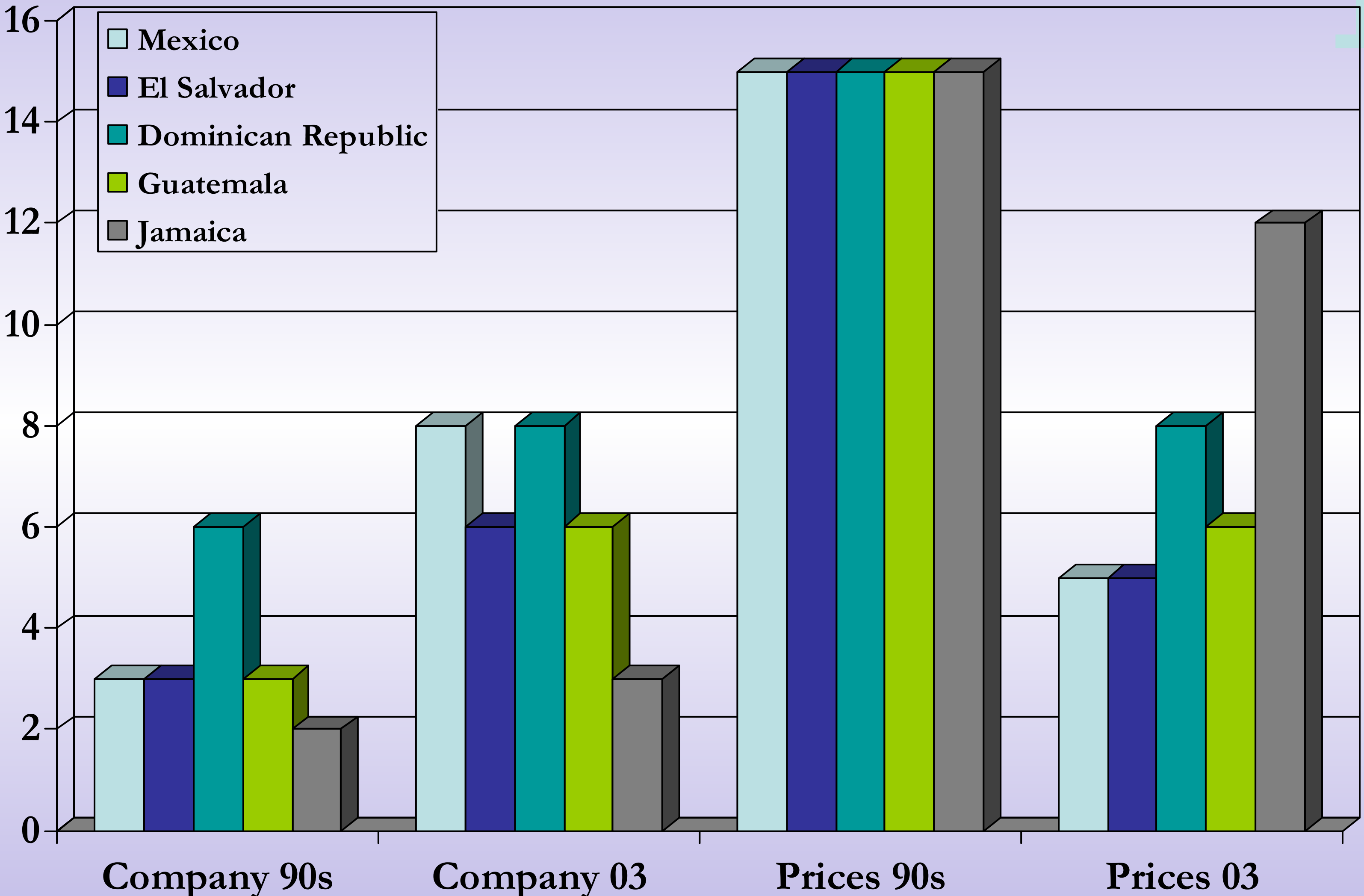
Remesas e intermediación

Características y tendencias

La intermediación hacia el futuro próximo

•Proliferación de compañías en proceso de consolidación,
• Lenta pero gradual caída de los precios;
•Nuevas formas de envío y nueva oferta de servicios
•Incertidumbre sobre el rol de la banca en Estados Unidos y América Latina
•La competencia tiene aun que afectar a algunos mas poderosos;
•Falta de incentivos en América Latina para bancarizar

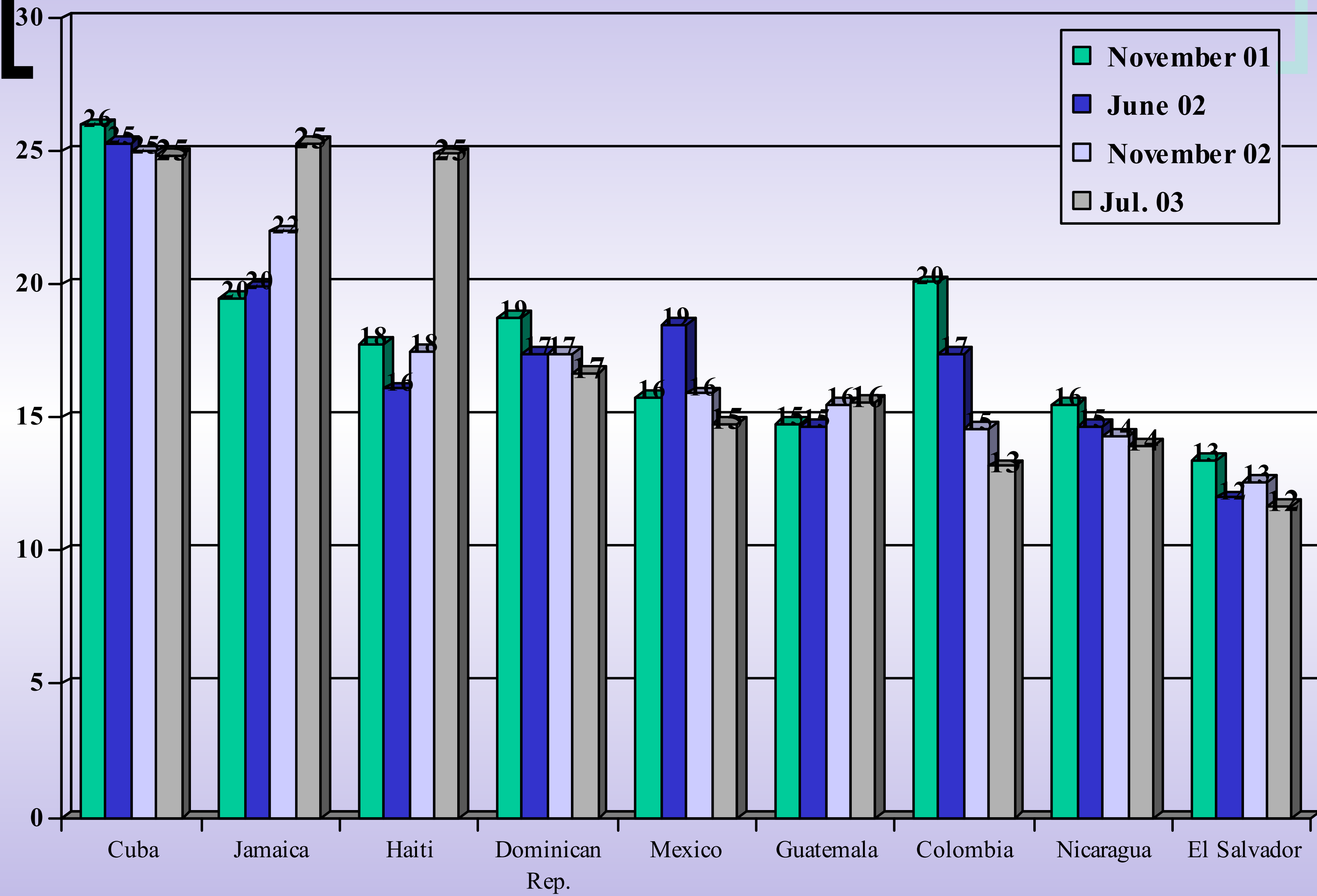
Competencia entre los principales países receptores



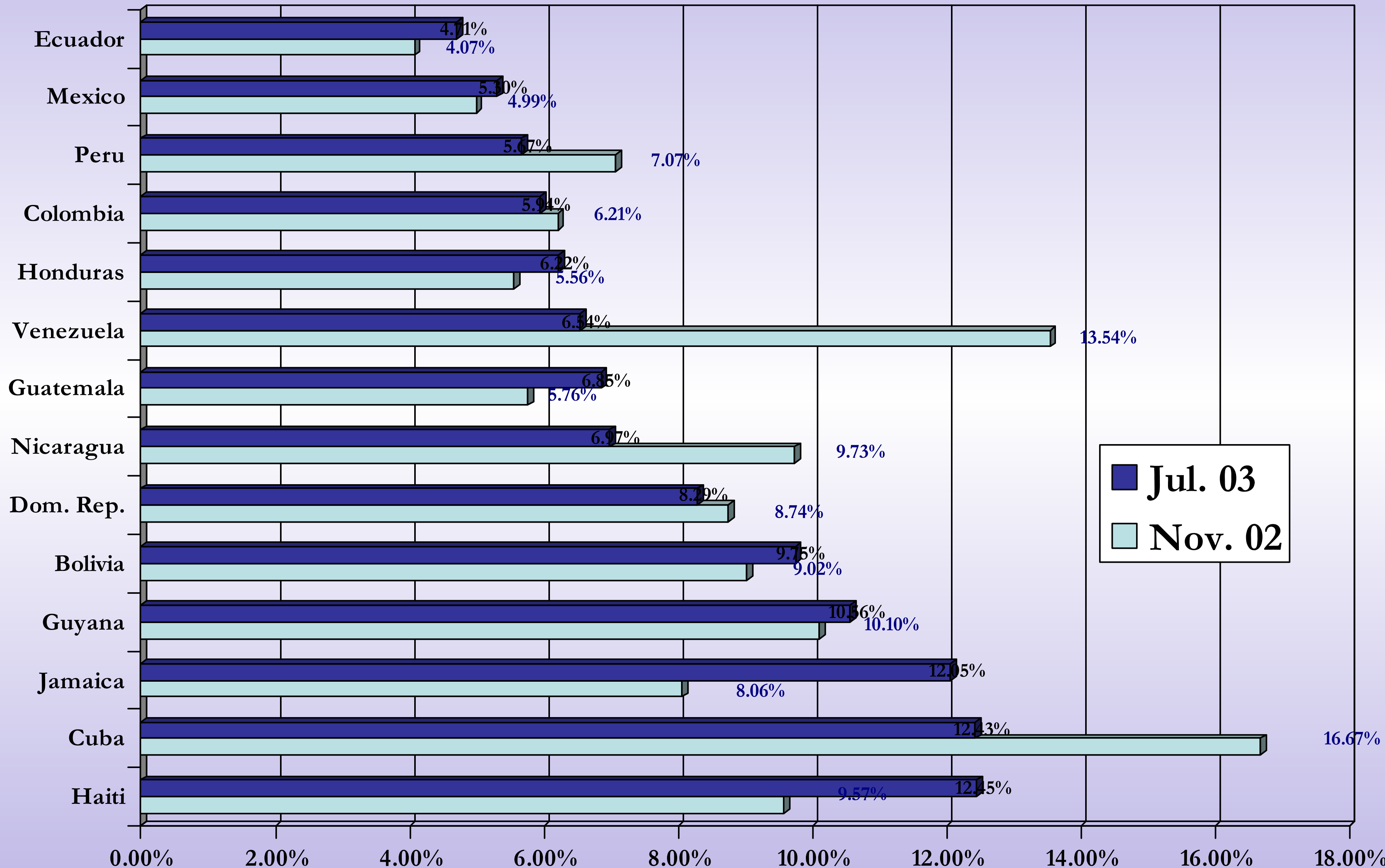
Number of money transfer companies holding 50% or more of market share

Cost of sending money to selected countries (as percent of principal sent)

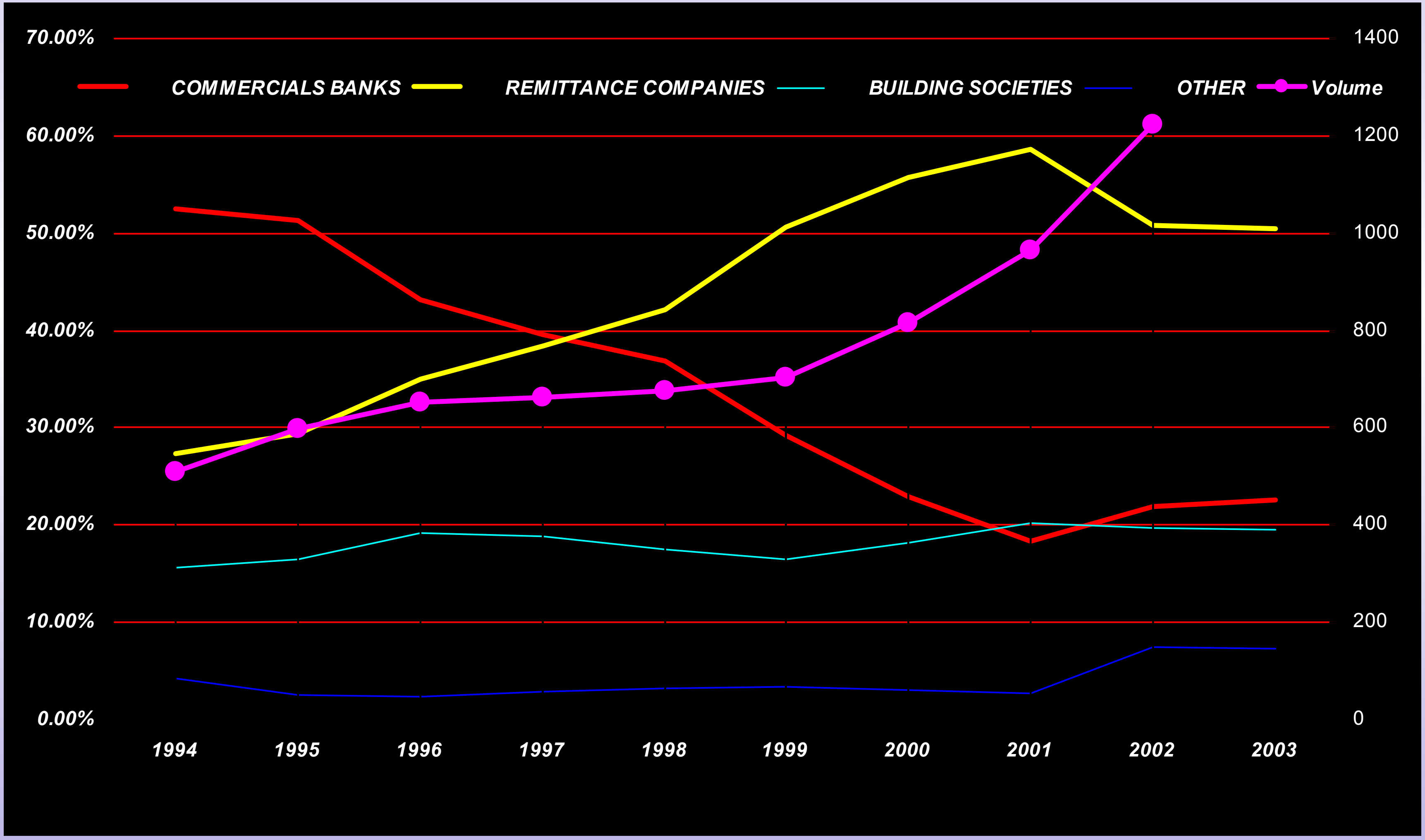
Costo promedio para enviar $200: Nov. 2001 a Julio 2003



Costo de envío de acuerdo al monto principal enviado



Cambios en la competencia: Jamaica



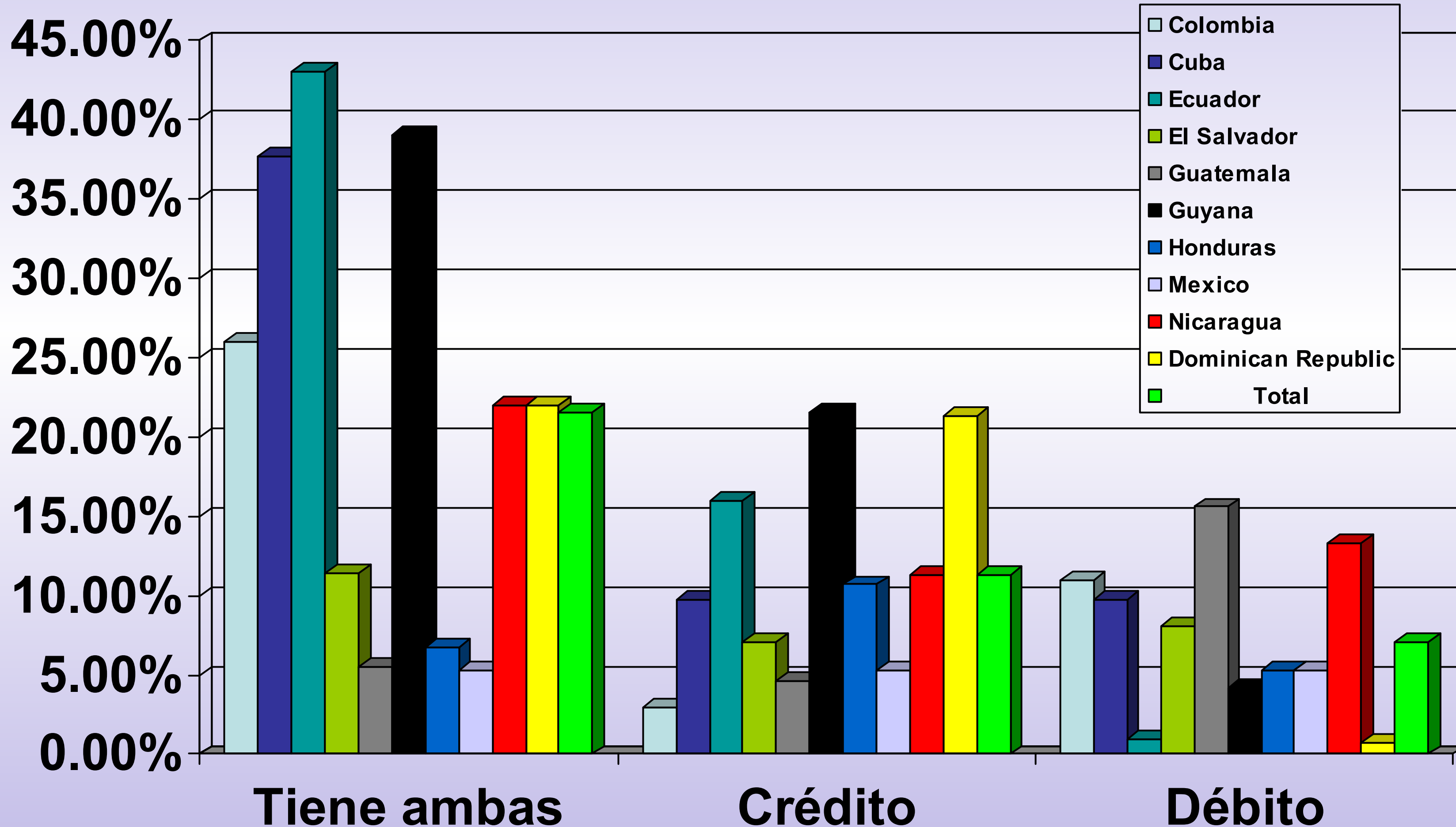
Adaptando las tecnologías al envío de remesas

- Tarjetas débito, prepagadas e inteligentes;
- Tecnología WiFI en el sector rural

Características de las tarjetas

- Racargable
- Retiro por cajero automático
- Uso para pago en tiendas variadas
- Requisitos de cuenta bancaria
- Método de activación (kiosko, teléfono, internet, persona)

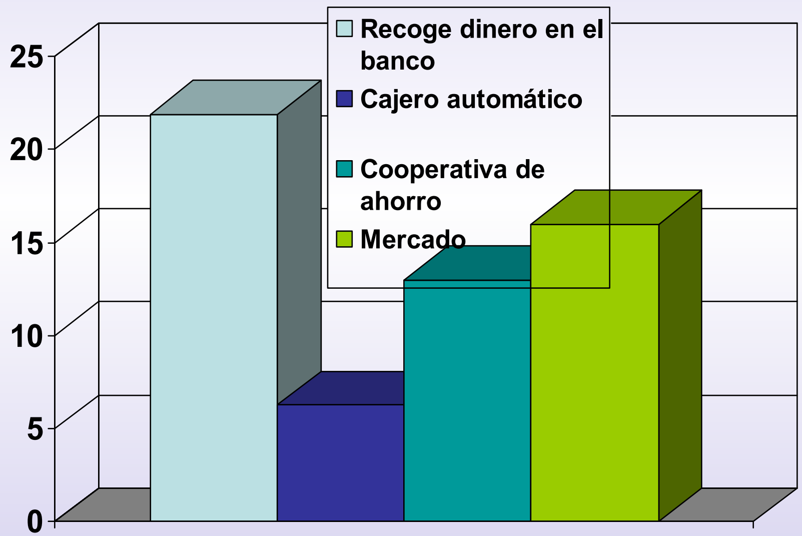
Inmigrantes que envían remesas y que tienen tarjeta de débito, crédito o ambas

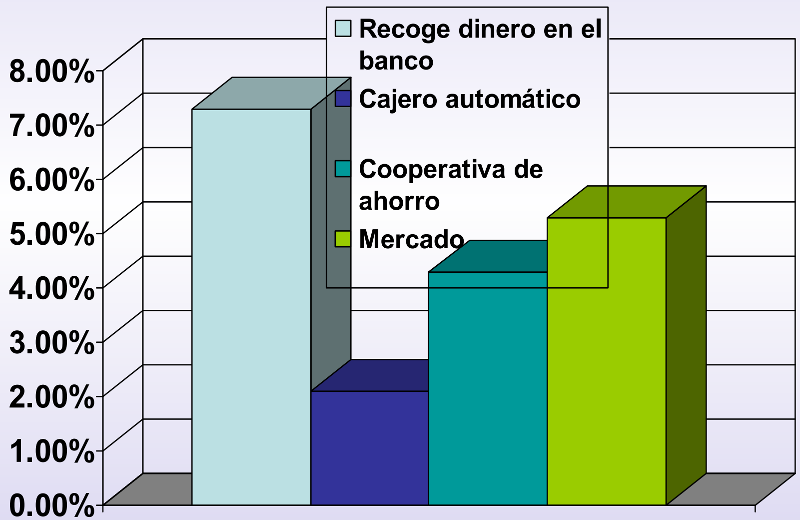


Las instituciones de ahorro y crédito y la industria bancaria

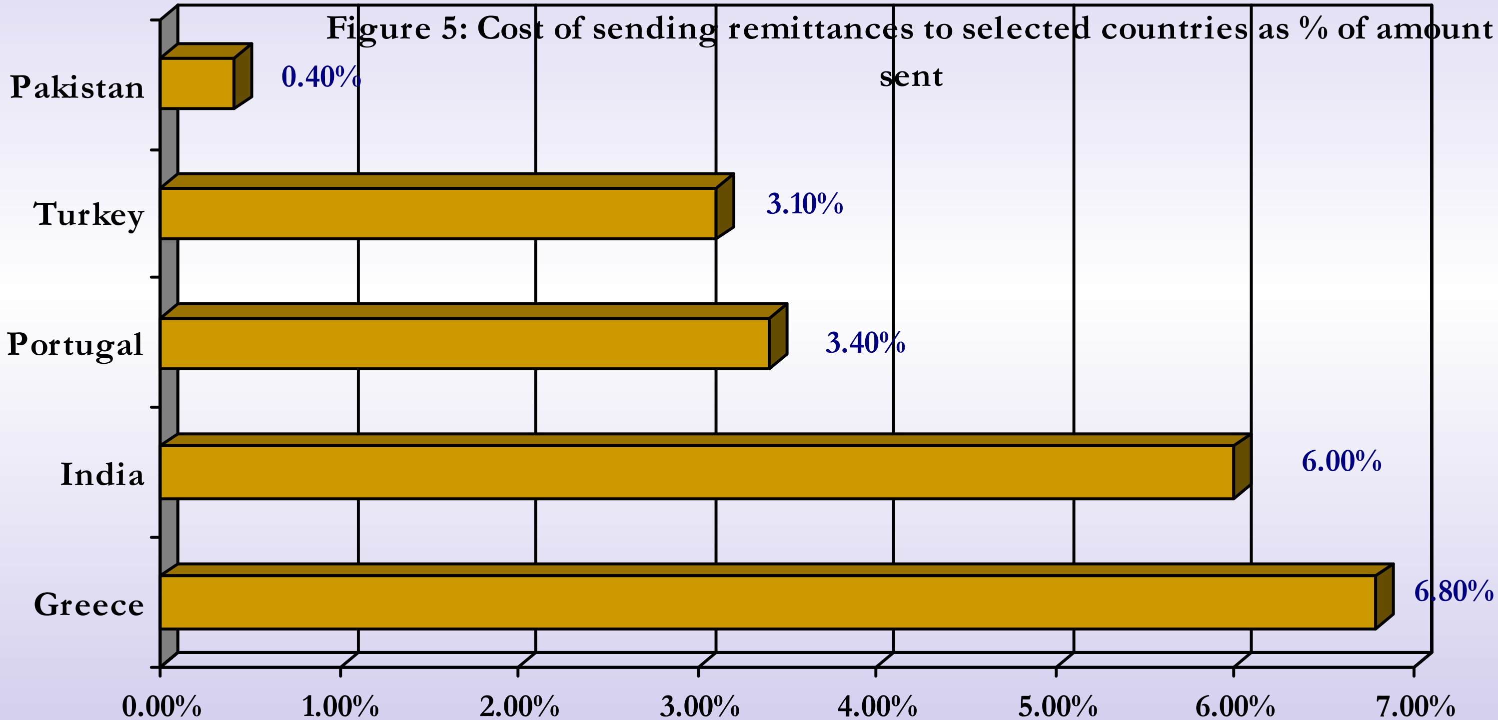
Tendencias

Costo de envío de bancos americanos a México





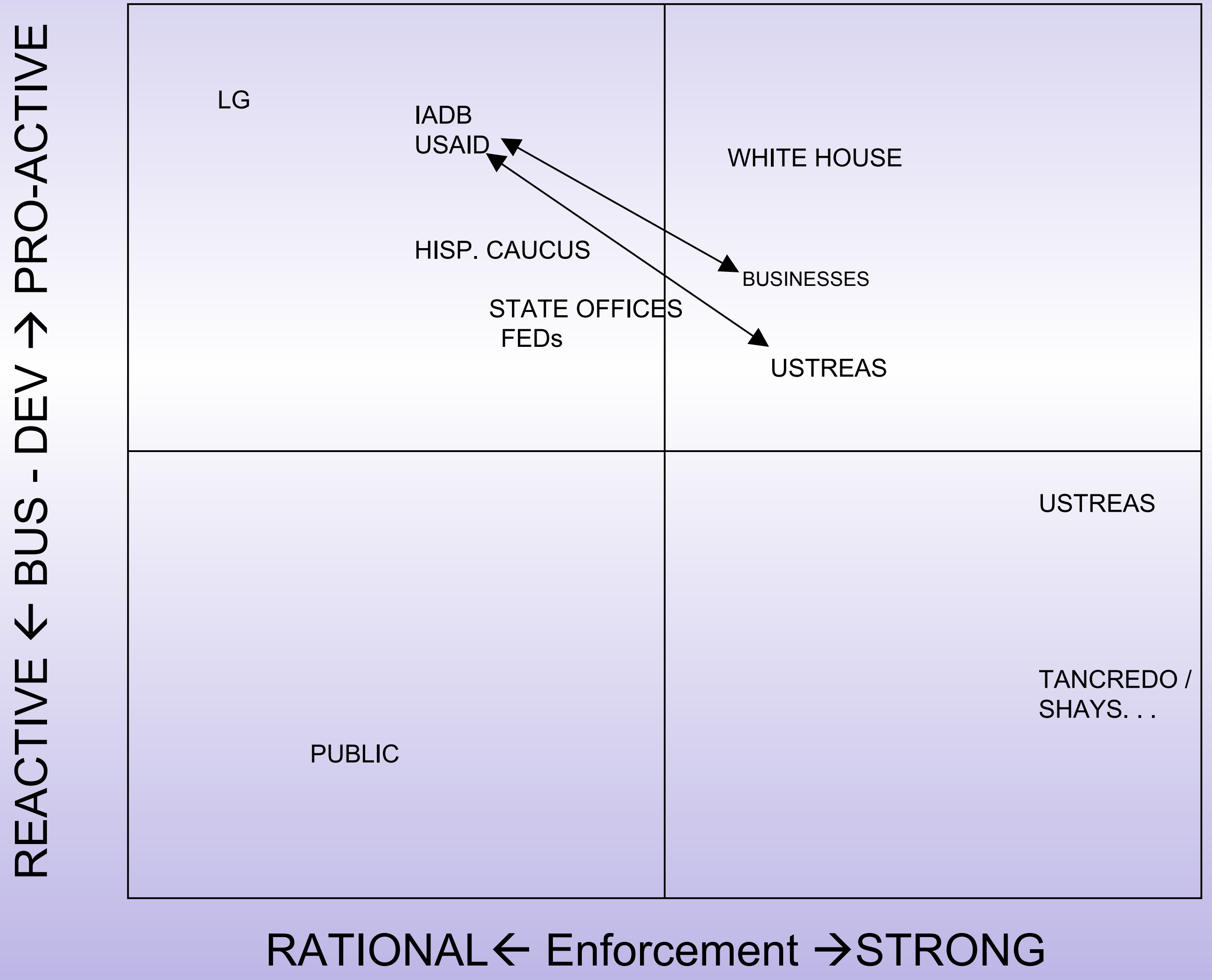
La experiencia fuera de A.L.



Remesas y política

- Issues: Cost, ID, anti-money laundering/suspicious activities, financial literacy, immigration
- Federal government
  - Federal Reserve Bank: Washington, Kansas, Chicago
  - Department of Treasury: First Account program, Asset control division,
  - White House: Partnership for Prosperity
  - U.S. Congress:
    - House of Representatives: Luis Gutierrez, Hispanic Caucus, Finance Committee, Others
    - Senate:
- State government
  - Texas: House of representatives/Senate
  - New York: House of representatives; Office of Consumer Affairs
  - Washington DC:
- International Organizations: IADB, World Bank, IAF,
- Think Tanks:
- Other: state based NGOs,
- Private sector: lobbyists, banks,

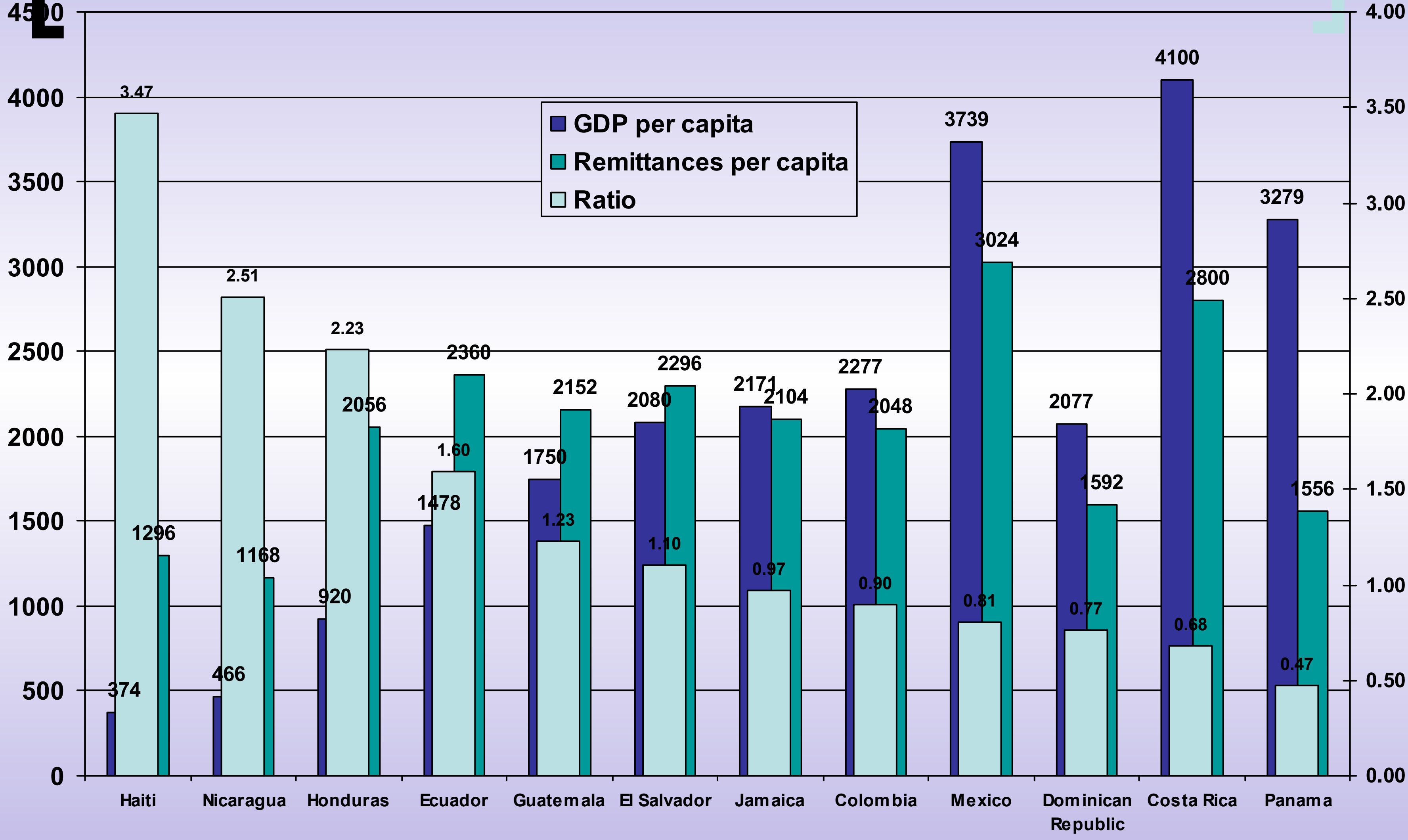
Posición de actores sobre el tema de remesas



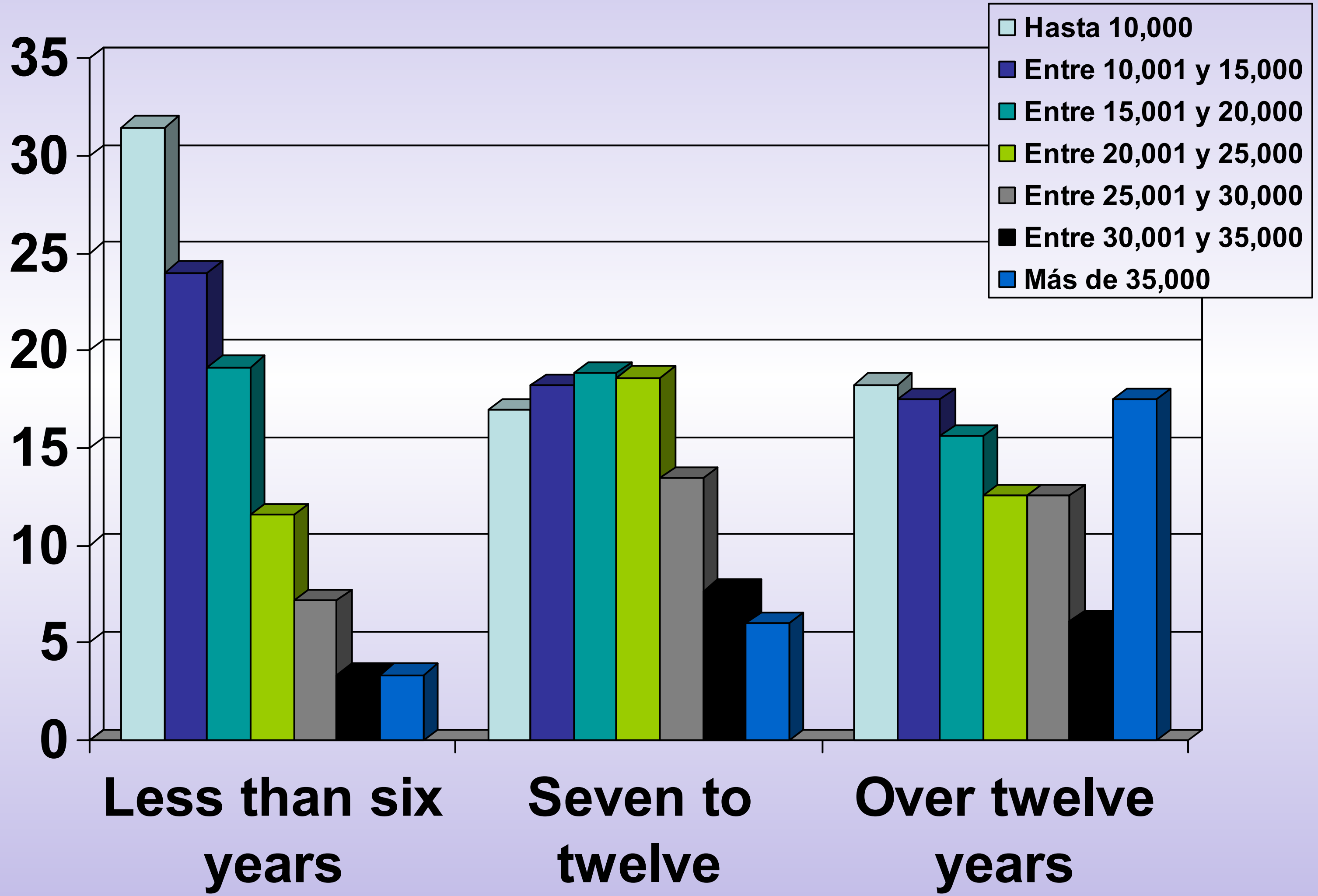
Las perspectivas desde el desarrollo

Nuevos patrones de comportamiento

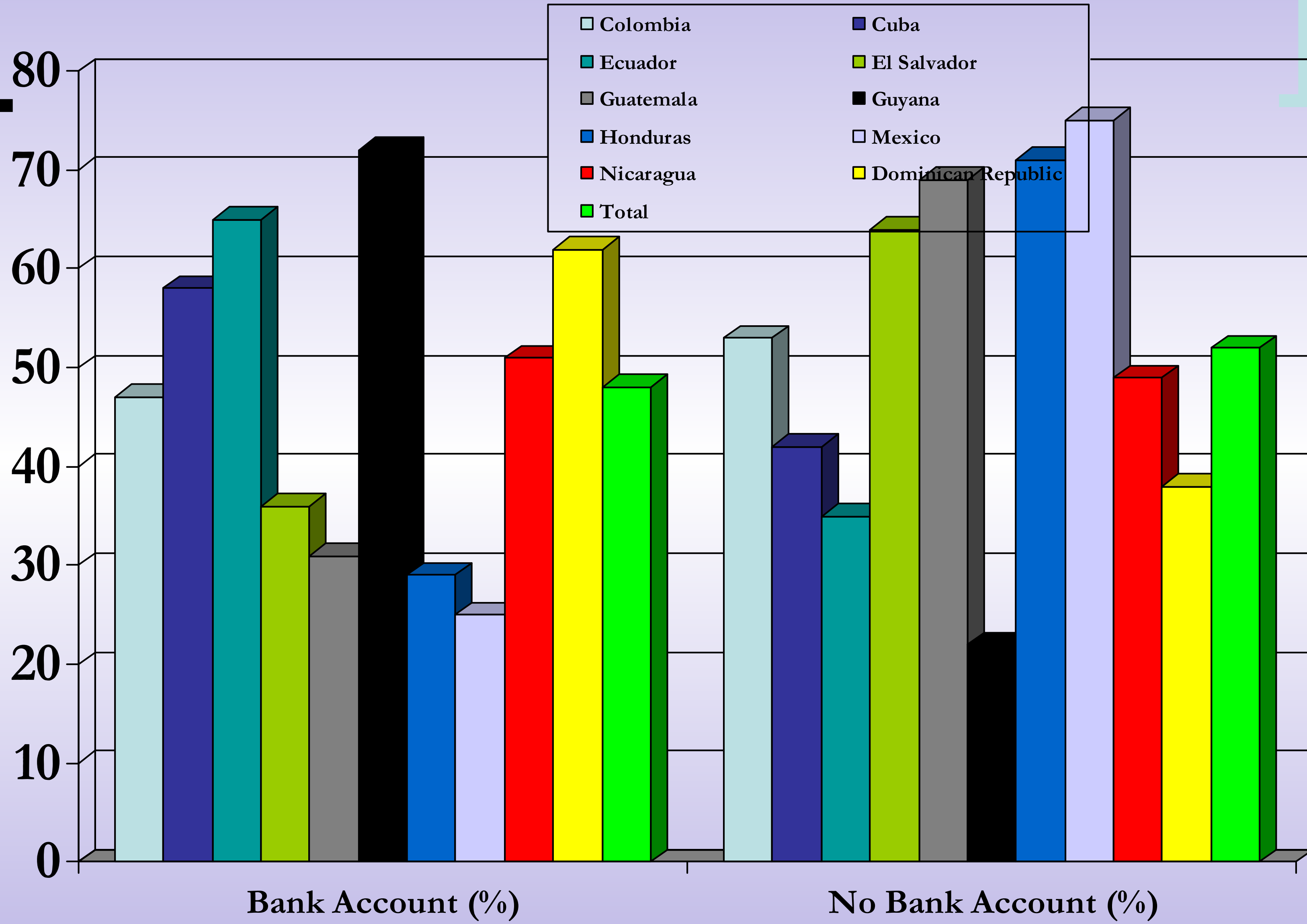
Remesas y PIB per capita



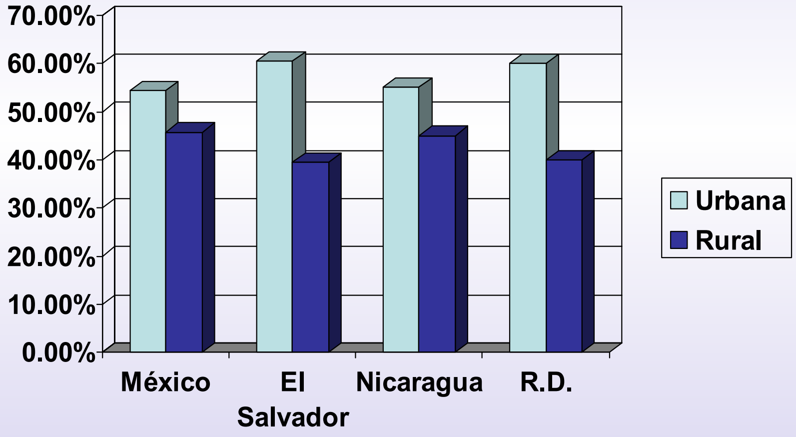
Ingreso y años de vivir en Estados Unidos

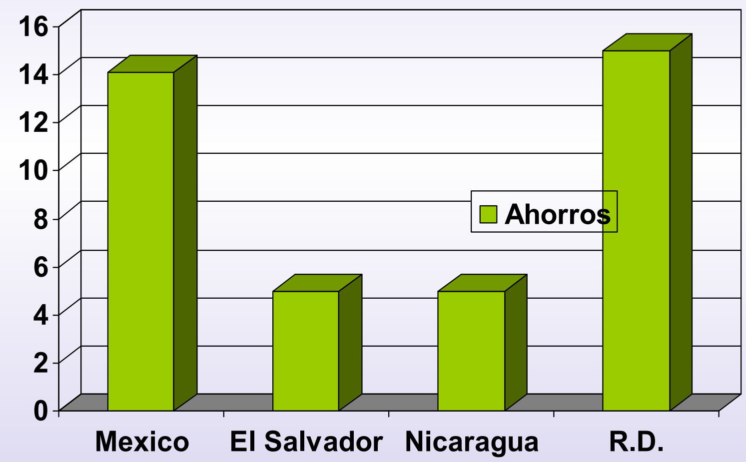


La bancarización y los inmigrantes

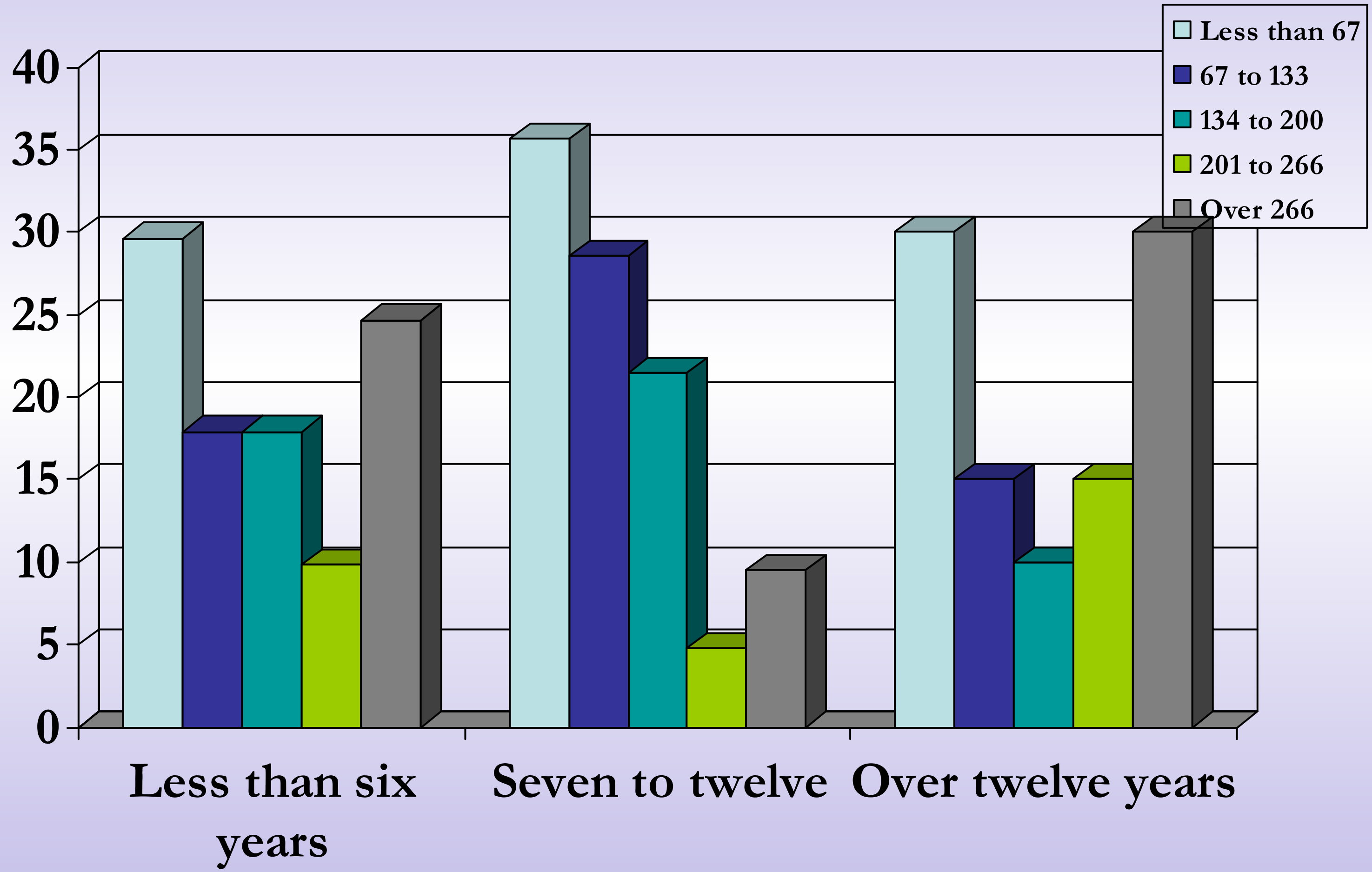


Viviendas que reciben remesas en zonas rurales y urbanas; y el ahorro del hogar





Dominican Republic remittance receiving households: Income and years receiving remittances



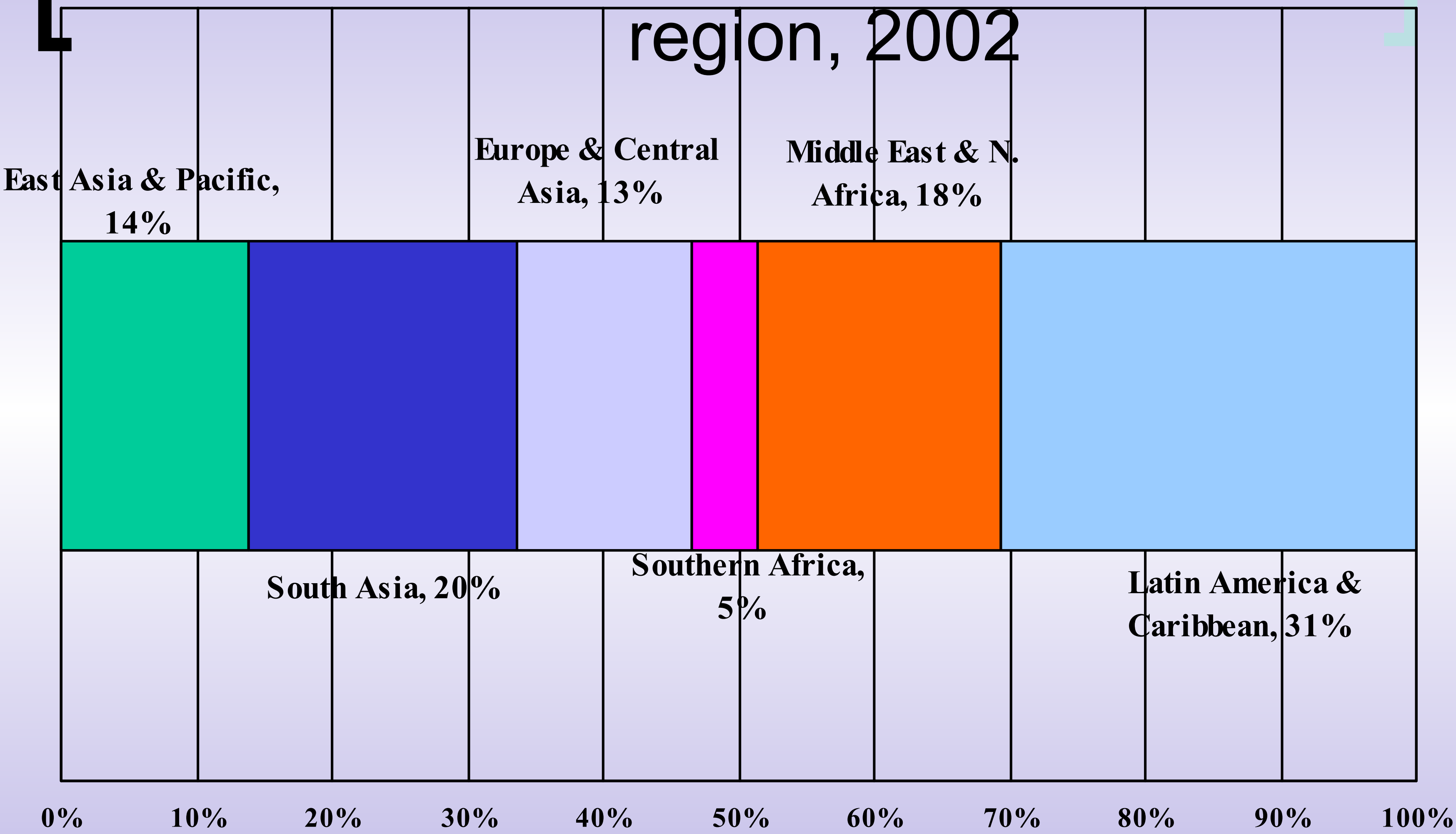
Type of donor concentration in remittances and HTA donations

Donor	Remittance infrastructure	HTA support	Migrant capital investment	Research and awareness
Inter-American Foundation		X		X
International Fund for Agricultural Development		X		X
Inter-American Development Bank	X			X
GTZ	X			X
World Bank				X

Promoting development through remittances and migration

The Broad Worldwide Context of Remittances

Worldwide flows of worker remittances by region, 2002

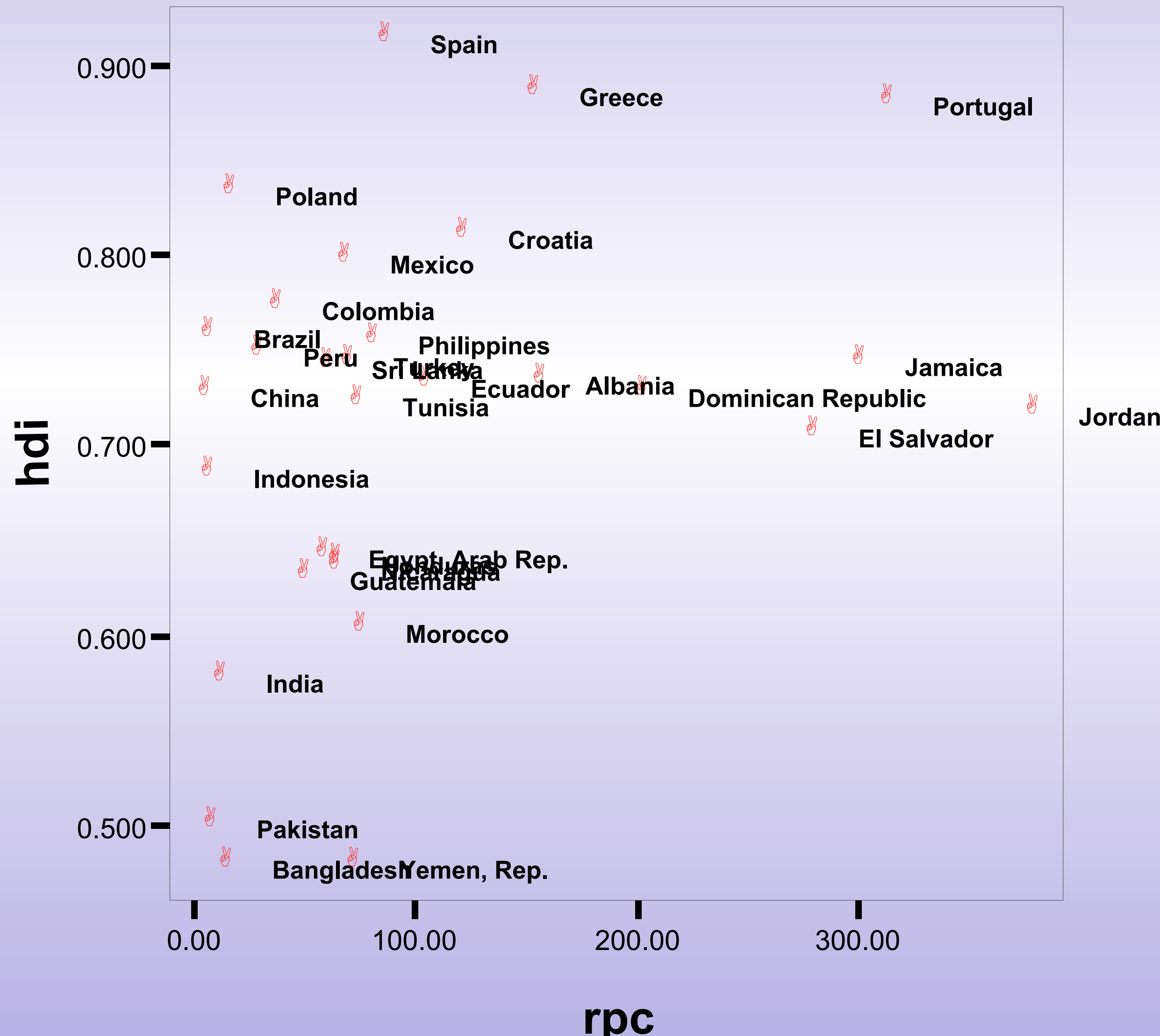


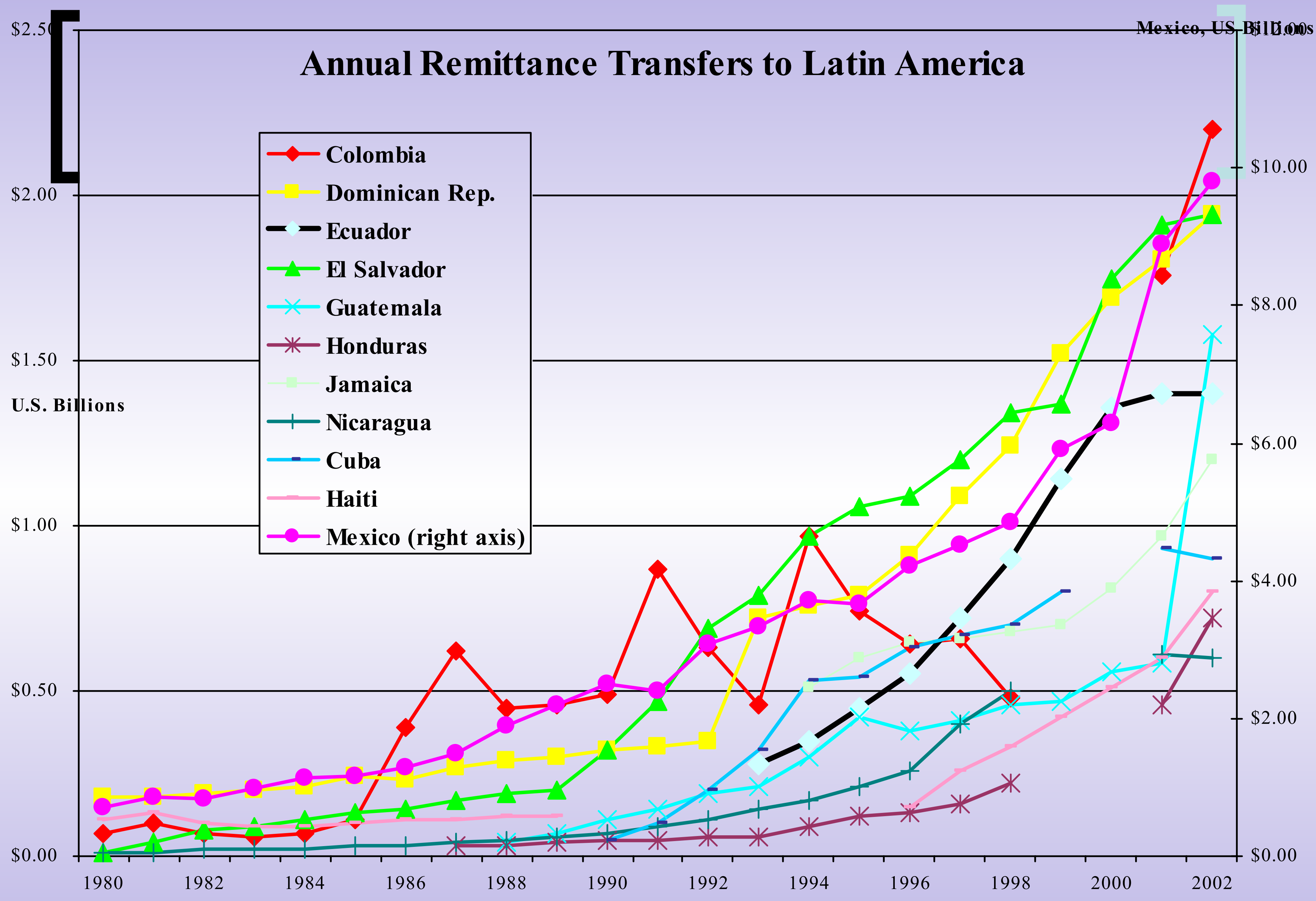
Remittances to Major Remittance Recipient Countries (2000)

Country in region	Share	
	Region	Worldwide
India	73%	15%
Mexico	34%	8%
Philippines	43%	8%
China	43%	8%
Turkey	27%	6%
Egypt	35%	5%
Spain	20%	4%
Portugal	19%	4%
Morocco	20%	3%
Bangladesh	12%	2%
Jordan	17%	2%
El Salvador	9%	2%
Dominican Rep.	9%	2%
Greece	10%	2%
Nigeria	65%	2%
Yemen	12%	2%
Main countries		75.00%

Home country / Host Country	Egypt (2000)[a]	Greece (1992)[c]	India (1995)[a, b]	Pakistan (1998)[a]	Philippines (1999)[a]	Portugal (1992)[c]	Turkey (1996)[a]	Mozambique[g]	Zimbabwe[g]
Saudi Arabia	923,000		269,600						
UAE			77,100						
Oman			29,100						
Kuwait	190,000		27,000						
Jordan	226,000								
Iraq	65,000								
Libya	332,000								
Bahrain							120,000		
Arabia				1,552,350[d]					
Germany		345,902			7,411	101,600	2,107,426		
France						798,840	274,747		
Netherlands							284,902		
Austria							142,231		
Sweden		20,000							
Switzerland						142,950			
Belgium		25,000				23,000			
UK				934,068[e]		52,000			
Spain									
Holland						699			
US[f]	98,158	144,432	1,109,061	265,884	1,337,357	207,748			
Canada		300,000			133,187	523,000			
Australia		400,000			77,160	65,000			
Japan					44,291				
South Africa						600,000		91,228	63,561

Remittances and development: is there a relationship?





Annual Remittance Transfers to Latin America
U.S. Billions
Mexico, US Billions
$0.00
$0.50
$1.00
$1.50
$2.00
$2.50
$0.00
$2.00
$4.00
$6.00
$8.00
$10.00
$12.00
1980
1982
1984
1986
1988
1990
1992
1994
1996
1998
2000
2002
Colombia
Dominican Rep.
Ecuador
El Salvador
Guatemala
Honduras
Jamaica
Nicaragua
Cuba
Haiti
Mexico (right axis)

Phone calls between the U.S. and country

Country	Calls	Minutes	US Revenue	Payment to country	Revenue retained
Cuba	11,183,873	90,380,397	62,610,347	52,157,813	10,452,534
Haiti	15,044,285	94,403,300	48,604,307	38,477,939	10,126,368
Jamaica	46,043,174	289,293,100	166,799,717	113,075,751	53,723,966
El Salvador	*35,539,167*	*298,097,546*	*180,177,525*	*70,982,303*	*109,195,222*
Guatemala	31,497,001	233,090,127	146,081,061	68,387,420	77,693,641
Honduras	26,036,557	192,741,833	143,055,592	79,273,468	63,782,124
Mexico	765,800,375	5,509,242,499	2,858,624,287	1,088,742,203	1,769,882,084
Nicaragua	13,915,051	89,085,915	59,579,378	27,419,630	32,159,748
Ecuador	51,776,946	303,335,545	$130,928,057	$75,383,274	$55,544,783
D.R.	*110,170,000*	*650,860,000*	*168,106,000*	*91,863,000*	*74,243,000*

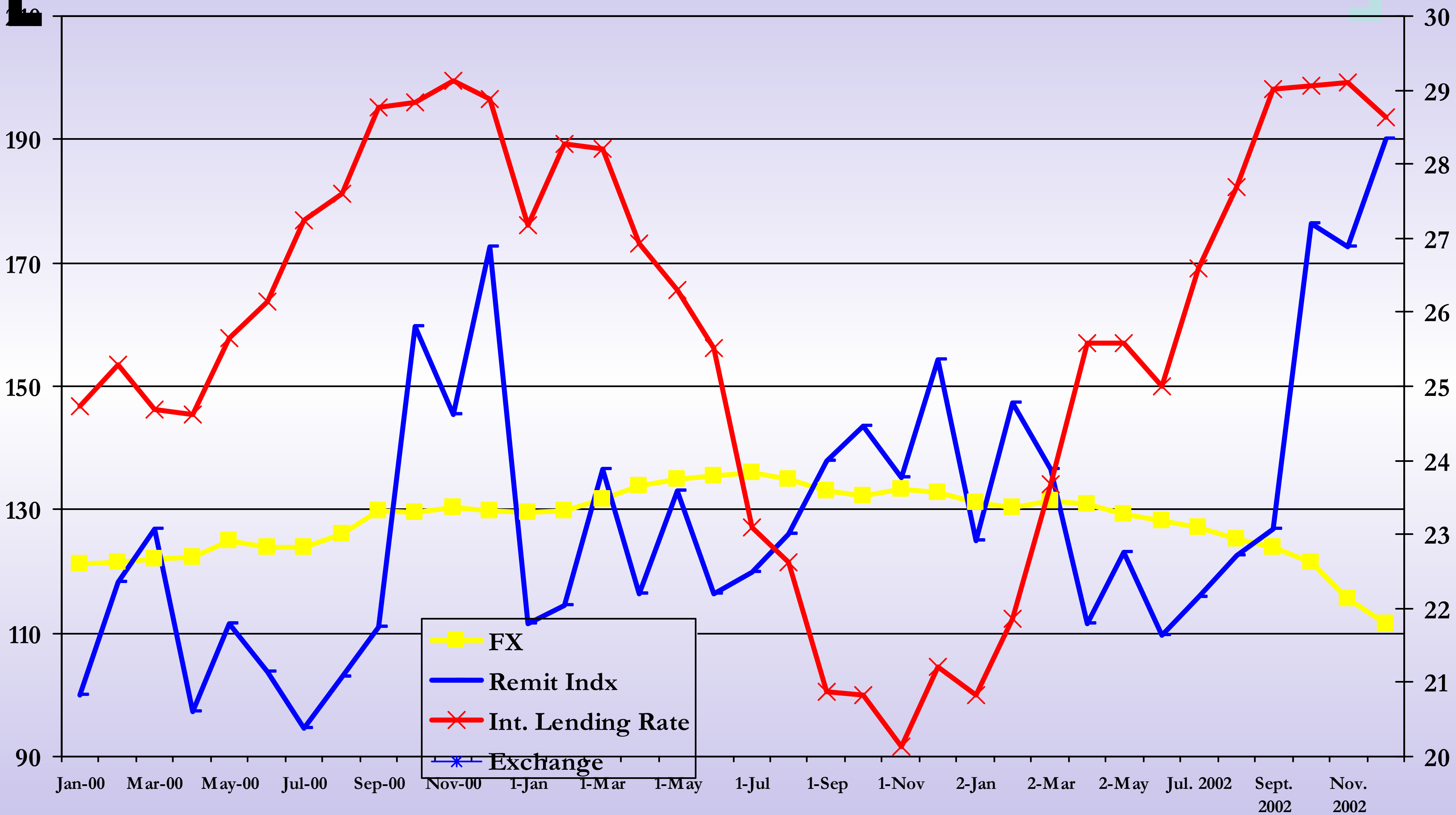
Fuente: "2000 International Telecommunications Data," December 2001, Federal Communications Commission

Flights from the United States

Pais	Flights	Seats	Daily flights	Revenue
Dominican Republic	1441	226586	48	$147,280,900.00
Haiti	317	55858	11	$ 36,307,700.00
Jamaica	966	165289	32	$107,437,850.00
Cuba	104	7500	3	$ 4,875,000.00
El Salvador	551	75605	18	$ 49,143,250.00
Guatemala	465	60940	16	$ 39,611,000.00
Nicaragua	235	33137	8	$ 21,539,050.00
Honduras	410	56367	14	$ 36,638,550.00

Fuente: "International Aviation Development Series," U.S. Department of Transportation

Dominican Republic: exchange rate, remittances and interest (lending) rate



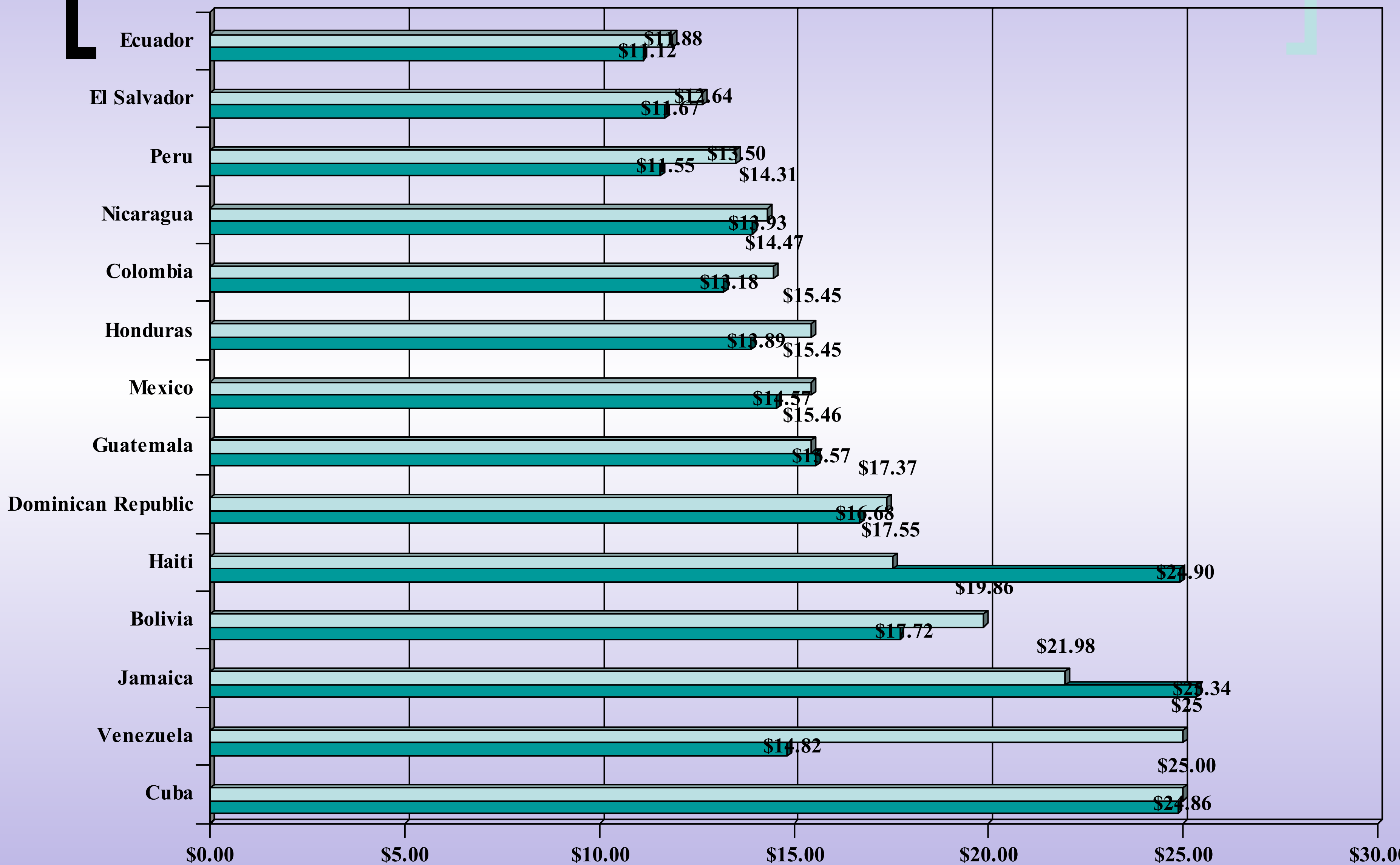
Immigrants in the U.S.

Europe	**4,915,557**	**15.8**
Northern Europe	974,619	3.1
Western Europe	1,095,847	3.5
Southern Europe	934,665	3
Asia	**8,226,254**	**26.4**
Eastern Asia	2,739,510	8.8
South Central Asia	1,745,201	5.6
South Eastern Asia	3,044,288	9.8
Western Asia	658,603	2.1
Africa	**881,300**	**2.8**
Eastern Africa	213,299	0.7
Middle Africa	26,900	0.1
Northern Africa	190,491	0.6
Southern Africa	66,496	0.2
Western Africa	326,507	1
Africa, not elsewhere classified	57,607	0.2
Oceania	**168,046**	**0.5**
Australia and New Zealand Subregion	83,837	0.3
Latin America	**16,086,974**	**51.7**
Caribbean	2,953,066	9.5
Mexico	9,177,487	29.5
Central America	2,026,150	6.5
South America	1,930,271	6.2
Northern America	829,442	2.7
Canada	820,771	2.6

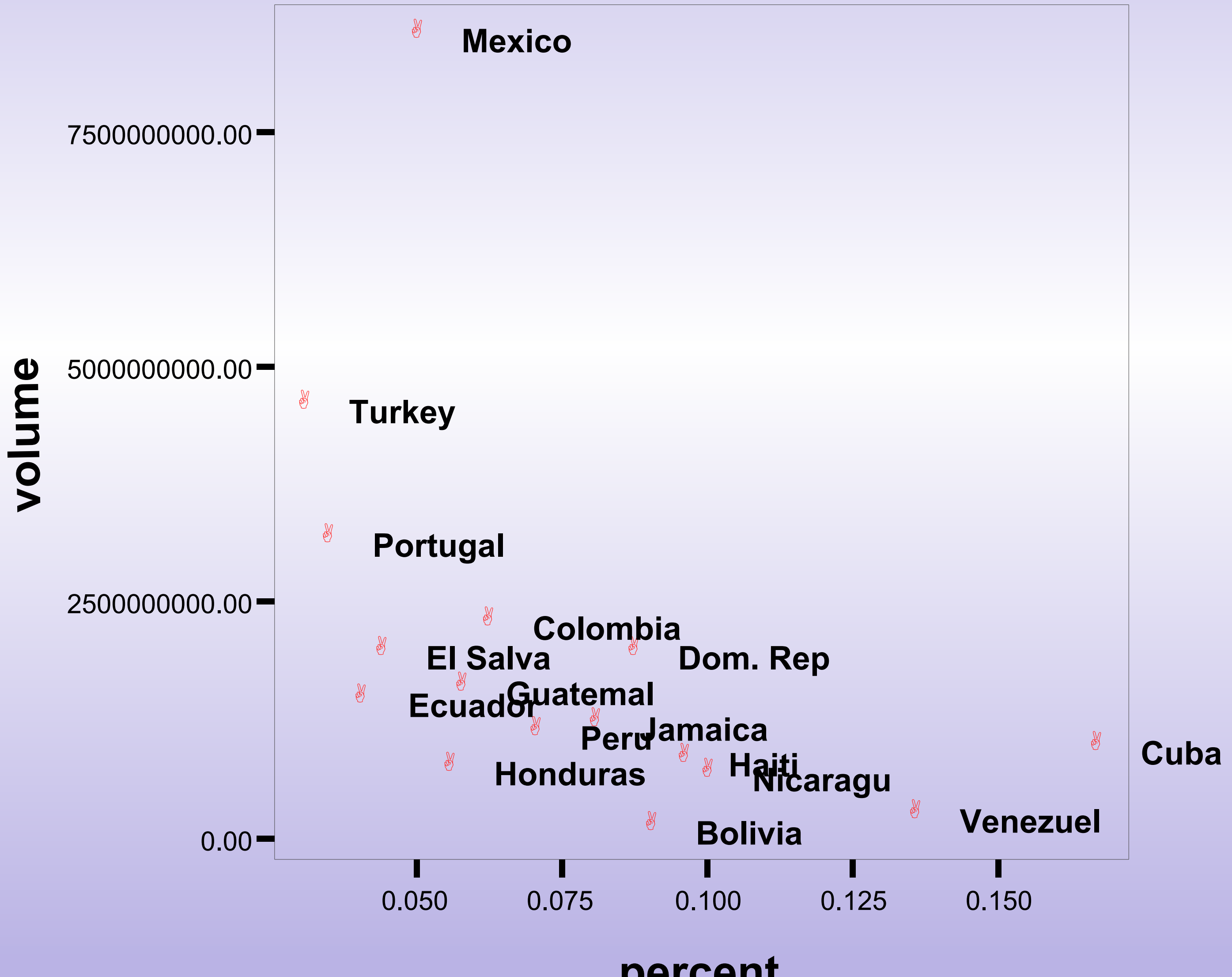
Main immigrant population in the United States

Country	People	Perc.
Mexico	9,177,487	29.5
China	1,518,652	4.9
Philippines	1,369,070	4.4
India	1,022,552	3.3
Vietnam	988,174	3.2
Cuba	872,716	2.8
Korea	864,125	2.8
Canada	820,771	2.6
El Salvador	817,336	2.6
Germany	706,704	2.3
Dominican Republic	687,677	2.2
United Kingdom	677,751	2.2
Colombia	509,872	1.6
Guatemala	480,665	1.5
Italy	473,338	1.5
Poland	466,742	1.5
Russia	340,177	1.1
Ecuador	298,626	1
Iran	283,226	0.9
Portugal	203,119	0.7
Ireland	156,474	0.5
France	151,154	0.5
Nigeria	134,940	0.4
Egypt	113,396	0.4
Israel	109,719	0.4
Lebanon	105,910	0.3
Australia and New Zealand Subregion	83,837	0.3
Ethiopia	69,531	0.2
Ghana	65,572	0.2
South Africa	63,558	0.2

Average Total Charge to Send $200, November 2002-July 2003



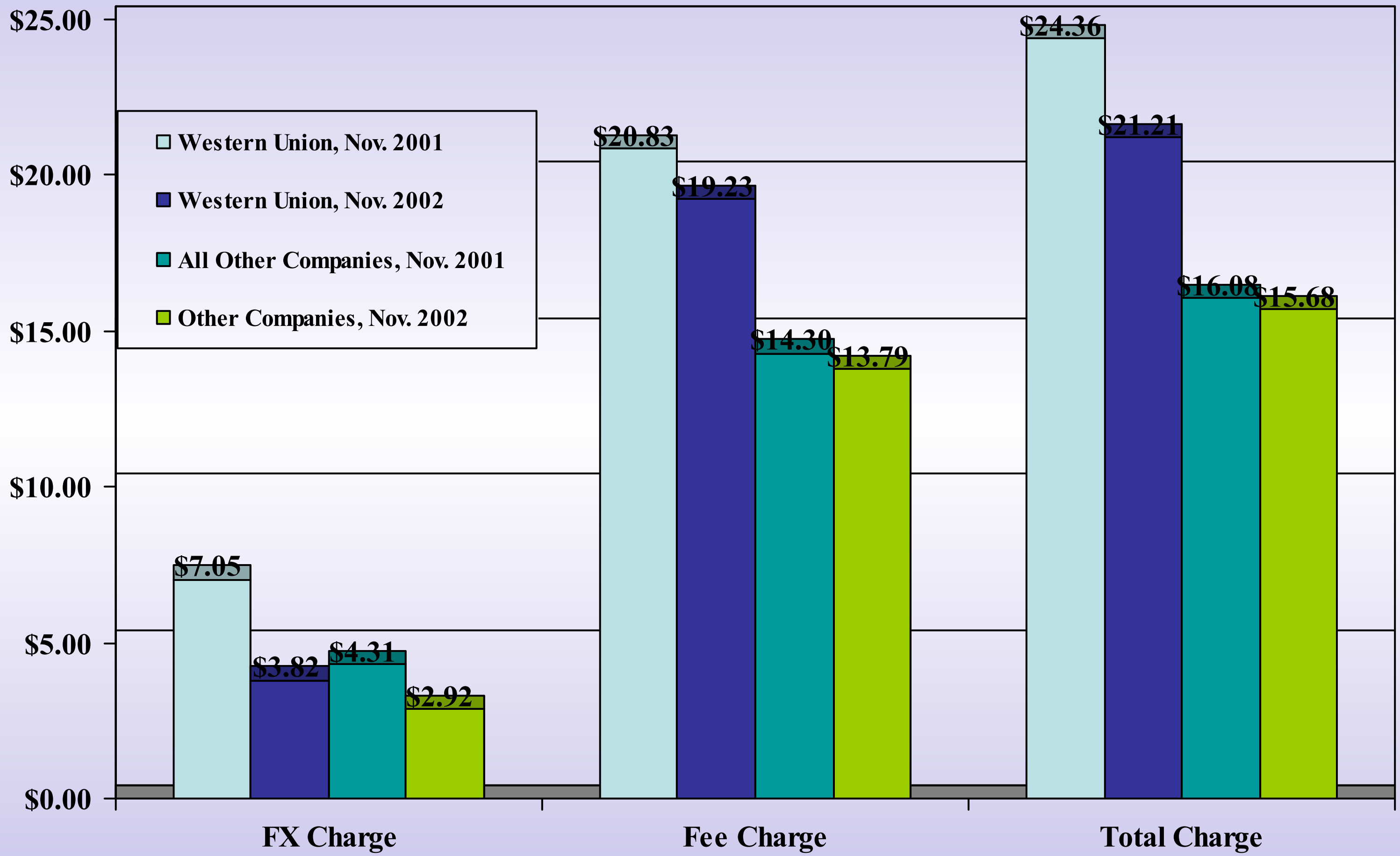
Volume received and percent costs



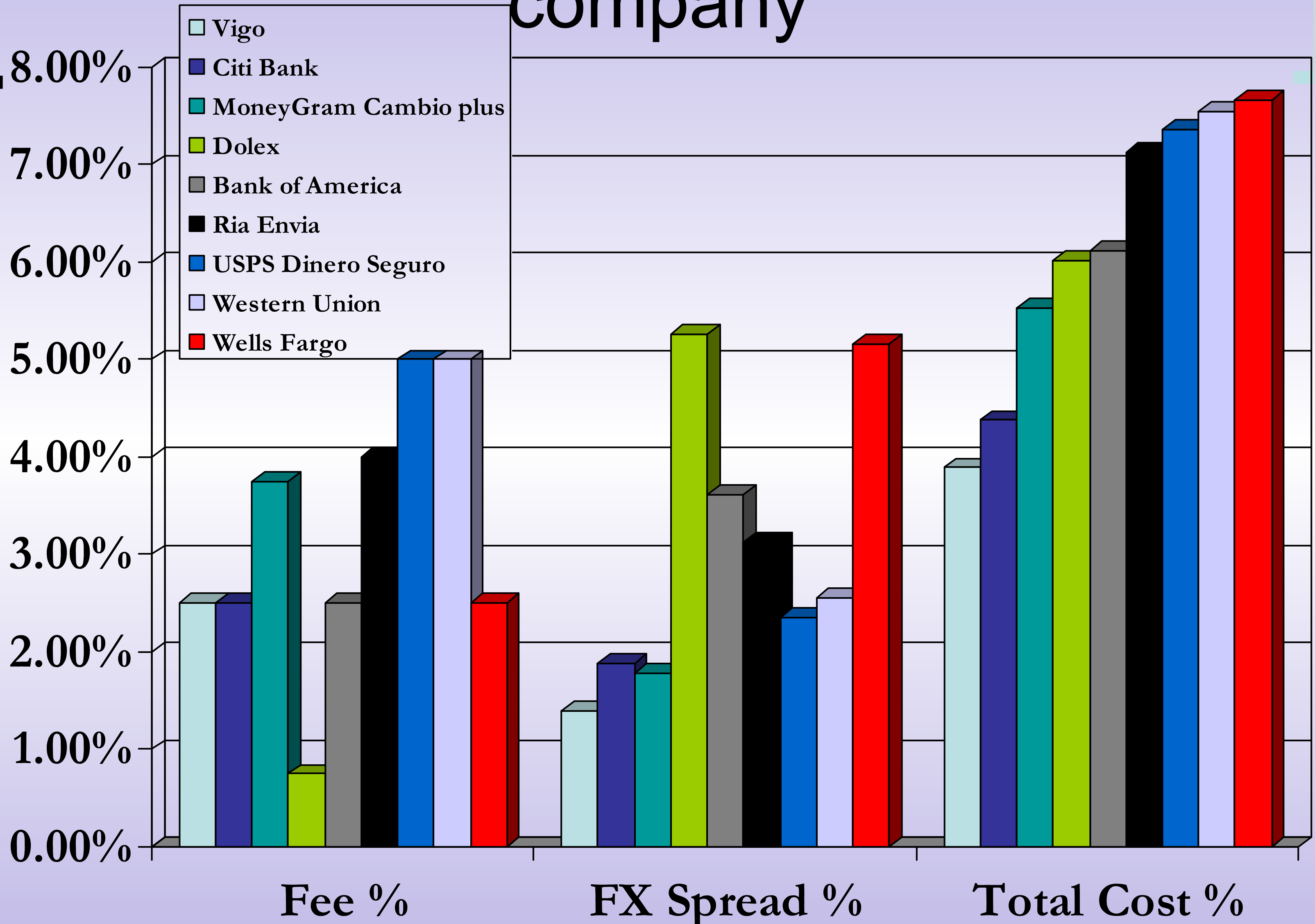
Market composition

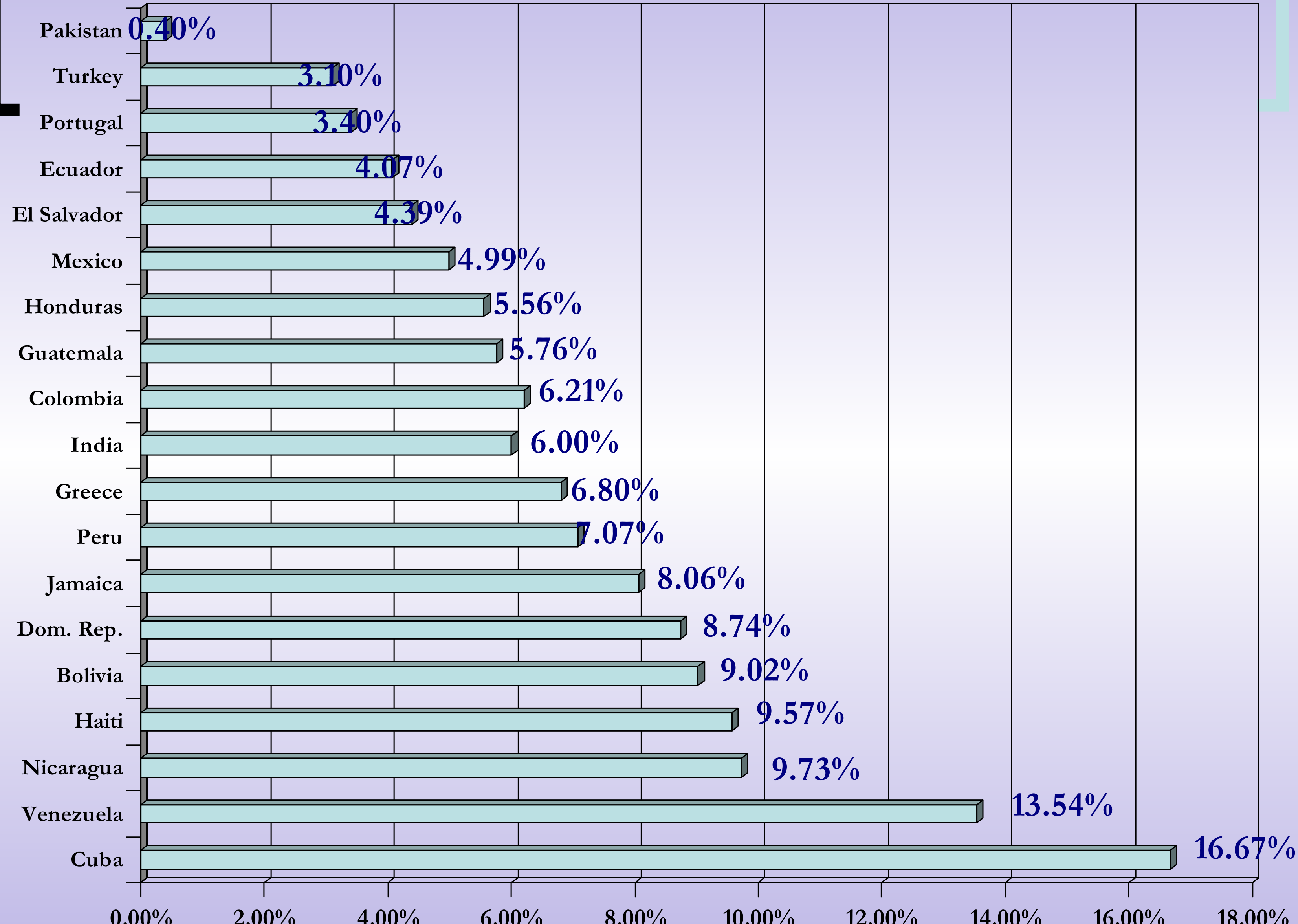
	Type	Mexico	El Salvador	D.R.	Jamaica	Cuba	Haiti	Nicaragua	Ecuador
Unlicensed	Mula, viajero, encomendero, travel agent	15-20%	15%	15%	20%	65%	70%	55%	
Licensed	NMTO	Western Union, MG, Dollex, Ria, USPO, Vigo, OV, 60%	Western Union, Gigante Express, 40%	WU, MG (15-20%)	Western Union/ Grace K , 65%	WU, 10%	Western Union, 20%	Western Union, 20%	Western Union, 20%
	Ethnic store	Rapid Money, Mexico Express, 15-20%	B Agricola, Bancomercio, BanSal, Corfinge, 45%	Quiesqueyana, Remesa Agil, Ria La Nacional, BHD, (60%)	10	10%	UniTransfer, Bobby Express Caribbean Air Mail	OMS, 22/24, Rapidos Giros, 25%	Delgado Express, Ecuagiros
	Small business operator	10-15%	MyLana < 3%	Viamericas	<5%				
	Credit Union	< 3%	< 1%		< 1%	0	< 1%	0	

Average Charges to Send $200 by Western Union vs. All Other Companies



Cost of sending $400 to Mexico by company





Pakistan
Turkey
Portugal
Ecuador
El Salvador
Mexico
Honduras
Guatemala
Colombia
India
Greece
Peru
Jamaica
Dom. Rep.
Bolivia
Haiti
Nicaragua
Venezuela
Cuba
0.40%
3.10%
3.40%
4.07%
4.39%
4.99%
5.56%
5.76%
6.21%
6.00%
6.80%
7.07%
8.06%
8.74%
9.02%
9.57%
9.73%
13.54%
16.67%
0.00%
2.00%
4.00%
6.00%
8.00%
10.00%
12.00%
14.00%
16.00%
18.00%

Remittances Via ATM/Debit Cards and Resulting Fees for Sending $300 to Mexico

Company	Withdrawal Fees	Subject to additional withdraw fees from Mexican ATM	Number of ATM/Debit Cards issued with account	Average Exchange Rate of Two Major Mexican Banks[1]	Interbank Exchange Rate 30-Jan-03[2]	Exchange Charge Plus Fee Charge	Other Fees
First Bank of the Americas, Quickcash	$1.50 for first 4 withdrawals /month ($1.50 extra after 4 withdrawals in a month)	X	2	10.78	10.86	$3.85	
Banco Popular, Acceso Popular	$1.00 (2 free Banco Popular ATM withdrawals per month)	X	2	10.78	10.86	$3.35	
Fifth Third Bank	$3.00	X	1	10.78	10.86	$2.35	
Michell Bank	$2.50	X	2	10.78	10.86	$4.85	$3 to open a cash deposit only account
Citibank, Money Card	$7.95	Not at Banamex	1	10.78	10.86	$10.30	$5 monthly maintenance fee
Elgin State Bank	$1.50	X	2	10.78	10.86	$5.35	
Bank of America, Safe Send[3]	$10.00 per transfer ($15 if not BofA cardholder); $3 per withdrawal, and one free withdrawal per transfer	x	2	10.78	10.86	$12.35	$12 to open account; $3 fee if ATM withdrawal is used more than once per transfer

[1] Average Exchange rate of Bancomer and Banamex for 30-Jan-03. The bank that owns the ATM usually applies the exchange rate at the time of ATM withdrawal. Therefore, this average approximates exchange rate received by a customer accessing his remittances through an ATM.

[2] Banco Central de Mexico Official Exchange Rate.

[3] Other fees that apply: A US$4.00 Representative Assisted Fee will be charged each time You or the Recipient talk directly with a person. This fee will be waived for the first 4 such calls each annual period beginning with the enrollment date. A US$1.00 Automated Inquiry Service Fee will be charged each time the Sender or the Recipient make an inquiry using a voice response system.

Remittances Sent through American Banks and Picked Up at Mexican Banks/Agencies and Resulting Fees for Sending $300

Remittances Sent through American Banks and Picked Up at Mexican Banks/Agencies and Resulting Fees for Sending $300

Company	Transaction Fee	Exchange Rate 30-Jan-03	Interbank Exchange Rate[1]	Exchange Charge Plus Fee Charge	Other Fees	Affiliated Bank/Agency in Mexico
Second Federal Savings, Coofia	$15.00	10.68	10.86	$19.97		Uses many different recipient agencies
Second Federal Savings, Uniteller	$10.00	10.79	10.86	$11.93		Uses many different recipient agencies
Park Federal Savings Bank, Uniteller	$10.00	10.72	10.86	$13.87	MX$10.00 when money is picked up in Mexico.	Uses many different recipient agencies
Wells Fargo, Intercuenta Express to Bancomer	$10.00	10.56	10.86	$18.29		Bancomer
Wells Fargo, Dinero al Instante	$10.00	10.65	10.86	$15.80		Banamex

[1] Banco Central de Mexico Official Exchange Rate.

Wire Transfers (the exchange rate is determined by receiving bank and the money is directly deposited into an account of the receiving bank)

Characteristics	Transaction Fee
Lincoln Park Savings Bank	$45.00
Metropolitan Bank	For customers only-service is free of charge.
Lake City Bank	$50.00
Archer Bank	$50.00 (for customers having an account for a minimum of 2 months only)
Chicago Community Bank (merged with Universal Federal Savings, summer 2002)	$52.00
Edens Bank	$40.00
North Community Bank	$21.00 (service is for customers only)
Plaza Bank	$40.00 (customers only)
MidAmerica Bank	$40.00 (service is for customers only)
Banco Popular	$30.00 (service is for customers only)
Cardunal Savings Bank	$40.00 (customers and non-customers)
Bank One	$40.00
US Bank	$35.00 (service is for customers only)
Park Federal Savings Bank	$60.00
Citibank	$40.00
Elgin State Bank	$50.00
Fifth Third Bank	$30.00
First Bank of the Americas	$35.00
Mitchell Bank	$10.00
Second Federal Savings	$40.00

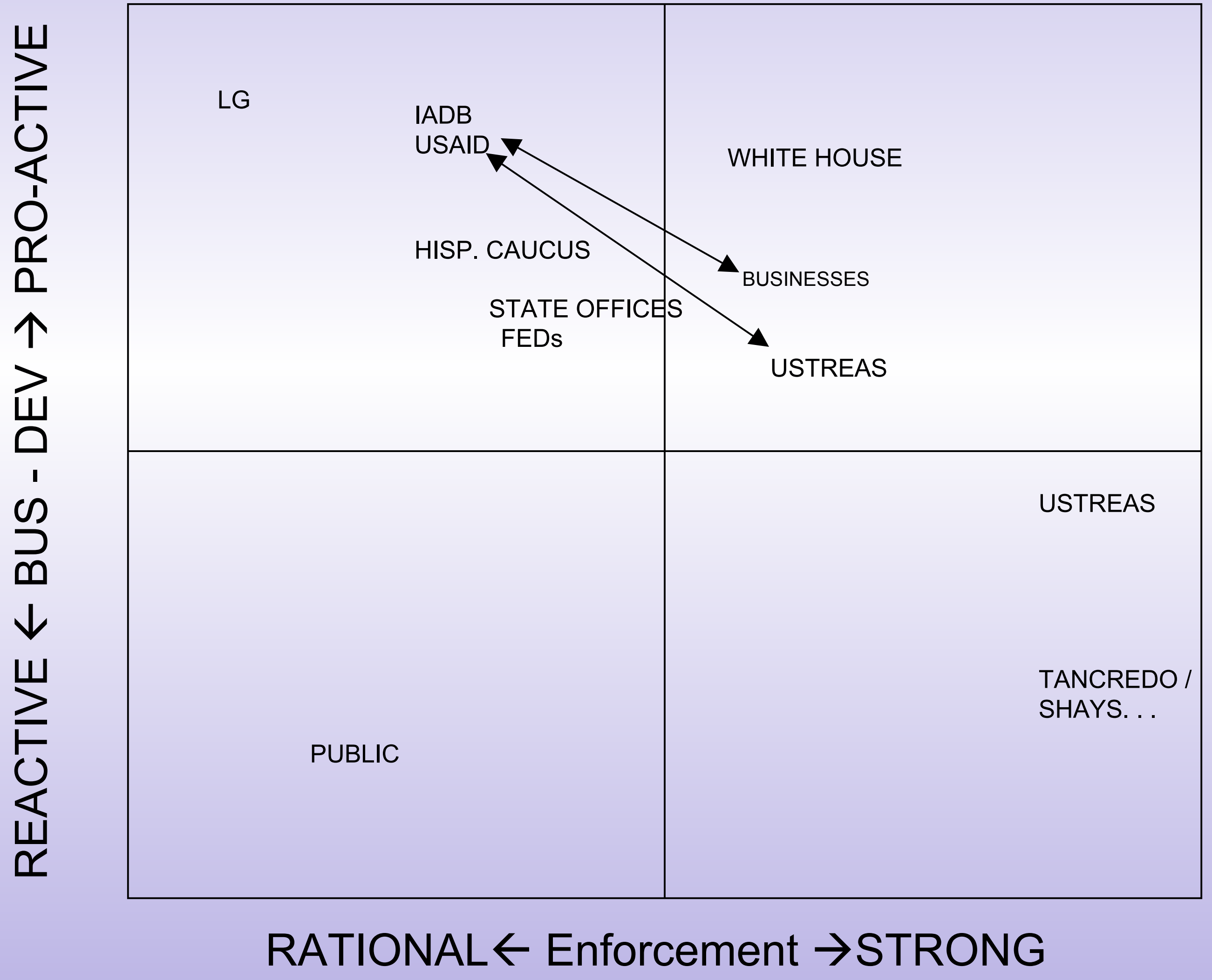
Recommendations

1. Better integrate migrants and money recipients into formal banking institutions; improve networks between formal financial institutions across borders
2. Support international electronic fund transfer capability via interchange venues;
3. Improve money transfer companies liaison with banks and credit unions;
4. Expand debit card use and motivate recipients to open dollar accounts;
5. Establish a customer rights office in Latin American countries and the U.S.;

Political forces and remittances

- Issues: Cost, ID, anti-money laundering/suspicious activities, financial literacy, immigration
- Federal government
  - Federal Reserve Bank: Washington, Kansas, Chicago
  - Department of Treasury: First Account program, Asset control division,
  - White House: Partnership for Prosperity
  - U.S. Congress:
    - House of Representatives: Luis Gutierrez, Hispanic Caucus, Finance Committee, Others
    - Senate:
- State government
  - Texas: House of representatives/Senate
  - New York: House of representatives; Office of Consumer Affairs
  - Washington DC:
- International Organizations: IADB, World Bank, IAF,
- Think Tanks:
- Other: state based NGOs,
- Private sector: lobbyists, banks,

Players' positioning on the issue of remittance transfers



The reality of transnational families

Is poverty out of the picture with transnational migration?

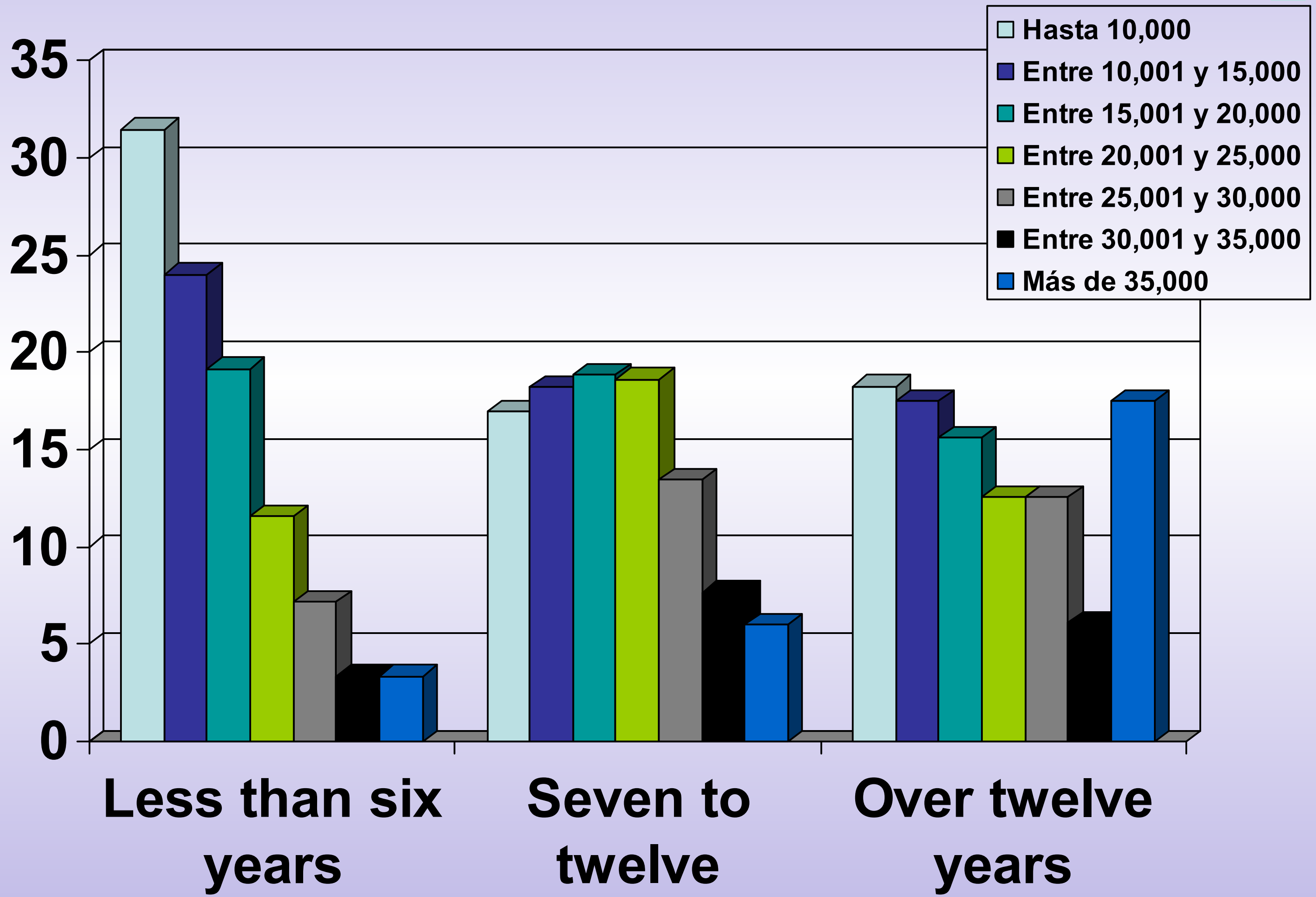
Strategies

- Social corporate responsibility
  - Awareness of costumer base
  - Philanthropy
- Marketing strategy
  - Type of corporate identity with product: what makes Vigo different?
- Innovation
- Build partnerships
- Fully understanding of remittance sender market preferences

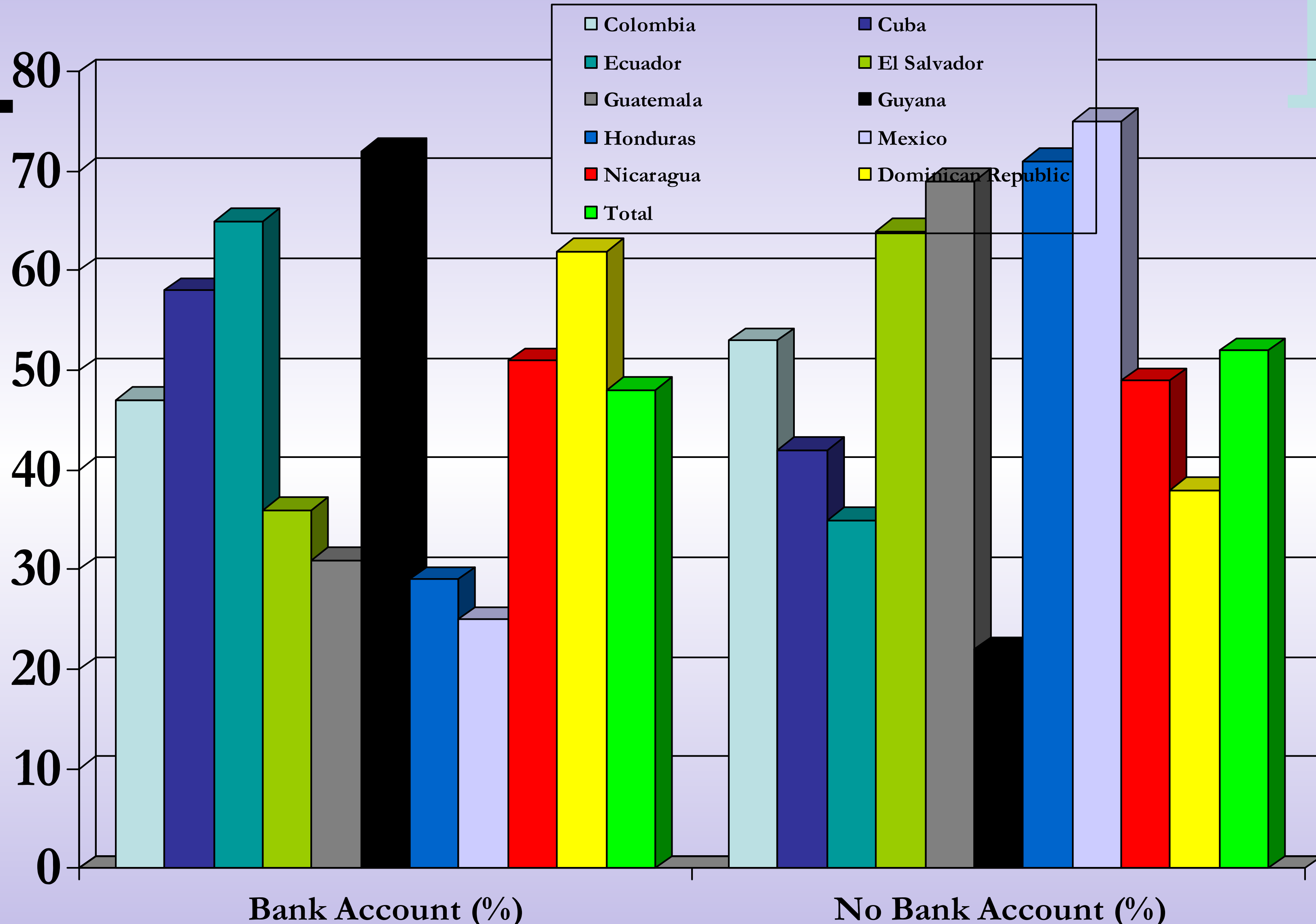
Dominican Remittance Sender

- A person who represents two thirds of Dominican immigrants;
- Sends regularly, at least seven times a year;
- Has an income below $25,000 (60%);
- Has a basic education below high school (50%);
- Sends about $3,000 annually;
- Has a longstanding commitment with their parents (at least 5 years);
- Uses intermediaries to send money (70%);
- Does not have a bank account (40%);
- Is an adult over 36 years old;

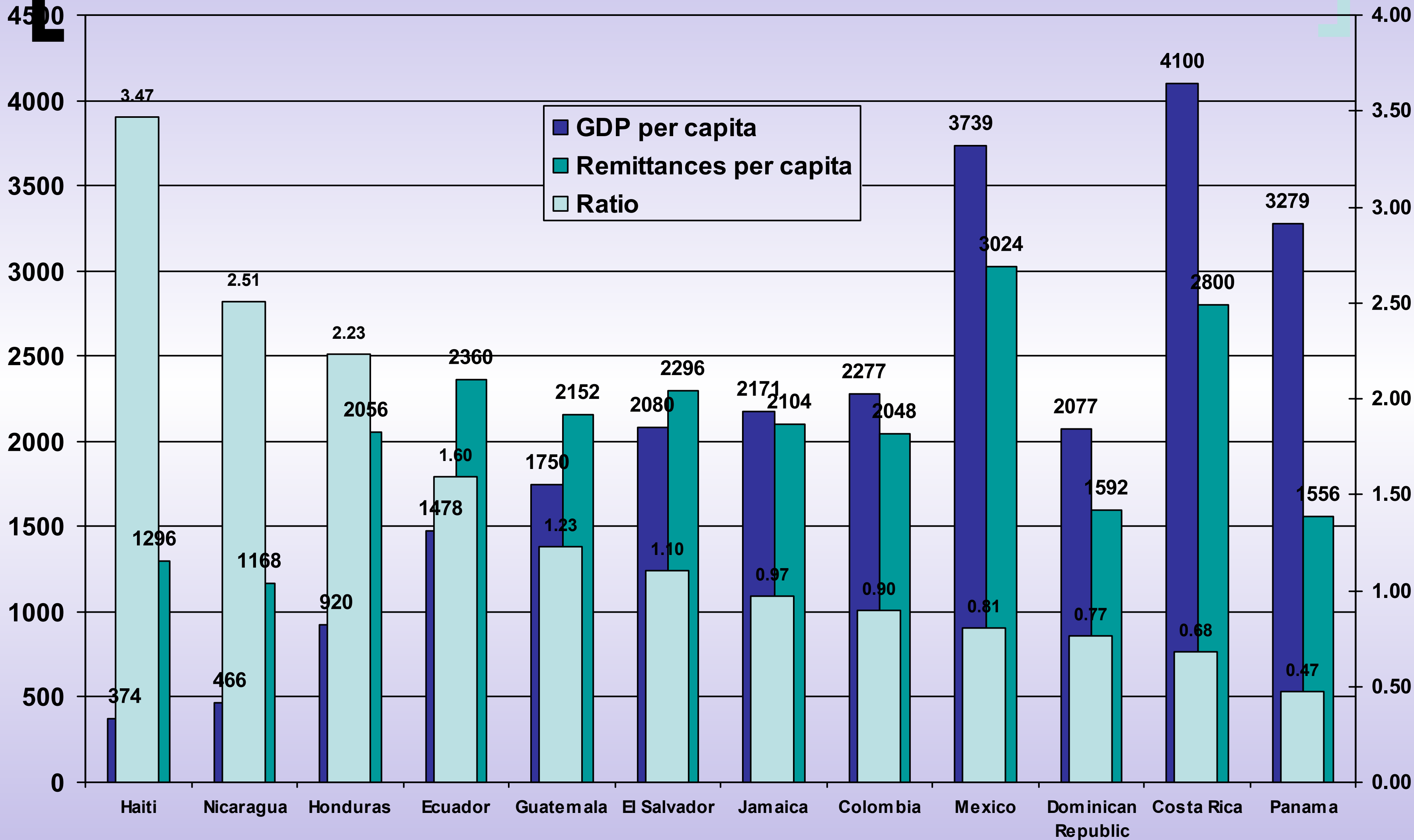
Personal Income and Years living in U.S.



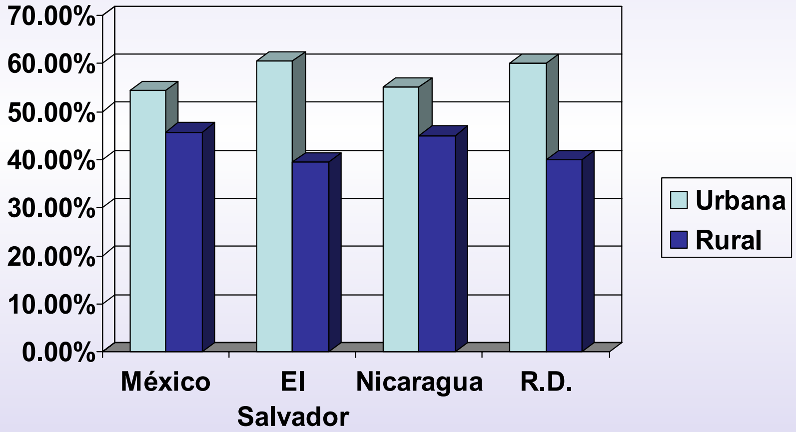
Immigrants and bank accounts

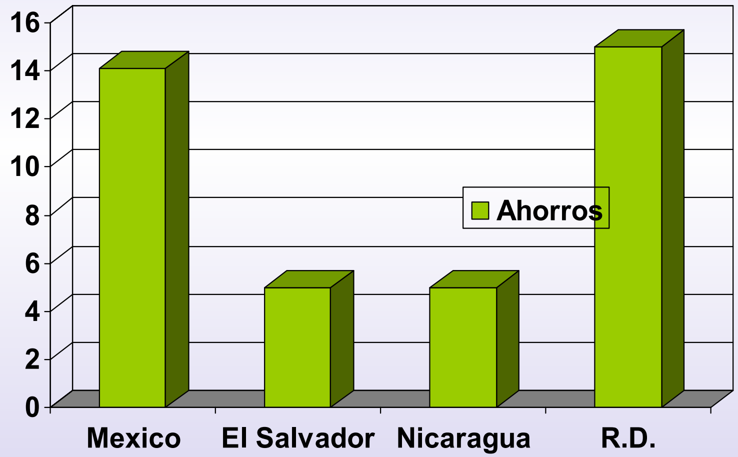


Annual Per capita Remittances and GDP

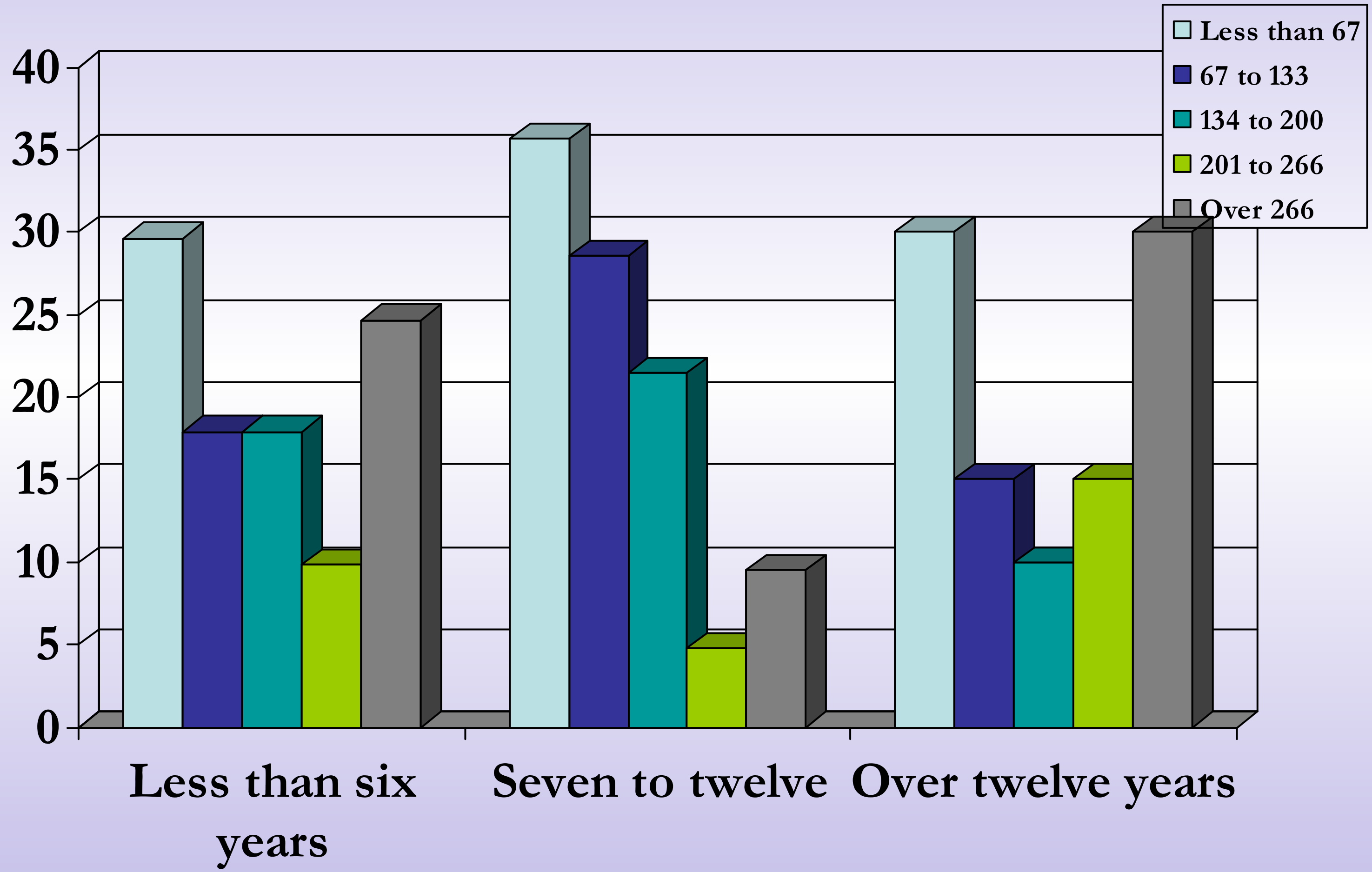


Viviendas que reciben remesas en zonas rurales y urbanas; y el ahorro del hogar

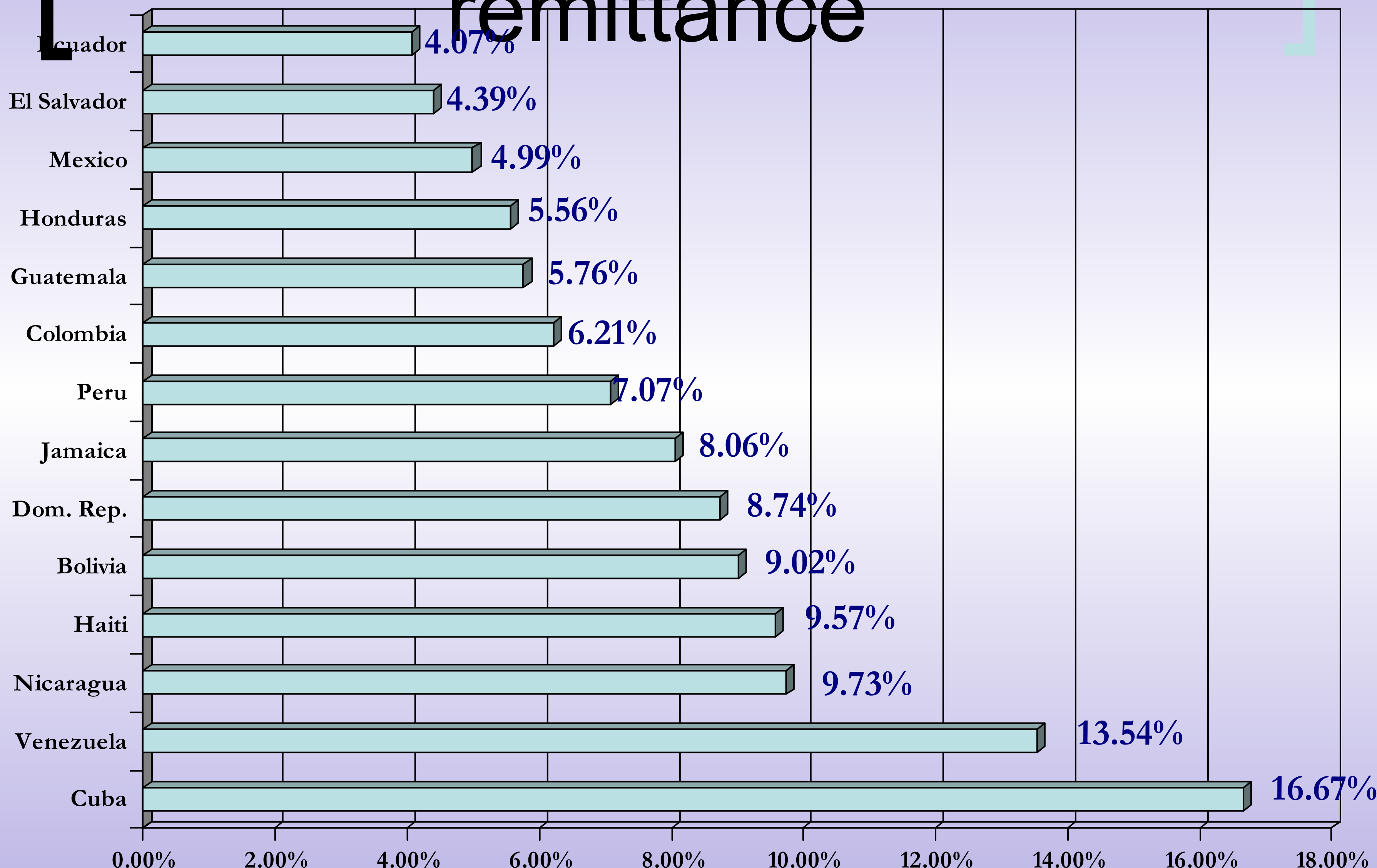




Dominican Republic remittance receiving households: Income and years receiving remittances



Percent cost of sending remittance



Remittances as Institutions of Development

- As a financial service, remittances work through with micro-credit institutions, credit and saving unions, and popular and commerical banking
- They can integrate families who receive remittances within the system in order to
  - increase the savings rate
  - to stimulate these rates within the economy and
  - promote investment.
- This has a multiple effect as it generates the demand for goods which in turn promotes local markets
- They have an impact among the rural and urban poor which are of the most vulnerable sectors.

Opportunities to create local markets, build savings and investment and foreign trade

i. Reduce Costs
ii. Savings, Credit and Banking
iii. Forge partnerships with hometown associations
iv. Promote the nostalgic market and tourism
v. Create institutional ties with the diaspora
vi. Link technology with remittances

Strategy 1: Reduction in transfer costs

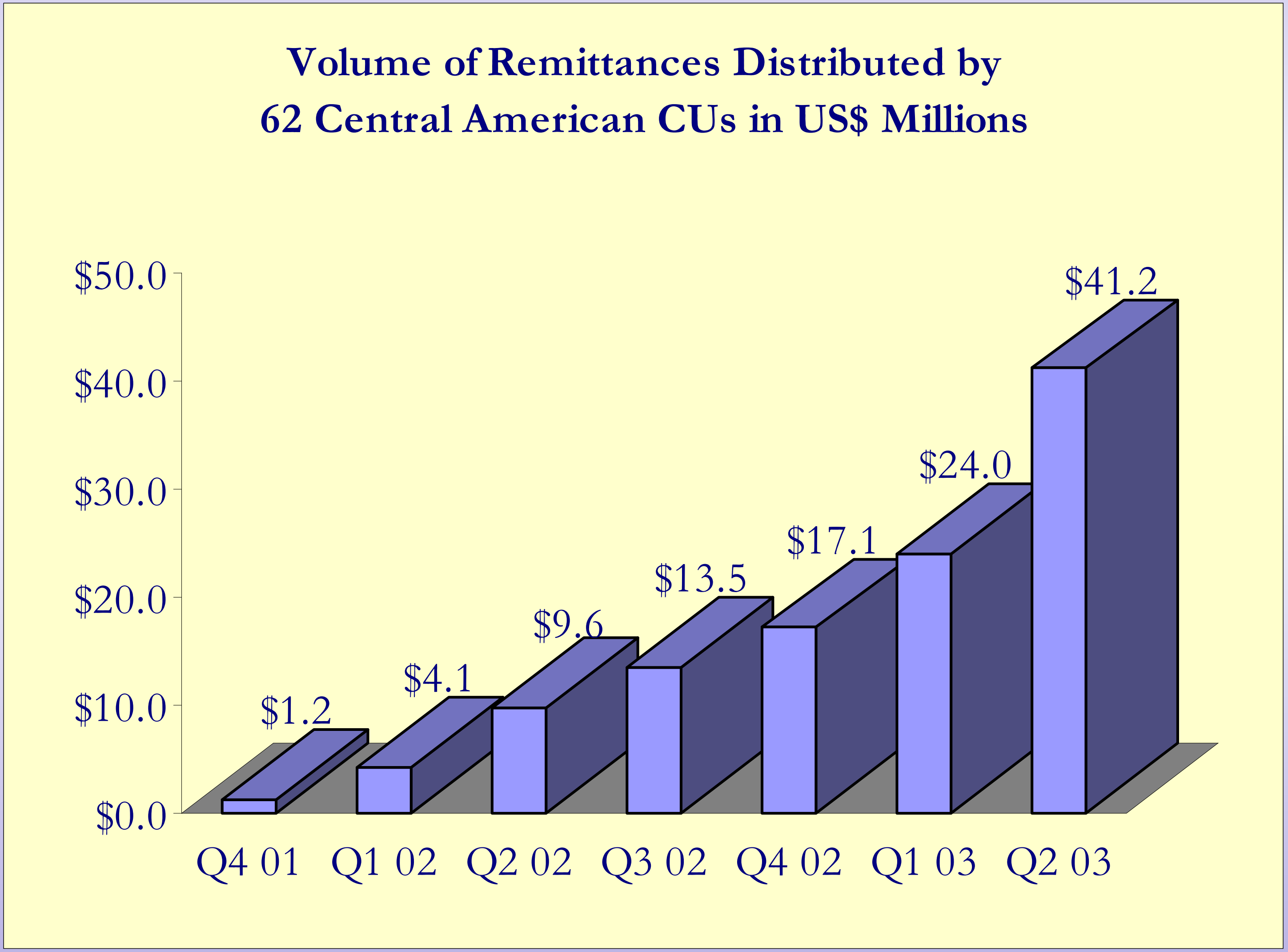
- Promote strategic alliances between remittance agencies and banks, such as VISA with Quiqeyana, Banco Cuscatlan, Banco Uno y Gigante Express in Central America and the Dominican Republic

- Strategic agreements between banks in the country of residence and the country of origin
  - Bank of America, Citibank (C2iT), etc.
  - Software Platforms for banks: Mastrex International
  - ATMs and MAC: Mitchell's Bank
  - Alliances among US and Latin American credit unions, such as IRNet

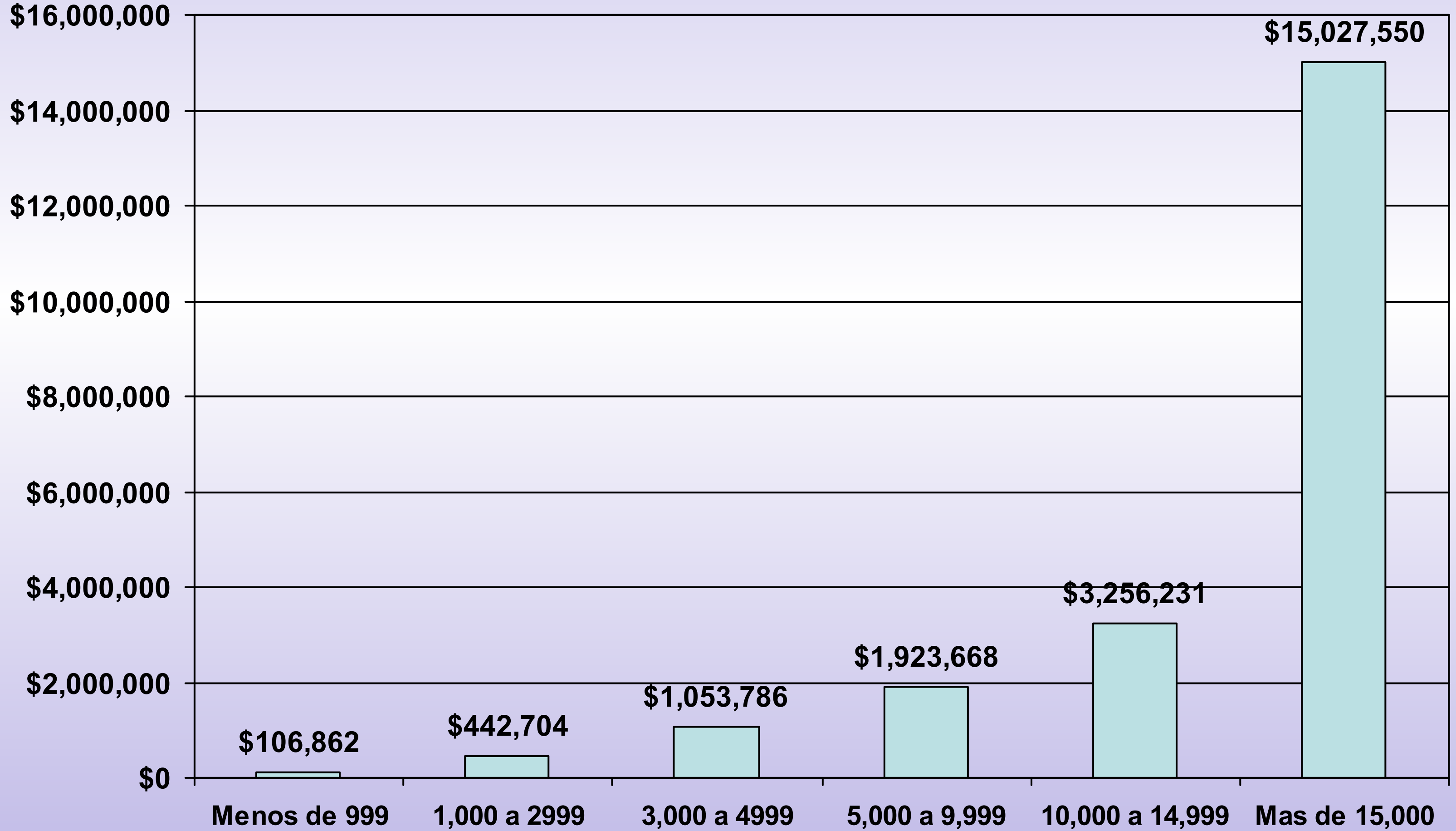
Strategy II: Savings, Credit and Remittances

a. Monitoring transfers, especially the exchange rate
b. Motivate savings and credit institutions to attract remittance senders and recipients
c. Bring low cost banking centers where there is a high concentration of families who receive remittances
d. Offer incentives to households that receive remittances;
e. Allow micro-finance and credit unions to become agents of remittances and savings institutions

"The demand for financial services by remittance receiving households rests on the intersection between the role of microfinance institutions, such as credit unions, and rural sector development."



Mexico: Remittances to rural households



15% recibe US$250 al mes, siete veces al año.

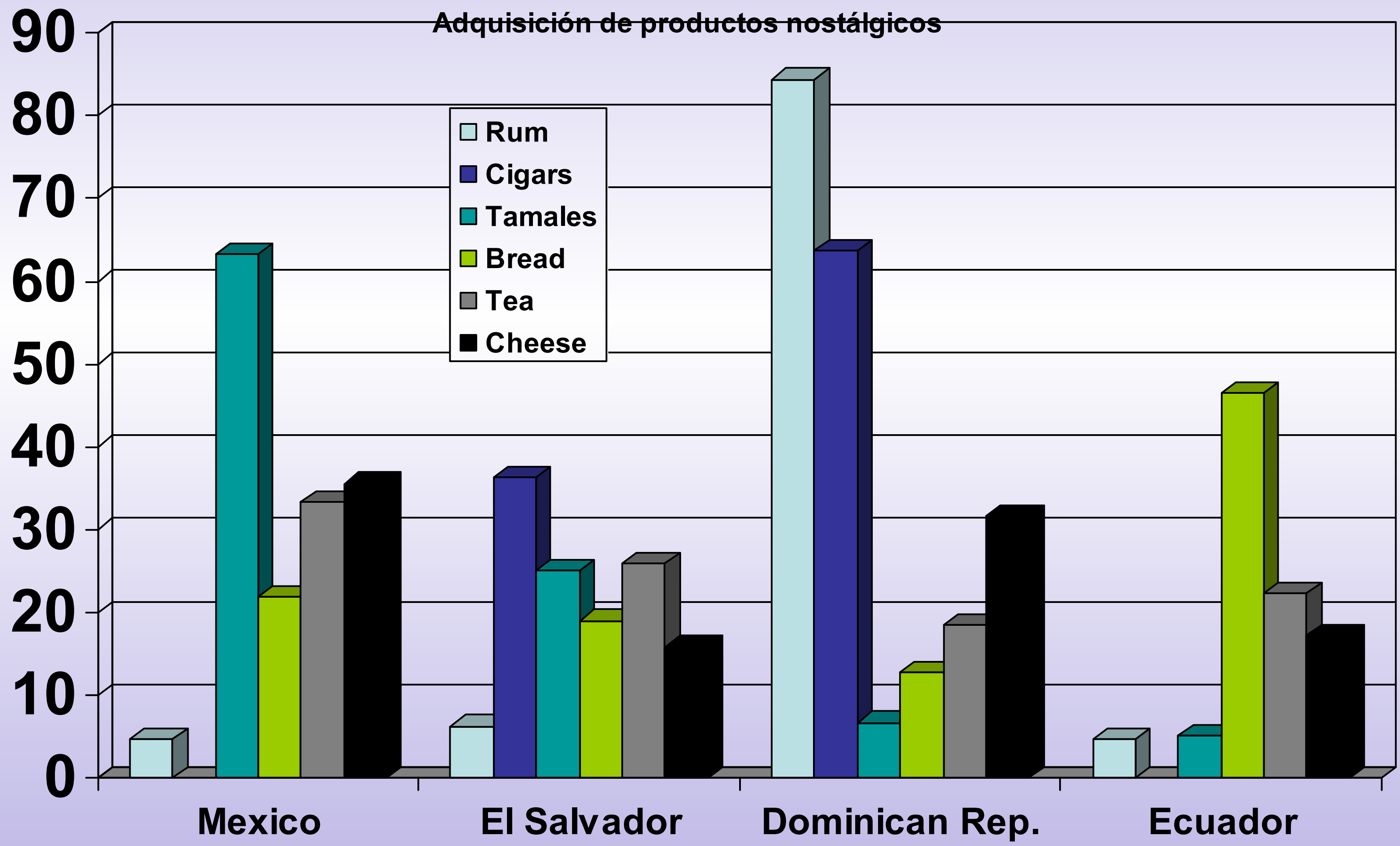
Strategy IIb: Remittances and Technology

- Wireless internet accessibility, Wi-Fi (Wireless Fidelity) offers the opportunity to integrate the rural sector using computer equipment at a low cost
- Computers with Wi-Fi send and receive information using radio waves
- This system could be used to send remittances
- This technology could be administered by local micro-finance institutions
- This system also could offer advantages to local businesses as to generate investment (such as a discount of half or a third of the actual price of a phone call) and simultaneously an opportunity for new markets

Strategy III: Alliances with Home Town Associations

i. Seek communication and dialogue with HTAs;
ii. Social development
    i. Donor technical assistance for project identification;
    ii. Support of a transnational community radio;
    iii. Donor support on governance and democratic participation;
    iv. Donor partnerships in social (health and education) and infrastructural projects
iii. Economic development
    i. Government incentives to attract private sector involvement;
    ii. Government support in investment feasibility analysis;
iv. Financial infrastructure
    i. Support education on financial services;
    ii. Support to link technology to education, communication and remittances in the rural areas.

Strategy IV: Expansion of Financial Investment



Strategy IVa: Promoting nostalgic markets

a. Risk and investment analysis
b. Build partnerships between the private sector and the immigrant community;
c. Financing small investment projects within rural sectors
d. Involve home town associations and NGOs with strategies to invest

Strategy IVb: Tourism and Migration

- Establish travel packages to traditional places
- Establish new and innovative products for tourists
- Create new investment strategies to promote tourism

Strategy V: Connecting the external community with assistance

a. Adopt linking with the diaspora as part of the country's foreign policy. Use the consulates as points of contact.

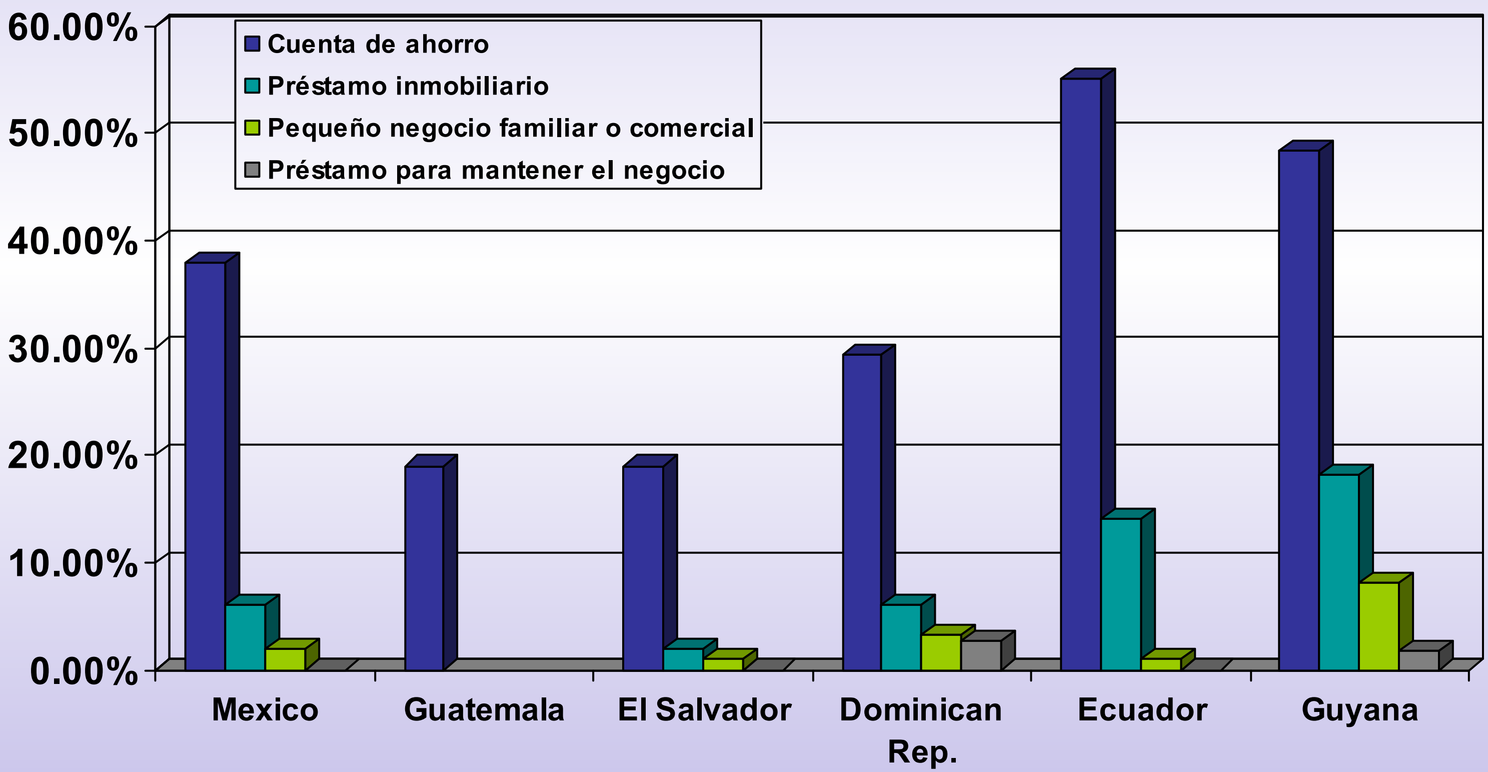
b. Forge mutual confidence:
   - a. Support their activities carried out as an organized group
   - b. Establish ties through meetings and conferences;
   - c. Help in the creation of a diaspora agenda;
   - d. Carry out services demanded by the community;
   - e. Implement summer camps programs

c. Create an office of attention to nationals linving abroad
   - a. Unit of community contact
   - b. Unit linking the state and the community
   - c. Unit of study and analysis

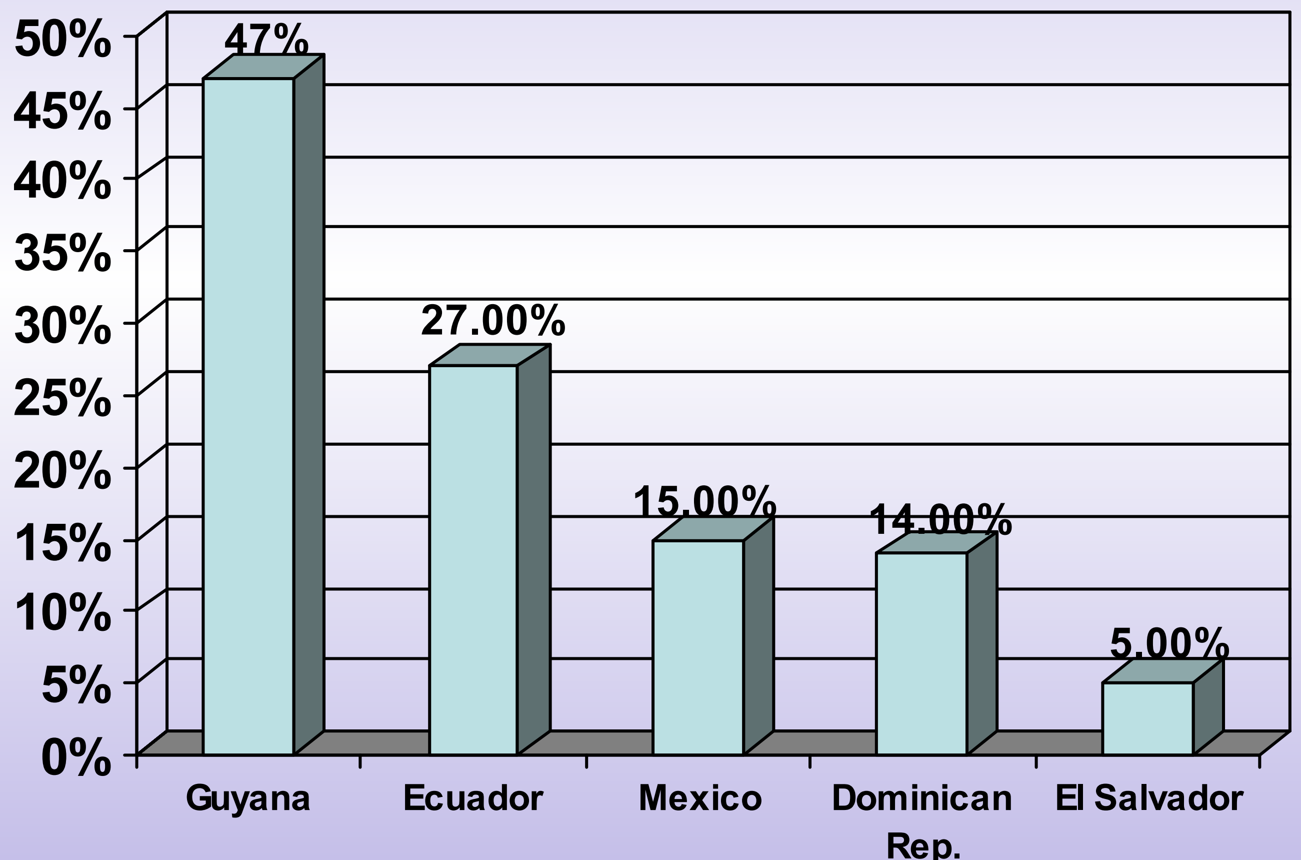
Articulando el vínculo entre el desarrollo y la migración

Visión regional e integral

Actividades financieras de los inmigrantes en país de origen



Ayuda a familia a cumplir con obligaciones económicas además del envío de remesas (préstamos inmobiliarios)



Rango de Actividades y Vínculos que se pueden establecer entre el Gobierno y su Diáspora

• Actividad •Vínculos	•Facilitador	•Socio	•Ejecutador
•Familiares	•métodos económicos de contacto		•impulsar programas de becas de estudio
•Comunitarios	•contacto con gobiernos locales	•proyectos de contrapartida	•Realizar tipo 2X1
•Con Sociedad Civil	•Comunicación con organismos sociales	•proyectos de apoyo social	
•Con el Estado	•culturales, económicos, grupo de interés Nicaragüense	•legalización,	•doble nacionalidad, voto en el exterior,

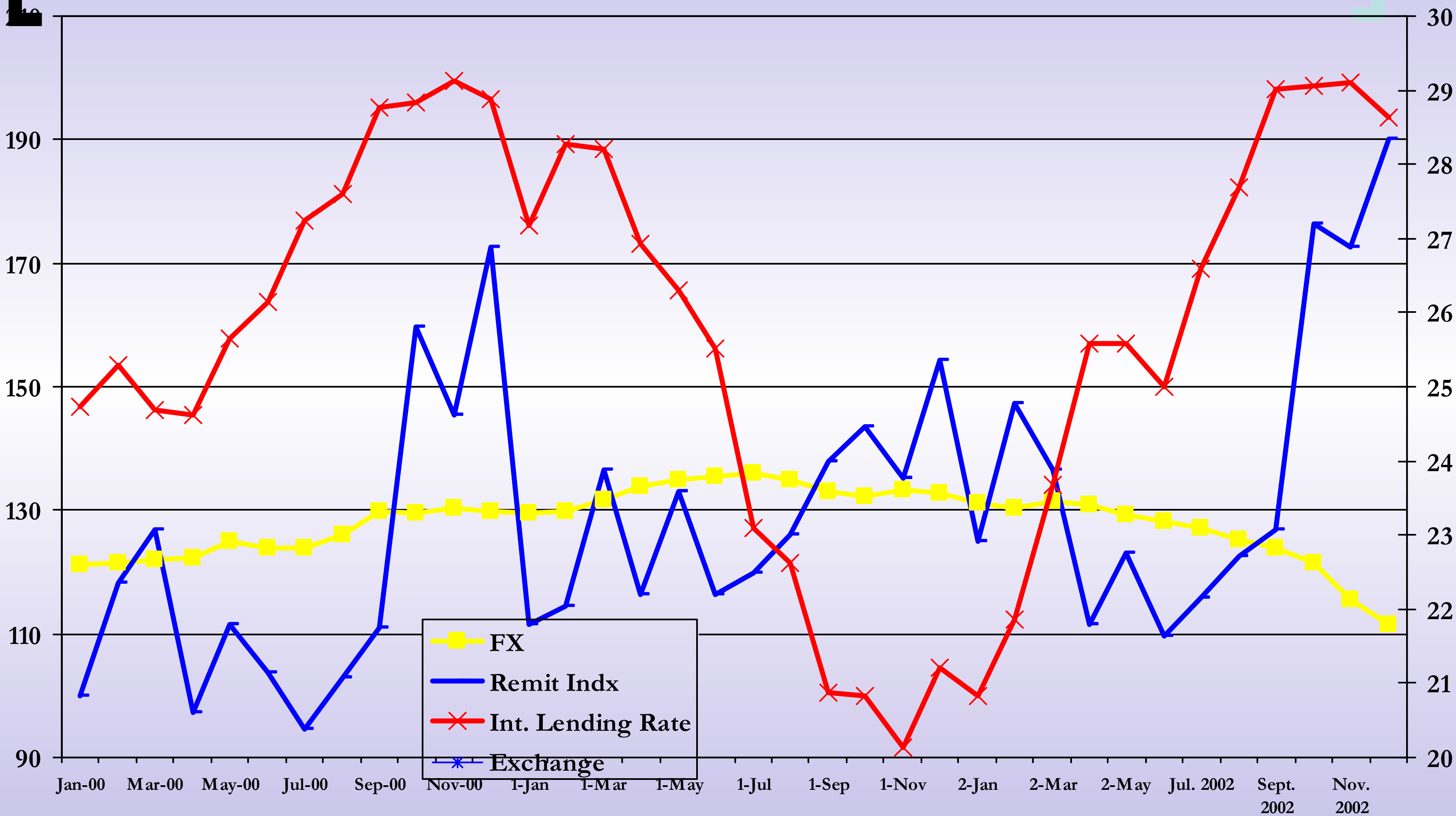
Macro-economic issues of remittances

Effects on import capacity and foreign currency controls

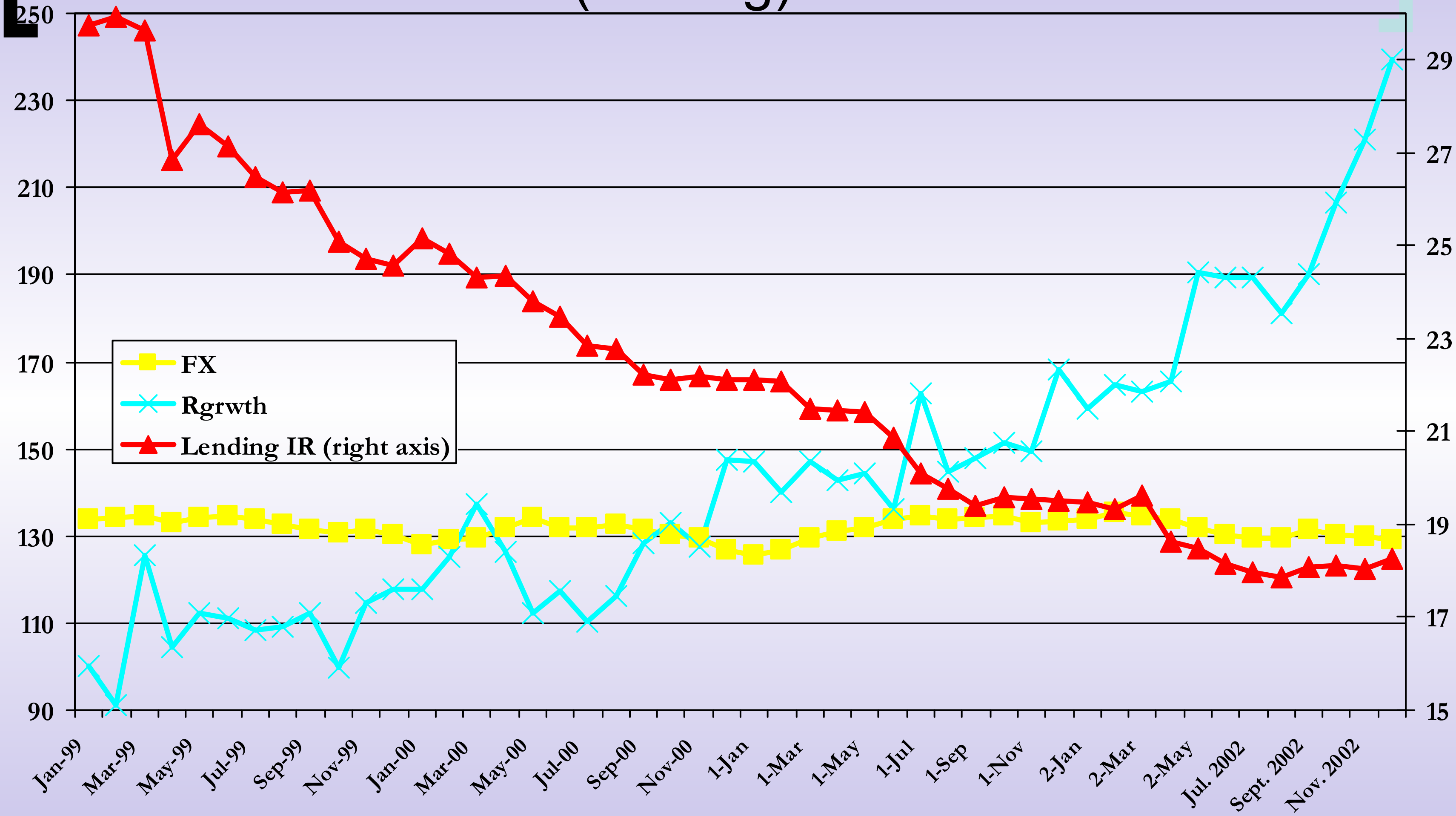
Multiplying effects

Projections

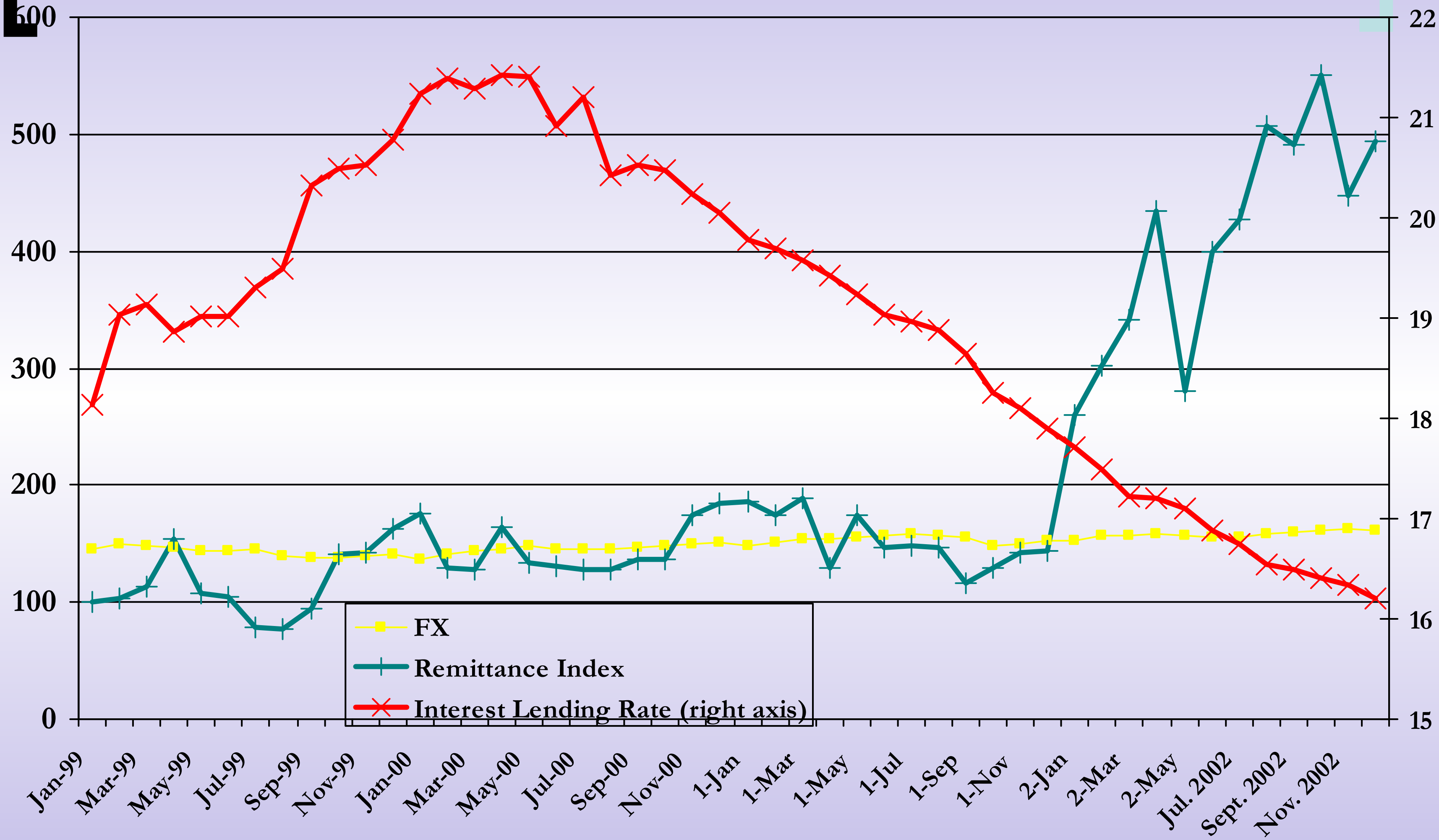
Dominican Republic: exchange rate, remittances and interest (lending) rate



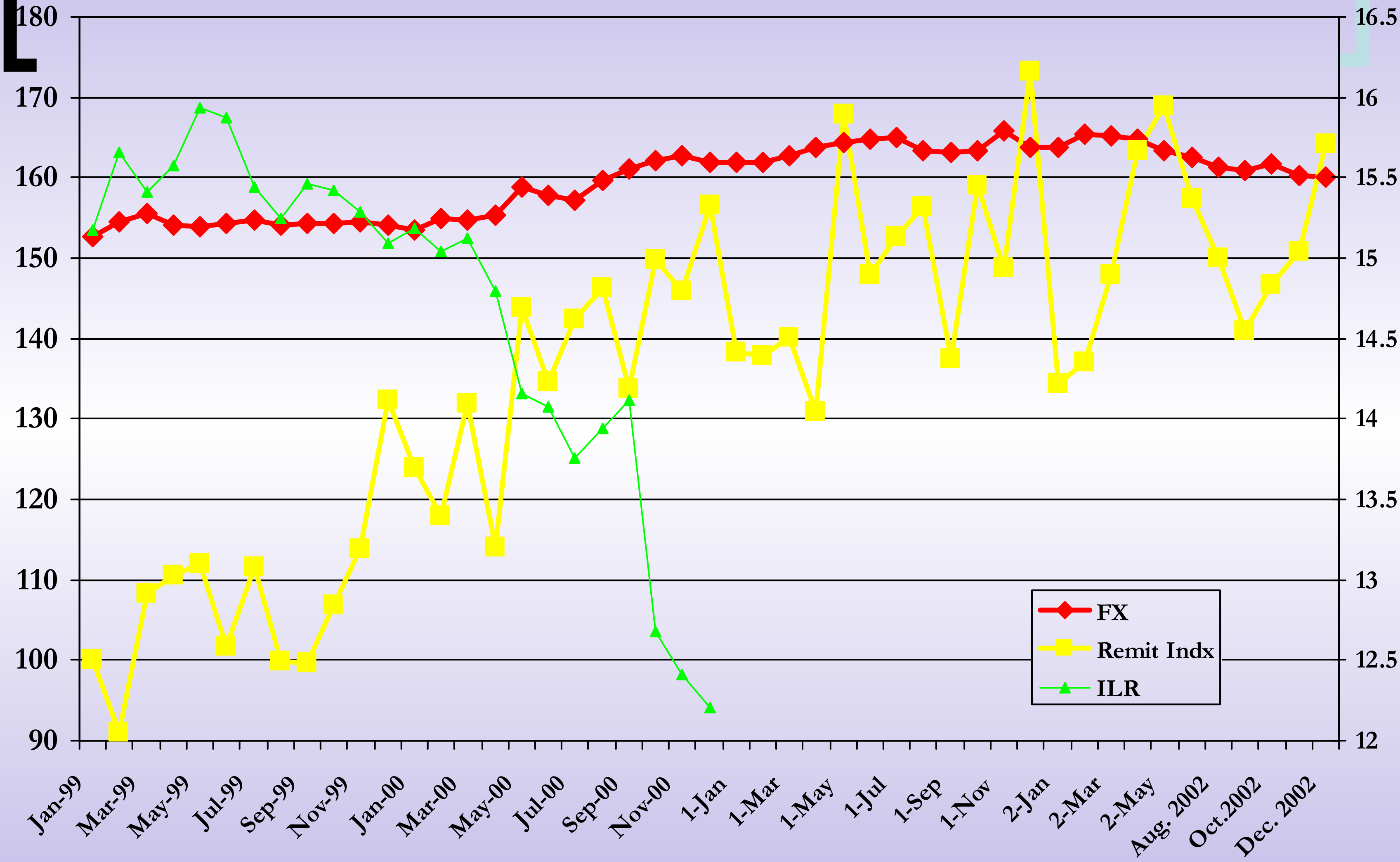
Jamaica: exchange rate, remittances and interest (lending) rate



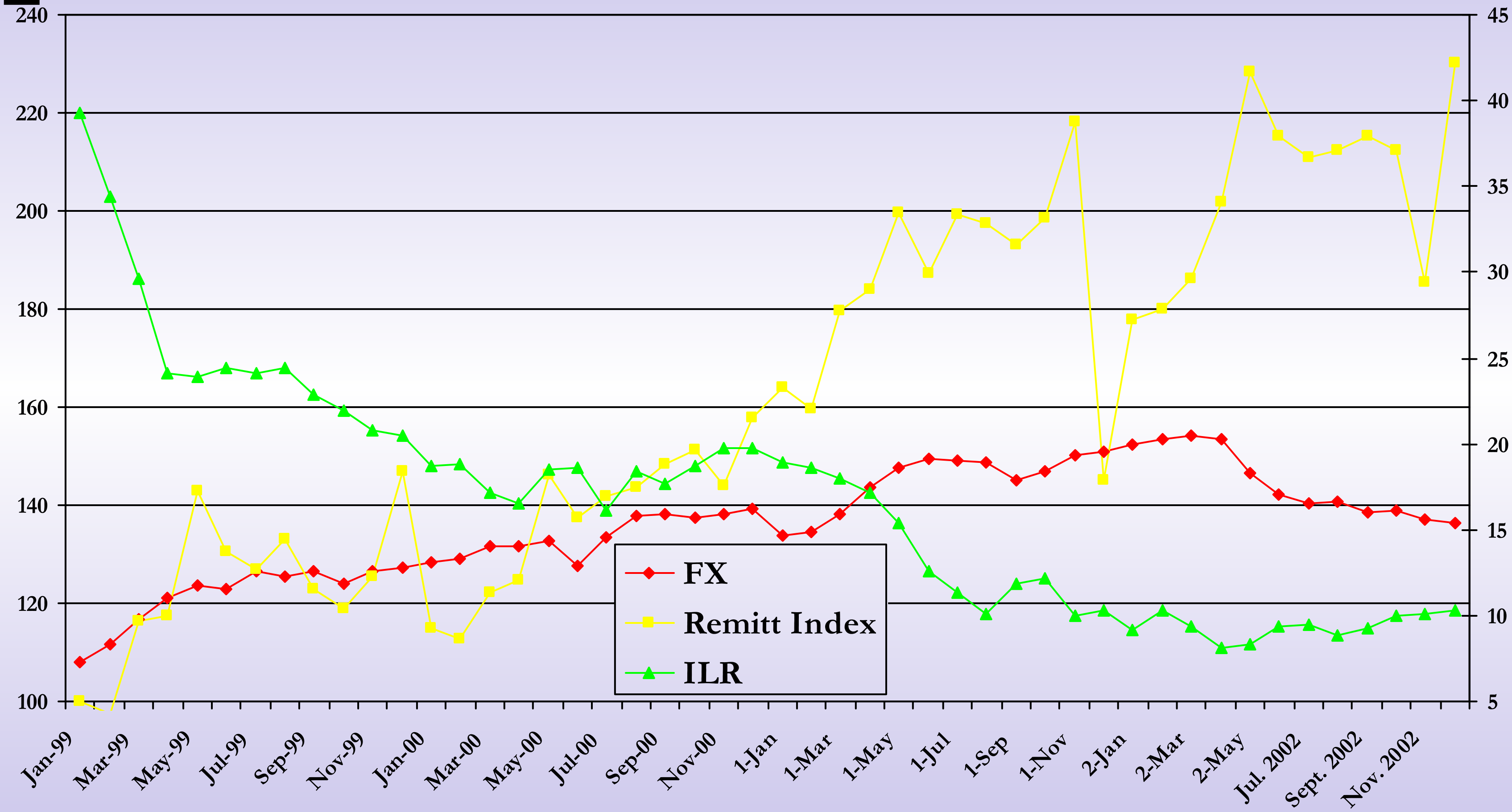
Guatemala: exchange rate, remittances and interest (lending) rate



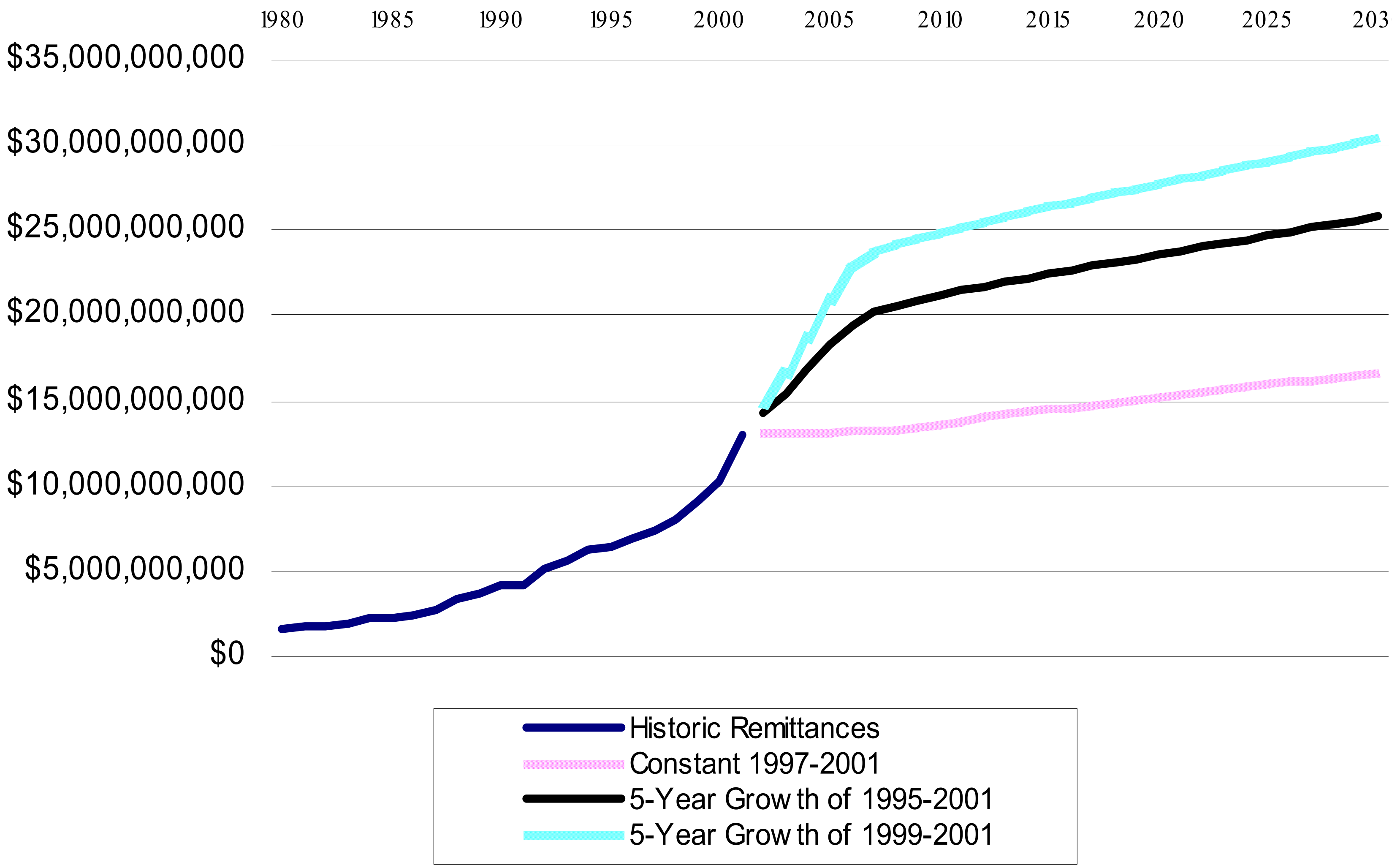
Ecuador: exchange rate, remittances and interest (lending) rate

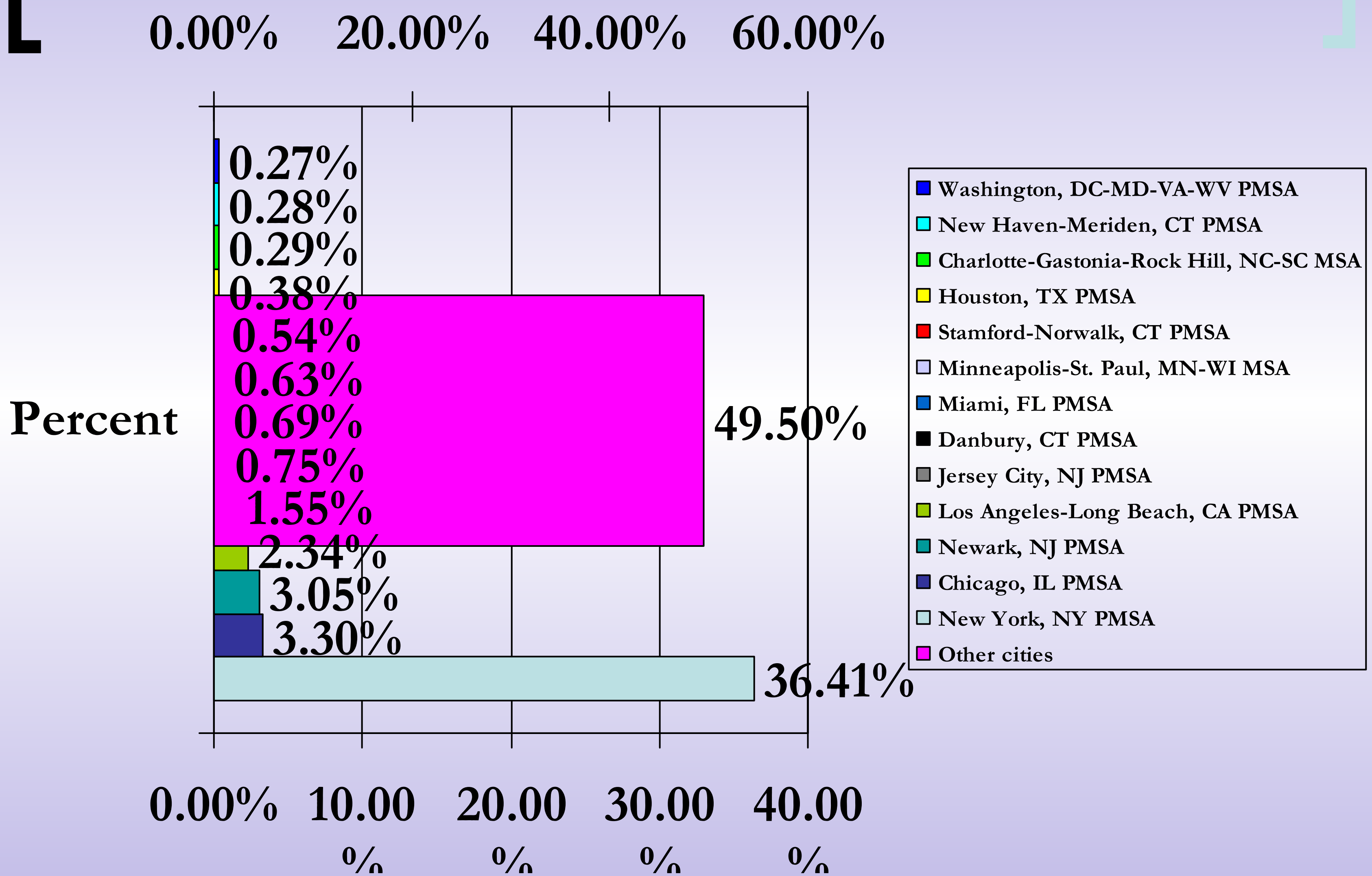


Mexico: exchange rate, remittances and interest (lending) rate



Remittances Received in Mexico and Central America, Projected 2002-2030

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0.75%
1.55%
2.34%
3.05%
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49.50%
36.41%
0.00%
10.00%
20.00%
30.00%
40.00%
Washington, DC-MD-VA-WV PMSA
New Haven-Meriden, CT PMSA
Charlotte-Gastonia-Rock Hill, NC-SC MSA
Houston, TX PMSA
Stamford-Norwalk, CT PMSA
Minneapolis-St. Paul, MN-WI MSA
Miami, FL PMSA
Danbury, CT PMSA
Jersey City, NJ PMSA
Los Angeles-Long Beach, CA PMSA
Newark, NJ PMSA
Chicago, IL PMSA
New York, NY PMSA
Other cities

Ecuadorians in the United States