

TRICKLE UP PROGRAM ANNUAL REPORT 1990

STATEMENT OF INCOME, EXPENDITURES AND FUND BALANCES

	Year ending 31 December 1990		Cumulative 1979 - 1990 ¹	
	Total	% of Exp.	Total	% of Exp.
Income:	\$852,477		\$3,215,839	
Expenditures:				
Program Grants and Services	588,782	89%	2,637,416	90%
Supporting Services				
Management & General	39,147	6%	176,256	6%
Fundraising	34,915	5%	124,557	4%
Total Supporting Services	74,062	11%	300,813	10%
Total Expenditures	662,844	100%	2,938,229	100%
Excess (deficiency) of income over expenditures	189,633		277,610	
Fund Balance - beginning of year	87,977		-0-	
Fund Balance - end of year	\$277,610		\$ 277,610	

¹ Figures for 1979 - 1989 are taken from Certified Audit Reports. The 1990 Audit Report will be available upon request.

The Trickle Up Program, Inc. is a voluntary, non-profit organization. Contributions are tax-deductible under the provisions of Section 501(c)(3) of the U.S. Internal Revenue Code.

PROGRAM RESULTS

OUT OF POVERTY: The Trickle Up process, started in 1979, has given 119,840 of the poorest people in the world the opportunity to lift themselves up out of poverty by creating businesses they have planned and managed themselves. During 1990, 2,632 businesses were started, making a total of 19,006 businesses since the program began.

SELF-EMPLOYMENT: Trickle Up encourages poor people to invest their unemployed time. Since 1979, the entrepreneurs have invested an estimated 20,611,486² hours of work in business enterprises they planned themselves, encouraged by Trickle Up's \$100 start up capital grant and business training.

SELF-HELP: Each group records the value of one hour of their time. The average for 1990 was 45 cents. At this rate, the hours invested since 1979 have a value of \$9,275,168.

INCOME FROM SALES: To date, the work of entrepreneurs has produced a total gross income from sales² of \$6,837,314.

PROFIT: To date, the estimated profit² of businesses reporting is \$2,469,352. The average profit per business is \$209.50.

CAPITAL CREATED: Each group has agreed to save or reinvest at least 20% of the first three months' profit. The average reinvestment in 1990 was 41%.

THE COORDINATORS: Coordinators help Trickle Up entrepreneurs record their Business Plans and Reports. There have been over 2,300 Trickle Up professional, volunteer Coordinators in 90 countries. Over 800 are active in 1990.

ACCOUNTABILITY: As stated in the *UNDP News* of April 1987, Trickle Up has "impeccable financial accountability and solid records and reports of its accomplishments. With its carefully designed forms and simple procedures, and its creative use of microcomputers, TUP is able to manage a widely spread programme of activities with a minimal staff."

² Figures for hours worked, sales, and profits are based on actual results reported 3-6 months after the business has started.

TRICKLE UP PROGRAM

WORLD SUMMARY REPORT BY REGIONS AND COUNTRIES

This report contains a summary of the data available for TUP businesses from the start of the Program in 1979 through January 1991. Information is provided on the number of countries in which businesses have been started, the number of businesses started, the number of approved Coordinators and the number of Entrepreneurs along with gender disaggregation, the number of Business Reports and both the profit per business and total profit reported over a 3.2 month period.

Country	No. of Businesses Started	COORDINATORS		ENTREPRENEURS		-REPORTS-		PROFIT	
		Total	Percent Female	Total	Percent Female	No. of Reports Received	Total Hours Reported	Avg.	Total
WORLD TOTALS - 90	19,006	2,382	45%	119,840	64%	11,787	20,611,486	\$209.50	\$2,469,352
AFRICA - 32	6,261	660	40%	43,346	65%	3,893	5,694,307	\$273.83	\$1,066,001
BENIN	380	25	56%	2,959	61%	215	332,865	\$81.59	\$17,542
BOTSWANA	1	4	50%	7	71%	0			
BURKINA FASO	38	6	50%	256	77%	20	37,398	\$210.15	\$4,203
BURUNDI	4	4	50%	13	85%	1	1,320	\$230.00	\$230
CAMEROON	175	12	42%	1,602	54%	93	253,863	\$169.97	\$15,807
CENTRAL AFRICAN REP.	7	4	75%	35	9%	0			
CHAD	15	5	80%	57	67%	6	12,002	\$62.83	\$377
EQUATORIAL GUINEA	1	3	100%	6	17%	0			
ETHIOPIA	6	4	25%	37	62%	0			
GAMBIA	7	6	67%	35	89%	1	19,000	\$154.00	\$154
GHANA	373	48	23%	2,236	71%	256	461,653	\$128.70	\$32,946
IVORY COAST	3	4	25%	46	70%	0			
KENYA	3,068	169	53%	19,215	66%	2,160	2,262,267	\$248.99	\$537,825
LESOTHO	156	29	83%	1,322	92%	80	138,451	\$339.56	\$27,165
MADAGASCAR	41	6	17%	188	52%	6	6,958	\$140.00	\$840
MALAWI	107	62	34%	604	44%	19	70,786	\$284.79	\$5,411
MALI	29	4	25%	151	71%	16	18,941	\$166.69	\$2,667
MOZAMBIQUE	3	5	80%	11	18%	0			
NAMIBIA	3	2	0%	15	27%	0			
NIGERIA	240	31	26%	1,287	72%	156	274,232	\$262.12	\$40,891
RWANDA	8			64	17%	7	25,192	\$256.97	\$1,799
SENEGAL	65	3	33%	926	62%	34	76,623	\$83.20	\$2,829
SIERRA LEONE	654	42	14%	5,867	62%	392	881,799	\$511.10	\$200,350
SOMALIA	41	6	50%	204	77%	34	25,961	\$164.41	\$5,590
SUDAN	71	13	23%	548	64%	40	80,235	\$902.06	\$36,082
SWAZILAND	27	18	33%	140	51%	3	5,671	\$588.33	\$1,765
TANZANIA	153	28	32%	958	60%	89	153,280	\$323.61	\$28,801
TOGO	21	17	65%	208	50%	7	12,906	\$58.14	\$407
UGANDA	452	54	31%	3,277	66%	228	480,986	\$420.07	\$95,775
ZAIRE	24	14	29%	158	58%	10	10,136	\$122.00	\$1,220
ZAMBIA	62	20	15%	469	67%	13	34,960	\$216.69	\$2,817
ZIMBABWE	26	12	25%	445	80%	7	16,822	\$358.17	\$2,507
ASIA -21	7,444	920	37%	42,302	59%	4,731	9,995,099	\$168.03	\$794,943
BANGLADESH	415	38	18%	2,516	56%	330	623,049	\$123.92	\$40,895
CHINA	250	4	25%	1,072	38%	134	1,451,374	\$210.93	\$28,264
FIJI	9	8	63%	104	58%	9	42,274	\$169.78	\$1,528
INDIA	1,824	194	16%	10,392	64%	1,252	2,436,878	\$182.06	\$227,943
INDONESIA	485	54	31%	3,042	47%	336	687,136	\$134.88	\$45,319
KIRIBATI	1	1	100%	6	33%	0			
LAOS	5	1	100%	28	100%	3			
MALAYSIA	104	15	13%	561	37%	65	73,243	\$250.69	\$16,295
MARSHALL ISLANDS	2	2	100%	34	85%	2	616	\$290.35	\$581
MICRONESIA	5	5	40%	56	20%	2	4,600	\$2,599.00	\$5,198
MYANMAR	29	1	100%	164	40%	24	37,684	\$137.67	\$3,304
NEPAL	175	28	18%	905	52%	90	146,411	\$139.98	\$12,598
PAKISTAN	2	3	67%	12	50%	2	2,919	\$129.31	\$259
PHILIPPINES	3,812	463	50%	21,475	59%	2,322	4,271,119	\$168.92	\$392,239
SOLOMON ISLANDS	51	27	37%	298	69%	17		\$39.67	\$674
SRI LANKA	202	40	25%	1,367	68%	106	163,933	\$150.15	\$15,916
THAILAND	63	29	31%	124	201%	31	43,853	\$105.45	\$3,269

TRICKLE UP PROGRAM

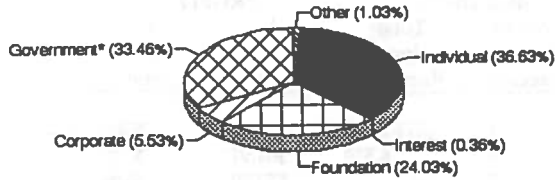
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Country	COORDINATORS			ENTREPRENEURS		-REPORTS-		PROFIT	
	No. of Businesses Started	Total	Percent Female	Total	Percent Female	No. of Reports Received	Total Hours Reported	Avg.	Total
TONGA	1	2	100%	12	100%	1	1,500	\$360.00	\$360
VANUATU	3	1	0%	53	49%	3	8,510	\$64.97	\$195
VIET NAM	4	2	100%	22	68%	2		\$53.00	\$106
WESTERN SAMOA	2	2	50%	59	31%				
CARIBBEAN - 14	802	221	55%	4,293	67%	340	624,009	\$230.15	\$78,250
ANGUILLA	6	2	50%	36	86%	3	3,510	\$224.57	\$674
ANTIGUA - BARBUDA	33	22	59%	34	91%	6	10,180	\$245.70	\$1,474
BARBADOS	1	1	100%	9	56%	1	1,419	(\$103.00)	(\$103)
DOMINICA	71	19	42%	189	53%	7	22,799	\$66.53	\$466
DOMINICAN REPUBLIC	236	66	50%	2,072	71%	126	167,991	\$210.67	\$26,544
GRENADA	3	2	100%	15	60%	0			
GUADELOUPE	1	1	100%			0			
HAITI	128	22	82%	507	71%	59	120,477	\$114.78	\$6,772
JAMAICA	231	41	66%	1,113	60%	113	261,012	\$333.10	\$37,640
MONTSERRAT	20	14	29%	70	21%	6	4,726	\$47.76	\$287
ST. KITTS - NEVIS	36	12	33%	31	77%	3	4,078	\$150.99	\$453
ST. LUCIA	7	8	50%	49	67%	2	2,760	\$145.59	\$291
ST. VINCENT	20	9	44%	117	69%	9	19,367	\$369.07	\$3,322
TURKS & CAICOS	9	2	50%	51	59%	5	5,690	\$86.20	\$431
CENTRAL AMERICA - 7	2,093	335	57%	15,988	73%	1,422	2,187,320	\$186.73	\$265,537
BELIZE	7	10	30%	23	57%	2	5,200	\$850.00	\$1,700
COSTA RICA	446	91	47%	2,880	66%	244	365,070	\$404.05	\$98,587
EL SALVADOR	18	6	50%	69	70%	7	9,904	\$92.65	\$649
GUATEMALA	1,168	105	52%	7,815	69%	929	1,351,800	\$142.00	\$131,916
HONDURAS	440	112	71%	5,137	85%	230	414,538	\$134.81	\$31,006
NICARAGUA	9	3	67%	50	34%	9	37,858	\$165.35	\$1,488
PANAMA	5	8	63%	14	50%	1	2,950	\$191.00	\$191
EUROPE - 2	129	2	100%	737	53%	103	174,395	\$18.89	\$1,946
IRELAND	2	1	100%	19	58%	1	1,190	\$412.72	\$413
PORTUGAL	127	1	100%	718	53%	102	173,205	\$15.03	\$1,533
NORTH AMERICA - 2	156	24	67%	831	65%	68	83,135	\$325.69	\$22,147
UNITED STATES	139	19	68%	682	61%	53	63,687	\$387.04	\$20,513
MEXICO	17	5	60%	149	85%	15	19,448	\$108.95	\$1,634
SOUTH AMERICA - 12	2,121	220	55%	12,343	61%	1,230	1,853,221	\$195.55	\$240,529
ARGENTINA	122	13	62%	716	62%	78	119,978	\$601.05	\$46,882
BOLIVIA	181	13	62%	1,018	59%	143	212,300	\$172.75	\$24,703
BRAZIL	55	17	35%	279	70%	19	43,089	\$484.63	\$9,208
CHILE	14	3	33%	93	72%	9	13,165	\$336.78	\$3,031
COLOMBIA	770	36	44%	4,411	62%	511	797,463	\$227.69	\$116,351
ECUADOR	768	103	64%	4,494	56%	324	443,518	\$61.51	\$19,928
GUYANA	55	2	0%	312	58%	50	72,499	\$184.68	\$9,234
PARAGUAY	49	9	44%	263	67%	37	54,693	\$29.62	\$1,096
PERU	98	21	48%	717	87%	59	96,516	\$171.12	\$10,096
SURINAME	3	1	100%	10	80%	0			
URUGUAY	5	1	0%	25	100%	0			
VENEZUELA	1	1	0%	5	100%	0			

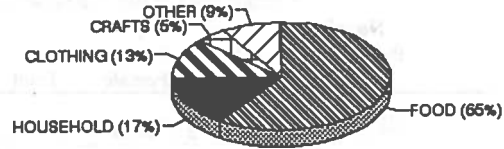
TRICKLE UP PROGRAM RESULTS

INCOME SOURCES

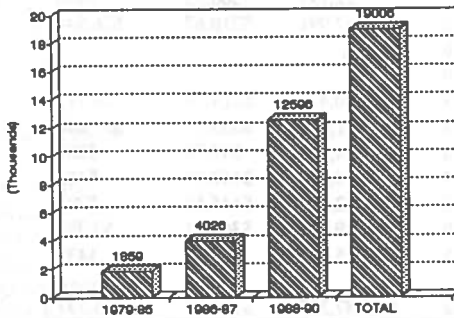


*Government = Government of the Netherlands and U.N.

PRODUCTS



BUSINESSES STARTED



THE TEN MOST FREQUENTLY PRODUCED PRODUCTS

PRODUCT	PERCENT	AVG. PROFIT
VEGETABLES, PRODUCE	9.7%	\$86
CHICKENS	9.4%	\$53
PIGS, PORK PRODUCTS	8.4%	\$58
BREAD & OTHER BAKED ITEMS	3.9%	\$163
FISH, SEAFOOD	3.8%	\$101
SNACKS AND DRINKS	3.5%	\$174
WHOLESALE/RETAIL TRADE	3.5%	\$103
PREPARED FOOD ITEMS	3.5%	\$224
CLOTHING (GENERAL)	3.1%	\$177
CEREALS, GRAINS	2.9%	\$138

BENEFITS REPORTED**

BASIC SKILLS TO RUN A BUSINESS	84%
FEEL BETTER ABOUT FUTURE	74%
BETTER FOOD	72%
MORE MONEY	61%
MORE CHILDREN IN SCHOOL	40%
BETTER CLOTHED	34%
BETTER MEDICAL CARE	31%

** These are qualitative evaluations made by entrepreneurs as recorded on Trickle Up Business Reports

PARTICIPATION OF WOMEN

COORDINATORS	45%
ENTREPRENEURS	64%
GROUP LEADERS***	64%
BENEFICIARIES****	55%

*** Each business group elects its own leader

**** Entrepreneurs and their dependents

The Trickle Up Program is an independent, non-profit organization dedicated to creating new opportunities for employment and economic and social well-being among the low income populations of the world.

Members of the Trickle Up Program Council: Bolanle Awe, Dame Nita Barrow, Rodrigo Carazo, Dr. Harlan Cleveland, Rev. Theodore Hesburgh, Aziza Hussein, *Mary Keane, Mary Burke Nicholas, *Dr. Richard Pough, *Aileen Robbins, Leticia R. Shahani, *Nessim Shallon, Helvi Sipila, M.S. Swaminathan, Carmen Delgado Votaw, Muhammad Yunus, Hon. Bertram Harnett, Counsel

*Members of the Board of Directors

*Glen Leet and *Mildred Robbins Leet, Co-Founders and Co-Directors

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