



## Celebrating 30 Years of Helping to Break the Cycles of Poverty

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## Trickle Up Receives Disability Inclusion Award

Trickle Up is honored to have been chosen as the recipient of Mobility International's 1st Annual Disability Inclusion Award. The award recognizes organizations that have worked towards greater disability inclusion programs and have expanded leadership opportunities for people with disabilities. The award was established in collaboration with InterAction, a coalition of U.S. nongovernmental humanitarian and development organizations. InterAction is the largest coalition of U.S.-based international nongovernmental organizations (NGOs) focused on the world's poor and most vulnerable people.

There are an estimated 650 million people with disabilities worldwide and 82% of them are living in extreme poverty, making disability inclusion a vital international priority in efforts to reduce poverty and sustain development.

Trickle Up is being honored for its long-standing commitment to inclusive development. Through a three-year partnership with Mobility International USA, Trickle Up began implementing inclusive practices at all levels and actively built partnerships with organizations serving people with disabilities.

Including people with disabilities is a vital step in pursuing Trickle Up's goal of providing the extreme poor with opportunities to build sustainable livelihoods, and we are honored to be recognized for these efforts.



## The Chocolate Makers of Santa Rosa Chivité: Looking Back on Five Years of Progress



For generations, the women of Santa Rosa Chivité, an isolated community in the eastern highlands of Guatemala, eked out a living cultivating corn, beans and cacao. Thanks to Trickle Up, they've gotten the training and capital needed to create a new line of artisanal chocolate that is now being sold to their neighboring communities and in restaurants located in the nearby city of Cobán.

You have to cross a suspension bridge to get to Santa Rosa Chivité, seven hours north of Guatemala City. The Quekchi, one of Guatemala's largest indigenous groups, have lived here for centuries, managing a subsistence living growing a variety of crops like corn and chili peppers, and cultivating the cacao which grows in the hills. Each harvest determined the fate of the community for the coming year.

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That began to change in 2004, when Trickle Up became involved through a partnership with CARE. The women of Santa Rosa Chivité sought out training to learn how to transform the cacao into chocolate they could sell. With the essential seed capital and training provided by Trickle Up, the women were able to buy cacao, sugar in bulk, a grinder and molds, and the project was launched.

What happened has transformed a village and created a cottage industry that has grown more successful each year.

In 2006, the first product—artisanal chocolate—made its debut. Using the new equipment and training they received from Trickle Up, this special chocolate could be used for cooking and making hot chocolate. It was successful and the women, eager to increase production and

expand their product line, asked for more training. Working with an economist from the local university, they learned about the commercialization process, improved packaging, brand identity and how to obtain credit to expand their business. For the first time, they standardized the size of their product and even developed a logo for their chocolate—a hieroglyph of the Mayan gods drinking cacao.

In 2008, the Santa Rosa Chivité chocolate makers joined Aproderk, an agricultural cooperative of two hundred rural Guatemalan collective producers. Aproderk gave the women of Santa Rose Chivité access to new markets, and their products are now seen widely in local stores and restaurants.

Last year, the men of the village built a new building for the chocolate-making operation. Made of concrete blocks instead

of bamboo, it is near a water source and has greatly improved health standards, thereby broadening the marketability of their products. The women of Santa Rosa Chivité now pride themselves on producing the highest quality organic artisanal chocolate.

The village has since prospered and now has its own school. The positive impact on the community is evident. A tilapia fish farm was started last year. The isolated town appears highly self-sufficient, producing coffee, raising chickens, pigs and fish, in addition to the traditional corn and beans. Ducks walk freely throughout the community, with different colored bits of bright ribbon that indicate their owners. The women are eager to expand the kinds of products they offer, and are experimenting with adding new flavorings, like a touch of cinnamon and even hot pepper.

## Helen Millson: Trickle Up Volunteer & Entrepreneur



A summer in India in 2007 inspired Helen Millson's dream of starting a clothing business that would help very poor women in India, but it was her Trickle Up internship that helped her to see how she could turn her dream into a reality.

Since last January, Helen, who graduated from Yale in 2008, has spent three days a week at Trickle Up, working in the Communications and Development Department on projects that increase Trickle Up's visibility. Helen, eager to intern at Trickle Up because she was impressed by their approach, focus on women and track record, feels she's gained far more than she's given.

"I've always been interested in international development, especially microfinance, and Trickle Up has a different approach that really made sense to me. They target the poorest, usually women who are traditionally left behind, and give them both the training and the capital to succeed," she explains. "Being here has taught me so much that I never could have learned in school."

Helen played a key role in coordinating Trickle Up's 30th Anniversary Gala, held at the Rainbow Room in New York City in April. The event was a great success, drawing the largest attendance Trickle Up has had at recent galas. Shortly afterward, Helen traveled to India with her friend and new business partner to see if their idea to bring Indian textile traditions to the United States could become a reality. Armed with a list of contacts they developed and others that Trickle Up suggested based on its network in India, the two entrepreneurs visited women's groups in India that create textiles. The women's groups would sew the clothing they hope will be the basis of their new clothing company, Lila Horn.

"Trickle Up has given me a real sense of what can be accomplished and how to go about doing it effectively," Helen said. "People here have been incredibly generous about sharing their knowledge and experience, and I've learned a tremendous amount. I hope someday our company will be in a position to help support Trickle Up's programs."

## NEWTON RUNNING PARTNERS WITH TRICKLE UP

Thanks to a partnership with Newton Running ([www.newtonrunning.com](http://www.newtonrunning.com)), an innovative running shoe company based in Boulder, Colorado, every purchase of a Newton Running shoes will help the world's poorest take their first steps toward economic independence. Newton Running is donating \$1 from the sale of each pair of shoes to Trickle Up.



Founded in 2007 by a group of elite runners, coaches and inventors, Newton Running has a

strong commitment to philanthropic causes as a core value. Newton's co-founder, Jerry Lee, cited Trickle Up's innovative approach to fighting poverty as the reason Trickle Up was chosen for the company's support.

"From the beginning, we made a company commitment to give to those who are less fortunate," he said. "Our company was founded with entrepreneurial spirit and we are excited to support Trickle Up, an organization that so clearly believes in helping the world's poorest citizens start their own microenterprises."

## Aminata Porgo: A New Restaurant, to Feed a Family of Ten



Just like her neighbors living in Débogué, Burkina Faso, forty-year-old Aminata Porgo comes from a family deeply dependent on farming. However, her village is located in the Sahel, where the arid climate yields many unfruitful harvests and a consequently unstable income. With six children of her own and four other

dependents in her extended family, Aminata struggled to provide for everyone's needs.

"We couldn't find enough food," Aminata said. "We ate once a day and life was miserable."

Today, she no longer looks towards the fields for her main source of income but instead to a microenterprise she started with Trickle Up's support. Aminata used the seed capital grant she received this January to start a small catering business cooking and selling rice in the marketplace. Aminata says that even more valuable to her than

the seed capital was the training she received, which taught her new strategies for maintaining her business. She learned to divide her profits, setting aside a portion to increase her working capital and using the rest to pay for her family's needs.

Aminata now says she can sleep well at night, knowing that her children have enough to eat. She has new hopes for her children's future as well as her own; she envisions herself in 10 years as the owner of a large restaurant in the market.

Part of the livelihood strategies that will help her realize that goal is her membership in a savings group that Trickle Up helped the women in her community form. The group members are Trickle Up participants, and they contribute a set amount of savings to the group fund every Monday. As the fund grows, group members can also take out loans, which they repay with interest. Individually, the women would not have been able to open a bank account because they would not have enough collateral. But as a group, the women have fostered not only the ability to access formal credit—they have registered their account with the local bank—but also a new solidarity as they gather each week to share their ideas and experiences.

