

so much

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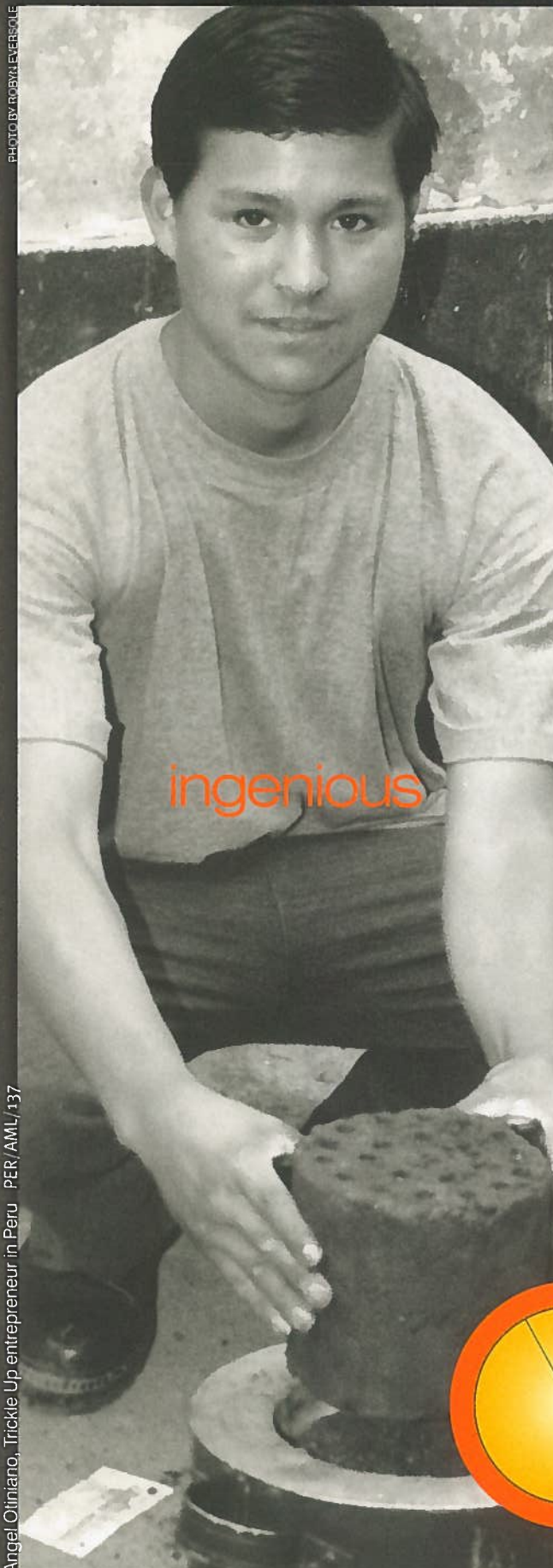


PHOTO BY ROBYN LEVERSOLE

Angel Otiniano, Trickle Up entrepreneur in Peru PER/AML/137

Fighting poverty, one business at a time, in partnership with 265 partner agencies in 31 countries

What did Trickle Up accomplish?

7,007 businesses were launched and 21,506 entrepreneurs benefited

Who did Trickle Up help?

Trickle Up focuses on reaching the poorest, with special outreach to women, youth and other disadvantaged groups:

- 65% of the businesses were led by women
- 42% of the entrepreneurs were young people (under age 27), embarking on self-employment ventures
- 18% of the microenterprises involved minorities and refugees or internally displaced people rebuilding their lives

82% of the businesses were family enterprises

Are Trickle Up businesses sustainable?

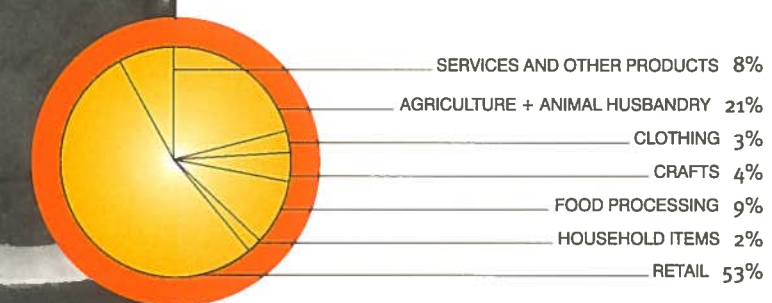
Reports received in 2001 showed that 91% of those businesses were continuing after one year in operation, and 78% had expanded

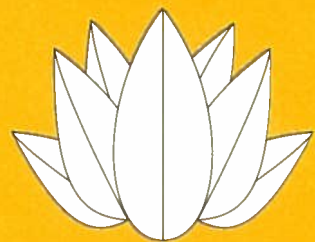
Do the businesses benefit the entrepreneurs? Yes!

Benefits reported by entrepreneurs:

- 81% — better business skills
- 79% — better nutrition
- 79% — better medical care
- 74% — feel better about the future
- 51% — more children in school
- 80% — the Trickle Up business was their main source of income

Types of Businesses





7 The Business At One Year

The Coordinating Partner Agency reviews the business after one year and files a progress report with Trickle Up. The Program provides ongoing support to the business directly or via the agency.

6 The First Year

Ongoing technical assistance is provided to the business and monitoring by Trickle Up continues. The agency provides additional social services as needed.

5 A Business Report

After three months, the entrepreneurs submit a Business Report to the Trickle Up Program. Upon approval, the entrepreneurs qualify for the second \$50 installment (\$200 in the US).

4 A New Business

A new Trickle Up-supported business is started. The entrepreneurs work a minimum of 250 hours in the business and reinvest or save 20% of profits in the first three months.

3 A Business Plan

The agency and the entrepreneurs complete the Trickle Up Business Plan. The Trickle Up Program approves the Plan and works with the agency to launch the new business.

2 A Coordinating Partner Agency

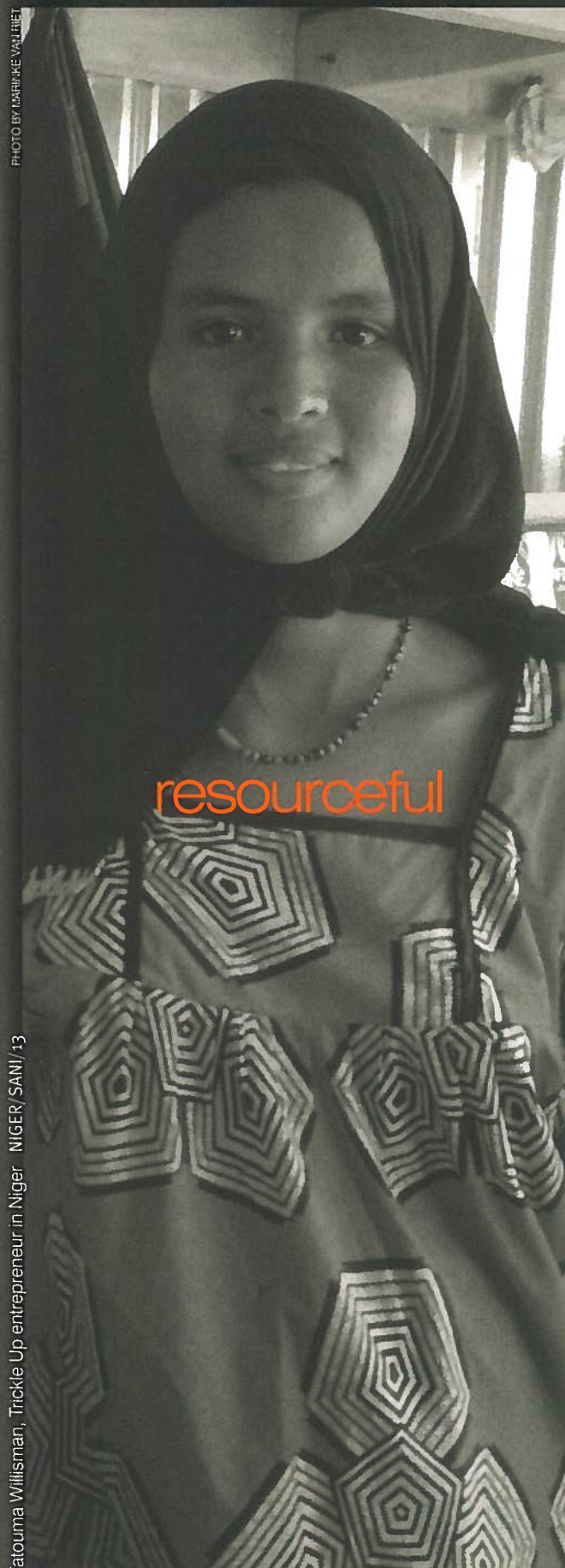
A Coordinating Partner Agency identifies potential entrepreneurs. Trickle Up works with 265 agencies worldwide.

1 The Trickle Up Program With Donors' Assistance

Trickle Up provides seed capital grants of \$50 (\$500 in the US) for the Coordinating Partner Agency to disburse to qualifying entrepreneurs.

PHOTO BY HARRIET VALLIET

Fatouma Willisman, Trickle Up entrepreneur in Niger NIGER/SANI/13



The year 2001 marked an exciting time of growth and transition for Trickle Up. The organization celebrated the 100,000th business launched by a Trickle Up entrepreneur. To acknowledge the landmark occasion, Trickle Up kicked off the "100 Women" Campaign, in which 100 women of accomplishment pay tribute to our entrepreneurs and join together to honor the 100,000th business and raise \$100,000 toward the launch or expansion of the next 100,000 businesses. Board member David Russell and his wife Susan generously offered to match all gifts up to \$200,000 made in support of the 100,000th business celebration. ■ The Trickle Up Program continued to build capacity in the areas of finance, development, communications, program implementation, monitoring, and evaluation by hiring individuals selected for their professional expertise and strong commitment to Trickle Up's mission. ■ At Trickle Up's May 2nd event, the theme *The Changing Face of Poverty, The Changing Face of Philanthropy* was discussed by panelists Shashi Tharoor, Interim Director of the United Nations Office of Public Information; Katherine Bushkin, President of the AOL Time Warner Foundation; and Trish McEwan, former Project Manager for Trickle Up's project in West Papua, Indonesia. The event was a great success, raising more than \$50,000. ■ *The Visionaries*, a documentary series on individuals and organizations dedicated to making a difference in the world, featured Trickle Up and its work in Kenya, India and the United States. The program is airing on PBS stations around the country. ■ The US program launched a promising new initiative for Native Americans in South Dakota. ■ As a result of the two-year project in West Papua, funded by the US Agency for International Development, 15 Papuan nongovernmental organizations helped start 3,127 microenterprises and formed a strong network of mutual support in microenterprise. ■ In Africa, Trickle Up continues to support families affected by HIV/AIDS, helping them cover the cost of medical care and providing a means for surviving children to support themselves after the death of their parents. ■ In the Americas, Trickle Up supported victims of the severe drought in Central America and the earthquake in El Salvador, and families still recovering from Hurricane Mitch. ■ Trickle Up initiated workshops for Coordinating Partner Agencies based on new training material designed to improve their understanding of how to implement the program, and to strengthen the business training they provide to entrepreneurs. ■ As part of its institutional reorganization, the Trickle Up board voted to change the organization's fiscal year from a calendar year to one that runs from September 1 to August 31. ■



THE SECRETARY-GENERAL

MESSAGE TO THE TRICKLE UP PROGRAM
ON THE LAUNCH OF ITS 100,000TH BUSINESS
October 2001

Just over a year ago, Member States of the United Nations gathered at the Millennium Summit to set out an agenda for the 21st century — a plan for achieving freedom from fear, freedom from want and sustaining the resources of our planet. They pledged to free their peoples from the abject and dehumanizing conditions of extreme poverty, to which more than a billion people are currently subjected and resolved to halve, by the year 2015, the proportion of the world's people whose income is less than one dollar a day.

Just over a month ago, tragic events brought home to us the need for the international community to work together even more closely in addressing the complex challenges of our time. Our mission to fight poverty, to improve the lives of peoples everywhere and decrease their vulnerability, has become more important and urgent than ever. For the impact of 11 September threatens to reverberate around the world in ways that will render many millions of people more vulnerable to poverty than before.

Today, more than 1.2 billion people live in extreme poverty. Following the 11 September attacks, the world economy is expected to slow down significantly, threatening to unravel hard-won gains in development. The World Bank already estimates that as a result, a further 15 million people could find themselves living in poverty next year. The effects of falling commodity prices, political tension, lower oil prices, lower investment, loss of tourism revenues, escalating trade costs and movements of refugees will take their toll on many of those who can least afford it.

It is clear that additional efforts will be required urgently if we are to meet the goals set out in the Millennium Declaration. Governments must devise more effective poverty reduction strategies, backed up by support from the wider international community. And partnerships with the private sector and with civil society groups, such as the Trickle Up Program, will be more essential than ever.

That is why I am delighted to convey my best wishes to the Trickle Up Program on the launch of its 100,000th business. Your mission is a wonderful example of what a difference partnerships can make in building better lives for vulnerable people around the world. I hope that as we confront new challenges in these troubling times, the helping hand that your program offers will continue to reach those who need it most.


Kofi A. Annan

Soon after Trickle Up began preparations for this annual report (on a one-time basis for an eight-month 'year,' to adjust to a new fiscal calendar), our hearts were torn wide open with the horrific events of September 11th. From that time on, we have looked both back in time and forward over a world whose soul is ravaged by poverty, and have come to find some refuge from our grief in the good we are trying to do for others.

Trickle Up provides a way up and out for the very poorest and most destitute, including HIV/AIDS-affected families in Uganda and former street children in Peru and Ethiopia. We do so by appealing to their entrepreneurial interests... to their aspirations.

With that in mind, Trickle Up celebrated its 100,000th business this summer. The entrepreneur who received the 100,000th conditional grant is Margaret Njeri, a single mother of three living in the Kenyan village of Ndeiya. Margaret also helps support her eight younger siblings, who were orphaned when both parents died of AIDS. With a Trickle Up seed grant and business training, she expanded her now thriving business making coin purses and hair accessories. "There would be real stability, joy and unity here," Margaret writes, "if more of us could be busy achieving our own livelihoods."

We are also embracing positive organizational capacity-building change to ensure that our model of implementation remains vibrant and embraces innovations that can best support the poorest entrepreneurs in so many countries. Through strategic planning we are re-visiting region by region, our process, successes and challenges. In our giving we are seeking to increase our individual donor base throughout the US and overseas, and continue to foster strategic linkages with both donor and implementing partners, both creating and utilizing opportunities.

These are unsettling times, to be sure, but we remain hopeful. The events of this fall, while tragic and troubling, have brought us in touch with our common humanity and our interconnectedness. We have begun to see how terror and hate breed, how ignorance is the enemy of opportunity, and poverty is drawing us all down. From this understanding, we believe, shall come more investment in people who want to build not destroy, who want to be "busy achieving their own livelihoods" as Margaret Njeri, the 100,000th entrepreneur put it so aptly, who want to be in business and a vibrant part of civil society.

That's the Trickle Up mission, to invest in people, and that's why we are so honored to be part of the Trickle Up team. We're in the business of building livelihoods and for that are extremely grateful for the hard-working, talented staff and volunteers, board members — all extremely dedicated and capable — and you, most importantly, our generous supporters and partners. Each of us makes this business work. Each of us can make the difference.

Sincerely yours,



Wendy Rockefeller
Board President



Richenda Van Leeuwen
Executive Director



Trickle Up provides a way up and out for the very poorest and most destitute people.

The Africa program helped launch 1,952 businesses in fiscal year 2001, and is working with 84 Coordinating Partner Agencies in **Benin, Burkina Faso, Ethiopia, Kenya, Malawi, Mali, Niger, Rwanda, Sierra Leone, South Africa, and Uganda.** In Eastern and Southern Africa, Trickle Up expanded its work with victims of the HIV/AIDS crisis, enabling those affected to provide for themselves and their families. In Francophone West Africa, where 85% of Trickle Up entrepreneurs are women, Coordinating Partner Agencies focused on helping rural women form group businesses. In the post-conflict countries of Rwanda and Sierra Leone, Trickle Up continued helping refugees, returnees, and displaced people launch businesses that meet their household needs and rebuild their communities.

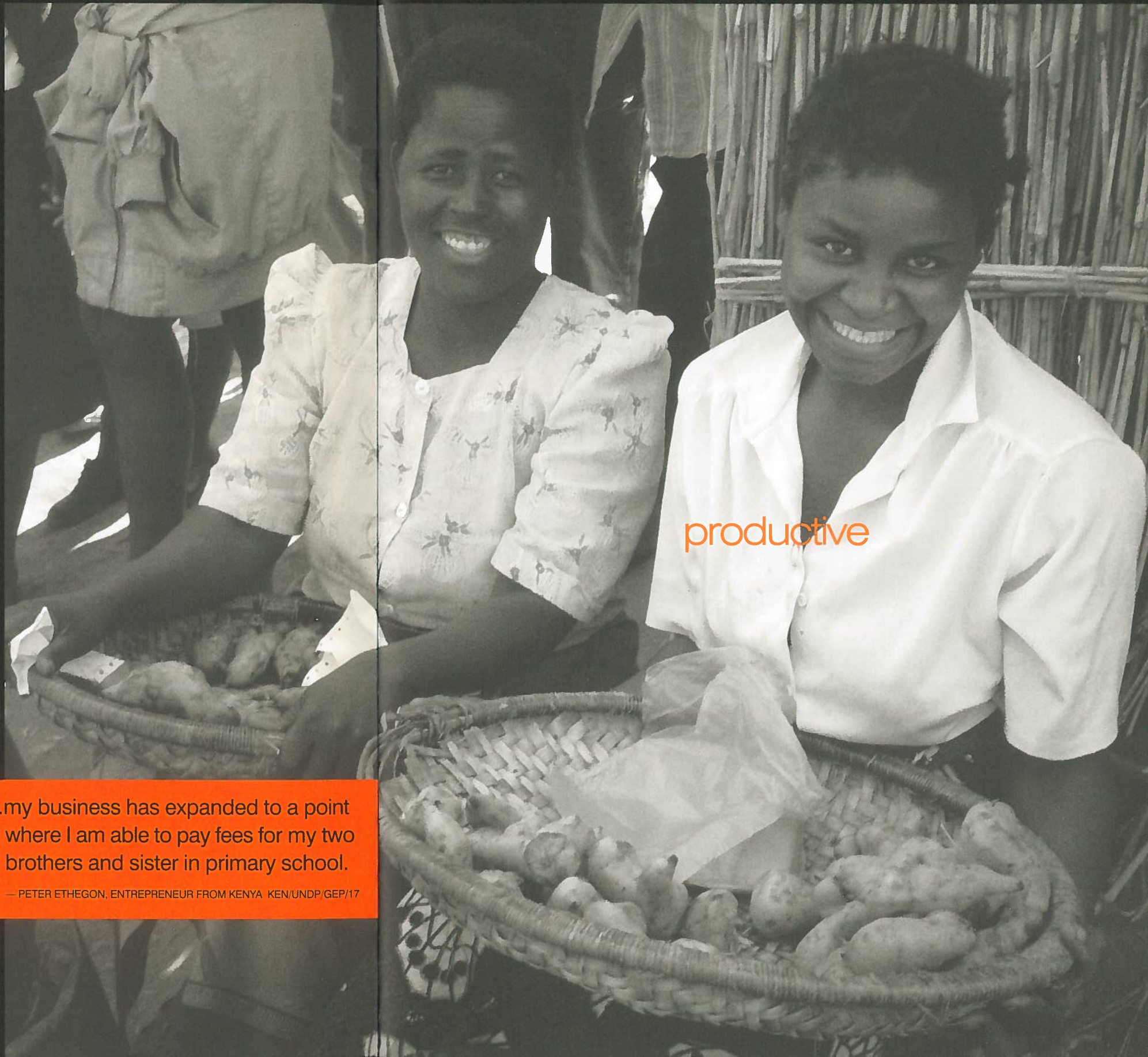
Skill Building: Many Coordinating Partner Agencies offer vocational training, complementing the business training and capital that Trickle Up provides. Skills training has enabled Trickle Up entrepreneurs to start diverse businesses including carpentry, crafts, tailoring, metalwork, and soap and detergent making. Combined with Trickle Up grants, such skills offer young people with no other access to capital a start in business. Trickle Up businesses in rural areas also benefit from agricultural training. For example, the International Centre for Insect Physiology and Ecology in Kenya offers training in beekeeping and silkworm harvesting, both high-income activities that can be combined with traditional farming.

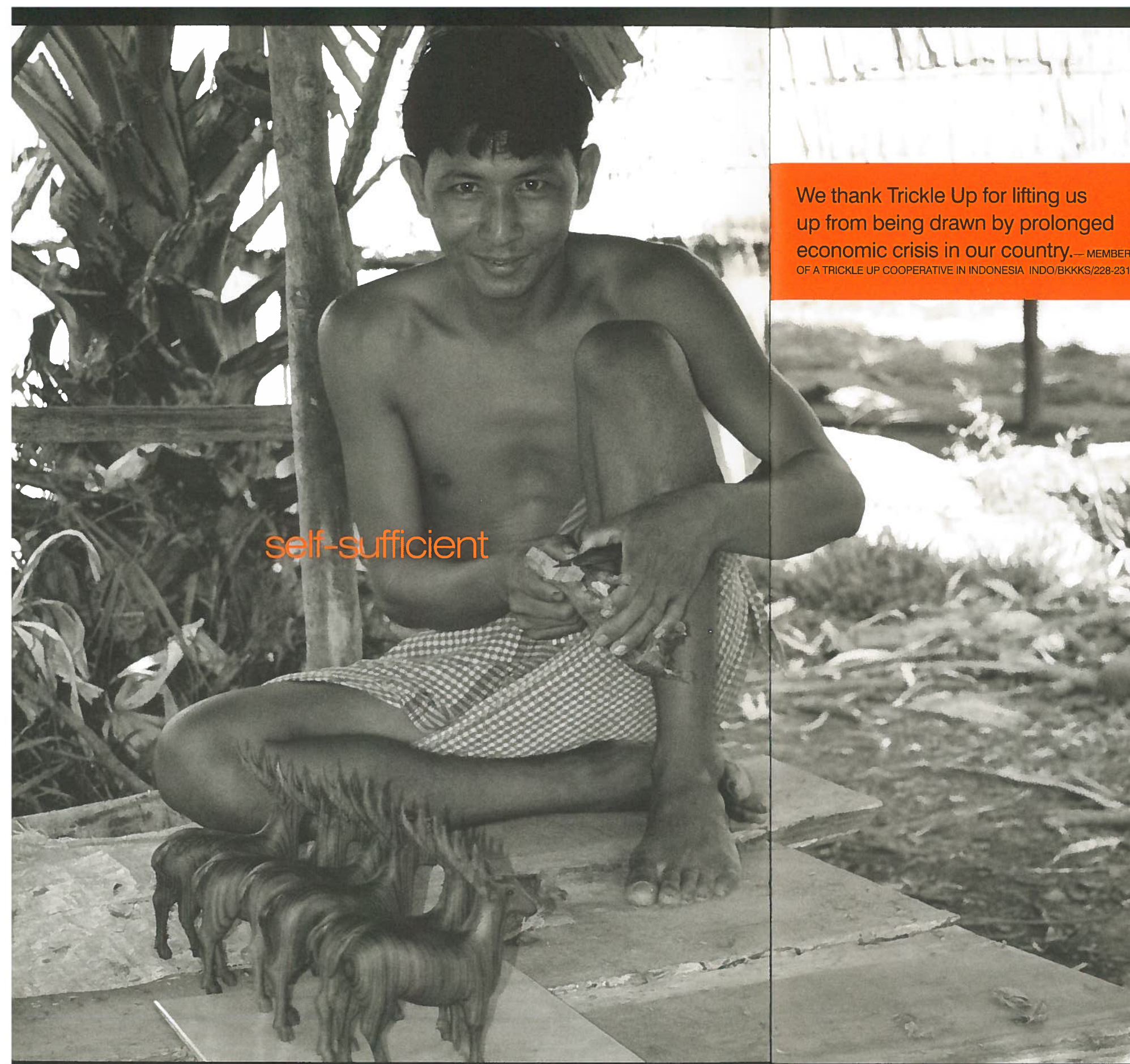
Entrepreneurs with Disabilities: Furthering Trickle Up's mission to reach the most marginalized people, the Africa program has expanded its work with Coordinating Partner Agencies that serve people with disabilities. Such organizations further the economic and social well-being of the disabled through advocacy, education, skills training, health care, and social support. Partner Agencies such as Handicap National in Ethiopia, Kweterana Disabled Association in Uganda, Disabled Organization for Legal Affairs and Social Economic Development in Tanzania, and United Disabled Persons of Kenya work with Trickle Up to provide a livelihood for people with disabilities or their families.

AIDS Orphans: The Trickle Up Program continues to combat the disastrous effects of HIV/AIDS, focusing especially on its most vulnerable victims, orphans. Trickle Up businesses help older orphans to support their younger siblings—keeping the family together—or they may provide income for households that have taken in orphans, allowing the children to remain in school. ■

...my business has expanded to a point where I am able to pay fees for my two brothers and sister in primary school.

— PETER ETHEGON, ENTREPRENEUR FROM KENYA KEN/UNDP/GEP/17





self-sufficient

We thank Trickle Up for lifting us up from being drawn by prolonged economic crisis in our country.— MEMBERS

OF A TRICKLE UP COOPERATIVE IN INDONESIA INDO/BKKKS/228-231

In Asia, 3,726 businesses were launched or expanded in nine countries this fiscal year. Trickle Up is working with 84 Coordinating Partner Agencies in **Bangladesh, Cambodia, China, India, Indonesia, Myanmar (Burma), Nepal, Pakistan, Philippines and Thailand**, all of which continue to use Trickle Up's unique microenterprise program to enhance their existing programs.

West Papua - Indonesia: The first stage of Trickle Up's USAID-funded project in West Papua, Indonesia, concluded successfully. In two years, 12,560 of the poorest people have been able to increase their economic status through 3,127 businesses started or expanded. Seventy percent of those entrepreneurs are women, and 90% of the business owners have opened new bank accounts and saved money regularly since the start of the program. Increases in purchasing power enabled entrepreneurs to improve their houses, pay school fees, buy medicine, install electricity and develop new business activities.

Refugee Assistance: Trickle Up has launched a new program in **Thailand**, working with three organizations based in refugee camps along the border between Thailand and Myanmar that serve women refugees from the Karen and Karenni ethnic minorities fleeing conflict in Myanmar.

■ In **India**, Trickle Up has begun working in partnership with Project Concern International to serve migrants from West Bengal and refugees from Bangladesh. The project is based in a slum area in Delhi, where community members earn a living by ragpicking (sorting garbage for recyclables and scrap).

Environmental Issues: In **China**, Trickle Up continues to work within nature reserves, integrating conservation with development. At Fanjingshan National Nature Reserve, an independent evaluation of the businesses found that Trickle Up seed capital enabled entrepreneurs to launch a great variety of businesses within the reserve. Implementing Trickle Up has encouraged greater interaction between reserve staff and villagers, and cooperation has increased on the other priorities such as reducing poaching and tree-cutting.

■ In the **Philippines**, Partners for First Peoples encourages entrepreneurs to diversify their businesses to ensure multiple sources of income and to help rehabilitate nearby forests. Entrepreneurs used the first grant to buy seeds and fertilizer to plant corn. With their profits, they purchased seedlings of high-value fruit trees and converted land into an orchard to help rehabilitate depleted soil. ■

The Americas Region has continued to play an important role in the growth of the organization since the founding of the Trickle Up Program in the Caribbean. Beginning in 1979 with the first ten businesses in Dominica, Trickle Up has provided seed capital to help launch or expand 22,972 businesses in the Americas alone. This year, Trickle Up helped start 1,121 businesses in eight countries: **Bolivia, Dominican Republic, El Salvador, Guatemala, Haiti, Honduras, Nicaragua, and Peru.**

Responding to Regional Disasters: Coordinating Partner Agencies in **El Salvador, Guatemala, Honduras, and Nicaragua** continued directing more Trickle Up business grants to areas stricken by natural disasters. Such grants provide a critical means for families to replace lost income. Trickle Up grants were sent to earthquake victims in El Salvador, to those still recovering from the destruction of Hurricane Mitch, and, most recently, to families affected by a severe drought in Central America.

Developing Partnerships on the Island of Hispaniola: With the generous support of the *iz Foundation*, Trickle Up started the first 30 businesses in our renewed program in the **Dominican Republic**. The businesses, located along the Haitian border, include retail, food preparation, animal-raising, and agriculture. Over the coming year, the program will continue to expand with funds set aside to start an additional 60 businesses. Meanwhile, across the border, Trickle Up also continued to strengthen its program in Haiti, the poorest country in the Western Hemisphere. With a focus on urban poverty, Trickle Up funded 201 businesses through Partner Agencies working in Cité Soleil, a sprawling slum north of Port-au-Prince.

Promoting Development among Indigenous Peoples: Over the past decade, concern over the growing inequality throughout the region has led to increased attention on the rights, identity, and development of indigenous peoples, the majority of whom still live in extreme poverty. In **Bolivia, Peru, and Guatemala**, indigenous peoples are on average 25% more likely to be living in poverty than non-indigenous people. Many of Trickle Up's Partner Agencies in those countries have indigenous development as their core mission. They complement health, education and community empowerment programs with microenterprise development. Throughout the Americas region in 2001, indigenous people led 268 of the businesses started or expanded. ■

Before I started with Trickle Up, I had nothing but ideas. With the help of the Trickle Up Program I was able to invest in my ideas. — ALBERTO SIMMONS NIC/FFC/32

precise



smart

There are very few business programs for which people like myself are eligible, and Trickle Up made all the difference. — ROBERTA S. TRACY USAVT/CVCA/43

In the United States, 218 entrepreneurs started or expanded businesses through 44 Coordinating Partner Agencies in 11 states: California, Connecticut, Iowa, Maine, Massachusetts, New Jersey, New York, Ohio, Pennsylvania, South Dakota and Vermont. Most of the entrepreneurs were low-income, single mothers, former public assistance recipients, or unemployed or underemployed individuals. Trickle Up fills a unique niche in the field of US microenterprise by providing seed capital grants to enable youth, seniors, Native Americans, and persons with disabilities to pursue self-employment and entrepreneurship.

Revitalizing Native Communities: In May, a pilot project was launched to promote culturally appropriate microenterprise development on the Cheyenne River Lakota Sioux reservation in Eagle Butte, South Dakota. Trickle Up staff met with tribal leaders and conducted workshops to support the local Tribal Business Information Center's economic development efforts in a county where the federal poverty rate is 46.2%. In July, 17 grants were awarded to people of very low income to start or expand businesses on the reservation. Trickle Up plans to replicate this project on other reservations in South Dakota, and to assist up to 50 Native Americans in Eagle Butte and surrounding communities in 2002.

Support to Appalachia: Last spring, the first businesses were started by entrepreneurs in Ohio, living in communities where both the poverty and unemployment rates are very high. Trickle Up will help start 10 to 15 Appalachian businesses in 2002.

New York Initiative: The New York program continues to be the core of Trickle Up's domestic initiative, accounting for 56% of entrepreneurs assisted nationwide. Trickle Up forged new partnerships with the Women's Business Center of New York State and the Adirondack Economic Development Corporation to support outreach efforts upstate. Trickle Up staff conducted a dozen workshops with Coordinating Partner Agencies in New York City to promote microenterprise development and discuss best practices involving home-based businesses. Hundreds of aspiring entrepreneurs attended.

California Initiative: As a result of its expanded partnerships in the Bay Area and in southern California, Trickle Up is working with the East Bay Asian Local Development Corporation to support low-income women who want to start daycare businesses and are also participating in an Individual Development Account (IDA) program, promoting savings and economic literacy. A new Trickle Up partner, the International Rescue Committee, is helping refugees in the San Diego area to start 20 microenterprises. ■

Cumulative program results 1979-2001

Region	Number of Businesses 1979-2001	Coordinating Agencies	Entrepreneurs			Average Investment ¹	Main Source of Income ²	Average 3-Month Profit
			Number Trained	% Female	% Under Age 27			
AFRICA	36,417	513	170,197	64%	46%	\$38	84%	\$175
AMERICAS	22,972	297	106,265	64%	48%	\$50	78%	\$185
ASIA	40,703	642	166,031	55%	43%	\$162	75%	\$129
EUROPE	553	26	2,585	58%	34%	\$65	67%	\$481
USA	1,762	81	2,803	65%	25%	\$577	45%	\$911
TOTALS	102,407	1,559	447,881	60%	44%	\$98	79%	\$166

Program results by country 2001

January 1 - August 31, 2001

Region	Number of Businesses 1979-2001	Number of Businesses in 2001	Coordinating Agencies* in 2001	Entrepreneurs			Average Investment ¹	Main Source of Income ²	Average 3-Month Profit
				Number Trained	% Female	% Under Age 27			
AFRICA									
TOTALS	36,417	1,952	84	6,536	68%	42%	\$16	87%	\$68
Angola	10	10	1	23	4%	92%	\$6	100%	\$7
Benin	1,692	214	6	837	88%	51%	\$0	54%	\$56
Burkina Faso	614	379	2	1,286	84%	22%	\$34	99%	\$15
Ethiopia	963	30	2	110	64%	65%	\$2	NA	NA
Kenya	6,911	312	24	1,011	61%	33%	\$26	87%	\$124
Malawi	1,141	40	3	217	58%	74%	\$55	85%	\$49
Mali	346	60	5	197	76%	30%	\$11	100%	\$57
Niger	75	60	2	111	87%	49%	\$2	100%	\$82
Rwanda	403	90	1	274	37%	37%	\$7	100%	NA
Sierra Leone	5,461	329	15	1,125	63%	51%	\$4	92%	\$75
South Africa	156	60	3	98	56%	32%	\$1	99%	\$59
Uganda	6,095	368	20	1,247	58%	51%	\$14	93%	\$41

The Trickle Up Program has helped launch or expand businesses in the following additional countries (# of businesses) where we are not currently active. These businesses are included in the Cumulative Program Results 1979-2001.

AFRICA: Botswana (1), Burundi (13), Cameroon (925), Central African Republic (83), Chad (15), Comoros (2), Democratic Republic of Congo (1073), Egypt (30), Equatorial Guinea (1), Eritrea (10), Gambia (48), Ghana (1694), Guinea (43), Ivory Coast (76), Lesotho (210), Liberia (3750), Madagascar (1043), Mauritania (63), Mozambique (110), Namibia (14), Nigeria (1383), Sao Tome (79), Senegal (152), Somalia (91), Sudan (232), Swaziland (27), Tanzania (459), Togo (390), Zambia (140), Zimbabwe (393)

*The totals include Coordinating Partner Agencies that submitted Business Plans in 2001. For a complete list of agencies, see the Coordinating Partner Agencies section of this report.

¹ Average amount invested by the entrepreneurs to help start their businesses.

² Percentage of businesses indicating that the Trickle Up business is their main source of income.

"NA" means information is unavailable.

Region	Number of Businesses 1979-2001	Number of Businesses in 2001	Coordinating Agencies* in 2001	Entrepreneurs			Average Investment ¹	Main Source of Income ²	Average 3-Month Profit
				Number Trained	% Female	% Under Age 27			
AMERICAS									
TOTALS	22,972	1,121	53	3,277	63%	42%	\$27	88%	\$103
Bolivia	3,826	337	6	996	60%	44%	\$36	93%	\$106
Dominican Republic	513	30	1	84	54%	34%	\$21	NA	NA
El Salvador	799	35	1	90	84%	56%	\$0	100%	\$66
Guatemala	3,770	170	6	535	54%	56%	\$10	97%	\$53
Haiti	2,252	300	13	870	69%	34%	\$16	87%	\$91
Honduras	830	37	7	109	70%	44%	\$54	88%	\$421
Nicaragua	703	59	8	158	72%	32%	\$75	87%	\$61
Peru	2,995	153	11	435	64%	38%	\$33	77%	\$135

Region	Number of Businesses 1979-2001	Number of Businesses in 2001	Coordinating Agencies* in 2001	Entrepreneurs			Average Investment ¹	Main Source of Income ²	Average 3-Month Profit
				Number Trained	% Female	% Under Age 27			
ASIA									
TOTALS	40,703	3,716	82	11,602	53%	43%	\$31	73%	\$72
Bangladesh	6,106	304	11	756	49%	48%	\$176	99%	\$3
Cambodia	1,205	104	4	322	59%	40%	\$12	95%	\$8
China	2,255	70	4	190	52%	27%	\$65	76%	\$334
India	10,039	1,094	27	2,944	46%	36%	\$7	91%	\$52
Indonesia	5,305	1,897	20	6,620	55%	46%	\$23	64%	\$82
Nepal	2,524	93	4	254	56%	36%	\$7	30%	\$25
Pakistan	1,356	50	3	148	52%	37%	\$48	57%	\$59
Philippines	9,877	94	6	338	54%	51%	\$0	56%	\$131
Thailand	97	10	3	30	83%	38%	\$0	NA	NA

Region	Number of Businesses 1979-2001	Number of Businesses in 2001	Coordinating Agencies* in 2001	Entrepreneurs			Average Investment ¹	Main Source of Income ²	Average 3-Month Profit
				Number Trained	% Female	% Under Age 27			
USA									
TOTALS	1,762	218	44	91	75%	12%	\$311	60%	\$1,249

Region	Number of Businesses 1979-2001	Number of Businesses in 2001	Coordinating Agencies* in 2001	Entrepreneurs			Average Investment ¹	Main Source of Income ²	Average 3-Month Profit
				Number Trained	% Female	% Under Age 27			
GLOBAL									
TOTALS	102,407	7,007	263	21,506	59%	42%	\$27	80%	\$94

The Trickle Up Program has helped launch or expand businesses in the following additional countries (# of businesses) where we are not currently active. These businesses are included in the cumulative number of businesses 1979-2001.

AMERICAS: Anguilla (4), Antigua (33), Argentina (155), Barbados (1), Belize (47), Brazil (84), Chile (14), Colombia (1,342), Costa Rica (682), Dominica (64), Ecuador (3,991), Grenada (7), Guadeloupe (1), Guyana (106), Jamaica (392), Mexico (84), Montserrat (18), Panama (68), Paraguay (50), St. Kitts-Nevis (36), St. Lucia (7), St. Vincent (68), Suriname (13), Trinidad & Tobago (2), Turks & Caicos (9), Uruguay (5), Venezuela (1).

ASIA: Fiji (9), Kiribati (1), Laos (13), Lebanon (10), Malaysia (109), Marshall Islands (2), Micronesia (5), Mongolia (158), Myanmar (597), Papua New Guinea (2), Solomon Islands (87), Sri Lanka (538), Tonga (1), Vanuatu (7), Viet Nam (398), Western Samoa (2).

EUROPE: Albania (10), Armenia (117), Bosnia (3), Bulgaria (7), Estonia (19), Georgia (5), Greece (4), Ireland (2), Kyrgyz (5), Latvia (24), Lithuania (11), Moldova (4), Portugal (179), Romania (6), Russia (74), Slovakia (22), Ukraine (61).

This data is collected from Trickle Up Business Plans and Reports certified by Coordinators. These figures serve as performance indicators for Trickle Up businesses, based on self-reported data. Any differences between the data in this table and that which appears in earlier reports are due to corrections of errors or omissions.

The financial management team of the Trickle Up Program, Inc. is dedicated to managing its finances and resources efficiently and cost-effectively in support of its mission and values statement. The team adheres to strict compliance with existing laws, financial rules and accounting regulations and is committed to providing steadfast accountability and transparency. Trickle Up honors its donors' wishes by ensuring that donor funds are wholly used for the program for which they were intended.

This year, as part of its institutional-capacity building program, Trickle Up has undertaken various steps to improve its standards and strengthen its financial systems and management. One result of this process is that the organization has elected to change its fiscal year end to August 31 from a calendar year ending December 31, to more closely match its fiscal operations. The organization has also hired two professional accounting staff to strengthen its finance department. In addition, during the year, the organization implemented a new computerized accounting system, which ensured the reliability and integrity of its financial and accounting information.

Statement of Financial Position

Total assets increased by 10 percent at August 31, 2001, compared to \$1,715,471 as at December 31, 2000. Total liabilities amounted to \$351,178 of which 93 percent are grant-commitment liabilities provided for Point Two business grants. As of December 31, 2000, total liabilities only amounted to \$230,950. Grant commitments increased 41 percent due to an improved rate of return of business reports, which increased from 67 percent to 90 percent because of the institution of local program services (LPS) payments.

Trickle Up's net assets at the end of the fiscal year increased 4 percent as compared to net assets as at December 31, 2000. Out of the total net assets, \$1,045,256 pertains to the Board designated endowment fund of which \$661,468 are permanently restricted and \$383,788, are unrestricted. Certain grants and other contributions received by the organization with donor restrictions from prior years up to end of August 2001 are reported by the organization as permanently restricted.

Statement of Activities

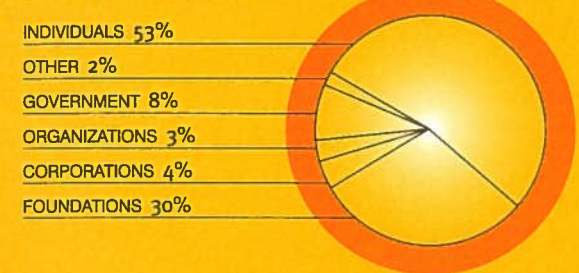
Total gross revenues for the period ending August 31, 2001 increased by 13 percent as compared to last year's, \$1,764,106, covering the same period. Of the total expenditures of \$1,913,723, 85% were total program services. Fifty-six percent of all program expenditures are total grants, while the remaining 44% are other program-related expenses.

We thank all our friends, supporters and donors for their continuous support.

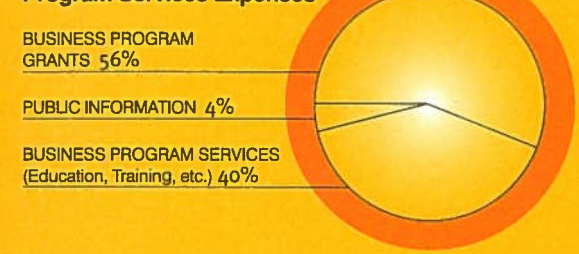
The highlights of our audited financial statements are shown on the following page. The complete report is available on our website at www.trickleup.org.

Martin F. Kahn
 Martin F. Kahn
 Treasurer and Chair, Finance Committee

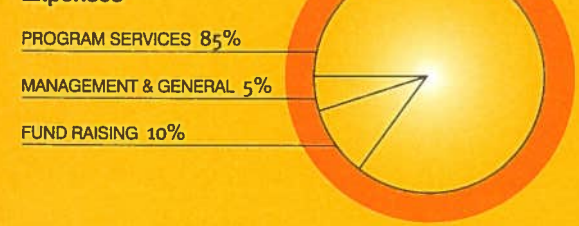
Sources of Revenues



Program Services Expenses



Expenses



Statement of Financial Position As at August 31, 2001

Assets	
Cash and cash equivalents	\$ 617,682
Accrued dividends and interest receivable	11,186
Pledges receivable	222,180
Prepaid expenses	29,898
Security deposits	6,366
Other receivables	9,778
Investments	967,965
Property and equipment, net of accumulated depreciation of \$21,853	28,714
Total Assets	\$ 1,893,769

Liabilities and Net Assets	
Liabilities	
Accounts payable and accrued expenses	\$ 15,175
Grant commitment payable	325,025
Gift annuity payable	10,978
Total Liabilities	351,178

Net Assets	
Unrestricted:	
Designated by the board for endowment	381,517
Undesignated	383,788
Temporarily restricted	765,305
Permanently restricted (endowment)	115,818
Permanently restricted (endowment)	661,468
Total Net Assets	1,542,591
Total Liabilities and Net Assets	\$ 1,893,769

Statement of Activities Eight Months Ended August 31, 2001

Revenues, Gains and Support		Total
Contributions	\$ 1,797,597	
Government grants and contracts	163,621	
Investment income	36,776	
Gain (loss) on investments	(14,531)	
Other Income	315	
Net Revenues, Gains and Support	\$ 1,983,778	

Expenses	
Program Services	
Business program grants	\$ 907,195
Business program services	658,581
Public information	58,380
Total Program Services	1,624,156
Supporting Services	
Fund raising	102,545
Management and general	187,022
Total Supporting Services	289,567
Total Expenses	\$ 1,913,723
Increase (decrease) in net assets	70,055
Net assets beginning	1,484,521
Prior period adjustment	(11,985)
Net assets beginning as adjusted	1,472,536
Net assets at end of year	\$ 1,542,591

The Trickle Up Program is pleased to present its contributor information for the short fiscal year, extending from January 1, 2001 to August 31, 2001. As this report marks our transition to a new schedule for our fiscal year, it covers only this eight-month period. Subsequent reports will reflect our new fiscal year, from September 1 to August 31 annually. The Trickle Up Program received 53% of its income from individuals, who, by agreement, are not listed. We acknowledge with deep appreciation all of the contributors to Trickle Up in 2001, with many new donors from the website, www.trickleup.org, and our Annual Event in May 2001. We thank our supporters for their generosity, friendship, and encouragement.

Foundations

■ **\$100,000+**

Theodore & Vada Stanley Foundation

■ **\$50,000 - \$99,999**

The Educational Foundation of America

Jerome A. & Estelle R. Newman Assistance Fund, Inc.

■ **\$25,000 - \$49,999**

The Glikbarg Foundation

The Richard & Lois Gunther Charitable Directed Fund

Joselow Foundation

John L. Loeb, Jr., Foundation

Ord Foundation

The Wendy Gordon Rockefeller Fund

■ **\$10,000 - \$24,999**

The Brownington Foundation

Melvin S. Cutler Charitable Foundation

Helen Hotze Haas Foundation

Walter C. Klein Foundation

New York Community Trust

Uphill Foundation

■ **\$1,000 - \$9,999**

Anonymous

Anne & Walter Bladstrom Fund of the Community Foundation of Sarasota

The Max & Bessie Bakal Foundation

The BTM Foundation, Inc.

The Candle Foundation

The Carstensen Memorial Foundation

Cole Foundation

Lewis B. and Dorothy Cullman Foundation

The Denver Foundation

R.S. Evans Foundation, Inc.

Gerard Family Foundation

Grady-White Boats Foundation

Isaac Dianah Guzy Foundation, Inc.

Harbor Lights Foundation

The Jack Hidary Foundation

The Roy A. Hunt Foundation

JWG Foundation

William H. Kearns Foundation

Anna-Marie and Stephen Kellen Foundation

Harris and Eliza Kempner Fund

Levitt Foundation

Martin Fund at the Boston Foundation

The Ohrstrom Foundation

Malcolm Pray Foundation

Muriel F. Siebert Foundation

Michael W. Sonnenfeldt Foundation

Susquehanna Foundation

Toleo Foundation

The Virginia Wellington Cabot Foundation

Josh and Judy Weston Foundation, Inc.

Steven Rattner & P. Maureen White Foundation

Corporations

■ **\$10,000 - \$24,999**

The Chase Manhattan Bank

Eastman Kodak Charitable Trust

J.P. Morgan & Co. Incorporated

■ **\$1,000 - \$9,999**

Avon Products Foundation, Inc.

CitiGroup Foundation

Newman's Own, Inc.

Organizations

■ **\$100,000+**

United States Agency for International Development (USAID)

■ **\$10,000 - \$24,999**

International Monetary Fund

United Nations Development Programme (UNDP)*

■ **\$1,000 - \$9,999**

Soroptimist International of Anacortes

St. John's Hunger Committee

Trickle Up operates in countries ranked low on the United Nations Human Development Index, as well as those devastated by natural disasters of great magnitude, or those emerging from conflict. In 2001, Trickle Up helped start or expand 7,007 businesses through 263 Coordinating Partner Agencies in 30 countries.

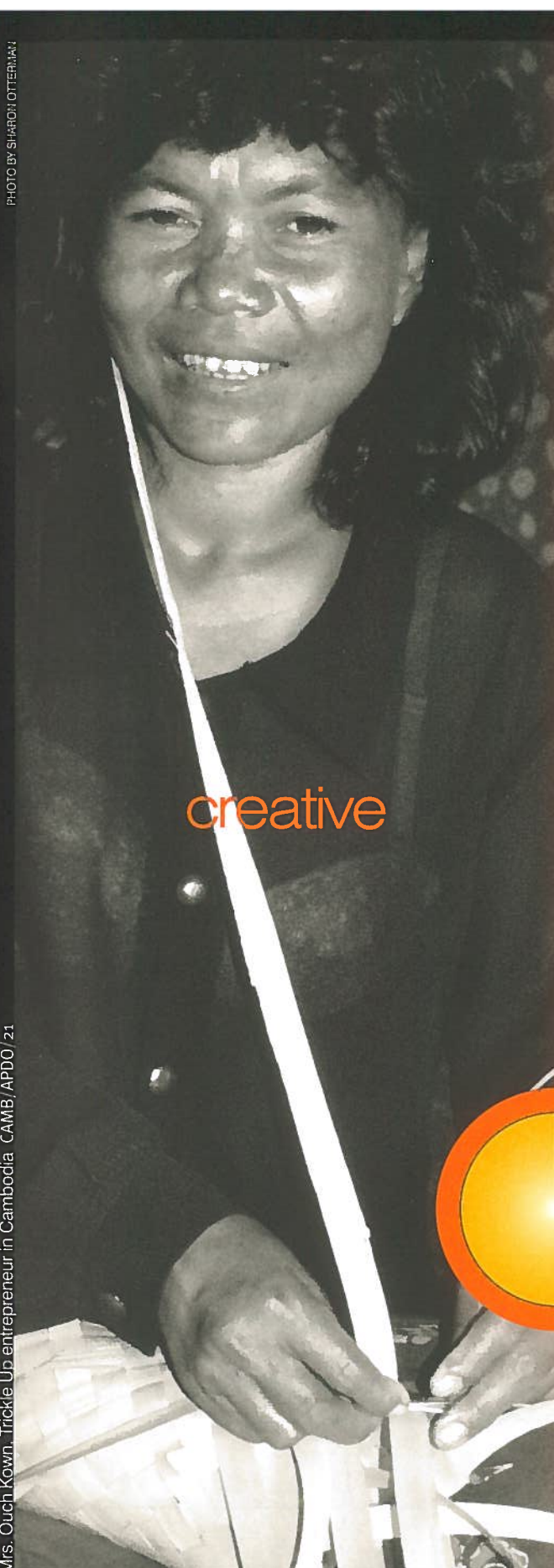
Coordinating Partner Agencies are locally based organizations, primarily nongovernmental, that provide development services in very poor communities, and embark on a partnership with Trickle Up to launch microenterprises among the poorest. Coordinating Partner Agencies designate staff or volunteers to select entrepreneurs at the lowest income levels, provide them with business training, deliver Trickle Up funds to launch their enterprises, and help the entrepreneurs complete the Trickle Up Business Plan, Report, and one-year update.

The list of Coordinating Partner Agencies on the following pages indicates the number of businesses each helped to start in 2001. The list also includes two partners in one country who continue to be actively involved with Trickle Up even though they did not start businesses in 2001 due to the shortened fiscal year.

The list also includes intermediary organizations, such as the United Nations Development Programme in Kenya, that provide technical assistance and training to indigenous nongovernmental organizations, enabling them to implement Trickle Up's microenterprise program effectively. ■

PHOTO BY SHARON OTTERBAUM

Mrs. Ouch Kown, Trickle Up entrepreneur in Cambodia. CAMB/APDO/21



*Global partners supply grant funds in U.S. dollars or local currency and help to implement the Trickle Up process.

Total Countries	Total Organizations	No. of Businesses Started Jan. 1 - Aug. 31, 2001
TOTALS — 31	265	7,007
AFRICA — 12	84	1,952
Angola	1	10
AJUDA DE DESENVOLVIMENTO DE POVO PARA POVO		10
Benin	6	214
ASSOCIATION POUR LA PROMOTION DE L'HOMME, LA PROTECTION DE L'ENVIRONNEMENT POUR UN DEVELOPPEMENT DURABLE		
CENTRE BENINOIS POUR LE DEVELOPPEMENT DES INITIATIVES A LA BASE		9
CONSEIL NATIONAL DES FEMMES INDEPENDANTES DU BENIN		45
JEUNESSE CULTERELLE POUR LE DEVELOPPEMENT PANAFRICAIN		50
ORGANISATION SAVALOISE POUR LA SOLIDARITE ET LE DEVELOPPEMENT		20
PROJETS VERTS - CENTRE DE PROMOTION DES INITIATIVES DE DEVELOPPEMENT		90
Burkina Faso	2	379
NATURAMA		80
UNITED NATIONS DEVELOPMENT PROGRAMME/UNITED NATIONS VOLUNTEERS		299
Ethiopia	2	30
FORUM ON STREET CHILDREN ETHIOPIA		
SIKE ASSOCIATION FOR ASSISTANCE AND SELF-RELIANCE OF WOMEN		30
Kenya	24	312
DEPARTMENT OF FISHERIES		20
NEW JERICO HARAMBEE PROGRESSIVE WOMEN'S GROUP		25
PEACE CORPS		3
UNITED NATIONS DEVELOPMENT PROGRAMME		
Africa 2000 Network		
AIC Guthairira Projects		52
Child Welfare Society of Kenya		
Council on Human Ecology		
Diocese of Embu		4
Global Education Partnership		
International Centre of Insect Physiology & Ecology		2
Kangemi Women Empowerment Centre		
Kenya Entrepreneurship Promotion Programme		
Kenya Freedom from Hunger Council		
Kenya Human Rights Council		
Organization of African Instituted Churches		51
Redeemed Gospel Church		
Rusinga Island Child & Family Programme		
Semi-Arid Lands Training and Livestock Improvement Centre		1
Strategic Interventions for Poverty Alleviation in Kenya		50

The table of Coordinating Partner Agencies includes intermediary organizations that channel Trickle Up funds through indigenous NGOs and help build their capacity through technical assistance and business training.

Total Countries	Total Organizations	No. of Businesses Started 2001
	Ugunja Community Resource Center	50
	United Disabled Persons of Kenya	42
	Women Economic Empowerment Consort	6
	Young Women's Christian Association	
	<i>Independent — John Wanjala Nyongesa</i>	6
Malawi	3	40
	EVANGELICAL LUTHERAN DEVELOPMENT PROGRAMME	
	ST. DAVID FOUNDATION FOR RURAL DEVELOPMENT	40
	UNITED NATIONS DEVELOPMENT PROGRAMME/UNITED NATIONS VOLUNTEERS	
Mali	5	60
	ASSOCIATION DE CONSEILLERS AGRICOLES DU SAHEL	
	ASSOCIATION JEUNESSE ACTION MALI	20
	ASSOCIATION VILLAGEOISE KEL TADRAK	25
	DES MAINS POUR DEMAIN	15
	FEMMES JEUNESSE DEVELOPPEMENT AU NORD-MALI	
Niger	2	60
	ONG GAYIA	10
	SALUT & AIDE POUR LE NIGER	50
Rwanda	1	90
	AMERICAN REFUGEE COMMITTEE	90
Sierra Leone	15	329
	BONDAY RURAL DEVELOPMENT ASSOCIATION	15
	BOYS AND GIRLS SOCIETY OF SIERRA LEONE	15
	BUMPE AGRICULTURAL PROJECT	10
	BUREH SMALL FARMERS ASSOCIATION	25
	COMMUNITY ACTION FOR PROGRESS	30
	COUNCIL OF CHURCHES - SIERRA LEONE	20
	COMMUNITY RESEARCH AND DEVELOPMENT ORGANIZATION	24
	DISPLACED WELFARE PROMOTION GROUP	15
	MOVEMENT FOR ASSISTANT AND PROMOTION OF RURAL COMMUNITIES	30
	POVERTY ALLEVIATION PROGRAMME	30
	SIERRA LEONE CENTRE FOR SUSTAINABLE DEVELOPMENT & COOPERATION	25
	THE INTEGRATED RURAL DEVELOPMENT ASSOCIATION	20
	WORLD FOOD PROGRAMME/ FOOD AID SECRETARIAT	20
	YONI RURAL BANK, LTD.	20
	YOUTH DEVELOPMENT ASSOCIATION	30
South Africa	3	60
	ACTION FOUNDATION	60
	ALOGA FINANCIAL SERVICES	
	EDUCATION WITH ENTERPRISE TRUST	

Total Countries	Total Organizations	No. of Businesses Started 2001
Uganda	20	368
AIDS WIDOWS & ORPHANS FAMILY SUPPORT PROGRAM		33
BAPTIST UNION OF UGANDA		15
BOYS' & GIRLS' BRIGADE OF UGANDA		
BUNDIBUGYO ASSOCIATION OF THE DISABLED		10
CENTRE FOR ENVIRONMENT, TECHNOLOGY AND RURAL DEVELOPMENT		60
CHILD RESTORATION OUTREACH		
CORNERSTONE DEVELOPMENT		5
HANDS IN SERVICE		
KAMPALA ARCHDIOCESE SOCIAL & ECONOMIC DEVELOPMENT DEPARTMENT		5
KWETERANA DISABLED ASSOCIATION		25
MENNONITE CENTRAL COMMITTEE		5
MMANZE CENTRE FOR RURAL DEVELOPMENT & TRAINING		50
PAKWACH YOUTH PROMOTERS		45
PENTECOSTAL ASSEMBLIES OF GOD CHURCHES		15
THE AIDS CARE OUTREACH TEAM		
UGANDA DEVELOPMENT BANK		25
UGANDAN WOMEN CONCERN MINISTRY		20
YOUTH WITH A MISSION		30
<i>Independent — Charles Kunya</i>		10
<i>Chris Musana</i>		15
AMERICAS — 8	53	1,121
Bolivia	6	337
ACCION CREADORA		155
CENTRO DE INVESTIGACION SOCIAL Y TRABAJO EN EQUIPO MULTIDISCIPLINARIOS		15
ENDA BOLIVIA		10
FUNDACION UNATATAWI		126
SERVICIOS MULTIPLES DE TECNOLOGIAS APROPIADAS		15
<i>Independent — Eugenio Jacinto</i>		16
Dominican Republic	1	30
FUNDACION CONTRA EL HAMBRE		30
El Salvador	1	35
ASOCIACION PARA LA ORGANIZACION Y EDUCACION EMPRESARIAL FEMENINA		35
Guatemala	6	170
ASOCIACION DE COMUNITARIOS PARA EL DESARROLLO INTEGRAL DE HUEHUETENANGO		
CAPACITACION Y DESARROLLO COMUNITARIO		40
ESTUDIOS Y PROYECTOS PARA EL DESARROLLO RURAL		
FUNDACION RIGOBERTO MENCHU		
K'ASLEMAL		100
MINISTERIO DE TRABAJO Y PREVISION SOCIAL		30

Total Countries	Total Organizations	No. of Businesses Started 2001
Haiti	13	300
ACTION POUR LE DEVELOPPEMENT ECONOMIQUE ET LE MICRO-CREDIT		
ASSOCIATION DES JEUNES POUR LE REHAUSSEMENT DE LA NOUVELLE HAITI		10
CERCLE SOCIO-CULTUREL DES AMIS DE LA PAIX		71
COMITE D'APPUI AUX ENFANTS DES RUES DU CAP-HAITIEN		10
GATHERING OF POOR KIDS IN CITE SOLEIL		26
GROUPEMENT DES JEUNES PROGRESSISTES DE CITE SOLEIL		20
HAITIAN BAPTIST CONVENTION		10
MOUVEMENT HAITIEN POUR LE DEVELOPPEMENT RURAL		15
ORGANISATION AUTHENTIQUE DES EGLISES EVANG. BAPTISTES D'HAITI		30
ORGANISATION CHRETIENNE POUR LE DEVELOPPEMENT SOCIAL		
SOLEIL COOPERATIVE D'EPARGNE ET DE CREDIT		85
ST. CHARLES NUTRITION PROGRAM		15
ST. JOSEPH NUTRITION CENTRE		8
Honduras	7	37
ASOCIACION COMPARTIR		
ASOCIACION DE DESARROLLO SOCIAL Y ASISTENCIA DE HONDURAS		15
CENTRO DE ESTUDIOS PARA EL DESARROLLO Y LA PARTICIPACION SOCIAL		
FUNDACION DE DESARROLLO NACIONAL		22
IGLESIA CHRISTIANA VIDA ABUNDANTE		
INSTITUTO CENTROAMERICANO PARA EL DESARROLLO DE LA ECONOMIA		
INSTITUTO DE DESARROLLO SOCIOECOLOGICO		
Nicaragua	8	59
AYUDA AL PLANETA		
COOPERATIVA DE AHORRO Y CREDITO "SAN ANDRES"		1
COOPERATIVA DE SERVICIOS MULTIPLES "20 DE ABRIL"		
COOPERATIVA LA PAZ CENTRO, LEON		2
COOPERATIVA MARIA AUXILIADORA		25
FUNDACION PARA EL DESARROLLO DE NUEVA SEGOVIA		
FUNDACION JOSE NIEBROWSKI		
PEACE CORPS		31
Peru	11	153
ASOCIACION DE JOVENES PROGRESISTAS		15
ASOCIACION DE MUJERES LUCHADORES POR SU PUEBLO		15
CENTRO DE ESTUDIOS Y PROMOCION COMUNAL DEL ORIENTE		29
CENTRO DE INFORMACION Y EDUCACION PARA PREVENCION DEL ABUSO DROGAS		
CENTRO DE INVESTIGACIONES Y APOYO TECNOLOGICO		
INSTITUTO PARA EL DESARROLLO DE PROYECTOS ANDINOS		10
INSTITUTO DE ASUNTOS CULTURALES		9
INSTITUTO ACCION PARA EL PROGRESO		45
INSTITUTO PARA LA INVESTIGACION Y EL DESARROLLO ECONOMICO		20
INSTITUTO DE PROMOCION DEL DESARROLLO SOLIDARIO		10
<i>Independent — Adelina Meza</i>		

Coordinating Partner Agencies 2001

Total Countries	Total Organizations	No. of Businesses Started 2001
ASIA — 10	84	3,716
Bangladesh	11	304
CENTRE FOR DEVELOPMENT SERVICES		
INTERNATIONAL VOLUNTARY SERVICES (DHAKA)		246
Akota		
Bangladesh Organization for Development Cooperation		
Center for Upliftment of Rural Economy		
Naria Unnayan Samity		
Samaj Kallyah Sangstha		
Unnayan Shohojogi Shangsta		
MOUCHAS UNNAYAN SANGSTHA		
SAMAJ KALAYAN MOU-CHASHY SAMITY		
SOLIDARITY		58
Cambodia	4	104
ANGKOR PARTICIPATORY DEVELOPMENT ORGANIZATION		98
SOCIO-ECONOMIC DEVELOPMENT ORGANIZATION OF CAMBODIA		
UNITED CAMBODIAN COMMUNITY DEVELOPMENT FOUNDATION		6
WOMEN ORGANIZATION FOR MODERN ECONOMY AND NURSING		
China	4	70
FANJINGSHAN NATIONAL NATURE RESERVE		20
FOUNDATION FOR UNDERDEVELOPED REGIONS IN CHINA		50
RURAL DEVELOPMENT ASSOCIATION OF YILONG COUNTY		
RURAL DEVELOPMENT INSTITUTE		
India	27	1,094
ABHIYAN		25
AKHIL GRAMIN YUVA VIKAS SAMITI		25
ALTERNATIVE FOR RURAL MOVEMENT		50
AVIDYA VIMUKTI SANSTHAN		
BAIF DEVELOPMENT RESEARCH		
DISHA		30
FAMILY OF DISABLED		
FORUM OF COMMUNITIES UNITED IN SERVICE		100
GRAM SWARAJYA SANSTHAN		30
GRAMIN JAN KALYAN SAMITY		50
GRAMIN SEWA		
GRAMODAY CHETNA KENDRA		30
JAMGORIA SEVABRATA		
JAN VIKAS KENDRA		25
KARRA SOCIETY FOR RURAL ACTION		50
LOHARDAGA GRAM SWARAJYA SANSTHAN		29
LOK CHETNA VIKAS KENDRA		30

Total Countries	Total Organizations	No. of Businesses Started 2001
NATIONAL MAHILA INSTITUTE		40
NAW BHARAT JAGRITI KENDRA		300
NETWORK OF ENTREPRENEURIAL AND ECONOMIC DEVELOPMENT		
ORGANIZATION FOR FRIENDS ENERGIES & RESOURCES		
PRAKHAND GRAM SWARAJYA SABHA		
PRAKALPA		
SAMAJIK SHODH AVAM VIKASH KENDRA		
TILJALA SOCIETY FOR HUMAN AND EDUCATION DEVELOPMENT		200
VIHAR SAMAJ KALYAN SANSTHAN		30
VINOBA AROGYA & LOK SHIKSHAN KENDRA		50
Indonesia	20	1,897
BADAN KOORDINASI KEGIATAN KESEJAHTERAAN SOSIAL		30
UNITED STATES AGENCY FOR INTERNATIONAL DEVELOPMENT		
Batik Tulis Karya Putri Dobonsolo		42
Kelompok Kerja Wanita		180
Lembaga Penelitian Pengkajian dan Pengembangan Bantuan Hukum		120
YALI		100
Yayasan Almamater		200
Yayasan Bina Adat Walesi		150
Yayasan Bina Budiaya Jayaw Papuaaya		41
Yayasan Lingkungan Hidup Humeibou		75
Yayasan Pengembangan Prakarsa Wirausaha Di Papua		200
Yayasan Pengembangan Sosial Ekonomi dan Lingkungan		102
Yayasan Rumsram		49
Yayasan Santo Antonius		95
Yayasan Sosial Fransiskus		124
Yayasan Sosial Honai		125
Yayasan Wanita Mandiri		50
WOMINTRA KONSULTANS		91
YAYASAN BIMBINGAN KESEJAHTERAAN SOSIAL		30
YAYASAN PEDULI SESAMA		25
YAYASAN SEJAHTERA MUDA		68
Myanmar (Burma)	2	0
MYANMAR BAPTIST CONVENTION		
NATIONAL YOUNG WOMEN'S CHRISTIAN ASSOCIATION OF MYANMAR		
Nepal	4	93
COMMUNITY FOR THE PROMOTION OF PUBLIC AWARENESS		
HUMAN RIGHTS ORGANIZATION OF BHUTAN		25
MANUSHI FOR SUSTAINABLE DEVELOPMENT		18
WOMEN AWARENESS & VISION CENTRE		50

Coordinating Partner Agencies 2001

Total Countries	Total Organizations	No. of Businesses Started 2001
Pakistan	3	50
AURAT ASSOCIATION		50
RURAL DEVELOPMENT PROJECT		
SACH—STRUGGLE FOR CHANGE		
Philippines	6	94
INTEGRATED LEARNING FOUNDATION, INC.		
MUTINLUPA DEVELOPMENT FOUNDATION		19
PARTNERS FOR FIRST PEOPLES		25
PEACE CORPS		
PHILIPPINE AGENCY FOR COMMUNITY AND FAMILY (DAVAO)		50
ST. MICHAEL PARISH COMMUNITY SERVICE CENTER		
Thailand	3	10
KAREN REFUGEE CAMP WOMEN'S DEVELOPMENT GROUP		0
KAREN WOMEN ORGANIZATION		10
KARENNI NATIONAL WOMEN ORGANIZATION		0
UNITED STATES	44	218
AUDUBON PARTNERSHIP FOR ECONOMIC DEVELOPMENT		
LOCAL DEVELOPMENT CORPORATION (LDC)		1
BEDFORD STUYVESANT RESTORATION CORPORATION		2
BROOKLYN ECONOMIC DEVELOPMENT CORPORATION		2
BUCKEYE HILLS-HOCKING VALLEY REGIONAL DEVELOPMENT DISTRICT		1
BUSHWICK LOCAL DEVELOPMENT CORPORATION		4
CENTRAL BROOKLYN PARTNERSHIP		1
CENTER FOR WOMEN AND ENTERPRISE		1
CENTRAL VERMONT COMMUNITY ACTION COUNCIL		12
CHEYENNE RIVER LAKOTA SIOUX TRIBAL BUSINESS INFORMATION CENTER		4
CHILD CARE INC.		7
CHURCH AVENUE MERCHANTS BLOCK ASSOCIATION		13
COASTAL ENTERPRISES		11
COMMUNITY DEVELOPMENT CORPORATION OF LONG ISLAND		2
DORCHESTER BAY ECONOMIC DEVELOPMENT CORPORATION		3
EAST BAY ASIAN LDC		8
ECONOMIC AND EMPLOYMENT DEVELOPMENT CENTER		4
ENTREPRENEURIAL CENTER/HARTFORD COLLEGE FOR WOMEN		1
FORDHAM BEDFORD CHILDREN'S SERVICES		3
HARLEM BUSINESS ALLIANCE, INC.		10
HUNTS POINT BUSINESS OUTREACH CENTER		14
INSTITUTE FOR SOCIAL AND ECONOMIC DEVELOPMENT		5
INTERNATIONAL RESCUE COMMITTEE		1
JEWISH FAMILY AND VOCATIONAL SERVICE OF MIDDLESEX COUNTY		2
LOS SURES		3

Total Countries	Total Organizations	No. of Businesses Started 2001
	LOWER EAST SIDE BUSINESS OUTREACH CENTER/CHINATOWN	
	MANPOWER PROJECT	2
	MARIETTA COLLEGE SMALL BUSINESS DEVELOPMENT CENTER	1
	MASJID MALCOLM SHABAZZ / HARLEM BUSINESS OUTREACH CENTER	2
	NEW YORK ASSOCIATION FOR NEW AMERICANS	3
	NORTHERN MANHATTAN IMPROVEMENT CORPORATION	6
	NUESTRA COMUNIDAD DEVELOPMENT CORPORATION	2
	OHIO MID-EASTERN GOVERNMENTS ASSOCIATION	5
	PHILADELPHIA DEVELOPMENT PARTNERSHIP	7
	POMONA INLAND VALLEY MICRO ENTERPRISE LOAN FUND	20
	PRATT AREA COMMUNITY COUNCIL	2
	PROGRESSIVE TRAINING ASSOCIATES	7
	QUEENS BUSINESS OUTREACH CENTER - JACKSON HEIGHTS	
	COMMUNITY DEVELOPMENT CORPORATION	13
	RENAISSANCE ECONOMIC DEVELOPMENT CORPORATION	5
	SIERRA COLLEGE SMALL BUSINESS DEVELOPMENT CENTER/AUBURN SOROPTOMISTS	1
	SOUTH BRONX OVERALL ECONOMIC DEVELOPMENT CORPORATION	8
	SOUTH BROOKLYN BUSINESS OUTREACH CENTER	1
	STATEN ISLAND BUSINESS OUTREACH CENTER NETWORK —	
	WEST BRIGHTON COMMUNITY LDC	3
	WOMEN'S ENTERPRISE PROJECT	2
	WOMEN'S HOUSING AND ECONOMIC DEVELOPMENT CORPORATION	1
	WORKER OWNERSHIP RESOURCE CENTER	12

The above list reflects the number of Partner Agencies that were active in 2001. However, the total number of countries and Partner Agencies on the above list differs from the totals reported on the country results table because the table reflects the number of businesses started in each country by Partner Agencies. During the shortened fiscal year 2001, no businesses were started in Myanmar, so it does not appear in the country results table on page 15 but is included in the above list of agencies.



accomplished

Margaret Njeri, the 100,000th entrepreneur, expanded her now thriving business making coin purses and hair accessories.

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