

TRICKLE UP PROGRAM



ANNUAL REPORT 1993

Trickle Up Program Inc. • 54 Riverside Drive, New York, NY 10024-6509 • Tel: (212) 362-7958; Fax: (212) 877-7464

Helping People Help Themselves

The Trickle Up Program is an international non-profit organization which helps the poorest of the poor create and build their own small businesses. Founded in 1979, Trickle Up has helped people start or expand 28,646 businesses in 98 countries. These entrepreneurs, over 63% of whom are women, learn to manage their own businesses and plan for a future with the knowledge that they have the business skills necessary to survive.

The Trickle Up Process

A grant is paid in two installments of \$50 to five or more people, often members of a family, for a profit-making enterprise.

Group members, working together, complete a one-page Business Plan which takes the group, step by step, through the process of starting their own business, from the choice of products or service, to planning and marketing.

The group pledges to invest at least 1,000 hours in the enterprise, and to save or reinvest at least 20% of their profits to provide a continuing source of capital for the business.

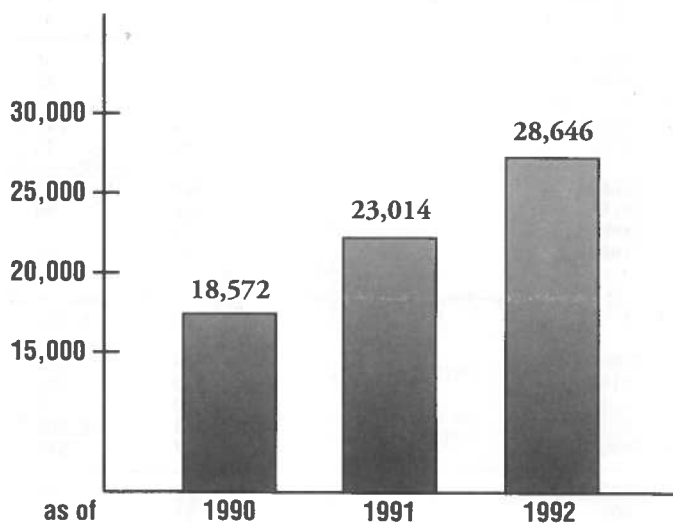
After three months, the group completes a one-page Business Report to qualify for the second \$50 check.

Numeracy and bookkeeping skills are developed, and over half of all entrepreneurs open a bank account for the first time.

The Trickle Up process develops confidence by building on the knowledge and experience of the business group.

In 1992, 5,632 businesses were started, making a total of over 28,000 businesses started or expanded since the Program began. Over 900 volunteer Coordinators from indigenous and international development agencies guided entrepreneurs through the Trickle Up process in 1992.

TOTAL BUSINESSES



The greatest resource for reducing global poverty is the fastest growing segment of the population - the one billion people who constitute the poorest of the poor. Given the opportunity, the poor can invest their own human energy and time for economic and human development. Trickle Up creates opportunities, and the poor themselves are able to realize one answer to poverty that is **working**.

TRICKLE UP PROGRAM RESULTS BY REGION AND COUNTRY

This report contains a summary of data for Trickle Up businesses from the start of the Program in 1979 through December 1992. Information is provided on the number of countries in which businesses have been started or expanded; the number of businesses started or expanded; the number of Business Reports received; the number of approved Coordinators; the number of reported Entrepreneurs with gender disaggregation; the average initial investment made by the group to help start the business; and the percentage of entrepreneurs that report that the Trickle Up business is their main source of income.

Country	Number of Businesses	Number of Reports Received	Coordinators	Entrepreneurs		Average Initial Investment	Main Source of Income
				Total	% Fem		
GLOBAL TOTALS - 98	28,646	20,066	2,940	175,772	63%	\$ 35	31%
AFRICA - 34	9,017	6,032	635	58,586	65%	\$ 22	37%
1. BENIN	451	281	89	3,351	60%	\$ 13	9%
2. BOTSWANA	1	NA	1	7	71%	\$ 0	NA
3. BURKINA FASO	45	26	6	295	79%	\$ 17	NA
4. BURUNDI	9	3	5	38	82%	\$ 28	50%
5. CAMEROON	189	131	12	1,671	54%	\$ 14	5%
6. CENTRAL AFRICA REPUBLIC	34	12	8	270	50%	\$ 19	83%
7. CHAD	15	10	1	57	67%	\$ NA	NA
8. EQUATORIAL GUINEA	1	NA	1	6	17%	\$ NA	NA
9. ETHIOPIA	50	9	12	252	88%	\$ 14	44%
10. GAMBIA	18	19	5	95	81%	\$ 33	47%
11. GHANA	707	509	47	3,690	68%	\$ 40	30%
12. GUINEA	25	5	2	106	47%	\$ 53	NA
13. IVORY COAST	6	NA	2	60	78%	\$109	NA
14. KENYA	3,457	2,676	163	21,837	66%	\$ 17	7%
15. LESOTHO	179	99	15	1,433	92%	\$ 4	11%
16. LIBERIA	78	55	9	403	68%	\$ 15	55%
17. MADAGASCAR	163	69	4	769	54%	\$ 16	47%
18. MALAWI	235	166	31	1,289	46%	\$ 41	79%
19. MALI	29	17	2	151	71%	\$ NA	NA
20. MOZAMBIQUE	10	2	1	41	44%	\$ 66	100%
21. NAMIBIA	14	3	3	70	74%	\$ 54	NA
22. NIGERIA	528	344	28	2,856	67%	\$ 29	25%
23. RWANDA	8	7	1	64	17%	\$ NA	NA
24. SENEGAL	80	41	11	1,013	64%	\$ 1	10%
25. SIERRA LEONE	976	561	40	7,712	65%	\$ 14	10%
26. SOMALIA	41	35	4	204	77%	\$ NA	NA
27. SUDAN	111	89	7	883	66%	\$ 41	33%
28. SWAZILAND	27	6	7	140	51%	\$ NA	NA
29. TANZANIA	234	147	21	1,520	57%	\$ 22	17%
30. TOGO	140	45	13	866	66%	\$ 62	44%
31. UGANDA	864	561	39	5,291	62%	\$ 15	38%
32. ZAIRE	162	68	23	936	67%	\$ 83	43%
33. ZAMBIA	78	21	12	541	65%	\$ 6	33%
34. ZIMBABWE	52	15	10	669	79%	\$133	33%
ASIA - 22	11,190	8,064	1,066	63,266	58%	\$ 41	30%
35. BANGLADESH	789	613	50	4,468	55%	\$ 61	43%
36. CHINA	300	296	9	1,319	34%	\$ 8	9%
37. FIJI	10	9	8	104	58%	\$ NA	NA
38. INDIA	2,644	2,308	220	15,281	62%	\$ 66	40%
39. INDONESIA	717	547	75	4,423	50%	\$ 77	32%
40. KIRIBATI	1	NA	1	6	33%	\$ NA	NA
41. LAOS	13	9	1	70	97%	\$ NA	57%
42. MALAYSIA	109	78	13	592	39%	\$ 15	32%
43. MARSHALL ISLANDS	2	2	2	34	85%	\$ NA	NA
44. MICRONESIA	5	2	5	56	20%	\$ NA	NA
45. MYANMAR	54	54	1	290	48%	\$ 27	9%
46. NEPAL	309	242	39	1,610	55%	\$ 70	31%
47. PAKISTAN	21	7	9	112	22%	\$ 46	14%
48. PAPUA NEW GUINEA	5	5	5	60	62%	\$128	100%
49. PHILIPPINES	5,839	3,682	512	32,302	59%	\$ 18	19%
50. SOLOMON ISLANDS	59	20	30	346	65%	\$ 47	15%
51. SRI LANKA	208	135	48	1,462	67%	\$ 24	5%
52. THAILAND	88	48	29	516	61%	\$ 22	17%
53. TONGA	1	1	1	12	100%	\$ NA	NA
54. VANUATU	6	3	4	100	64%	\$ 62	NA
55. VIET NAM	8	3	2	44	66%	\$ 95	25%
56. WESTERN SAMOA	2	NA	2	59	31%	\$ NA	NA

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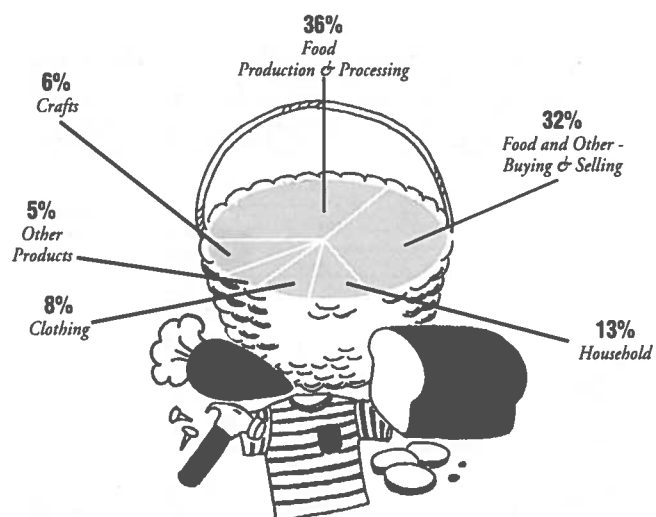
Country	Number of Businesses	Number of Reports Received	Coordinators	Entrepreneurs		Average Initial Investment	Main Source of Income
				Total	% Fem		
CARIBBEAN - 15	1,157	674	244	6,803	65%	\$ 25	22%
57. ANGUILLA	6	3	1	36	86%	\$ NA	NA
58. ANTIGUA - BARBUDA	33	27	13	34	91%	\$ NA	NA
59. BARBADOS	1	1	1	9	56%	\$ NA	NA
60. DOMINICA	62	31	18	189	53%	\$ NA	NA
61. DOMINICAN REPUBLIC	343	186	126	3,067	69%	\$ NA	18%
62. GRENADA	3	NA	1	15	60%	\$ NA	NA
63. GUADELOUPE	1	NA	1	0	0%	\$ NA	NA
64. HAITI	286	188	17	1,377	62%	\$ 10	44%
65. JAMAICA	295	155	32	1,518	59%	\$ 32	3%
66. MONTSERRAT	18	11	10	75	25%	\$ NA	NA
67. ST. KITTS - NEVIS	36	26	6	58	79%	\$ NA	NA
68. ST. LUCIA	7	2	6	49	67%	\$ NA	NA
69. ST. VINCENT	55	37	9	301	62%	\$ 30	46%
70. TRINIDAD AND TOBAGO	2	NA	1	24	54%	\$ NA	0%
71. TURKS & CAICOS	9	7	2	51	59%	\$ NA	NA
CENTRAL AMERICA - 7	2,541	1,829	576	20,891	71%	\$129	34%
72. BELIZE	27	11	6	124	40%	\$ NA	45%
73. COSTA RICA	560	351	135	3,725	67%	\$ 56	17%
74. EL SALVADOR	78	67	5	401	56%	\$ 25	90%
75. GUATEMALA	1,268	1067	262	8,657	67%	\$ 5	5%
76. HONDURAS	549	298	155	7,579	79%	\$ 9	7%
77. NICARAGUA	9	9	1	50	34%	\$ NA	NA
78. PANAMA	50	26	12	355	40%	\$129	42%
EASTERN EUROPE - 3	9	7	12	43	67%	\$148	44%
79. ALBANIA	1	NA	1	3	33%	\$ 0	0%
80. RUSSIA	3	2	6	15	47%	\$ 15	50%
81. UKRAINE	5	5	5	25	84%	\$258	80%
EUROPE - 3	137	105	3	782	54%	\$ 0	1%
82. GREECE	4	NA	1	25	88%	\$ 0	0%
83. IRELAND	2	1	1	19	58%	\$ 0	0%
84. PORTUGAL	131	104	1	738	53%	\$ 0	1%
NORTH AMERICA - 2	237	126	21	1,224	63%	\$189	12%
85. MEXICO	78	50	9	458	71%	\$ 66	22%
86. UNITED STATES	159	76	12	766	58%	\$250	2%
SOUTH AMERICA - 12	4,358	3,229	383	24,177	61%	\$ 43	36%
87. ARGENTINA	132	87	17	765	62%	\$ 16	13%
88. BOLIVIA	642	470	26	2,928	56%	\$ 64	39%
89. BRAZIL	55	31	12	319	72%	\$ 2	4%
90. CHILE	14	11	4	93	72%	\$ 25	18%
91. COLOMBIA	1,284	1,031	151	7,360	61%	\$ 37	21%
92. ECUADOR	1,726	1,294	130	9,730	58%	\$ 37	64%
93. GUYANA	99	87	2	536	56%	\$ 26	15%
94. PARAGUAY	50	40	2	263	67%	\$ 1	NA
95. PERU	347	173	36	2,143	79%	\$ 90	56%
96. SURINAME	3	NA	1	10	80%	\$ NA	NA
97. URUGUAY	5	5	1	25	100%	\$ 0	100%
98. VENEZUELA	1	NA	1	5	100%	\$ 0	NA

Trickle Up relies primarily on contributions from individuals who want to help groups of people start businesses in many parts of the world. Foundations, Corporations, other Organizations, and Government donors add strength to that base of contributions from individuals — helping people help themselves out of poverty.

INCOME SOURCES

Individuals	38%
Foundations	38%
Governments	17%
Corporations	4%
Organizations	3%

Production Distribution



TRICKLE UP PROGRAM Statement of Income, Expenditures and Fund Balance*

	Fiscal Year Ending 12/31/92		Fiscal Year Ending 12/31/91	
	Amount	% of Exp	Amount	% of Exp
INCOME	\$1,144,487		\$1,109,102	
EXPENDITURES:				
Program Grants and Services	1,163,469	91%	866,675	90%
Supporting Services:				
Management and General	78,244	6%	62,596	6%
Fundraising	34,887	3%	34,964	4%
Total Supporting Services	113,131	9%	97,560	10%
TOTAL EXPENDITURES	\$1,276,600		\$ 964,235	
Excess (deficiency)	\$ (132,113)		\$ 144,867	
Unrestricted Fund Balance - 1/1	336,276		210,279	
Transfers	144		(18,970)	
Unrest. Fund Balance - 12/31	\$ 204,307		\$ 336,276	

*Figures for 1991 are taken from the Certified Audit Report. The 1992 figures are unaudited.

The Trickle Up Program is a non-profit organization dedicated to creating new opportunities for employment and economic well-being among the low income populations of the world. All contributions to the Program are tax-deductible under Section 501 (c) (3) of the Internal Revenue Code.

Members of the Trickle Up Council: Bolanle Awe, Dame Nita Barrow, Rodrigo Carazo, Dr. Harlan Cleveland, *Charlotte Conable, Hon. Bertram Harnett, Rev. Theodore M. Hesburgh, Aziza Hussein, *Mary Keane, *Glen Leet, *Mildred Robbins Leet, Mary Burke Nicholas, *Donald Pierce, Jr., *Dr. Richard Pough, *Aileen Robbins, Senator Leticia R. Shahani, *Nessim Shallon, Helvi Sipila, M.S. Swaminathan, Carmen Delgado Votaw, Muhammad Yunus.
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David W. Havens, Executive Director

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