

**Dear Reader:** We are honored and privileged to recommend Trickle Up. ImpactMatters is now in beta as we gather feedback on the impact audit process and outputs: [impactm.org/feedback](http://impactm.org/feedback)

# impact audit

give feedback: [impactm.org/feedback](http://impactm.org/feedback)  
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Trickle Up  
**impact audit certified**  
through 2017 [ImpactMatters](http://ImpactMatters) [impactm.org/a/3](http://impactm.org/a/3)

## MISSION

Trickle Up inspires and supports the poorest and most vulnerable to build sustainable livelihoods and take their first transformative steps out of ultra-poverty.

## PROBLEM

People living in conditions of extreme poverty face social exclusion and reinforcing deprivations, and are underserved by economic development programs.

## INTERVENTION

Participants build sustainable livelihoods through a process facilitated by Trickle Up that includes grants, training, mentoring and group savings support.

What is an impact audit?

### MOTIVATION

- 1 Give the nonprofit feedback on how to use and produce appropriate evidence.
- 2 Certify to donors that the nonprofit is appropriately evidence-based.

### PROCESS

Evidence review • Document review • Staff Interviews  
More: [impactm.org/standard](http://impactm.org/standard)

## Audit Results

Trickle Up delivered a **high-quality program** to **7,195 vulnerable people** living in extreme poverty in 2015 that **increases income, food consumption, and savings**, and continues reaching vulnerable groups at the **approximate marginal cost of \$340**.

### Impact assessment

#### Does the nonprofit change the world?

Trickle Up improves the lives of women and other vulnerable groups living in ultra-poverty, increasing **income, food consumption, and savings**.

This conclusion is reached by mapping lessons from similar programs implemented in similar settings for similar groups to the program Trickle Up runs.

#### ✓ Outcomes and cost

The **evidence for Trickle Up's impact**, is based on rigorous, counterfactual evidence of the impact of similar programs. This evidence has the drawback of being from a similar program, and not from Trickle Up's specific work, which does not yet have high-quality counterfactual evidence available. However, the evaluations of these other programs are methodologically strong and similar enough to Trickle Up's program (in terms of intervention design, intervention fidelity, setting, and population reached) to conclude Trickle Up's program very likely has large positive impact for women and other vulnerable groups living in ultra-poverty.

##### similar program

**Banerjee et al. (Science 2015)**  
5% increase in consumption (vs. control)  
96% increase in savings  
High internal validity  
High external validity

##### similar program

**Bandiera et al. (STICERD 2013)**  
38% increase in annual earnings  
866% increase in savings  
High internal validity  
High external validity

### Operations assessment

#### Does the nonprofit do what it says it does?

Trickle Up has directly delivered its program to **7,195 vulnerable people** last year at **high quality** and is a **learning organization** and a **transparent organization**.

This conclusion is based on Trickle Up's internal monitoring data, monitoring systems, and quality assurance protocols, which are credible and strong.

#### ✓ Activities and outputs: Quantity

The **evidence for quantity** is based on internal processed data.

- Since 1979: over 200,000 participants directly
- Since 2013: 6,600 households through technical assistance

*All as of November 2015*

#### ✓ Activities and outputs: Quality

The **evidence for quality** is based on internal protocols and program/ monitoring documents.

- Internal monitoring staff: Yes
- Routine staff training: Yes
- Strong partner supervision: Yes
- Responsive to data: Yes
- Quality improvement: Yes

#### ✓ Learning organization

This is based on information obtained from interviews with Trickle Up's president and senior staff.

#### ✓ Transparent organization

This is based on the breadth and depth of Trickle Up's published reports, activity data, and organization data.