



# **TRICKLE UP PROGRAM**

**GLOBAL REPORT  
FOR THE YEAR ENDING DECEMBER 1987  
WITH SUMMARY INFORMATION FOR THE PERIOD  
FROM THE START OF THE PROGRAM IN  
1979 THROUGH 1987**

**by**

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**15 March 1988  
Revised 15 April 1988**

WORLD BANK PROGRAM



FOR THE  
RECONSTRUCTION AND DEVELOPMENT OF  
THE WORLD  
WITH SPECIAL REFERENCE TO THE  
RECONSTRUCTION OF EUROPEAN  
AND ASIAN COUNTRIES

THE  
INTERNATIONAL BANK FOR  
RECONSTRUCTION AND DEVELOPMENT  
INCORPORATED IN THE DISTRICT OF  
COLUMBIA, D. C.

WASHINGTON, D. C.

1946

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### INTRODUCTION

This Trickle Up Program Global Report has a very limited circulation, but an important one. It is sent to decision-making officers of governmental, inter-governmental, and non-governmental agencies that are concerned with helping low income people of developing countries to raise their standard of living.

Responses from these agencies indicate that they find TUP Global Reports interesting and wish to receive future reports. TUP has welcomed the opportunity to share with them its experience with the TUP Process.

A purpose of this report is to illustrate how it is possible to reach the poorest of the poor with, as stated by a United Nations Official in a UN publication, "impeccable financial accountability and solid records and reports of their 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 in a large number [93] of countries. TUP's approach clearly breaks new ground and merits study by those trying to launch such programmes."

TUP's use of computers has made possible the production of reports such as the innovative Global Summary Report (Report A), which presents not only data, but a description of the significance and derivation of that data. Information on the rapidly increasing number of indigenous, voluntary grass-roots organizations is received at such a rate that an update was needed for Reports K1 and K2 on Organizations. The newly received information has been included in the revised edition of 15 April 1988.

This Report is also intended to furnish information to major contributors to TUP on how and where their funds have been applied. It also provides an update on the news from the field.

### FUNDING

TUP has received contributions from more than 300 individuals. As knowledge of the Trickle Up Program spreads, contributions from individuals are rising. In 1987, The New York Times published five articles about TUP, including an Editorial. The Reader's Digest reprinted the article from The New York Times of 19 March in their September 1987 issue. This series of articles resulted in many new supporters.

Among other supporters of TUP are the American Express Foundation, The Americas Foundation, Caltex, the William H. Donner Foundation, The Ford Foundation, IBM World Trade America's Group, J. Roderick MacArthur Foundation, The Morgan Bank, New York Community Trust, the Pathfinder Fund, The Scherman Foundation, the Stanley Foundation, The Philip M. Stern Family Fund, the Bishop Tutu Refugee Fund, United Brands Foundation, and the Lawrence A. Wien Foundation.

In addition, an allocation of UNDP funds has been made to TUP at the request of the Government of Benin, and the Government of the Netherlands has made a contribution of \$600,000 for the expansion of the Trickle Up Program through

the United Nations Development Programme Cost Sharing Project. This contribution is for a four-year period which started in July 1987.

The increase in funding, coupled with the continued cooperation of voluntary agencies, has made possible a substantial increase in the number of businesses started by the TUP program. Since the inception of the Trickle Up Program in 1979 a total of 5,563 businesses have been started. Over 40,000 people have become entrepreneurs (see Appendix A).

### SUCCESS THROUGH COOPERATION

Since the start of its operation, TUP has worked in 93 countries with 1,402 coordinators from 364 organizations (see Report K). TUP has developed a close and mutually beneficial cooperative relationship with many government ministries, indigenous organizations, and local and international development organizations such as CARE, Save the Children, Catholic Relief Services, the United Nations Development Programme, and UNICEF. TUP businesses are initiated and facilitated by Volunteers and personnel from these agencies.

#### United Nations Development Programme

The Administrator of UNDP, Mr. William H. Draper, III, gives major emphasis to three policies:

- (1) Grass Roots Development;
- (2) The participation of women; and
- (3) The involvement of the Private Sector;

and has noted that these are three basic elements of the Trickle Up Program. The Annual Report of the Administrator to the UNDP Governing Council refers to TUP on page 21 noting that, "The dynamic Trickle Up Programme (TUP) stimulates small-scale businesses in rural and urban areas. TUP offers \$100 grants to groups of five or more people who will commit at least 1,000 hours of otherwise unemployed time to a business planned by themselves. They must reinvest at least 20 per cent of profits in the business. It costs TUP less than 2 cents for each hour of self-employment created by the programme."

TUP has enjoyed continuing cooperation with UNDP, its Resident Representatives, UN Volunteers, and the Division for Global and Interregional Projects. The following are just a few examples of practical ways in which the UNDP policies to cooperate with NGO's, encourage private enterprise, and involve women have been implemented through its cooperation with the Trickle Up Program.

For example, in Sierra Leone, Michael Geoghegan, Senior Programme Advisor and TUP coordinator, has coordinated 62 businesses since December 1986 and has encouraged simple, practical record keeping among the new entrepreneurs.

Resident Representative Brenda McSweeney, in her 1988 report, "Meeting Jamaica's Technical Co-operation Needs," described the close cooperation between UNDP in Jamaica and the Trickle Up Program in getting a community involved in business enterprises. One year later, the first eight businesses that were started by UNDP in Jamaica are still continuing. (See Appendix J)

In Guatemala, Resident Representative Eric de Mul has facilitated TUP's cooperation with the Guatemalan Ministry of Urban and Rural Development, which has resulted in the allocation of five grants to each of the 22 provinces in Guatemala, for a total of 110 grants countrywide.

In Benin, Resident Representative Frederick Lyons has facilitated a most successful TUP program with the active cooperation of the Government of Benin, helping new entrepreneurs start 25 businesses in 1987.

The UN Volunteer Program has produced some of the TUP's best coordinators. In Asia, UNV/TUP cooperation has been particularly effective. This success is largely due to the talents and dedication of Mr. P.T. Kuriakose, Programme Specialist, UNV-DDS program in Asia. The kinds of accomplishments that this cooperation yields is typified by the experience of Emma Maria Castillo, who recently completed her UNV service in Indonesia.

She wrote: "In my efforts to strengthen indigenous self help groups...the role of TUP has been an invaluable one, being the most important catalyst in the formation of active and self-reliant groups."

Emma described the success of TUP-assisted farmers' groups. Not only have membership and funds tripled in each group, but they have also established a kiosk and planted farms cooperatively. "Their consciousness on the the importance of group efforts to achieve self-reliance stemmed out from initial TUP assisted activities. And this is true...for the women's groups as well. I cannot express in mere words the animation and enthusiasm of individuals and group members who talk about their activities radiating a sense of pride and belonging."

### Peace Corps

Since 1981, over 400 Peace Corps Volunteers have helped launch 1,325 business enterprises in 39 countries.

In a report from Honduras, Jim Grandall, PCV/TUP Coordinator, wrote: "Each week a lot of bread is sold in my village, and until recently it was all factory made and of average quality. Now a group of women make and sell bread locally. It's of good quality and nutritious. The women are buying their eggs locally and have been using locally-made raw sugar. Before, there was no local market for eggs, but the women indirectly created one. Instead of creating dependency, I believe I promoted integrated development in a locally accepted manner. The bread-making project was started with \$100 from the Trickle Up Program."

### Local Agencies

The Trickle Up Program continues to demonstrate its value not only as a way in which individuals can realize their entrepreneurial goals but as a catalyst for community development. Reports from coordinators and letters from entrepreneurs repeatedly cite not only an increase in income, but in self-esteem and confidence, which encourages others to begin their own businesses. This new optimism and energy often leads to increased cooperation for mutual benefit within communities. As one coordinator, a pastor of a small church in Nairobi,

put it, "So many are coming up with different ideas, creating more jobs...TUP, being a fishing net, brings together the poorest of the poor..."

TUP Coordinator Henry Star Dora of the Ministry of Health and Medical Services in the Solomon Islands, reported: "The Trickle Up Program operation in the Solomon Islands has not only provided financial help to the needy groups but helps to motivate new groups of people to engage in similar project undertakings. TUP has given a new incentive to other departments and ministries to recognize and pay more attention to small farmers in the country...Following the successful launching of the Masta Liu Vegetable projects funded by TUP, the Provincial Government has announced its committment to strengthen the expansion of the Masta Liu project to other islands in the provinces."

Finally, a word about TUP's effectiveness came from Mrs. A.M. Mokokoane, President of the Lesotho Homemakers Association: "Maybe you will not understand when I say to you the impact of the TUP grants is immeasurable. I have travelled widely in Lesotho. I see how women work hard, but how they are oppressed by the law that makes women inelligible for loans. That is a reason why women are so eager to get help from TUP. It works wonders."



## REPORTS

TUP Global Reports are intended to furnish evidence to major contributors to the Trickle Up Program that the funds they provide go directly to people who have accepted the challenge of the TUP Proposition (Appendix D), as a way of helping themselves out of poverty.

### Sources

Two one-page documents and two TUP checks (one initial and one final) are the source of all of the information in this report. The documents are:

1. The Business Plan (Appendix E), and
2. The Business Report (Appendix F)

These are completed by the new TUP entrepreneurs with the help of TUP Coordinators.

Samples of the two special TUP checks (one initial and one final) appear in Appendix G.

To keep an up-to-date record of the status of the work of each Coordinator, a special data base for each is created in the TUP computers. The information in the data base is provided to the Coordinator in the form of "Data Base Letters" which facilitate continuing evaluation of the achievements of the groups participating. A sample Data Base Letter appears in Appendix H.

Reports B, C, and D, show action reported for July through December, 1987. The remaining reports provide information for the total program from 1979 through December 1987.

THE REPORTSTUP Report A.

Title: Summary Report  
Period: 1979 -- 1987

This presents an overall picture of what has been reported by TUP entrepreneurs for the period indicated. It shows not only what they planned, but also the results. It reveals the totals arrived at from a number of analyses of the data. For example, there is information on participation by gender, on income from sales, average profit, savings, and reinvestments. The format permits an explanation of the figures and the reasons why the data is useful.

TUP Report B

Title: Grants Assigned  
Sorted By: Regions and Countries  
Period: January -- December, 1987

This indicates that 4183 grants were assigned in 67 countries during this period: In Africa there were 1706; in Asia and the Pacific - 1399; in the Caribbean - 134; in Central America - 522; in Europe - 54; in North America - 65; and in South America - 303.

TUP Report C

Title: Business Enterprises Started  
Sorted By: Region and Country  
Period: January -- December, 1987

This indicates that 2584 business enterprises were reported as started in 45 countries during this period. Each group sent TUP a plan which was approved by the Coordinator who, in most cases, was able to make a \$50 immediate initial payment as start-up capital so that people could start working immediately.

TUP Report D

Title: Business Reports Approved and Funded  
Sorted By: Region and Country  
Period: January -- December, 1987

This indicates that during this period, 1402 Business Reports were received from 36 countries. Each Report showed the activity and results, and carried a certification by the Coordinator that all of the conditions of the grant had been met and that the enterprise was continuing. On receipt of the Report, TUP sends the final \$50 grant payment for the entrepreneurs and, if requested, may be able to assign two more grants to the Coordinator for each approved Business Report received.

TUP REPORT E

Title: World Summary Report  
Sorted By: Regions and Countries  
Period: From start of the program in May 1979 through December 31, 1987:  
8-1/2 years

This indicates that in 93 countries, 5,563 business enterprises were started with the help of 1,402 Coordinators. Of the Coordinators, 707, or 50.4%, are female. Business Reports were received from 2,837 enterprises, indicating that there were 22,328 workers, of whom 65% were female. A total of 5,668,495 hours were reported as worked, and the average profit per enterprise for the first 12 months was \$999.

TUP REPORT F

Title: List of Grants Assigned  
Sorted By: Regions and Countries  
Period: December, 1987

TUP has listings of every grant assigned, which show the Project Number, the date the check was issued, the name of the Coordinator, and the name of the Agency with which the Coordinator works. The Project Number identifies the country and the serial number assigned to the Coordinator. This report is too long to include here, so a sample page only is included. Complete information is available in printouts or on computer disk upon request. Totals by region and country were shown in Report B.

TUP REPORT G

Title: List of Business Enterprises Started  
Sorted By: Country, Coordinator, and Enterprise Number  
Period: December, 1987

This report lists for the month each of the 201 Business Enterprises started in 13 countries. It shows for each business the code for the country, Coordinator and enterprise the check number, the product and the name of the enterprise and the date the Business Plan was received that had been approved and issues the first TUP payment. This list is of special interest as it lists the products that people are able to produce and market starting with only \$50 as start up capital. The names they give their enterprises sometimes reveal something of the spirit of the group. Examples are: Feed the Family, Successful Group, Nueva Generacion, Mjete Self Help Group, Young People's Development Program, and Merry Friends.

TUP REPORT H

Title: List of Business Reports Approved and Funded  
Sorted By: Region, Country, Coordinator, and Enterprise Serial Number.  
Period: December, 1987

This indicates that 174 Business Reports were received from 17 countries during the month. It shows for each enterprise the country, coordinator, the agency and the enterprise serial number. It also shows the product produced and marketed, the check number for the final \$50 TUP payment, and the date issued. The full information provided by TUP Business Reports would take many pages, but the activities, results, costs, and benefits are summarized in TUP REPORT A.

#### TUP REPORT I

Title: 93 Countries Participating in the Trickle Up Program  
 Sorted By: Date of First Grant  
 Period: As of 31 December 1987

The number of countries participating at the end of each year were:

1979 - 2	1984 - 68
1980 - 5	1985 - 72
1981 - 11	1986 - 84
1982 - 34	1987 - 93
1983 - 56	

#### TUP REPORT J

Title: Self Help Percent  
 Sorted By: Self-Help Percentage (highest to lowest)  
 Period: July - December 1987

This lists thirty-four countries from which 779 Business Reports were received. An average of 2,000 hours of work per business during the first three months alone was reported. The entrepreneurs valued their time at 54 cents per hour. At this rate the average value of the hours per business was \$951 or nearly ten times that of the TUP grant.

This shows that if the value of the hours that entrepreneurs worked in the first three months alone is added to the \$100 TUP grant, the investment by the entrepreneurs amounts to 83% of the combined investment. As the contribution of TUP is a one-time grant, and investment by the entrepreneurs goes on, often for years, it is apparent that the TUP process exerts great leverage in motivating self employment.

#### TUP REPORT K

Title: ORGANIZATIONS  
 Period: 1979 - 1987  
 Source: TUP COORDINATORS

As word about TUP gets passed about in Third World countries, more and more people write to TUP volunteering their services as Coordinators.

From this, a valuable new and hitherto almost unrecognized resource for development emerges, and that is the knowledge about the organizations that already exist and already work in Third World countries with TUP.

Report K.1 lists, by country, by region, and worldwide, the organizations working with TUP. It also shows whether they are governmental, non-governmental, or inter-governmental, and whether they are international or local in scope, and whether they are organizations utilizing volunteers.

Report K.2 lists the same organizations and information, but is sorted alphabetically by organization and indicates in how many and which countries each organization is active.

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## REPORT A: TRICKLE UP PROGRAM GLOBAL SUMMARY REPORT--MAY 1979 - DECEMBER 1987

	TOTAL 1979 - 86	1ST HALF 1987	2ND HALF 1987	TOTAL 1987	TOTAL 1979 - 87
THE INFORMATION IN THE TUP DATA BASE IS TAKEN FROM THREE SOURCES: THE BUSINESS PLANS AND BUSINESS REPORTS RECEIVED FROM ENTREPRENEURS AND CERTIFIED BY TUP COORDINATORS, AND THE TUP CHECKS ISSUED.					
1. COUNTRIES	86	51	60	67	93
Business activity continues in most of the 93 countries to which TUP grants have been assigned.					
The number recorded on line 1 is the number of countries for which the TUP home office has, during the period ending December 1987:					
a. Assigned grants and made US\$50 initial payments, and/or					
b. Received "Business Plans," and/or					
c. Received and evaluated "Reports on Results" and issued final \$50 grant payments to those that qualified.					
2. COORDINATORS	747	466	464	687	1,402
Of the 1402 people who are or have been TUP Coordinators, the number recorded on line 2 are Coordinators who have submitted Business Plans or Reports in the months indicated, or have been assigned grants in this period.					
3. NUMBER OF GRANTS ASSIGNED (CHECK #1 ISSUED)	4,443	1,725	2,484	4,209	8,652
This is the number of \$100 TUP Grants that have been assigned during the months indicated. When a grant is assigned, an initial \$50 payment check is issued to the Coordinator, usually in advance. This enables the Coordinator to make an immediate payment when a project is approved, and commonly, work can start immediately. The immediate payment is one reason why a small payment can have a big impact.					
SOURCE: BUSINESS PLANS AND APPLICATIONS					
The information that follows is from the Business Plans received from participants.					
4. NUMBER OF BUSINESS ENTERPRISES STARTED	2,979	1,046	1,538	2,584	5,563
This is the number of businesses started. When a Coordinator approves a Business Plan, he or she can then issue an initial check for \$50 to the group. Although decisions to issue an initial check are made on the spot by the Coordinator, TUP makes the decision to assign further grants to the Coordinator on the basis of the results of the first enterprises. The grants for these enterprises were, in most cases, assigned in advance.					
This amount represents the total of the initial \$50 payments made by TUP.					
5. NUMBER OF PLANNERS - TOTAL	21,839	7,646	11,548	19,194	41,033
To encourage full participation, each group is asked to record the total number of people expected to participate in planning, and their sex. Reports showed that:					

## REPORT A: TRICKLE UP PROGRAM GLOBAL SUMMARY REPORT--MAY 1979 - DECEMBER 1987

	TOTAL 1979 - 86	1ST HALF 1987	2ND HALF 1987	TOTAL 1987	TOTAL 1979 - 87
6. NUMBER OF PLANNERS - FEMALE	15,101	4,793	7,011	11,804	26,905
7. PERCENTAGE OF PLANNERS - FEMALE	69%	63%	61%	61%	66%
8. NUMBER OF PLANNERS - MALE	6,738	2,853	4,537	7,390	14,128
9. PERCENTAGE OF PLANNERS - MALE	31%	37%	39%	39%	34%
SOURCE FOR THE FOLLOWING ARE THE TUP CHECKS					
TUP checks are written directly in the computer, producing the full record for each check, and then printed out.					
10. BUSINESS REPORTS RECEIVED AND APPROVED (CHECK #2 ISSUED)	1,301	650	752	1,402	2,703
This is the number of final \$50 TUP checks that were issued on the basis of Business Reports received that indicate that the conditions of the grant had been met. The conditions include the requirement that at least 20% of profits be reinvested and that the activity be continuing as an income-producing enterprise--after at least 3 months of work.					
11. SECOND TUP CHECK - AMOUNT PAID	\$65,050	\$32,500	\$37,600	\$70,100	\$135,150
SOURCE FOR THE FOLLOWING IS THE BUSINESS REPORTS					
The information below is from Business Reports received from participants and certified by Coordinators.					
12. BUSINESS REPORTS RECEIVED	1,404	648	785	1,433	2,837
13. WORKERS - TOTAL	11,747	5,461	5,120	10,581	22,328
14. WORKERS PER BUSINESS, AVERAGE	8.4	8.5	6.6	7.4	7.9
Each group is asked to record the total number of people who actually worked and their sex.					
15. WORKERS - FEMALE	8,504	3,340	3,160	6,500	15,004
16. WORKERS - FEMALE - PERCENT	72%	61%	62%	62%	67%
17. WORKERS - MALE	3,243	2,132	1,972	4,104	7,324
18. WORKERS - MALE - PERCENT	28%	39%	38%	39%	33%
19. VALUE PER/HR	\$0.58	\$0.36	\$0.38	\$0.37	\$0.41
On each Business Plan and each Business Report, the group records how they value their time per hour. The question is asked to encourage groups to realize that their work has value and that they are investing in their business much more than the TUP grant. The figures reported also indicate that the program really involves low income groups. This figure is calculated on the basis of the exchange rate the exchange rate reported by each group on the day they complete their Business Report.					
20. HOURS OF WORK REPORTED PER BUSINESS	2,032	2,168	1,812	1,990	1,998
Each group reports the number of hours they worked during the first period. The average					



## REPORT A: TRICKLE UP PROGRAM GLOBAL SUMMARY REPORT--MAY 1979 - DECEMBER 1987

	TOTAL 1979 - 86	1ST HALF 1987	2ND HALF 1987	TOTAL 1987	TOTAL 1979 - 87
was 3.5 months. A condition of the grant is that the group complete 1000 hours of work.					
21. VALUE OF HOURS WORKED PER BUSINESS	\$894	\$780	\$689	\$736	\$819
22. SAVINGS AND/OR REINVESTMENT - AVERAGE	\$124	\$210	\$146	\$178	\$151
This figure is the average amount groups reported they had saved and/or reinvested during the initial period--an average of 3.3 months.					
23. SAVED AND/OR REINVESTED - PERCENT	67%	66%	64%	65%	66%
This is a percentage of the net income, including the initial \$50 TUP payment. The TUP Proposition requires each group to reinvest at least 20% of the net income.					
RESULTS REPORTED - PROJECTED FOR 12 MONTHS AVERAGE PER BUSINESS:					
24. GROSS INCOME FROM SALES	\$1,381	\$1,452	\$957	\$1,263	\$1,321
This reflects not only the increased gross income earned by some of the poorest people in the world but also shows the increase in the total goods and services produced, bringing benefits that really trickle up to all people in the country.					
25. EXPENSES	\$838	\$988	\$352	\$740	\$788
26. NET INCOME FROM SALES	\$542	\$464	\$605	\$523	\$532
27. TUP GRANT PAID	\$100	\$100	\$100	\$100	\$100
28. TOTAL PROFIT PER BUSINESS (INCLUDING TUP GRANT)	\$642	\$564	\$705	\$623	\$632
DID TUP HELP?					
Each group is asked if TUP was helpful.					
29. NUMBER REPORTING YES	604	668	752	1420	2,024
30. PERCENT REPORTING YES	91%	100%	99%	99%	97%
31. NUMBER REPORTING NO	58	0	2	2	60
32. PERCENT REPORTING NO	9%	0%	0%	0%	3%
TUP also asks groups how it was helpful. The most common responses are: "It got us started," and "It provided the capital needed."					
33. IS BUSINESS CONTINUING?					
One of the conditions of the Grant is that in order to be eligible for the final \$50 payment, the activity must be continuing as an income producing enterprise. Those reporting that it was continuing were:	91%	99%	96%	98%	95%
Those reporting that it was not:	9%	1%	4%	2%	5%
These figures relate only to those businesses reporting during this period.					

TITLE: REPORT B: GRANTS ASSIGNED, SUMMARIZED BY REGION AND COUNTRY  
 PERIOD: 1987  
 SOURCE: TUP DATA BASE

	1ST HALF	2ND HALF	TOTAL 1987
COUNTRIES:	49	56	67
GRANTS:	1725	2484	4209
AFRICA	657	1049	1706
BENIN	125	103	228
BOTSWANA	3	6	9
CAMEROON	16	0	16
CENT. AFRICAN REP.	2	3	5
CHAD	3	5	8
GAMBIA	0	3	3
GHANA	25	40	65
IVORY COAST	0	3	3
KENYA	214	506	720
LESOTHO	61	56	117
MALAWI	0	4	4
MALI	8	14	22
MOROCCO	3	0	3
MOZAMBIQUE	0	3	3
NIGERIA	10	18	28
RWANDA	5	6	11
SENEGAL	20	0	20
SIERRA LEONE	47	122	169
SOMALIA	0	30	30
SUDAN	0	10	10
SWAZILAND	10	5	15
TANZANIA	26	38	64
TOGO	2	8	10
TUNISIA	3	0	3
UGANDA	40	37	77
ZAIRE	3	0	3
ZAMBIA	18	20	38
ZIMBABWE	13	9	22
ASIA/PACIFIC	670	729	1399
BANGLADESH	0	80	80
FIJI	0	6	6
INDIA	57	137	194
INDONESIA	40	55	95
KIRIBATI	3	0	3
LEBANON	0	3	3
MALAYSIA	0	4	4
MARSHALL ISLANDS	0	1	1
MICRONESIA	0	3	3

TITLE: REPORT B: GRANTS ASSIGNED, SUMMARIZED BY REGION AND COUNTRY  
 PERIOD: 1987  
 SOURCE: TUP DATA BASE

	1ST HALF	2ND HALF	TOTAL 1987
NEPAL	25	4	29
PAPUA NEW GUINEA	0	2	2
PHILIPPINES	487	421	908
SOLOMON ISLANDS	14	1	15
SRI LANKA	38	7	45
THAILAND	2	5	7
TURKEY	1	0	1
VANUATA	3	0	3
CARIBBEAN	37	97	134
DOMINICA	6	15	21
DOMINICAN REPUBLIC	10	15	25
HAITI	1	2	3
JAMAICA	12	64	76
MONTSERRAT	3	0	3
ST. LUCIA	5	0	5
ST. VINCENT	0	1	1
CENTRAL AMERICA	222	326	548
BELIZE	1	2	3
COSTA RICA	63	26	89
GUATEMALA	106	249	355
HONDURAS	52	49	101
EUROPE	10	44	54
PORTUGAL	10	44	54
NORTH AMERICA	19	46	65
MEXICO	6	11	17
UNITED STATES	13	35	48
SOUTH AMERICA	110	193	303
ARGENTINA	0	7	7
BOLIVIA	11	16	27
BRAZIL	4	0	4

TITLE: REPORT B: GRANTS ASSIGNED, SUMMARIZED BY REGION AND COUNTRY  
PERIOD: 1987  
SOURCE: TUP DATA BASE

	1ST HALF	2ND HALF	TOTAL 1987
ECUADOR	18	21	39
GUYANA	0	3	3
PARAGUAY	0	23	23
PERU	0	5	5

File: GRTS87.WK1

TITLE: REPORT C: BUSINESS ENTERPRISES STARTED, SUMMARIZED BY REGION AND COUNTRY  
 PERIOD: 1987  
 SOURCE: BUSINESS PLANS FROM ENTREPRENEURS, APPROVED BY COORDINATORS  
 AND FUNDED WITH AN INITIAL US\$50 TUP GRANT PAYMENT

	1ST HALF	2ND HALF	TOTAL 1987
COUNTRIES:	39	37	45
BUSINESS ENTERPRISES:	1046	1538	2584
AFRICA	395	613	1008
BENIN	47	42	89
CAMEROON	5	0	5
CENT. AFRICAN REP.	2	0	2
CHAD	0	8	8
GHANA	23	18	41
KENYA	196	433	629
LESOTHO	26	17	43
MALI	1	4	5
NIGERIA	7	3	10
RWANDA	2	3	5
SIERRA LEONE	35	63	98
SUDAN	3	0	3
TANZANIA	3	5	8
TOGO	0	2	2
UGANDA	38	9	47
ZAMBIA	6	0	6
ZIMBABWE	1	6	7
ASIA/PACIFIC	372	500	872
BANGLADESH	6	41	47
INDIA	22	78	100
INDONESIA	34	32	66
MALAYSIA	0	4	4
NEPAL	8	24	32
PHILIPPINES	276	306	582
SOLOMON ISLANDS	9	4	13
SRI LANKA	15	9	24
THAILAND	1	0	1
VANUATU	1	2	3
CARIBBEAN	22	60	82
DOMINICA	1	0	1
DOMINICAN REPUBLIC	9	15	24
HAITI	3	2	5
JAMAICA	9	41	50
MONTserrat	0	1	1

TITLE: REPORT C: BUSINESS ENTERPRISES STARTED, SUMMARIZED BY REGION AND COUNTRY  
 PERIOD: 1987  
 SOURCE: BUSINESS PLANS FROM ENTREPRENEURS, APPROVED BY COORDINATORS  
 AND FUNDED WITH AN INITIAL US\$50 TUP GRANT PAYMENT

	1ST HALF	2ND HALF	TOTAL 1987
ST. VINCENT	0	1	1
CENTRAL AMERICA	135	172	307
COSTA RICA	25	11	36
GUATEMALA	66	127	193
HONDURAS	44	34	78
EUROPE	12	42	54
PORTUGAL	12	42	54
NORTH AMERICA	5	25	30
MEXICO	1	4	5
UNITED STATES	4	21	25
SOUTH AMERICA	105	126	231
ARGENTINA	11	0	11
BOLIVIA	7	15	22
BRAZIL	2	0	2
COLOMBIA	71	91	162
ECUADOR	14	16	30
PARAGUAY	0	4	4

Filename: Buspln87.wk1

TITLE: REPORT D: BUSINESS REPORTS APPROVED & FUNDED  
 PERIOD: 1987  
 SOURCE: BUSINESS REPORTS FROM ENTREPRENEURS, APPROVED BY COORDINATORS  
 AND FUNDED WITH A FINAL US\$50 TUP GRANT PAYMENT

	1ST HALF	2ND HALF	TOTAL 1987
COUNTRIES:	30	34	36
BUSINESS REPORTS:	623	779	1402
AFRICA	304	327	631
BENIN	7	36	43
CAMEROON	8	1	9
CENT. AFRICAN REP.	0	1	1
CHAD	0	2	2
GHANA	27	2	29
KENYA	200	199	399
LESOTHO	3	3	6
MALI	4	2	6
NIGERIA	1	0	1
RWANDA	1	4	5
SENEGAL	2	2	4
SIERRA LEONE	18	23	41
TOGO	2	0	2
TANZANIA	9	17	26
UGANDA	22	29	51
ZAMBIA	0	6	6
ASIA/PACIFIC	196	252	448
BANGLADESH	0	12	12
INDIA	13	16	29
INDONESIA	23	20	43
NEPAL	2	5	7
PHILIPPINES	153	187	340
SRI LANKA	5	9	14
VANUATA	0	3	3
CARIBBEAN	5	21	26
DOMINICAN REPUBLIC	4	13	17
JAMAICA	1	8	9
CENTRAL AMERICA	73	85	158
COSTA RICA	19	5	24
GUATEMALA	32	62	94
HONDURAS	22	18	40

TITLE: REPORT D: BUSINESS REPORTS APPROVED & FUNDED  
 PERIOD: 1987  
 SOURCE: BUSINESS REPORTS FROM ENTREPRENEURS, APPROVED BY COORDINATORS  
 AND FUNDED WITH A FINAL US\$50 TUP GRANT PAYMENT

	1ST HALF	2ND HALF	TOTAL 1987
EUROPE	5	7	12
PORTUGAL	5	7	12
NORTH AMERICA	2	9	11
MEXICO	2	4	6
UNITED STATES	0	5	5
SOUTH AMERICA	38	78	116
ARGENTINA	2	3	5
BOLIVIA	2	9	11
COLOMBIA	15	55	70
ECUADOR	18	10	28
PARAGUAY	1	1	2

File: PR87.WK1



## TRICKLE UP PROGRAM WORLD SUMMARY REPORT BY REGIONS AND COUNTRIES

10-Feb-88

NUMBER OF BUSINESSES STARTED; TOTAL NUMBER OF TUP COORDINATORS AND PERCENT FEMALE;  
 NUMBER OF BUSINESSES REPORTING; TOTAL NUMBER OF WORKERS AND PERCENT FEMALE;  
 TOTAL HOURS WORKED; AND PROFIT AVERAGES FOR 12 MONTHS.\*

PERIOD: FROM START OF PROGRAM IN MAY 1979 THROUGH DECEMBER 1987: 8-1/2 YEARS.  
 SOURCE: BUSINESS PLANS AND REPORTS FROM ENTREPRENEURS, CERTIFIED BY COORDINATORS.

COUNTRIES	BUSINESSES STARTED <sup>1</sup>	NO.OF COORDS.		BUSINESSES REPORTING <sup>2</sup>	WORKERS		TOTAL HOURS WORKED	PROFIT AVERAGE <sup>3</sup> 12 MOS.		
		TOTAL	FEMALE		TOTAL NUMBER	PERCENT FEMALE				
WORLD SUMMARY:	93	5,563	1,402	707	2,837		22,328	65%	5,668,495	\$999
AFRICA:	37	2,036	364	167	1,052		9,106	63%	2,571,398	\$902
BENIN	154	31	17	83	520	54%	146,946		\$493	
BOTSWANA	1	4	1							
BURKINA FASO		1	1							
BURUNDI		1	1							
CAMEROON	88	12	3	79	303	59%	152,300		\$493	
CENTRAL AFRICAN REP	2	3	2	1	5	0%				
CHAD	8	5	3	2	12	75%	3,396		\$1,029	
EGYPT		2	2							
EQUATORIAL GUINEA		1	1							
ETHIOPIA	6	3								
GABON		1	1							
GAMBIA	7	5	3	2	30	87%	19,000		\$329	
GHANA	63	16	8	39	301	73%	86,212		\$1,167	
IVORY COAST		2								
KENYA	1,206	118	61	584	5,497	67%	1,610,215		\$995	
LESOTHO	53	23	20	9	90	86%	13,587		\$1,717	
LIBERIA		3	1							
MALAWI		2								
MALI	16	2	1	9	72	64%	11,877		\$927	
MAURITIUS		2								
MOROCCO		1	1							
MOZAMBIQUE		1	1							
NIGERIA	13	10	3	3	18	22%	8,190		\$1,427	
RWANDA	7	3	1	6	59	19%	20,008		\$723	
SAO TOME & PRINCIPE		1								
SENEGAL	50	8	3	29	652	92%	67,518		\$639	
SIERRA LEONE	132	18	5	63	480	60%	124,496		\$823	
SOMALIA	11	6	4	5	31	61%	10,236		\$1,523	
SUDAN	4	9	2	2	20	100%	2,250		\$453	
SWAZILAND	10	12	1	4	15	60%	5,671		\$1,303	
TANZANIA	17	8		41	206	45%	63,774		\$1,065	
TOGO	9	8	7	4	29	59%	4,880		\$322	
TUNISIA		1								
UGANDA	138	18	6	80	713	67%	196,752		\$1,250	
ZAIRE	1	2	1							
ZAMBIA	23	11	1	7	53	49%	24,090		\$453	
ZIMBABWE	17	10	5							
ASIA:	20	1,549	450	194	765		5,142	60%	1,337,539	\$691
BANGLADESH	57	15	3	14	176	53%	29,043		\$950	
BURMA	14	3	1	14	77	38%	15,084		\$485	
FIJI	2	5	5	1	33	100%	1,320		\$733	
INDIA	153	51	8	53	320	56%	119,361		\$1,505	
INDONESIA	180	26	9	119	877	47%	232,164		\$626	
JORDAN		1	1							
KIRIBATI		1	1							
LEBANON		1	1							
MALAYSIA	6	5	3	2	11	100%	2,000		\$343	
MARSHALL ISLANDS		1	1							
MICRONESIA	3	3	1	2	14	71%	4,600			
NEPAL	52	16	5	17	98	47%	32,807		\$678	
PAKISTAN	2	2	1	2	11	55%	2,919		\$743	
PAPUA NEW GUINEA		3								
PHILIPPINES	880	229	118	422	2,642	61%	714,163		\$739	
SOLOMON ISLANDS	46	22	11	16	72	79%	24,841		\$400	
SRI LANKA	141	52	21	95	708	74%	151,922		\$363	
THAILAND	10	12	4	5	25	52%	7,315		\$728	
TURKEY		1								
VANUATU	3	1		3	78	68%	8,510		\$223	

COUNTRIES	BUSINESSES STARTED <sup>1</sup>	NO. OF COORDS.		BUSINESSES REPORTING <sup>2</sup>	WORKERS		TOTAL HOURS WORKED	PROFIT AVERAGE <sup>3</sup> 12 MOS.
		TOTAL	FEMALE		TOTAL NUMBER	PERCENT FEMALE		
CARIBBEAN: 15	485	175	107	269	2,362	73%	556,778	\$758
ANGUILLA	6	2	1	3	16	100%	3,510	\$998
ANTIGUA	25	22	15	22	198	67%	45,066	\$728
BARBADOS	3	3	3	1	9	67%	252	\$930
BARBUDA *	1	1	1	1	12	8%	1,419	(\$209)
BRITISH VIRGIN ISL.		1						
DOMINICA	52	14	5	31	332	63%	131,097	\$215
DOMINICAN REPUBLIC	98	51	31	55	708	81%	75,645	\$405
GRENADA		1	1					
GUADELOUPE	2	1	1					
HAITI	102	18	10	51	238	93%	121,806	\$272
JAMAICA	96	27	18	35	230	68%	70,148	\$2,831
MONTserrat	7	11	6	13	115	45%	7,575	\$347
NEVIS *	24	4	3	15	135	67%	37,356	\$1,020
ST. KITTS	36	7	4	30	279	67%	47,561	\$1,810
ST. LUCIA	7	5	4	3	24	79%	4,140	\$455
ST. VINCENT	10	4	2	1	8	50%	1,245	\$127
TURKS & CAICOS	16	3	2	8	58	84%	9,958	\$682
CENTRAL AMERICA: 8	951	310	176	495	4,044	59%	849,740	\$1,018
BELIZE	5	6	3	1	10	0%	5,200	\$3,250
COSTA RICA	251	88	50	147	921	77%	225,618	\$777
EL SALVADOR	15	4	2	2	13	54%	4,280	\$420
GUATEMALA	412	111	59	226	1,700	68%	380,961	\$451
HONDURAS	254	95	57	109	1,326	86%	192,873	\$937
NICARAGUA	9	2	2	9	50	32%	37,858	\$426
PANAMA	5	4	3	1	24	100%	2,950	\$864
EUROPE: 2	61	2	2	17	186	66%	37,765	\$332
IRELAND	2	1	1	1	17	94%	1,190	\$454
PORTUGAL	59	1	1	16	169	63%	36,575	\$209
NORTH AMERICA: 2	44	15	9	15	158	69%	16674	\$2,194
MEXICO	15	8	3	9	113	78%	11,024	\$1,031
UNITED STATES	29	7	6	6	45	60%	5,650	\$3,356
SOUTH AMERICA: 10	437	86	52	224	1,330	65%	298,601	\$1,943
ARGENTINA	19	3	2	13	86	63%	16,240	\$4,150
BOLIVIA	41	7	4	26	158	83%	36,100	\$770
BRAZIL	10	6	4	2	11	64%	4,540	\$826
CHILE	12	3	1	4	21	62%	6,780	\$1,680
COLOMBIA	208	19	11	94	544	69%	133,230	\$1,439
ECUADOR	121	34	22	77	445	51%	90,879	\$214
GUYANA	10	2	2	1	5	100%	1,440	\$470
PARAGUAY	9	7	3	5	55	98%	8,392	\$226
PERU	3	4	2	2	5	60%	1,000	\$7,715
SURINAME	4	1	1					

1 - BUSINESSES STARTED HAVE RECEIVED THE INITIAL \$50 TUP PAYMENT

2 - BUSINESSES REPORTING HAVE RECEIVED THE TOTAL \$100 TUP GRANT

3 - PROFIT AVERAGE INCLUDES REDUCTION OF START UP COSTS AFTER THE FIRST 3 MONTHS OF BUSINESS

\* NOTE: ANTIGUA-BARBUDA IS ONE COUNTRY, AS IS ST. KITTS-NEVIS.

TRICKLE UP PROGRAM, INC, 54 RIVERSIDE DRIVE, PHE, NEW YORK, NY 10024 USA (212) 362-7958.

TITLE: REPORT F: LIST OF GRANTS ASSIGNED (SAMPLE PAGE)  
 PERIOD: DECEMBER 1987  
 SOURCE: TUP DATA BASE AND CHECKBOOK

Project Number	Check No.	Date Issued	Coordinator
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## BANGLADESH

Agency: DEPARTMENT OF YOUTH DEVELOPMENT

BAN	DYD	7	22870	28-Dec-87	Amranul	Kamal
BAN	DYD	8	22871	28-Dec-87	Amranul	Kamal
BAN	DYD	9	22872	28-Dec-87	Amranul	Kamal

## BENIN

Agency: PEACE CORPS

BEN	PC	145	22627	16-Dec-87	Rodrigue	Charles
BEN	PC	146	22628	16-Dec-87	Rodrigue	Charles
BEN	PC	147	22629	16-Dec-87	Rodrigue	Charles
BEN	PC	148	22630	16-Dec-87	Rodrigue	Charles
BEN	PC	149	22631	16-Dec-87	Rodrigue	Charles
BEN	PC	150	22632	16-Dec-87	Rodrigue	Charles
BEN	PC	151	22633	16-Dec-87	Rodrigue	Charles
BEN	PC	152	22634	16-Dec-87	Rodrigue	Charles
BEN	PC	153	22635	16-Dec-87	Rodrigue	Charles
BEN	PC	154	22636	16-Dec-87	Rodrigue	Charles
BEN	PC	155	22637	16-Dec-87	Rodrigue	Charles
BEN	PC	156	22638	16-Dec-87	Rodrigue	Charles

Agency: UNITED NATIONS DEVELOPMENT PROGRAMME

BEN	UNDP	89	22268	03-Dec-87	Dominique	Mathiot
BEN	UNDP	90	22269	03-Dec-87	Dominique	Mathiot
BEN	UNDP	91	22270	03-Dec-87	Dominique	Mathiot
BEN	UNDP	92	22271	03-Dec-87	Dominique	Mathiot
BEN	UNDP	93	22272	03-Dec-87	Dominique	Mathiot
BEN	UNDP	94	22273	03-Dec-87	Dominique	Mathiot
BEN	UNDP	95	22274	03-Dec-87	Dominique	Mathiot
BEN	UNDP	96	22275	03-Dec-87	Dominique	Mathiot
BEN	UNDP	97	22276	03-Dec-87	Dominique	Mathiot
BEN	UNDP	98	22277	03-Dec-87	Dominique	Mathiot
BEN	UNDP	99	22278	03-Dec-87	Dominique	Mathiot
BEN	UNDP	100	22279	03-Dec-87	Dominique	Mathiot
BEN	UNDP	101	22280	03-Dec-87	Dominique	Mathiot
BEN	UNDP	102	22281	03-Dec-87	Dominique	Mathiot
BEN	UNDP	103	22282	03-Dec-87	Dominique	Mathiot
BEN	UNDP	104	22283	03-Dec-87	Dominique	Mathiot
BEN	UNDP	105	22284	03-Dec-87	Dominique	Mathiot
BEN	UNDP	106	22285	03-Dec-87	Dominique	Mathiot
BEN	UNDP	107	22286	03-Dec-87	Dominique	Mathiot

TITLE: REPORT G: LIST OF BUSINESS ENTERPRISES STARTED, BY REGION AND COUNTRY  
 PERIOD: DECEMBER 1987  
 SOURCE: BUSINESS PLANS FROM ENTREPRENEURS, APPROVED BY COORDINATORS  
 AND FUNDED WITH AN INITIAL US\$50 TUP GRANT PAYMENT

Project Number	Date Received	Check	Product	Name of Business
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## AFRICA

## BENIN

BEN	PC	BRO	2	12/23/87	21709	PEANUT OIL	EGBENAGA
BEN	PC		145	12/03/87	22627	RICE, MILK, SOYBEANS	ASSOC CERELALIERE URBAIN
BEN	PC		146	12/03/87	22628	VEGETABLES	GROUPEMENT MARAICHER
BEN	PC		147	12/03/87	22629	VEGETABLES	UNION DES HORICULTEURS
BEN	PC		148	12/03/87	22630	FRUIT TREES	UNIONS DES PROD. D'ARBRES
BEN	PC		149	12/03/87	22631	VEGETABLES	UNION AGRICULTEURS
BEN	PC		150	12/03/87	22632	SUGAR CANE	GROUP DES JEUNES AGRIC.
BEN	PC		151	12/03/87	22633	ORANGE & BANANA TREES	COOPERATIVE DE SEMENCE
BEN	PC		152	12/03/87	22634	GOMBO & TURBERCULES	GROUP A VOCATION AGRIC.
BEN	PC		153	12/03/87	22635	BEANS & MAIZE	ASSOC DES JEUNES
BEN	PC		154	12/03/87	22636	VEGETABLES	CENTRE MARAICHER DU MONO
BEN	PC		155	12/03/87	22637	SOAP	CLUB OF FASHION
BEN	PC		156	12/03/87	22638	CHICKENS FOR MEAT & EGGS	SOLIDARITY GROUP OF SOBAK

## GHANA

CHA	NWTC		1	12/07/87	7707	BREAD, PIES, PASTRIES	N.W.T.C.
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## KENYA

KEN	MIN		49	12/29/87	20737	CABBAGES	CRIS TRADERS
KEN	KAG		35	12/12/87	20928	MASAI BEADS	MOLTOBERA GROUP
KEN	KAG		36	12/12/87	20929	CHARCOAL	TANYA GROUP
KEN	KAG		37	12/12/87	20930	CHARCOAL	MHIHOKO GROUP
KEN	KAG		38	12/12/87	20931	VEGETABLES	MARKET GROUP
KEN	KAG		39	12/12/87	20932	CHARCOAL	BAHOTI GROUP
KEN	KAG		40	12/12/87	20933	SHOES	SHOES GROUP
KEN	KAG		41	12/12/87	20934	EGGS	JNA KALE GROUP
KEN	KAG		42	12/12/87	20935	POTATOES & VEGETABLES	MUSIRI GROUP
KEN	KAG		43	12/12/87	20936	MASAI BEADS	NELENGERA GROUP
KEN	KAG		44	12/12/87	20937	CLOTH & SWETA	SWETA GROUP
KEN	KAG		45	12/12/87	20938	MASAI BEADS	MALIDADI GROUP
KEN	KAG		46	12/12/87	20939	CHARCOAL	WITEITHE GROUP
KEN	KAG		47	12/12/87	20940	CHARCOAL	WEGA GROUP
KEN	KAG		48	12/12/87	20941	POTATOES & VEGETABLES	FAMILY GROUP
KEN	KAG		49	12/12/87	20942	PARAFIN	GWIKA GROUP
KEN	KAG		50	12/12/87	20943	SHOES	SOKONI GROUP
KEN	KAG		51	12/12/87	20944	VEGETABLES	GREEN GROUP
KEN	KAG		52	12/12/87	20945	STOOLS & TABLES	SAWA GROUP
KEN	KAG		53	12/12/87	20946	STOOLS & TABLES	TOP-GROUP
KEN	KAG		54	12/12/87	20947	CLOTHS	HILL GROUP
KEN	WNDG		11	12/28/87	21558	CABBAGES	THE WANJIEU FAMILY
KEN	WNDG		15	12/28/87	21562	TAILORED CLOTHES	DGADA WELFARE
KEN	MIN		52	12/29/87	21901	SWEATERS	ANNE DRAPERS
KEN	MIN		53	12/29/87	21902	BEANS	MURIHIAS
KEN	MIN		54	12/29/87	21903	BROILERS	KAMAU'S TRADERS
KEN	MIN		55	12/29/87	21904	BRASSIERS	
KEN	MIN		56	12/29/87	21905	LADIES PETTICOATS	NITA COMPANY
KEN	MIN		57	12/29/87	21906	HENS	MBARIAS CO

TITLE: REPORT G: LIST OF BUSINESS ENTERPRISES STARTED, BY REGION AND COUNTRY  
 PERIOD: DECEMBER 1987  
 SOURCE: BUSINESS PLANS FROM ENTREPRENEURS, APPROVED BY COORDINATORS  
 AND FUNDED WITH AN INITIAL US\$50 TUP GRANT PAYMENT

Project Number	Date Received	Check	Product	Name of Business
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## AFRICA

## KENYA

KEN	MIN	58	12/29/87	21907	CABBAGES	JANE'S CO	
KEN	MIN	59	12/29/87	21908	WOOD CRAFTS	KARANI CRAFT	
KEN	MIN	60	12/29/87	21909	TEA LEAVES	WAKARO'S KIOSK	
KEN	MIN	61	12/29/87	21910	ONIONS	MBUTHIS GROUP	
KEN	MIN	62	12/29/87	21911	COFFEE	WANJIRU GROUP	
KEN	MIN	63	12/29/87	21912	CABBAGES	MBOGA GROUP	
KEN	MIN	64	12/29/87	21913	MUTTON	MAMA VIRGINIA BUTCHERY	
KEN	MIN	65	12/29/87	21914	PERFUMES	IRONA GROUP	
KEN	MIN	66	12/29/87	21915	BROILERS	ELIZABETH'S GROUP	
KEN	MIN	67	12/29/87	21916	RABBITS	KABUCHA RABBITS GROWERS	
KEN	MIN	68	12/29/87	21917	MAIZE	KWARAHUKA	
KEN	MIN	69	12/29/87	21918	BEANS	MAKENA	
KEN	IKWG	4	12/30/87	21968	ARTS & CRAFTS	CHORA GROUP	
KEN	IKWG	5	12/30/87	21969	KNIT WEARS	FULANA GROUP	
KEN	IKWG	6	12/30/87	21970	EGGS & POULTRY	KUKU GROUP	
KEN	MUN	17	12/07/87	22613	CHICKEN	KAHUITIA FAMILY	
KEN	KAG	55	12/23/87	22813	SHOES	KWETU GROUP	
KEN	KAG	56	12/23/87	22814	STOOLS & TABLES	MBAO GROUP	
KEN	KAG	57	12/23/87	22815	CAKES	MATHARE GROUP	
KEN	KAG	58	12/23/87	22816	VEGETABLES	GREEN; GROUP	
KEN	KAG	59	12/23/87	22817	CLOTH	SISTERS GROUP	
KEN	KAG	60	12/23/87	22818	CLOTH	KIRIMA GROUP	
KEN	KAG	61	12/23/87	22819	CLOTH	HICA GROUP	
KEN	KAG	62	12/23/87	22820	VEGETABLES	WERU GROUP	
KEN	KAG	63	12/23/87	22821	MASAI BEADS	KWETU GROUP	
KEN	KAG	64	12/23/87	22822	MASAI BEADS	GEA GROUP	
KEN	KAG	65	12/23/87	22823	SHOES	GERIA GROUP	
KEN	KAG	66	12/23/87	22824	POTATOES		
KEN	KAG	67	12/23/87	22825	VEGETALES	KWETU GROUP	
KEN	KAG	68	12/23/87	22826	CLOTH	RUMINE GROUP	
KEN	KAG	69	12/23/87	22827	COLTH	NYAGUTIH GROUP	
KEN	PC	WOZ	4	12/23/87	22867	KNITTED & SEWN GOODS	SESONYI YOUTH GROUP

## SIERRA LEONE

SIE	CAP	16	12/03/87	22621	COTTON	WOAMA CRAFT & COTTON IND
SIE	UNDP	45	12/12/87	22622	SOAP FOR LAUNDRY	FUMI ENTERPRISES
SIE	UNDP	46	12/04/87	22623	SOAP	AFRICAN METHODIST CHURCH
SIE	UNDP	47	12/04/87	22624	DOUGHNUT MAKING	FOOD ENTERPRISES
SIE	UNDP	50	12/28/87	22859	PALM OIL	PENNY PENNY ENTERPRISE

## TANZANIA

TAN	CM	KOH	4	12/21/87	22772	DRESS MAKING	NSHUP TAILORING PROJECT
TAN	CM	KOH	5	12/21/87	22773	COLD DRINKS	MADONNA COLD DRINK KIOSK

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## ASIA

## BANGLADESH

BAN	UNDP	VMAT	234	12/19/87	5713	RICE	BEKAR JOBAK SAMITY
BAN	UNDP	VMAT	5	12/19/87	5714	VEGETABLES	BEKAR JOBAK SOMITY
BAN	UNDP	VMAT	6	12/19/87	5715	POULTRY	BAJCHAIL MOHILA SOMITY

## MALAYSIA

MAL	UNDP	VMOH	1	12/21/87	22833	CEMENT BRICKS	REMAJA TEGUH BATU BLOCK
MAL	UNDP	VMOH	2	12/21/87	22834	BANANA CHIPS	SRIMURNI
MAL	UNDP	VMOH	3	12/21/87	22835	SOYABEAN KICAP	WANITA
MAL	UNDP	VMOH	4	12/21/87	22836	GROUND NUT	TANJONG KERAMAT

## PHILIPPINES

PHI	TEO		2	12/15/87	8249	BROILERS	JAMAR
PHI	TEO		1	12/15/87	8475	MILK POWDER CANDY	BEMOR'S POBORON SUPPLY
PHI	DAG	ALL	1	12/01/87	8745	PIGLETS	
PHI	PC	BAN	3	12/26/87	8952	WALL DECORS	MOTHER'S HOUSEHOLD HANDIC
PHI	PC		29	12/26/87	8953	VARIETY STORE	PUROK AGUILA
PHI	PC		30	12/26/87	8954	MATS	MAGONG MAT MAKERS
PHI	PC		31	12/26/87	8955	BAKED GOODS	CARIENDERIA STORE
PHI	PC		32	12/26/87	8956	DUSTERS FROM FLOUR SACKS	JACHAR GROUP
PHI	PC		33	12/26/87	8957	FISH	THE FISHERMEN OF TABURAN
PHI	PC		34	12/26/87	8958	FOOD SNACKS	THE MERIENDA GROUP
PHI	SB		6	12/15/87	20988	SNACK FOODS	ELSA'S SNACKS
PHI	SB		7	12/15/87	20989	SNACKS	MARITESS MINI CANTEEN
PHI	JVB		13	12/23/87	21002	BANANA FRITTERS	BADUYA DA KANTO
PHI	JVB		14	12/23/87	21003	SUGARCANE MOLASSES	DELFINA DELICIOUS PANOCHA
PHI	JVB		15	12/23/87	21004	SWAMP CABBAGE	GAPPY GROUP
PHI	JVB		16	12/23/87	21005	FISHPOND -- TILAPIA	POLLY'S FISH GROUP
PHI	DMM		29	12/03/87	21234	MANGO & PEANUTS	TRICKLE UP FARM
PHI	DMM		30	12/03/87	21235	PIGGERY PRODUCTS	JIM'S PIGGERY
PHI	BBDF		1	12/09/87	21238	CASSAVA CAKE & DOUGHNUTS	NAGKASANANO GROUP
PHI	BBDF		2	12/09/87	21239	FOOD PROCESSING	SEARIDE BANANA FOODS
PHI	BBDF		3	12/09/87	21240	FOODSTUFF	DALUS ROLLING CARENDERIA
PHI	BBDF		4	12/09/87	21241	HOGIA MAKING	PAMANA
PHI	BBDF		5	12/09/87	21242	FRESH FISH (BUY & SELL)	FRESH FISH VENDORS
PHI	SER		7	12/24/87	21814	CLOTHING-CHILDREN & WOMEN	3 M'S FASHION
PHI	SER		8	12/24/87	21815	SCHOOL & TRAVEL BAGS	ETCETERA
PHI	SER		9	12/24/87	21816	COOKED FOODS	INDAY'S EATERY
PHI	SER		10	12/24/87	21817	PIGS	SHEILA KATHY MEAT PRODUCT
PHI	BBDF		6	12/09/87	22535	SWEET BREAD	SAMPAQUETA BUSINESS
PHI	BBDF		7	12/09/87	22536	CHOCOLATE	MINALABAC HOME INDUSTRIES
PHI	PTA	COD	1	12/12/87	22655	VEGETABLES	NAGACADAN P-T-A
PHI	DAG	ALL	2	12/15/87	22874	GIANT SQUID	SHOOTING STARS
PHI	BES		2	12/29/87	22936	BROILERS	PULLAGAN BROILER RAISERS
PHI	BES		3	12/29/87	22937	VEGETABLES -- BEANS	LABANON GARDENERS ASS.
PHI	RMTC		22	12/16/87	22944	TURKEYS	THE TURKEY RAISERS CLUB
PHI	RMTC		24	12/16/87	22946	GOATS	THE GOAT RAISERS GROUP

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## CARIBBEAN

## DOMINICAN REPUBLIC

DOR	PC	REI	43	12/21/87	20835	RED BEANS	JIMEMEZ FAMILY ENTERPRIS!
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## CENTRAL AMERICA

## GUATEMALA

GUAT	PC		364	12/09/87	9919	PIGS	GRUPO CRIANZA DE MARANOS
GUAT	PC		365	12/09/87	9920	CHICKEN	GRUPO CRIANZA DE POLLOS
GUAT	PC		366	12/09/87	9921	CHICKEN	EL CARRIZAL PROJECT #1
GUAT	PC		367	12/09/87	9922	POTATOES	SANTA ROSA
GUAT	PC		368	12/09/87	9923	POTATOES	

## EUROPE

## PORTUGAL

PORT	ICA		24	12/04/87	21599	BEES FOR HONEY	ABELHAS DO ROSSAO
PORT	ICA		25	12/04/87	21600	BEES FOR HONEY	AMIGOS DAS ARELHAJ
PORT	ICA		26	12/04/87	21601	BEES FOR HONEY	FRONTEMURO
PORT	ICA		27	12/04/87	21602	BEES FOR HONEY	LUSITANOS
PORT	ICA		28	12/04/87	21603	BEES FOR HONEY	ABIMEL
PORT	ICA		29	12/04/87	21604	BEES FOR HONEY	APIMONTEMURO
PORT	ICA		30	12/04/87	21605	BEES FOR HONEY	ABELHAS DOS MONTEMUA
PORT	ICA		31	12/04/87	21606	BEES FOR HONEY	APICULTURES DO MONTEMUO
PORT	ICA		32	12/04/87	21607	BEES FOR HONEY	ROMEL
PORT	ICA		33	12/04/87	21608	BEES FOR HONEY	MELDO ROSSAO
PORT	ICA		34	12/04/87	22653	BEES FOR HONEY	MEL EARELHAS
PORT	ICA		36	12/23/87	22909	BEES (HONEY)	ONEL DE MONTE MEIRO BEIR:
PORT	ICA		37	12/23/87	22910	BEES (HONEY)	IFEL E AELHAS
PORT	ICA		38	12/23/87	22911	BEES (HONEY)	AELHAS EN CONJUNTO
PORT	ICA		39	12/23/87	22912	BEES (HONEY)	FLOR E MEL
PORT	ICA		40	12/23/87	22913	BEES (HONEY)	GRUPO DE COLMEIDO
PORT	ICA		41	12/23/87	22914	BEES (HONEY)	GRUPO DA EIROLUCAO
PORT	ICA		42	12/23/87	22915	BEES (HONEY)	AMIGOS DAS ABELLIAS
PORT	ICA		43	12/23/87	22916	BEES (HONEY)	OMEL DI BILORNE
PORT	ICA		44	12/23/87	22917	BEES (HONEY)	OFBELHAS DO MONTE
PORT	ICA		45	12/23/87	22918	BEES (HONEY)	ASSOC DE APIEUPONTES
PORT	ICA		46	12/23/87	22919	BEES (HONEY)	NEL DOS CONTRICOS
PORT	ICA		47	12/23/87	22920	BEES (HONEY)	DA JOVETETUDO
PORT	ICA		48	12/23/87	22921	BEES (HONEY)	
PORT	ICA		49	12/23/87	22922	BEES (HONEY)	
PORT	ICA		50	12/23/87	22923	BEES (HONEY)	MEL DE AQUEIRO
PORT	ICA		51	12/23/87	22924	BEES (HONEY)	
PORT	ICA		52	12/23/87	22925	BEES (HONEY)	
PORT	ICA		53	12/23/87	22926	BEES (HONEY)	
PORT	ICA		54	12/23/87	22927	BEES (HONEY)	
PORT	ICA		55	12/23/87	22928	BEES (HONEY)	DOCEMEL
PORT	ICA		56	12/23/87	22929	BEES (HONEY)	CELERAS E MEL

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## EUROPE

## PORTUGAL

PORT ICA	57	12/23/87	22930	BEES (HONEY)	MEL DA SENA
PORT ICA	5	12/23/87	22931	BEES (HONEY)	MEL MENTEMURA
PORT ICA	59	12/23/87	22932	BEES (HONEY)	MEL GIBUERTES
PORT ICA	60	12/23/87	22933	BEES (HONEY)	MEL DA GERLHEIRA
PORT ICA	61	12/23/87	22934	BEES (HONEY)	MEL ZIRGE

## SOUTH AMERICA

## COLOMBIA

COL ENRI	6	12/07/87	21121	IMPRESSION OVER CLOTH	TRIBILIN
COL ENRI	7	12/07/87	21122	ICE CREAM	CHUPITOS
COL ENRI	8	12/07/87	21123	PIGMENT TO CLOWNS	LITTLE VISAGES OF CLOWN
COL ENRI	9	12/07/87	21124	FOOD	PONITOS
COL ENRI	10	12/07/87	21125	CHOCOLATINAS	CHOCOLATINAS
COL ENRI	20	12/07/87	22718	SALT PEANUT	LOS MANISEROS
COL ENRI	11	12/07/87	22719	TEXTILE DOLLYS	DOLLYS
COL ENRI	12	12/07/87	22720	TRANSFER PRINTS	CALCOMANIAS
COL ENRI	13	12/07/87	22721	POSTERS & HANDBILL	THE ANNOUNCE
COL ENRI	14	12/07/87	22722	ORNAMENTS & NATIVITIES	THE PLAYFUL
COL ENRI	15	12/07/87	22723	STUDENTS SATCHELS	THE CLOWN INDUSTRIES
COL ENRI	16	12/07/87	22724	WOMEN CLOTHES	CREACIONES HELENA
COL ENRI	17	12/07/87	22725	BROOMS	LA BRUJA FELIZ
COL ENRI	18	12/07/87	22726	DOLL OF WOOD	PINOCHIO
COL ENRI	19	12/07/87	22727	EDUCAATIONAL GAMES	IDEITAS
COL ENRI	21	12/07/87	22729	PANELA'S CANDY	SWEET KISS
COL ENRI	22	12/07/87	22730	CHILDREN'S FASHIONS	BABY
COL ENRI	23	12/07/87	22731	DOLLS	SWEET DOLLS
COL ENRI	24	12/07/87	22732	JEWELRY	EL ARETE
COL ENRI	25	12/07/87	22733	CHOCOLATE	CANDY
COL COD	141	12/12/87	22734	TORTILLAS MEJICANAS	TORTILLEROS
COL COD	142	12/12/87	22735	FEMENINE CONFECTIONS	
COL COD	143	12/12/87	22736	BREAD	LOS CONSTANTES
COL COD	144	12/28/87	22737	REFRESHMENTS	HELADERIA LA FRESCURA
COL COD	145	12/28/87	22738	CHRISTMAS CARDS	SJEMPRE UNIDAS
COL COD	146	12/28/87	22739	CLOTHES	LAS COLABORADORAS
COL COD	147	12/28/87	22740	SWEETS	DULCES LA FORTUNA
COL COD	148	12/28/87	22741	PANTS	LAS ANIMOSAS
COL COD	149	12/28/87	22742	HARNESSES	LOS RETRANQUEROS
COL COD	150	12/28/87	22743	CLOTHES	COMINANTES AL PROGRESSO

## PARAGUAY

PAR FLC GRE	2	12/14/87	20657	RUGS	PUNTIPOLOS
PAR FLC GRE	3	12/14/87	20658	FRUTILLA (FRUIT)	NEMITY
PAR FLC GRE	4	12/14/87	20659	ARTICLES FOR GIFTS	AMANEGER
PAR FLC GRE	5	12/14/87	20660	CERAMICA	TAKYPE APOJHA



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## AFRICA

## BENIN

UNDP	14	24-Nov-87	7839	VEGETABLES	ENAGNON DE TCHABLA	1386
UNDP	53	24-Nov-87	7888	CLOTHING	CTR. POUR HANDICAPES	1214
PC CHA	1	3-Dec-87	7945	HANDKERCHIEFS	LES 3 M	1100
PC CHA	20	3-Dec-87	7988	ROOSTERS	OPERATION COQ	1000
PC CHA	21	3-Dec-87	7989	RABBITS	LES LAPERALX POUR TOUS	1000
PC CHA	22	3-Dec-87	7990	VEGETABLES	LES EPIERS	1050
PC CHA	23	3-Dec-87	7991	RABBITS	CLUB LAPIN BLANC	1000
PC CHA	24	3-Dec-87	7992	EGGS	LES OEUFS D'OR	1000
PC CHA	30	3-Dec-87	7998	CHICKS	LES POUSSINS CHAIRS	1400
PC CHA	31	3-Dec-87	7999	BASKETS	LES JOLLI PANIERS	1000
PC CHA	39	3-Dec-87	8032	VEGETABLES	JARDIN PORTAGER	1100
PC CHA	40	3-Dec-87	8033	BEANS	AZOTE	1100
PC CHA	41	3-Dec-87	8034	TOMATOES, PEANUTS, MANIOC	TERME PIHOTE	1200
PC CHA	42	3-Dec-87	8035	FRENCH BEANS	COOP DE CULTURE	1000
PC CHA	44	3-Dec-87	8037	FOWL	CLUB D'ELEVASE	1000
PC CHA	46	3-Dec-87	8039	COLA NUTS	COOPERATIVE DE CULTURE	1200

## CHAD

NAS	1	30-Nov-87	8706	DONUTS & CAKES	M.O.N. BEIGNET	1872
NAS	2	30-Nov-87	8707	SALT & NATRON	"JESS"	1524

## KENYA

PC KAR	12	15-Dec-87	6928	MILK	DAMBI DAIRY GROUP	2600
PC KAR	13	15-Dec-87	6929	MILK	ST. LUKES DAIRY FARMERS	1300
PC KAR	14	15-Dec-87	6930	MILK	MAZIWA GROUP	2600
PC KAR	15	15-Dec-87	7095	TEA, CAKES, ETC.	SAIDIA WATOTO HOTEL	1300
PC KAR	16	15-Dec-87	7096	MILK	MWAKSIRO DAIRY	2600
PC KAR	17	15-Dec-87	7097	DRY GOODS	PARANGA STORE	767
PC KAR	18	15-Dec-87	7098	MILK	KIZHAMBIA DAIRY	2600
PC KAR	19	15-Dec-87	7099	HOUSE RENTAL	MEANGI DUKA	1300
NCHC	2	20-Nov-87	7526	BANANAS	MATUNI	2340
NCHC	5	20-Nov-87	8496	POTATOES	PROGRESSIVE FIVE	1470
NCHC	6	20-Nov-87	8497	TOMATOES	ENOSUPUKIA 5	1950
KIM	2	12-Nov-87	9306	PORRIDGE	MABATI WOMEN GROUP	1010
KIM	3	12-Nov-87	9307	VEGETABLES	KAIMBA VEGETABLE WHOLESAL	1020
MUN	1	30-Nov-87	9992	FOODS	FEED THE FAMILY	1500
MUN	2	30-Nov-87	9993	RABBITS	RABBITS	1840
MUN	3	12-Nov-87	9994	LITERATURE/BOOKS	LITURATURE GROUP	1800
VSO BUS	1	30-Nov-87	9995	CHAIRS	MAVIPO WORKGROUP	1248
WOR KIE	1	16-Dec-87	20001	PEANUT BUTTER	MAMA MAINA PEANUT BUTTER	1620
WOR KIE	2	21-Dec-87	20002	LIVESTOCK	NAMAKHABWA LIVESTOCK ENT	1060
KAG	15	23-Dec-87	20109	MASAI HEADS	GOGO GROUP	1040
KAG	16	23-Dec-87	20110	EGGS	GERIA GROUP	1040

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## AFRICA

## KENYA

KAG	17	23-Dec-87	20111	EGGS	RUMWE GROUP	1040
KAG	18	23-Dec-87	20112	MASAI BEADS	NINI GROUP	1040
KAG	19	23-Dec-87	20113	FRUITS & VEGETABLES	THAYU GROUP	1040
KAG	20	23-Dec-87	20114	VEGETABLES	TETITHIA GROUP	1040
KAG	21	23-Dec-87	20115	POTATOES	MALEWA GROUP	1040
KAG	22	23-Dec-87	20116	PARAFIN	MWIRIERI GOUP	1040
KAG	23	23-Dec-87	20117	CHARCOAL	KIAMBI GROUP	1040
KAG	24	23-Dec-87	20118	MEAT	MORAN GROUP	1040

## MALI

MAR	13	20-Nov-87	8418	MILK	NYETAGA	1040
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## RWANDA

CARE	10	16-Nov-87	9647	LEATHER GOODS	COPIKA	2080
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## TANZANIA

PEN	16	21-Dec-87	7912	WOOD & TIMBER	MKIMKIZI	1560
PEN	17	21-Dec-87	7913	SIGNS	IGOSI GROUP	1560
PEN	18	21-Dec-87	7914	LINEN	MAROGORO GROUP	1560
PEN	19	21-Dec-87	7915	JUICES	MPECH GROUP	1570
PEN	20	21-Dec-87	7916	CHARCOAL	LUFUMBU GROUP	1560
PEN	21	21-Dec-87	7917	SHOES & REPAIRING	TUSONGE MBELE	1600
PEN	22	21-Dec-87	7918	BRICKS	ALBERT S MOTOMOTO GROUP	1560
PEN	23	21-Dec-87	7919	FISH	MADUNDA	1600
PEN	24	21-Dec-87	7920	WOMEN'S WEAR	MAVALIA	1560
PEN	25	21-Dec-87	7921	CLAY POTS	KIHANGANA	1600
PEN	26	21-Dec-87	7922	AGRICULTURE	SOLOKO	1600
PEN	27	21-Dec-87	7923	TOMATOES & FRUIT	LUMULI GROUP	1600
PEN	28	21-Dec-87	7924	JUICE	LJULANGI	1650
PEN	29	21-Dec-87	8000	BREADS	MAHAWJE	1600
PEN	30	21-Dec-87	8001	BRICKS	RUGIMBALE	1650
PEN	31	21-Dec-87	8002	TIMBER	LUMBAKE	1650
PEN	32	21-Dec-87	8003	DRY CLEANER	MBWILA	1620

## UGANDA

UCS	BIT	3	30-Nov-87	7629	KABARAGARA	KABARAGARA PRODUCERS	2050
UCS	BIT	4	30-Nov-87	7630	BREAD	BIMUWA SEMIYA PRODUCTS	2400

## ASIA

## BANGLADESH

UNDP	VMAT	1	19-Dec-87	5205	GOAT	KANSHADATTI MOHILA SAMITY	1800
UNDP	VMAT	2	19-Dec-87	5206	VEGETABLES	MORARCHAR BHOMIHLN SAMITY	1600

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## ASIA

## BANGLADESH

UNDP VMAT	3	19-Dec-87	5207	CHICKEN	PATHARA BHOIMIHIN MOHILA	2000
HDC	1	14-Dec-87	9675	DUCKLING	SONALI	2340
HDC	2	14-Dec-87	9676	BAG MAKING	AKASTI	2340
HDC	3	14-Dec-87	9677	CHICKENS	RUPALI	2510
HDC	4	14-Dec-87	9678	FISH	BELI	2145
HDC	5	14-Dec-87	9679	DRESS	SAPLA	2535
HDC	6	14-Dec-87	9680	SHOES	BACHI GROUP	2913

## INDIA

AUR	5	24-Nov-87	6464	FISH	YEERULOLI	2230
AUR	6	24-Nov-87	8639	RICE	SUNRISE	1365
AUR	7	24-Nov-87	8640	GROCERIES, VEGETABLES	MOONLIGHT	1132
AUR	8	24-Nov-87	8641	RICE, VEGETABLES	ROSE	1365
GEO	4	30-Nov-87	9983	BETTLENUTS	BETTLENUT CULTIVATOR	2800
GEO	5	30-Nov-87	9984	CLAY BRICKS	CLAY BRICKS GROUP	2618
GEO	6	30-Nov-87	9985	EGGS	POULTRY FOR EGGS	2760

## INDONESIA

YKS	4	30-Nov-87	8593	VEGETABLES	LEHAN DUNAN	1092
YKS	5	30-Nov-87	8594	VEGETABLES	DEDUN DODOR	1092
YKS	6	30-Nov-87	8595	VEGETABLES	DUNA NORA	1170
YKS	7	30-Nov-87	8596	VEGETABLES	TUNAS MUDA	1170
YKS	8	30-Nov-87	8597	VEGETABLES	SUTAN SOGOR	1170
LOK	8	11-Dec-87	8610	FISH	KEDANG KINEANA	1000
LOK	11	11-Dec-87	8613	HOUSEHOLD GOODS	GEMA	1000
LOK	12	11-Dec-87	8614	FERTILIZER	RUNAF	1200
LOK	13	11-Dec-87	8615	TIMBER	SATIA BHAKTI	1248
LOK	14	11-Dec-87	8616	TIMBER	TARUNA KARYA	1265

## PHILIPPINES

DMM	26	24-Dec-87	2018	PIGS		2400
RMTIC	2	15-Dec-87	6242	FOLDING CHAIR	ADAN'S FURNITURE	1950
PC PET	3	30-Nov-87	6774	PIG		1008
PC WIL	3	19-Dec-87	6901	RICE -- GROW, BUY & SELL	LILLY'S FARMER MART	3120
PC SHR	9	30-Nov-87	7577	PORK	JANE'S PIGGERY	1440
PC WOLF	6	16-Dec-87	7732	WEAVING	BUNGSOD SINAMAY WEAVERS	4550
BRB	12	26-Dec-87	8091	SMOKED FISH	TINAPA MAKERS	2497
PC MCM	1	19-Dec-87	8104	PEANUTS	PEANUT GROWERS #1	1060
PC MCM	2	19-Dec-87	8105	PEANUTS	PEANUT GROWERS #2	1200
PC MCM	3	19-Dec-87	8106	PEANUTS	PEANUT GROWERS #3	1100
ANP	1	5-Dec-87	8107	FOOD	NONENG'S MERRENDE	1208
ANP	2	5-Dec-87	8108	CLOTHING FOR BABIES	MERCEDES PRODUCTS	1380
ANP	3	5-Dec-87	8109	FOOD	LITA'S MENENDE	1020
ANP	4	5-Dec-87	8110	FOOD	BABY'S REPACKING	1800

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 PERIOD: DECEMBER 1987  
 SOURCE: BUSINESS REPORTS FROM ENTREPRENEURS, APPROVED BY COORDINATORS  
 AND FUNDED WITH A FINAL US\$50 TUP GRANT PAYMENT

Project Number	Date Received	Final Check Number	Product	Name of Business	Hours Reported (3 Months)
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## ASIA

## PHILIPPINES

NAC	PAN	11	30-Nov-87	8142	ICE CANDY	ICE CANDY MAKERS	1820
NAC	PAN	12	30-Nov-87	8143	BANANA CHIPS	BANANA CHIPS MAKERS	1820
NAC	PAN	13	30-Nov-87	8144	RICE RETAILING	RICE RETAILING	2600
NAC	PAN	14	30-Nov-87	8145	KATTAN BASKETS	RATTAN BASKET MAKERS	1820
NAC	PAN	15	30-Nov-87	8146	SCHOOL SUPPLIES	SCHOOL MATERIAL SUPPLIERS	2400
KOS		1	24-Nov-87	8181	DOUGHNUTS	JOSIE'S DOUGHNUTS	2250
JVB		5	23-Dec-87	8248	TOMATOES	JUN & CO.	1886
PC	SHR	15	30-Nov-87	8315	CHICKENS (DRESSED)	HELIO & EUSARES POULTRY	3276
MARA		1	30-Nov-87	8395	CHICKENS	CATHOLIC WOMEN'S LEAGUE	1154
MARA		3	30-Nov-87	8397	PINEAPPLE	APOSTOLADO	1165
MARA		5	30-Nov-87	8399	CHICKENS	DELTS GROUP	1264
PC	LAN	3	10-Nov-87	8452	VEGETABLES AND BANANAS	MYRNA'S VEGETABLES. . .	2000
KOS		2	24-Nov-87	8698	RICE	NELIA'S BAGASON	1400
KOS		3	24-Nov-87	8699	HOGS	SAMAHAN GRUPO NIMNITA	1250
KOS		4	24-Nov-87	8725	PIGLETS	NORMA'S PIGLETS	1370
KOS		5	24-Nov-87	8726	GROCERIES	BELEN SARI SARI STORE	1820
KOS		6	24-Nov-87	8727	COOKED FOODS	RICARDO PORTADES	1300
DMM		20	3-Dec-87	8750	BANANAS	JOEMAER BANANA CUE	2400
BFD	MEN	1	11-Dec-87	9311	FOOD	THE FOOD SELLERS	1920
BFD	MEN	3	11-Dec-87	9313	PILI CANDIES	HOME WORKERS	1440
MARA		6	30-Nov-87	9315	BROILER CHICKEN	R.S. POULTRY	1130
MARA		7	30-Nov-87	9316	BROILER CHICKEN	JOY'S POULTRY	1130
MARA		8	30-Nov-87	9317	BROILER CHICKEN	NATA CONG USHERS ASSM	1135
MARA		9	30-Nov-87	9318	BROILER CHICKEN	CORY'S POULTRY	1150
MARA		10	30-Nov-87	9319	BROILER CHICKEN	RONALD'S POULTRY	1120
ERB		15	26-Dec-87	9553	FRESH FISH, PEANUT BUTTER		584
ERB		16	26-Dec-87	9554	COOKIES, PIES	SALTED EGG MAKERS	1514
RMTC		12	15-Dec-87	9634	CHICKENS	SAYER'S GROUP	1450
SER		6	24-Dec-87	9738	CHICKENS	NILEX ENIRPRISES	1645
DAG	GUM	5	30-Nov-87	9829	LEAFMEAL	LEAFMEAL GATHERS	3432
DMM		21	3-Dec-87	20176	DUCKS	ED'S DUCK RAISING	7480
DMM		22	3-Dec-87	20177	DRESSES	NITZ DRESS SHOP	2400
DMM		23	3-Dec-87	20178	PIGS		2400
DMM		25	3-Dec-87	20180	PIGS	DREAMEN'S PIGGERY	2400
DMM		27	3-Dec-87	20182	PIGS	TUP HOG PROJECT	1440

## VANUATU

UNDP	VGJT	1	26-Dec-87	8762	LAUNDRY SOAP	NAMYAU WOMEN'S CLUB	4000
UNDP	VGJT	2	26-Dec-87	8763	BEANS & VEGETABLES	DAEL FARMERS ASSOC	3510
UNDP	VGJT	3	26-Dec-87	8764	BREAD	BAKERY PROJECT	1000

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## CARIBBEAN

## DOMINICAN REPUBLIC

PC	REI	32	12-Nov-87	8546	PIG	AMONT PROGRESSO	1009
PC	REI	37	3-Dec-87	20098	COFFEE	COPA DE ORO	1000

## CENTRAL AMERICA

## GUATEMALA

PC		237	9-Dec-87	9059	SHOULDER BAGS	LOS CLAVELITOS	2180
PC		238	9-Dec-87	9060	CLOTHING	EL CENTRO	1357
PC		240	9-Dec-87	9062	TAMALES AND BREAD	RAYOS DE LUZ	1006
PC		241	9-Dec-87	9063	TAMALES AND BREAD	ESPERANZAS DE SAER	1024
PC		242	9-Dec-87	9064	TAMALES AND BREAD	LUCERTOS DE AMENCER	1041
PC		243	9-Dec-87	9065	TAMALES AND BREAD	RAYOS DE LUZ	1009
PC		244	9-Dec-87	9066	TAMALES AND BREAD	LUCERO BRILLANTE	1009
PC		245	9-Dec-87	9067	TAMALES AND BREAD	LUCERO BRILLANTE	1035
PC		227	9-Dec-87	9118	VEGETABLES	CASERIO SAN MIGUEL	1008
PC		254	9-Dec-87	9154	BROILER CHICKENS	ROSIO DE PRIMAVERA	1004
PC		255	9-Dec-87	9155	BROILER CHICKENS	ROSIO DE PRIMAVERA	1009
PC		256	9-Dec-87	9156	BROILER CHICKENS	ROSIO DE PRIMAVERA	1011

## HONDURAS

PCH	UNDP	11	14-Dec-87	61	PIGS, APRONS, CHEESE, BEANS,	SENDERO DO LUZ	2482
PCH	EAS	2	14-Dec-87	69	CORN	THE TOWN COUNCIL	1000
PCH	EAS	3	14-Dec-87	70	RICE	UNION FEMENINA	1189
PCH	EAS	6	14-Dec-87	74	CHEMICALS FOR AGRICULTURE	UNIO EN DESARROLLO	1745
UNDP		67	9-Dec-87	6984	CHILLIES, TOMATOES	MARCHEMOS UNIDOS	4200

## NORTH AMERICA

## UNITED STATES

NFTE	NY	3	7-Nov-87	8407	VIDEO PRODUCTION	JUNE & DOM FOUNDATION	1200
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## SOUTH AMERICA

## COLOMBIA

COD		24	21-Dec-87	5150	VEGETABLES	IAS GUMIGUITAS	1120
COD		27	21-Dec-87	5474	PIGS	EL PROGRESO	1200
COD		28	21-Dec-87	5475	PIGS, VEGETABLES	PRODUCTORAS DE CURUBA	1100
COD		48	21-Dec-87	7124	CHICKENS, VEGETABLES	LA ESPERANZA	1300
COD		53	21-Dec-87	7129	POULTRY & PIGS		1700
COD		72	21-Dec-87	8233	STATIONARY	FAMILIA UNIDA	1500
COD		74	21-Dec-87	8235	COFFEE HOUSE	LAS SERS ALEARES CAMADRES	2700

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SOUTH AMERICA

COLOMBIA COD	137	21-Dec-87	21472	CLOTHING	LA MO DISTA	1560
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Filename: Decprs

TITLE: REPORT I: COUNTRIES PARTICIPATING IN THE TRICKLE UP PROGRAM  
 PERIOD: 1979 - 1987  
 SORTED BY: DATE OF FIRST GRANT

Country	Date	Country	Date
1 DOMINICA	09-May-79	48 ARGENTINA	03-Jun-83
2 BOLIVIA	02-Jul-79	49 GUATEMALA	23-Jun-83
3 SRI LANKA	25-May-80	50 SIERRA LEONE	01-Aug-83
4 ANTIGUA - BARBUDA	18-Oct-80	51 CHILE	01-Aug-83
5 ST. KITTS - NEVIS	21-Oct-80	52 ECUADOR	01-Aug-83
6 BARBADOS	01-Jan-81	53 EQUATORIAL GUINEA	27-Oct-83
7 BANGLADESH	27-Feb-81	54 HONDURAS	03-Dec-83
8 KENYA	24-Apr-81	55 CHAD	17-Dec-83
9 COSTA RICA	30-Jun-80	56 PARAGUAY	23-Dec-83
10 SENEGAL	28-Oct-81	57 IRELAND	11-Jan-84
11 PERU	04-Nov-81	58 FIJI	30-Jan-84
12 SOLOMON ISLANDS	04-Jan-82	59 BENIN	14-Mar-84
13 HAITI	01-Feb-82	60 NEPAL	02-Apr-84
14 BELIZE	26-Feb-82	61 BRAZIL	11-Apr-84
15 MONTSERRAT	21-Apr-82	62 EL SALVADOR	04-May-84
16 BOTSWANA	07-May-82	63 PAKISTAN	30-May-84
17 INDONESIA	07-May-82	64 SURINAME	19-Jul-84
18 MAURITIUS	04-Jun-82	65 ZAIRE	03-Oct-84
19 LEBANON	04-Jun-82	66 SOMALIA	13-Nov-84
20 COLOMBIA	04-Jun-82	67 ETHIOPIA	21-Nov-84
21 UGANDA	08-Jun-82	68 PAPUA NEW GUINEA	27-Nov-84
22 CAMEROON	25-Jun-82	69 MICRONESIA	26-Mar-85
23 SWAZILAND	15-Jul-82	70 BURUNDI	05-Apr-85
24 ZIMBABWE	19-Jul-82	71 GRENADA	07-May-85
25 GAMBIA	03-Aug-82	72 EGYPT	30-Jun-85
26 INDIA	04-Aug-82	73 BRITISH VIRGIN ISLANDS	07-Feb-86
27 GUADELOUPE	09-Aug-82	74 NIGERIA	20-Feb-86
28 PHILIPPINES	18-Aug-82	75 RWANDA	25-Apr-86
29 MALAYSIA	22-Sep-82	76 LESOTHO	09-May-86
30 GUYANA	19-Oct-82	77 BURKINA FASO	14-May-86
31 PANAMA	02-Nov-82	78 SUDAN	14-May-86
32 JAMAICA	10-Nov-82	79 SAO TOME	26-Jun-86
33 LIBERIA	22-Dec-82	80 MEXICO	30-Jun-86
34 GHANA	27-Dec-82	81 MALI	06-Aug-86
35 UNITED STATES	01-Jan-83	82 PORTUGAL	14-Aug-86
36 THAILAND	05-Jan-83	83 JORDAN	28-Aug-86
37 IVORY COAST	10-Feb-83	84 GABON	14-Dec-86
38 TURKS & CAICOS	19-Feb-83	85 TUNISIA	25-Mar-87
39 TOGO	14-Mar-83	86 TURKEY	01-May-87
40 ST. LUCIA	14-Mar-83	87 VANUATU	07-May-87
41 DOMINICAN REPUBLIC	21-Mar-83	88 CENTRAL AFRICAN REP.	12-May-87
42 BURMA	30-Mar-83	89 KIRIBATI	13-May-87
43 ST. VINCENT	30-Mar-83	90 MOROCCO	19-Jun-87
44 TANZANIA	07-Apr-83	91 MALAWI	08-Jul-87
45 NICARAGUA	18-Apr-83	92 MOZAMBIQUE	13-Oct-87
46 ZAMBIA	15-May-83	93 MARSHALL ISLANDS	24-Dec-87
47 ANGUILLA	03-Jun-83		

TITLE: REPORT J: SELF HELP PERCENT  
 PERIOD: JULY 1, 1987 - DECEMBER 30, 1987  
 SOURCE: BUSINESS REPORTS SUBMITTED BY ENTREPRENEURS  
 SORTED BY: SELF HELP PERCENT (HIGHEST TO LOWEST)

NOTE: The Self-Help Percent equals the value of hours worked in the first three months divided by the value of hours worked plus the amount of the TUP grant, US\$100.

Country	No. of Reports Received	Average Hours per Business	Average Value of Hours	Average Value of Group Investment	Self-Help %
UNITED STATES	5	1,150	\$4.90	\$5,635.00	98%
UGANDA	29	2,634	\$1.25	\$3,290.53	97%
VANUATU	3	2,837	\$0.72	\$2,039.43	95%
ZAMBIA	6	3,192	\$0.50	\$1,595.83	94%
PORTUGAL	7	1,579	\$1.00	\$1,579.43	94%
HONDURAS	18	1,427	\$1.10	\$1,565.87	94%
CAMEROON	1	4,300	\$0.35	\$1,508.77	94%
GHANA	2	2,313	\$0.55	\$1,279.10	93%
CENTRAL AFRICA REPUBLIC	1	7,735	\$0.20	\$1,347.00	93%
LESOTHO	3	1,512	\$0.74	\$1,120.32	92%
BOLIVIA	9	1,472	\$0.68	\$1,005.53	91%
COSTA RICA	5	1,851	\$0.53	\$973.65	91%
RWANDA	4	3,158	\$0.29	\$925.69	90%
JAMAICA	8	1,249	\$0.70	\$875.72	90%
KENYA	199	2,263	\$0.35	\$787.21	89%
SENEGAL	2	1,820	\$0.36	\$650.00	87%
ECUADOR	10	1,681	\$0.39	\$649.05	87%
ARGENTINA	3	1,343	\$0.48	\$642.88	87%
GUATEMALA	62	1,700	\$0.32	\$548.37	85%
COLOMBIA	55	1,427	\$0.32	\$462.35	82%
INDIA	16	1,844	\$0.21	\$394.05	80%
DOMINICAN REPUBLIC	13	1,104	\$0.35	\$381.14	79%
PHILIPPINES	187	1,685	\$0.21	\$351.38	78%
MEXICO	4	1,258	\$0.25	\$318.23	76%
MALI	2	952	\$0.33	\$317.33	76%
NEPAL	5	1,132	\$0.26	\$298.84	75%
SIERRA LEONE	23	2,124	\$0.13	\$284.86	74%
PARAGUAY	1	1,964	\$0.14	\$274.96	73%
TANZANIA	17	1,594	\$0.15	\$245.25	71%
BANGLADESH	12	2,212	\$0.11	\$239.12	71%
BENIN	36	1,448	\$0.15	\$222.08	69%
INDONESIA	20	1,626	\$0.13	\$219.29	69%
SRI LANKA	9	731	\$0.25	\$181.00	64%
CHAD	2	1,698	\$0.08	\$141.50	59%
Averages:		2,000	\$0.54	\$951.49	83%

Total Reports Received: 779  
 Countries Reporting: 33



TITLE: REPORT K1: THE NUMBER OF ORGANIZATION OFFICES WORKING WITH TUP BY COUNTRY, BY REGION, AND WORLDWIDE. THE TOTAL NUMBER OF ORGANIZATIONS IS SMALLER, BECAUSE SOME ORGANIZATIONS WORK IN A NUMBER OF COUNTRIES.

PERIOD: MAY 1979 - DECEMBER 1987

ORG CODE: G = GOVERNMENTAL  
I = INTER-GOVERNMENTAL  
N = NON-GOVERNMENTAL

SOURCE: TUP COORDINATORS

ILV CODE: INT = INTERNATIONAL  
L = LOCAL  
V = VOLUNTEER

FILENAME: AT\C:\L\DB:ORGLIST

	ORGAN- IZATION CODE	ILV CODE
***** 488 GLOBAL TOTAL *****		
***** 214 AFRICA *****		
=====		
3 BENIN		
PEACE CORPS	G	INT/V
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
UNITED NATIONS VOLUNTEERS	I	INT/V
-----		
4 BOTSWANA		
DITSHEKO	N	L
REIMER	N	L/V
NORWEGIAN VOLUNTEER CORPS	G	INT/V
PEACE CORPS	G	INT/V
-----		
1 BURKINA FASO		
SAVE THE CHILDREN FEDERATION	N	INT
-----		
7 CAMEROON		
ACTION AGRICOLES FEMININES	N	L
AJAGA NJI	N	L
EDWIN	N	L
MINISTRY OF AGRICULTURE	G	L
MOTO-POH ABEK	N	L
PEACE CORPS	G	INT/V
SAVE THE CHILDREN FEDERATION	N	INT
-----		
1 CENTRAL AFRICA REPUBLIC		
PEACE CORPS	G	INT/V
-----		
3 CHAD		
BLACK ROSES OF SARH	N	L
UNICEF	I	INT
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
-----		
1 EGYPT		
INSTITUTE FOR CULTURAL AFFAIRS	N	INT
-----		
1 EQUATORIAL GUINEA		
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
-----		
2 ETHIOPIA		
MEKONNEN	N	L
RUAI CHRISTIAN CENTER	N	L
-----		
1 GABON		
PEACE CORPS	G	INT/V
-----		
2 GAMBIA		
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
WOMEN'S BUREAU	G	L
-----		
6 GHANA		
MIRIAM ARKAAH	N	L
EBENEZER SECONDARY SCHOOL	G	L
EVANGELICAL PRESBYTERIAN CHURCH	N	L
FOOD AND AGRICULTURAL ORGANIZATION	I	INT
KPONG IRRIGATION COLLEGE	G	L
NATIONAL WOMEN'S TRAINING GROUP	G	L
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	ORGAN- IZATION CODE	ILV CODE
*****		
1 IVORY COAST		
MUTUELLE POUR LE DEVEL. D'AHOUNAN	N	L
-----		
66 KENYA		
ABC KIVI	N	V
BAHATI COMMUNITY CENTRE	N	L
BUKHAYO WEST JOINT WOMEN GROUP	N	L
CATHOLIC DIOCESE OF ELDORET	N	L
CENTER FOR ACTION RESEARCH	N	L
-----		
CHURCH OF THE PROVIDENCE OF KENYA	N	L
COMMITTEE FOR NATIONAL DEVELOPMENT	N	L
COUNCIL FOR HUMAN ECOLOGY OF KENYA	N	L
DAIMA WOMEN GROUP	N	L
DARAJA TRUST CO.	N	L
-----		
DEPT. OF SOCIAL SERVICES	G	L
DIOCESE OF MASENO SOUTH	N	L
DIOCESE OF MT. KENYA	N	L
ESTABALA VILLAGE DEVELOPMENT COMMITTEE	N	L
EXPERIMENT IN INTERNATIONAL LIVING	N	INT
-----		
FAMILY PLANNING ASSOC. OF KENYA	N	INT
FRANCIS TABARUKA	N	L/V
GRAIL-CATHOLIC WOMEN ORG.	N	L
IMANI	N	L
INSTITUTE FOR CULTURAL AFFAIRS	N	INT
-----		
INSTITUTE OF AFRICAN STUDIES	G	L
KAMUKUNJI DISABLED GROUP	N	L
KARIOKOR CHURCH WOMEN GROUP	N	L
KENYA WATER FOR HEALTH ORGANIZATION	N	L
KENYAN ASSEMBLY OF GOD CHURCHES	N	L
-----		
KIMOLWET SECONDARY SCHOOL	N	L
RUTH KOBIA	N	L
LUTHERAN WORLD RELIEF	N	INT
LYON	N	L
MAENDALED YA WANAWAKE	N	L
-----		
MALIKI CHURCH	N	L
MANYAKA SECONDARY SCHOOL	N	L
MARANTHA MISSION OF KENYA	N	L
MARIANIST COMMUNITY	N	L
MBAGA CATHOLIC CHURCH	N	L
-----		
MBUTHIA	N	L
J.C. MINDO	N	L
MINISTRY OF CULTURE	G	L
MLANGO KUBWA CHRISTIAN CENTRE	N	L
MORARA	N	L
-----		
MUNGAI - RUAI CHRISTIAN CHURCH	N	L
MWAMBURI	N	L
NAIROBI CITY COUNCIL	G	L
NAIVASHA CHRISTIAN CENTER	N	L
MARGARET NALIKA	N	L
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	ORGAN- IZATION CODE	ILV CODE
*****		
NATIONAL COUNCIL OF CHURCHES OF KENYA	N	L
NATIONAL COUNCIL OF WOMEN	N	L
NEW JERICHO HARAMBEE PROG. WOMEN'S GROUP	N	L
NGENIA SECONDARY SCHOOL	N	L
OFFICE OF SOCIAL DEVELOPMENT OFF.	G	L
-----		
PARTNERS FOR PRODUCTIVITY	N	INT
PEACE CORPS	G	INT/V
PYRETHRUM BOARD OF KENYA	G	L
RUAI CHRISTIAN CENTER	N	L
SURVEY OF KENYA REPORT	N	L
-----		
JANE TEMBU	N	L
TOTOTO HOME INDUSTRIES	N	L
UN HIGH COMMISSION FOR REFUGEES	I	INT
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
UNITED NATIONS VOLUNTEERS	I	INT
VOLUNTARY SERVICE OVERSEAS	N	V
-----		
WAGOK NYAENDA DEVEL. GROUP	N	L
WORLD MISSIONARY EVANGELISM	N	INT
WORLD VISION INTERNATIONAL	N	INT
YOUNG MEN'S CHRISTIAN ASSOCIATION	N	L
YOUNG WOMEN'S CHRISTIAN ASSOCIATION	N	L
-----		
19 LESOTHO		
ACADEMY FOR EDUCATIONAL DEVELOPMENT	N	L
BOITEKO WOMEN'S ASSOC.	N	L
CATHOLIC BISHOP'S CONFERENCE	N	L
DANISH VOLUNTEER SERVICE	G	INT/V
-----		
DINEO MARATHANE	N	L
HOMEMAKERS ASSOCIATION	N	L
LESOTHO CHRISTIAN COUNCIL	N	L
LESOTHO NATIONAL COUNCIL OF WOMEN	N	L
LESOTHO ST. JOHN'S CHURCH	N	L
-----		
PEACE CORPS	G	INT/V
PLANNED PARENTHOOD ASSOC.	N	INT
SELINA SOPENG	N	L
THABANA-LI-MELE PROJECT	N	L
THABI-KHLIPA ECUMENICAL CENTRE	N	L
-----		
THAPENY TYPING SCHOOL OF ACCOUNTANCY	N	L
TRANSFORMATION RESOURCE CENTRE	N	L
TSOKOLO TSOHO	N	L
TUP REPRESENTATIVE	N	INT
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
-----		
1 LIBERIA		
PEACE CORPS	G	INT/V

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	ORGAN- IZATION CODE	ILV CODE
*****		
1 MADAGASCAR		
MALAGASY LUTHERAN CHURCH	N	L
-----		
2 MALAWI		
MINISTRY OF HEALTH	G	L
PEACE CORPS	G	INT/V
-----		
3 MALI		
MALIAN ASSN. OF RESEARCH/ACTION/DEVELOP.	N	L
RANDY CRESWELL	N	L
SAVE THE CHILDREN FEDERATION	N	INT
-----		
1 MAURITIUS		
AFRO AMERICAN LABOR CENTER	N	INT
-----		
1 MOROCCO		
HITME	N	L
-----		
8 NIGERIA		
AFRICAN-AMERICAN INSTITUTE	N	INT
CENTER FOR APPLIED RELIGION AND EDUCATION	N	L
CHURCH OF CHRIST OF CENTRAL NIGERIA	N	L
COMMUNITY DEVELOPMENT ASSOCIATION	N	L
DIOCESE OF ENUGU	N	L
-----		
NIGERIAN ASSN OF SPECIAL ED. TEACHERS	N	L
OWERRI DIOCESAN	N	L
PEACE CORPS	G	INT/V
-----		
2 RWANDA		
CARE	N	INT
CARITAS RWANDA	N	L
-----		
1 SAO TOME & PRINCIPE		
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
-----		
3 SENEGAL		
PEACE CORPS	G	INT/V
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
UNIFEM	I	INT
-----		
14 SIERRA LEONE		
ADOPT ALPHEUS DEVEL. INITIATIVES	N	L
BO ANGLICAN DIOCESE	N	L
COMMUNITY AWARENESS PROJECT	N	L
DEPARTMENT OF EDUCATION	G	L
JANGEE ALL AGE COMMUNITY EDUCATION	N	L
-----		
KAMAKWIE WESLEYAN SECONDARY SCHOOL	N	L
MASANGA COMMUNITY YOUTH BRIGADES	N	L
MINISTRY OF SOC. WELFARE AND RURAL DEV	G	L
OPHTHALMIC AND TRAINING CENTRE	N	L
PEACE CORPS	G	INT/V
-----		

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	ORGAN- IZATION CODE	ILV CODE
*****		
TONGEA RURAL DEVELOPMENT PROGRAMME	N	L
UNITED CHRISTIAN COUNCIL	N	L
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
YEA ORGANIZATION FOR RURAL DEVELOPMENT	N	L
-----		
4 SOMALIA		
PARTNERS FOR PRODUCTIVITY	N	INT
SAVE THE CHILDREN FEDERATION	N	INT
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
UNITED NATIONS VOLUNTEERS	I	INT/V
-----		
6 SUDAN		
AMUPE PROJECT	N	L
SAVE THE CHILDREN	N	INT
SUDAN COUNCIL OF CHURCHES	N	L
UN EMERGENCY OPERATION IN SUDAN	I	I
UNICEF	I	I
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
-----		
9 SWAZILAND		
ENTFONJENI RURAL EDUCATION CENTER	G	L
LUTHERAN WORLD FEDERATION	N	INT
PEACE CORPS	G	INT/V
RURAL EDUCATION CENTER	N	L
SAVE THE CHILDREN	N	INT
-----		
SWAZILAND YOUTH DEVELOPMENT CONS. COUN.	N	L
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
UNITED NATIONS VOLUNTEERS	I	INT/V
WOMEN IN DEVELOPMENT	N	L
-----		
6 TANZANIA		
ALL AFRICA EVANGELISM CENTER	N	L
ASSEMBLIES OF GOD	N	INT/V
CATHOLIC MISSION	N	L
COMMUNITY BASED HEALTH CARE PROGRAM	N	L
TANZANIA ENVIRONMENTAL SOCIETY	N	L
UNITED NATIONS VOLUNTEERS	I	INT/V
-----		
3 TOGO		
APPLE	N	L
PEACE CORPS	G	INT/V
UNION NATIONALE DES TOGOLAISES	N	L
-----		
1 TUNISIA		
CATHOLIC RELIEF SERVICES	N	INT
-----		
12 UGANDA		
4-H CLUBS OF UGANDA	N	INT/V
BISHOP TUTU REFUGEE FUND	N	V
GOSPEL MISSION TO UGANDA	N	L
MAPEERA CO-OP SAVINGS & CREDIT SOC. LTD.	N	L
NAAVA CHILDREN'S FOSTER HOME	N	L
-----		
THE FRIENDLY HANDS	N	L
THERESA NEWBURN	N	L
UGANDA COOP SAVINGS AND CREDIT UNION	N	L
UGANDA CULTURAL WOMEN'S ASSOCIATION	N	L
UGANDA MEDIA WOMEN'S ASSN.	N	L

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*****		
UNITED NATIONS VOLUNTEERS	I	INT/V
VISON TESO RURAL DEVELOPMENT ORG.	N	L
-----		
2 ZAIRE		
FOMETRO	G	INT/V
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
-----		
8 ZAMBIA		
AFRICAN LINK	N	INT
CHRISTIAN COUNCIL OF ZAMBIA	N	L
MINISTRY OF HEALTH	G	L
SAVE THE CHILDREN FEDERATION	N	INT
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
-----		
UNITED NATIONS VOLUNTEERS	I	INT/V
VOLUNTARY SERVICE OVERSEAS	G	INT/V
ZAMBIA YOUTH FOR CHRIST	N	L
-----		
8 ZIMBABWE		
DEVELOPMENT TECHNOLOGY CENTRE	N	L
MIN. OF COMMUNITY DEV. & WOMENS AFFAIRS	G	L
MVURA	N	L
SHAMVA RURAL COUNCIL	N	L
UNITED NATIONS VOLUNTEERS	I	INT/V
-----		
UNIVERSITY OF ZIMBABWE	G	L
VOLUNTARY SERVICE OVERSEAS	G	INT/V
ZIMBABWE WOMEN'S BUREAU	G	L
=====		
147 ASIA		
=====		
6 BANGLADESH		
BANGLADESH SAMAJ UNNAYAN SAMITY	N	L
DEPARTMENT OF YOUTH DEVELOPMENT	G	L
HUMAN DEVELOPMENT CENTER	N	L
MANABIK SHAHAJYA SANGSTHA	N	L
PEACE CORPS	G	INT/V
UNITED NATIONS VOLUNTEERS	I	INT/V
-----		
1 BURMA		
BAPTIST CHURCH	N	L
-----		
4 FIJI		
COUNCIL OF SOCIAL SERVICES	N	L
PEACE CORPS	G	INT/V
UNITED NATIONS VOLUNTEERS	I	INT/V
WOMEN'S ADVISORY COUNCIL	G	L
-----		
40 INDIA		
ARCHBISHOP'S HOME	N	L
BISHOP EPHRAIM	N	L
CENTER FOR INDIGENOUS RURAL DEV. & AWARE	N	L
CENTRE FOR SOCIAL SERVICE & RESEARCH	N	L
CHRISTIAN COMMUNITY CENTER	N	L
-----		
CHRISTU RAJAPURAM CHURCH	N	L/V
CO-EVOLUTION-AUROVILLE	N	L
COMMUNITY HEALTH RESEARCH PROG.	N	L
COUNCIL OF SOCIAL SERVICES	N	INT
DIVYA SHANTHI CHRISTIAN ASSOCIATION	N	L

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*****		
GOA ENVIRONMENT ORGANIZATION	N	L
GRAMA SEVA KENDRA	N	L
GSVRRHECS PROJECT	N	L
INDIAN INSTITUTE OF MANAGEMENT CALCUTTA	N	L
INDIAN INSTITUTE OF YOUTH & DEVELOPMENT	N	L
-----		
INT'L. INST. OF RURAL RECONSTRUCTION	N	INT
INTEGRAL DEVELOPMENT EDUCATION ASSOC.	N	L
JATINDER KAUR	N	L
MALIPUKUR SAMAJ UNNAYAN SAMITY	N	L
NATIONAL COUNCIL OF WOMEN	N	L
-----		
NAU JAN LOK	N	L
PAROO PRAKHAND SAMYRA VIKAS PARIYAJ	N	L
PEACE CORPS	G	INT/V
PEOPLE'S ACTION FOR DEVELOPMENT	G	L
REGIONAL RESEARCH LABORATORY	G	L
-----		
RURAL INSTITUTE FOR SOC. DEV. & EDUC.	N	L
SARBIK PALLI KALYAN KENDRA	N	L
SEVA BHARATI	N	L
SHERAB-LIDG INST. OF BUDDHIST STUDIES	N	L/V
SLUM DEVELOPMENT SOCIETY	N	L
-----		
SOC./COMMUNITY CONSCIOUSNESS/RURAL DEVELOPMENT	N	L
SOCIETY FOR MENTAL HEALTH	N	L
SOCIO-ECON & EDUC. DEVELOP. TRUST	N	L
SRI SRI MA SARADA SANGHA	G	L
ST. FRANCIS DE SALES CHURCH	N	L
-----		
SUNDARESAN	N	L
VILLAGE EDUCATION & DEVELOPMENT SOCIETY	N	L
WEAL ORGANIZATION	N	L
XAVIER INSTITUTE OF SOCIAL SERVICE	N	L
YOUTH CHARITABLE ORGANIZATION	N	L
-----		
5 INDONESIA		
CARE	N	INT
HELEN LOK	N	L
INDONESIAN GOVERNMENT - DISTRICT HEAD	G	L
UNITED NATIONS VOLUNTEERS	I	INT/V
YAVASAN KARYA SOSIAL	N	L
-----		
1 JORDAN		
SAVE THE CHILDREN	N	INT
-----		
1 KIRIBATI		
PEACE CORPS	G	INT/V
-----		
1 LEBANON		
JACQUELINE SADER	N	L
-----		
1 MALAYSIA		
UNITED NATIONS VOLUNTEERS	I	INT/V
-----		
1 MARSHALL ISLANDS		
PEACE CORPS	G	INT/V
-----		

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*****		
1 MICRONESIA		
PEACE CORPS	G	INT/V
-----		
6 NEPAL		
PEACE CORPS	G	INT/V
PUSHPA PAUDYAL	N	L
REGIONAL RESEARCH LABORATORY	N	L
RURAL ENERGY PLANNING STUDIES	N	L
UNITED MISSION TO NEPAL	N	L
UNITED NATIONS VOLUNTEERS	I	INT/V
-----		
2 PAKISTAN		
ALL PAKISTAN WOMEN'S ASSN.	N	L
TANAUL (WELFARE) TRUST	N	L
-----		
3 PAPUA NEW GUINEA		
DEPT. OF YOUTH AND HOME AFFAIRS	G	L
HABITAT FOR HUMANITY	N	INT
PONDETTA VILLAGE DEVELOPMENT CENTER	N	L
-----		
54 PHILIPPINES		
ACTUATOR FOR SOCIO-ECO PROGRESS	N	L
AGRICULTURAL MANAGERS & SERVICES FOUND.	N	L
ARCH. GAB. REYES MEM. FOUNDATION	N	L
ASSOC. OF THE NEW PILIPINA	N	L
BAYAGONG ASSOC. FOR COMMUNITY DEVELPMT.	N	L
-----		
BICOL BUSINESS DEVELOPMENT FOUNDATION	N	L
BICOL GOOD SAMARITAN SCHOOL FOR THE DEAF	N	L
BICOL RIVER BASIN DEVEL. PROGRAM	N	L
BICOL SMALL BUSINESS INSTITUTE	G	L
BLISS HOUSING PROJECT ASSOCIATION	N	L
-----		
BUREAU FOREST DEVELOP	G	L
BURNAY ELEMENTARY SCHOOL	G	L
CACAR CITIZENS ORG. FOR PROGRESS	N	L
CATHOLIC MISSION	N	L
CENTRAL UNITED METHODIST CHURCH	N	L
-----		
CHRISTIAN CHILDREN'S FUND	N	INT
COGON SUBDIVISION	N	L
CONCERNED CITIZENS OF ABRA FOR GOOD GOVT	N	L
DEPARTMENT OF AGRICULTURE	G	L
DEPARTMENT OF HEALTH	G	L
-----		
DEPARTMENT OF LOCAL GOVERNMENT	G	L
DEPT. OF SOCIAL WELFARE & DEVELOP.	G	L
DEPARTMENT OF TRADE AND INDUSTRY	G	L
DON M. MARCOS MEM. POLYTECH ST. COLLEGE	G	L
EPISCOPAL DIOCESE OF CENTRAL PHIL.	N	L
-----		
FOREST RESEARCH INSTITUTE	G	L
INSTITUTE FOR CULTURAL AFFAIRS	N	INT
INTL. INST. OF RURAL RECONSTRUCTION	N	INT
JOVENBICOL	N	L
KAIBIGAN CHILD CENTER	N	L
-----		



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*****		
KOSOG KONGRESO NIN MGA	G	L
LOCAL GOVERNMENT OFFICER	G	L
METRO MANILA COUNCIL OF WOMEN	N	L
MUNICIPAL OFFICE OF LOCAL GOVERNMENT	G	L
NAGA CITY ALLIANCE CHURCH	N	L/V
-----		
NAT'L COMMISSION/ROLE OF FILIPINO WOMEN	G	L
NAT'L COTTAGE INDUSTRIES DEVEL. AUTH.	G	L
NAT'L MANPOWER & YOUTH COUN.	G	L
NATIONAL SPIRITUAL ASSEMBLY OF BAHAI'S	N	L
-----		
PARENT TEACHERS ASSOCIATION	N	L
PARISH OF LORENZO RUIZ	N	L
PEACE CORPS	G	INT/V
PHILIPPINE NATIONAL VOLUNTEER SERVICE	G	L
REACH FOUNDATION	N	L
-----		
REGIONAL MANPOWER TRAINING CENTER	G	L
RURAL HEALTH STATION	N	L
RURAL HEALTH UNIT	G	L
SANGGUNIANG BAYAN	N	L
SOCIAL ACTION CENTRE	N	L
-----		
STS. PETER AND PAUL SUBDIVISION	N	L
UNITED CHURCH OF MEN	N	L
UNITED NATIONS VOLUNTEERS	I	INT/V
UNIVERSITY COMMUNITY OUTREACH PROGRAMME	N	L
WESLEYAN UNIVERSITY	N	L
-----		
4 SOLOMON ISLANDS		
PEACE CORPS	G	INT/V
SOCIAL DEVELOPMENT DIVISION	G	L
ST. MARTINS RURAL TRAINING CENTER	N	L
TASIA TRAINING CENTER	N	L
-----		
12 SRI LANKA		
CENTER FOR INDIGENOUS RURAL DEVELOP.	N	INT
EXPERIMENT IN INTERNATIONAL LIVING	N	INT
INT. ASSOC. FOR APIARY DEVELOPMENT	N	L
OVERSEAS EDUCATION FUND	N	INT
PEACE CORPS	G	INT/V
-----		
SARVODAYA SHRAMADANA SANGAMANYA	N	L
SAVE THE CHILDREN	N	INT
SIRIWARDENA	N	L
UNITED NATIONS VOLUNTEERS	I	INT/V
VATHIRY DEVEL. FDN.	N	L
-----		
WOMEN'S BUREAU OF SRI LANKA	G	L
YOUNG WOMEN'S CHRISTIAN ASSN.	N	L
-----		
3 THAILAND		
PEACE CORPS	G	INT/V
THAI DHARRA FOUNDATION	N	L
UNITED NATIONS VOLUNTEERS	I	INT/V
-----		

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*****		
1 VANUATU		
UNITED NATIONS VOLUNTEERS	I	INT/V
=====		
51 CARIBBEAN		
=====		
7 ANTIGUA		
ANGLICAN YOUNG PEOPLE'S ASSOCIATION	N	L
COORD. COUNCIL OF WOMEN OF ANTIGUA	N	L
DEPT. OF COMMUNITY DEVELOPMENT	G	L
DEPT. OF EDUCATION	G	L
UNIVERSITY OF THE WEST INDIES	N	L
-----		
WOMEN'S ACTION GROUP	N	L
WOMEN'S DESK	G	L
-----		
1 BARBADOS		
BAHA'I INTERNATIONAL	N	INT
-----		
5 DOMINICA		
DEPT. OF EDUCATION	G	L
MINISTRY OF AGRICULTURE	G	L
PEACE CORPS	G	INT/V
SAVE THE CHILDREN FEDERATION	N	INT
SOCIAL LEAGUE	N	L
-----		
7 DOMINICAN REPUBLIC		
CONSEJO NACIONAL PARA LOS NINOS	N	L
FUNDACION	N	L
INSTRAW	I	INT
MUJERES EN DESARROLLO	N	L
PEACE CORPS	G	INT/V
-----		
PLAN SIERRA	N	L
VOLUNTEERS IN INT'L. SERV. & AWARENESS	N	INT
-----		
7 HAITI		
CARE	N	INT
CENTRE D'HYGIENE FAMILIA	N	L
CHAMBER OF COMMERCE OF HAITI	N	L
CHREPROF	N	L
EGLISE EPISCOPALE D'HAITI	N	L
-----		
GREEK ORTHODOX CHURCH	N	L
PEACE CORPS	G	INT/V
-----		
10 JAMAICA		
HOOLEBURY ALL AGE SCHOOL	G	L
MINISTRY OF AGRICULTURE	G	L
OLYMPIC GARDEN SKILLS	N	L/V
PEACE CORPS	G	INT/V
SMITH	N	L
-----		
SOCIAL DEVELOPMENT COMMISSION	G	L
THINGS JAMAICAN	N	L
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
YOUNG WOMEN'S CHRISTIAN ASSN.	N	L
YOUTH & COMMUNITY DEVELOPMENT	G	L
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*****		
3 MONTSERRAT		
DEPT. OF EDUCATION	G	L
MINISTRY OF AGRICULTURE	G	L
PEACE CORPS	G	INT/V
-----		
1 NEVIS		
NEVIS JOB SKILLS TRAINING PROGRAM	G	L
-----		
1 ST. KITTS		
PEACE CORPS	G	INT/V
-----		
4 ST. LUCIA		
CUSO CO-OPERATIVE	N	L
PARTNERS OF THE AMERICAS	N	INT
PEACE CORPS	G	INT/V
YARMAL, ANN	N	L
-----		
3 ST. VINCENT		
ORGANIZATION FOR RURAL DEVELOP.	N	L
PEACE CORPS	G	INT/V
SCHL. FOR CHILDREN WITH SPECIAL NEEDS	N	L
-----		
2 TURKS & CAICOS		
MIN. OF HEALTH EDUCATION & SOC. SERVICES	G	L
TURKS & CAICOS DEVELOPMENT TRUST	N	L
=====		
36 CENTRAL AMERICA		
=====		
3 BELIZE		
BAHAI INTERNATIONAL	N	INT
PEACE CORPS	G	INT/V
UNICEF	I	INT
-----		
13 COSTA RICA		
ADELA PICADO	G	L
ALIANZA DE MUJERES COSTARRICENSES	N	L
ASODELFI	N	L
CATHOLIC RELIEF SERVICES	N	INT
CEFPAS	N	L
-----		
COOP INDUSTRIAL DE MUJERES DE HATILLO	N	L
DELFI	N	L
FEDERACION DE ORGANIZACIONES VOLUNTARIAS	N	L
FINCA	N	L
OVERSEAS EDUCATION FUND	N	INT
-----		
PEACE CORPS	G	INT/V
TECHNOSERVE	N	I
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
-----		
3 EL SALVADOR		
CATHOLIC RELIEF SERVICES	N	INT
COMPANEROS DE LAS AMERICAS	I	INT
EMPRESARIOS JUVENILES DE EL SALVADOR	N	L
-----		

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*****		
6 GUATEMALA		
ALIANZA PARA DESARROLLO JUV COMMUN. SCF	N	INT
CATHOLIC RELIEF SERVICES	N	INT
FUND. PARA EL DESARROLLO DE LA MUJER	N	L
PEACE CORPS	G	INT/V
UNICEF	I	INT
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
-----		
8 HONDURAS		
CATHOLIC RELIEF SERVICES	N	INT
FUNDACION HORIZONTES DE AMISTAD	N	L
INSTIT. NACIONAL DE FORMACION PROF.	G	L
PARTNERS OF THE AMERICAS	N	INT
PEACE CORPS	G	INT/V
-----		
SAVE THE CHILDREN	N	INT
UNITED NATIONS DEVELOPMENT PROGRAMME	I	INT
UNITED NATIONS VOLUNTEERS	I	INT/V
-----		
2 NICARAGUA		
ASSOC. DE COLECTIVOS DE REFUGIADOS SALV.	N	L
CATHOLIC RELIEF SERVICES	N	INT
-----		
1 PANAMA		
CATHOLIC RELIEF SERVICES	N	INT
=====		
2 EUROPE		
=====		
1 IRELAND		
BERGIN	N	L
-----		
PORTUGAL		
1 INSTITUTE FOR CULTURAL AFFAIRS	N	INT
=====		
10 NORTH AMERICA		
=====		
3 MEXICO		
CCF NINOS DE MEXICO	N	INT
FEMAP	N	INT
SAVE THE CHILDREN FEDERATION	N	INT
-----		
7 UNITED STATES		
ABENAKI LABOR DEPARTMENT	G	L
BOYS & GIRLS CLUBS OF NEWARK	N	L
COLLEGE FOR HUMAN SERVICES	N	L
JANE ADDAMS HIGH SCHOOL	G	L
NATIONAL CONGRESS OF NEIGHBORHOOD WOMEN	N	L
NATIONAL FOUNDATION FOR TEACHING ENTERPRENEURSHIP	N	L
VISTA	G	L
=====		
28 SOUTH AMERICA		
=====		
3 ARGENTINA		
CENTRO DE ESTUDIOS DE DINAMICA GRUPAL	N	L
FEDERATION OF BUS. & PROF. WOMEN	N	L
INSTITUTO SUPERIOR DE EDUCACION	N	L
-----		

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*****		
4 BOLIVIA		
NANCY CONNOR	N	L
INTERNATIONAL VOLUNTARY SERVICE	N	INT/V
BARBARA ROOSE	N	INT
SOUTH AMERICA MISSION	N	L
-----		
5 BRAZIL		
BERNARDINO	N	L
MURARO	N	L
PROJ. DEL ALIMENTOS DA BACIA DO AMAZ.	N	L
SOC. BENEF. DE P. DE MULHER E DA CRIANEA	N	L
VOLPATO	N	L
-----		
2 CHILE		
FUNDACION PARA EL DESARROLLO REGIONAL DE AYSEN	N	L
INSTITUTE FOR CULTURAL AFFAIRS	N	INT
-----		
6 COLOMBIA		
ARQUIDIOCESIS DE BURACAMANGA	N	L
CENTRAL DE COOPERATIVAS CAFICULTORES	N	L
CODECAL	N	L
COMUNIDAD POR LOS NINOS	N	L
FEDERACION NACIONAL DE CAFETEROS	N	L
SAVE THE CHILDREN FEDERATION	N	INT
-----		
3 ECUADOR		
FUNDACION EUGENIO ESPEJO	N	L
PEACE CORPS	G	INT/V
TIERRA DE HOMBRES	I	L
-----		
1 GUYANA		
AGRICULTURAL DEVELOPMENT AUTHORITY	G	L
-----		
2 PARAGUAY		
FUNDACION "LA CANDELARIA"	N	L
PEACE CORPS	G	INT/V
-----		
2 PERU		
CENTRO DE DESARROLLO RURAL	G	L
ROMAN CATHOLIC CHURCH MISSION	N	L
=====		

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NO. OF COUNTRIES ORG. IS IN	NAME OF ORGANIZATION	COUNTRY	ORGANI-ZATION CODE	ILV CODE
1	4-H CLUBS OF UGANDA	UGANDA	N	INT/V
1	ABC KIVI	KENYA	N	V
1	ABENAKI LABOR DEPARTMENT	UNITED STATES	G	L
1	ACADEMY FOR EDUCATIONAL DEVELOPMENT	LESOTHO	N	L
1	ACTION AGRICOLES FEMININES	CAMEROON	N	L
1	ACTUATOR FOR SOCIO-ECO PROGRESS	PHILIPPINES	N	L
1	JANE ADDAMS HIGH SCHOOL	UNITED STATES	G	L
1	ADELA PICADO	COSTA RICA	G	L
1	ADOPT ALPHEUS DEVEL. INITIATIVES	SIERRA LEONE	N	L
1	AFRICAN LINK	ZAMBIA	N	INT
1	AFRICAN-AMERICAN INSTITUTE	NIGERIA	N	INT
1	AFRO AMERICAN LABOR CENTER	MAURITIUS	N	INT
1	AGRICULTURAL DEVELOPMENT AUTHORITY	GUYANA	G	L
1	AGRICULTURAL MANAGERS & SERVICES FOUND.	PHILIPPINES	N	L
1	AJAGA NJI	CAMEROON	N	L
1	ALIANZA DE MUJERES COSTARRICENSES	COSTA RICA	N	L
1	ALIANZA PARA DESAROLLO JUV COMMUN. SCF	GUATEMALA	N	INT
1	ALL AFRICA EVANGELISM CENTER	TANZANIA	N	L
1	ALL PAKISTAN WOMEN'S ASSN.	PAKISTAN	N	L
1	AMUPE PROJECT	SUDAN	N	L
1	ANDERSON	SENEGAL	N	L
1	ANGLICAN YOUNG PEOPLE'S ASSOCIATION	ANTIGUA	N	L
1	APPLE	GHANA	N	L
1	APPLE	TOGO	N	L
1	ARCHBISHOP'S HOME	INDIA	N	L
1	ARCH. GAB. REYES MEM. FOUNDATION	PHILIPPINES	N	L
1	MARIAM ARKAAH	GHANA	N	L
1	ARQUIDIOCESIS DE BURACAMANGA	COLOMBIA	N	L
1	ASODELFI	COSTA RICA	N	L
1	ASSEMBLIES OF GOD	TANZANIA	N	INT/V
1	ASSOC. DE COLECTIVOS DE REFUGIADOS SALV.	NICARAGUA	N	L
1	ASSOC. OF THE NEW PILIPINA	PHILIPPINES	N	L
2	BAHAI INTERNATIONAL	BARBADOS	N	INT
1	BAHAI INTERNATIONAL	BELIZE	N	INT
1	BAHATI COMMUNITY CENTRE	KENYA	N	L
1	BANGLADESH SAMAJ UNNAYAN SAMITY	BANGLADESH	N	L
1	BAPTIST CHURCH	BURMA	N	L
1	BAYAGONG ASSOC. FOR COMMUNITY DEVELPMT.	PHILIPPINES	N	L
1	BERGIN	IRELAND	N	L
1	BERNARDINO	BRAZIL	N	L
1	BICOL BUSINESS DEVELOPMENT FOUNDATION	PHILIPPINES	N	L
1	BICOL GOOD SAMARITAN SCHOOL FOR THE DEAF	PHILIPPINES	N	L
1	BICOL RIVER BASIN DEVEL. PROGRAM	PHILIPPINES	N	L
1	BICOL SMALL BUSINESS INSTITUTE	PHILIPPINES	G	L
1	BISHOP EPHRAIM	INDIA	N	L
1	BISHOP TUTU REFUGEE FUND	UGANDA	N	V
1	BLACK ROSES OF SARH	CHAD	N	L

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1	BLISS HOUSING PROJECT ASSOCIATION	PHILIPPINES	N	L
1	BO ANGLICAN DIOCESE	SIERRA LEONE	N	L
1	BOITEKO WOMEN'S ASSOC.	LESOTHO	N	L
1	BOYS & GIRLS CLUBS OF NEWARK	UNITED STATES	N	L
1	BUKHAYO WEST JOINT WOMEN GROUP	KENYA	N	L
1	BUREAU FOREST DEVELOP	PHILIPPINES	G	L
1	BURNAY ELEMENTARY SCHOOL	PHILIPPINES	G	L
1	CACAR CITIZENS ORG. FOR PROGRESS	PHILIPPINES	N	L
3	CARE	HAITI	N	INT
	CARE	INDONESIA	N	INT
	CARE	RWANDA	N	INT
1	CARITAS RWANDA	RWANDA	N	L
1	CATHOLIC BISHOP'S CONFERENCE	LESOTHO	N	L
1	CATHOLIC DIOCESE OF ELDORET	KENYA	N	L
1	CATHOLIC MISSION	PHILIPPINES	N	L
1	CATHOLIC MISSION	TANZANIA	N	L
6	CATHOLIC RELIEF SERVICES	COSTA RICA	N	INT
	CATHOLIC RELIEF SERVICES	EL SALVADOR	N	INT
	CATHOLIC RELIEF SERVICES	GUATEMALA	N	INT
	CATHOLIC RELIEF SERVICES	HONDURAS	N	INT
	CATHOLIC RELIEF SERVICES	NICARAGUA	N	INT
	CATHOLIC RELIEF SERVICES	PANAMA	N	INT
	CATHOLIC RELIEF SERVICES	TUNISIA	N	INT
1	CCF NINOS DE MEXICO	MEXICO	N	INT
1	CEFPAS	COSTA RICA	N	L
1	CENTER FOR ACTION RESEARCH	KENYA	N	L
1	CENTER FOR APPLIED RELIGION AND EDUCATION	NIGERIA	N	L
1	CENTER FOR INDIGENOUS RURAL DEVELOP.	SRI LANKA	N	L
1	CENTER FOR INDIGENOUS RURAL DEVT. & AWARENES	INDIA	N	L
1	CENTRAL DE COOPERATIVAS CAFICULTORES	COLOMBIA	N	L
1	CENTRAL UNITED METHODIST CHURCH	PHILIPPINES	N	L
1	CENTRE D'HYGIENE FAMILIA	HAITI	N	L
1	CENTRE FOR SOCIAL SERVICE & RESEARCH	INDIA	N	L
1	CENTRO DE DESARROLLO RURAL	PERU	G	L
1	CENTRO DE ESTUDIOS DE DINAMICA GRUPAL	ARGENTINA	N	L
1	CHAMBER OF COMMERCE OF HAITI	HAITI	N	L
1	CHREPROF	HAITI	N	L
1	CHRISTIAN CHILDREN'S FUND	PHILIPPINES	N	INT
1	CHRISTIAN COMMUNITY CENTER	INDIA	N	L
1	CHRISTIAN COUNCIL OF ZAMBIA	ZAMBIA	N	L
1	CHRISTU RAJAPURAM CHURCH	INDIA	N	L/V
1	CHURCH OF CHRIST OF CENTRAL NIGERIA	NIGERIA	N	L
1	CHURCH OF THE PROVIDENCE OF KENYA	KENYA	N	L
1	CODECAL	COLOMBIA	N	L
1	CO-EVOLUTION-AUROVILLE	INDIA	N	L

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1	COGON SUBDIVISION	PHILIPPINES	N	L
1	COLLEGE FOR HUMAN SERVICES	UNITED STATES	N	L
1	COMMITTEE FOR NATIONAL DEVELOPMENT	KENYA	N	L
1	COMMUNITY AWARENESS PROJECT	SIERRA LEONE	N	L
1	COMMUNITY BASED HEALTH CARE PROGRAM	TANZANIA	N	L
1	COMMUNITY DEVELOPMENT ASSOCIATION	NIGERIA	N	L
1	COMMUNITY HEALTH RESEARCH PROG.	INDIA	N	L
1	COMPANEROS DE LAS AMERICAS	EL SALVADOR	I	INT
1	COMUNIDAD POR LOS NINOS	COLOMBIA	N	L
1	CONCERNED CITIZENS OF ABRA FOR GOOD GOVT	PHILIPPINES	N	L
1	NANCY CONNOR	BOLIVIA	N	L
1	CONSEJO NACIONAL PARA LOS NINOS	DOMINICAN REPUBLIC	N	L
1	CO-OP INDUSTRIAL DE MUJERES DE HATILLO	COSTA RICA	N	L
1	COORDINATING COUNCIL OF WOMEN OF ANTIGUA	ANTIGUA	N	L
1	COUNCIL FOR HUMAN ECOLOGY OF KENYA	KENYA	N	L
1	COUNCIL OF SOCIAL SERVICES	FIJI	N	L
1	COUNCIL OF SOCIAL SERVICES	INDIA	N	INT
1	RANDY CRESWELL	MALI	N	L
1	CUSO CO-OPERATIVE	ST. LUCIA	N	L
1	DAIMA WOMEN GROUP	KENYA	N	L
1	DANISH VOLUNTEER SERVICE	LESOTHO	G	INT/V
1	DARAJA TRUST CO.	KENYA	N	L
1	DELFI	COSTA RICA	N	L
1	DEPARTMENT OF AGRICULTURE	PHILIPPINES	G	L
1	DEPARTMENT OF COMMUNITY DEVELOPMENT	ANTIGUA	G	L
1	DEPARTMENT OF HEALTH	PHILIPPINES	G	L
1	DEPARTMENT OF LOCAL GOVERNMENT	PHILIPPINES	G	L
1	DEPARTMENT OF EDUCATION	ANTIGUA	G	L
1	DEPARTMENT OF EDUCATION	DOMINICA	G	L
1	DEPARTMENT OF EDUCATION	MONTSERRAT	G	L
1	DEPARTMENT OF EDUCATION	SIERRA LEONE	G	L
1	DEPARTMENT OF SOCIAL SERVICES	KENYA	G	L
1	DEPARTMENT OF SOCIAL WELFARE & DEV'T.	PHILIPPINES	G	L
1	DEPARTMENT OF TRADE AND INDUSTRY	PHILIPPINES	G	L
1	DEPARTMENT OF YOUTH & HOME AFFAIRS	PAPUA NEW GUINEA	G	L
1	DEPARTMENT OF YOUTH DEVELOPMENT	BANGLADESH	G	L
1	DEVELOPMENT TECHNOLOGY CENTRE	ZIMBABWE	G	L
1	DINEO MARATHANE	LESOTHO	N	L
1	DIOCESE OF ENUGU	NIGERIA	N	L
1	DIOCESE OF MASENO SOUTH	KENYA	N	L
1	DIOCESE OF MT. KENYA	KENYA	N	L
1	DITSHEKO	BOTSWANA	N	L
1	DIVYA SHANTHI CHRISTIAN ASSOCIATION	INDIA	N	L
1	DON M. MARCOS MEM. POLYTECH ST. COLLEGE	PHILIPPINES	G	L
1	EBENEZER SECONDARY SCHOOL	GHANA	G	L
1	EDWIN	CAMEROON	N	L
1	EGLISE EPISCOPALE D'HAITI	HAITI	N	L
1	EMPRESARIOS JUVENILES DE EL SALVADOR	EL SALVADOR	N	L



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1	ENRIQUEZ	COLOMBIA	N	L
1	ENTFONJENI RURAL EDUCATION CENTER	SWAZILAND	G	L
1	EPISCOPAL DIOCESE OF CENTRAL PHIL.	PHILIPPINES	N	L
1	ESTABALA VILLAGE DEVELOPMENT COMMITTEE	KENYA	N	L
1	EVANGELICAL PRESBYTERIAN CHURCH	GHANA	N	L
2	EXPERIMENT IN INTERNATIONAL LIVING	KENYA	N	INT
	EXPERIMENT IN INTERNATIONAL LIVING	SRI LANKA	N	INT
1	FAMILY PLANNING ASSOC. OF KENYA	KENYA	N	INT
1	FEDERACION NACIONAL DE CAFETEROS	COLOMBIA	N	L
1	FEDERATION OF BUS. & PROF'L WOMEN	ARGENTINA	N	L
1	FEDERACION DE ORGANIZACIONES VOLUNTARIAS	COSTA RICA	N	L
1	FEMAP	MEXICO	N	INT
1	FINCA	COSTA RICA	N	L
1	FOMETRO	ZAIRE	N	L
1	FOOD AND AGRICULTURAL ORGANIZATION	GHANA	I	INT
1	FOREST RESEARCH INSTITUTE	PHILIPPINES	G	L
1	FRANCIS TABARUKA	KENYA	N	L/V
1	FUNDACION PARA EL DESARROLLO REGIONAL DE AYCHILE		N	L
1	FUNDACION	DOMINICAN REPUBLIC	N	L
1	FUNDACION EUGENIO ESPEJO	ECUADOR	N	L
1	FUNDACION HORIZONTES DE AMISTAD	HONDURAS	N	L
1	FUNDACION "LA CANDELARIA"	PARAGUAY	N	L
1	FUNDACION PARA EL DESARROLLO DE LA MUJER	GUATEMALA	N	L
1	GOA ENVIRONMENT ORGANIZATION	INDIA	N	L
1	GOSPEL MISSION TO UGANDA	UGANDA	N	L
1	GRAIL-CATHOLIC WOMEN ORG.	KENYA	N	L
1	GRAMA SEVA KENDRA	INDIA	N	L
1	GREEK ORTHODOX CHURCH	HAITI	N	L
1	GREGORIO	PHILIPPINES	N	L
1	GSVRRHECS PROJECT	INDIA	N	L
1	RAYMOND GUSHARD	ANGUILLA	N	L
1	HABITAT FOR HUMANITY	PAPUA NEW GUINEA	N	INT
1	HELEN LOK	INDONESIA	N	L
1	HICKMAN	TURKEY	N	L
1	HITME	MOROCCO	N	L
1	HOMEMAKERS ASSOCIATION	LESOTHO	N	L
1	HOOLEBURY ALL AGE SCHOOL	JAMAICA	G	L
1	HOPKINS	INDONESIA	N	L
1	HUMAN DEVELOPMENT CENTER	BANGLADESH	N	L
1	IMANI	KENYA	N	L
1	INDIAN INSTITUTE OF MANAGEMENT CALCUTTA	INDIA	N	L
1	INDIAN INSTITUTE OF YOUTH & DEVELOPMENT	INDIA	N	L
1	INDONESIAN GOVERNMENT - DISTRICT HEAD	INDONESIA	G	L

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5	INSTITUTE FOR CULTURAL AFFAIRS	CHILE	N	INT
	INSTITUTE FOR CULTURAL AFFAIRS	EGYPT	N	INT
	INSTITUTE FOR CULTURAL AFFAIRS	KENYA	N	INT
	INSTITUTE FOR CULTURAL AFFAIRS	PHILIPPINES	N	INT
	INSTITUTE FOR CULTURAL AFFAIRS	PORTUGAL	N	INT
1	INSTITUTE OF AFRICAN STUDIES	KENYA	G	L
1	INSTITUTO NACIONAL DE FORMACION PROF.	HONDURAS	G	L
1	INSTITUTO SUPERIOR DE EDUCACION	ARGENTINA	N	L
1	INSTRAW	DOMINICAN REPUBLIC	I	INT
1	INTEGRAL DEVELOPMENT EDUCATION ASSOC.	INDIA	N	L
1	INT'L. ASSOC. FOR APIARY DEVELOPMENT	SRI LANKA	N	L
1	INT'L. INST. OF RURAL RECONSTRUCTION	INDIA	N	INT
1	INT'L. INST. OF RURAL RECONSTRUCTION	PHILIPPINES	N	INT
1	INTERNATIONAL VOLUNTARY SERVICE	BOLIVIA	N	INT/V
1	JANGEE ALL AGE COMMUNITY EDUCATION	SIERRA LEONE	N	L
1	JOVENBICOL	PHILIPPINES	N	L
1	KAIBIGAN CHILD CENTER	PHILIPPINES	N	L
1	KAMAKWIE WESLEYAN SECONDARY SCHOOL	SIERRA LEONE	N	L
1	KAMUKUNJI DISABLED GROUP	KENYA	N	L
1	KARIOKOR CHURCH WOMEN GROUP	KENYA	N	L
1	JATINDER KAUR	INDIA	N	L
1	KENYA WATER FOR HEALTH ORGANIZATION	KENYA	N	L
1	KENYAN ASSEMBLY OF GOD CHURCHES	KENYA	N	L
1	KIMOLWET SECONDARY SCHOOL	KENYA	N	L
1	RUTH KOBIA	KENYA	N	L
1	KOSOG KONGRESO NIN MGA	PHILIPPINES	G	L
1	KPONG IRRIGATION COLLEGE	GHANA	G	L
1	LESOTHO CHRISTIAN COUNCIL	LESOTHO	N	L
1	LESOTHO NATIONAL COUNCIL OF WOMEN	LESOTHO	N	L
1	LESOTHO ST. JOHN'S CHURCH	LESOTHO	N	L
1	LOCAL GOVERNMENT OFFICER	PHILIPPINES	G	L
1	LUTHERAN WORLD FEDERATION	SWAZILAND	N	INT
1	LUTHERAN WORLD RELIEF	KENYA	N	INT
1	LYON	KENYA	N	L
1	MAENDALED YA WANAWAKE	KENYA	N	L
1	MALAGASY LUTHERAN CHURCH	MADAGASCAR	N	L
1	MALIAN ASSN. OF RESEARCH/ACTION/DEVELOP.	MALI	N	L
1	MALIKI CHURCH	KENYA	N	L
1	MALIPUKUR SAMAJ UNNAYAN SAMITY	INDIA	N	L
1	MANABIK SHAHAJYA SANGSTHA	BANGLADESH	N	L
1	MANYAKA SECONDARY SCHOOL	KENYA	N	L
1	MAPEERA CO-OP SAVINGS & CREDIT SOC. LTD.	UGANDA	N	L
1	MARANTHA MISSION OF KENYA	KENYA	N	L
1	MARIANIST COMMUNITY	KENYA	N	L
1	MASANGA COMMUNITY YOUTH BRIGADES	SIERRA LEONE	N	L
1	MBAGA CATHOLIC CHURCH	KENYA	N	L
1	MBUTHIA	KENYA	N	L

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1	MEKONNEN	ETHIOPIA	N	L
1	METRO MANILA COUNCIL OF WOMEN	PHILIPPINES	N	L
1	J.C. MINDO	KENYA	N	L
1	MINISTRY OF AGRICULTURE	CAMEROON	G	L
1	MINISTRY OF AGRICULTURE	DOMINICA	G	L
1	MINISTRY OF AGRICULTURE	JAMAICA	G	L
1	MINISTRY OF AGRICULTURE	MONTERRAT	G	L
1	MINISTRY OF AGRICULTURE AND FOOD	PHILIPPINES	G	L
1	MINISTRY OF COMM. DEV'T./WOMENS AFFAIRS	ZIMBABWE	G	L
1	MINISTRY OF CULTURE	KENYA	G	L
1	MINISTRY OF HEALTH	MALAWI	G	L
1	MINISTRY OF HEALTH	PHILIPPINES	G	L
1	MINISTRY OF HEALTH	ZAMBIA	G	L
1	MINISTRY OF HEALTH, ED. & SOC.SERV.	TURKS & CAICOS	G	L
1	MINISTRY OF SOC. SERV. & DEV'T	PHILIPPINES	G	L
1	MINISTRY OF SOC. WELFARE/RURAL DEV'T	SIERRA LEONE	G	L
1	MINISTRY OF TRADE & INDUSTRY	PHILIPPINES	G	L
1	MLANGO KUBWA CHRISTIAN CENTRE	KENYA	N	L
1	MORARA	KENYA	N	L
1	MOTO-POH ABEK	CAMEROON	N	L
1	MUJERES EN DESARROLLO	DOMINICAN REPUBLIC	N	L
1	MUNGAI - RUAI CHRISTIAN CHURCH	KENYA	N	L
1	MUNICIPAL OFFICE OF LOCAL GOVERNMENT	PHILIPPINES	G	L
1	MURARO	BRAZIL	N	L
1	MUTUELLE POUR LE DEVEL. D'AHOUNAN	IVORY COAST	N	L
1	MVURA	ZIMBABWE	N	L
1	MWAMBURI	KENYA	N	L
1	NAAVA CHILDREN'S FOSTER HOME	UGANDA	N	L
1	NAGA CITY ALLIANCE CHURCH	PHILIPPINES	N	L/V
1	NAIROBI CITY COUNCIL	KENYA	G	L
1	NAIVASHA CHRISTIAN CENTER	KENYA	N	L
1	MARGARET NALIAKA	KENYA	N	L
1	NAT'L COMMISSION/ROLE OF FILIPINO WOMEN	PHILIPPINES	G	L
1	NAT'L CONGRESS OF NEIGHBORHOOD WOMEN	UNITED STATES	N	L
1	NAT'L COTTAGE INDUSTRIES DEVEL. AUTH.	PHILIPPINES	G	L
1	NAT'L COUNCIL OF CHURCHES OF KENYA	KENYA	N	L
1	NAT'L COUNCIL OF WOMEN	INDIA	N	L
1	NAT'L COUNCIL OF WOMEN	KENYA	N	L
1	NAT'L COUNCIL OF WOMEN	ST. KITTS	N	L
1	NAT'L FND.FOR TEACHING ENTERPRENEURSHIP	UNITED STATES	N	L
1	NAT'L MANPOWER & YOUTH COUNCIL	PHILIPPINES	G	L
1	NAT'L SPIRITUAL ASSEMBLY OF BAHA'IS	PHILIPPINES	N	L
1	NAT'L WOMEN'S TRAINING GROUP	GHANA	G	L
1	NAU JAN LOK	INDIA	N	L
1	NEVIS JOB SKILLS TRAINING PROGRAM	NEVIS	G	L

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1	THERESA NEWBURN	UGANDA	N	L
1	NGENIA SECONDARY SCHOOL	KENYA	N	L
1	NIGERIAN ASSN OF SPECIAL ED. TEACHERS	NIGERIA	N	L
1	NORWEGIAN VOLUNTEER CORPS	BOTSWANA	G	INT/V
1	OFFICE OF SOCIAL DEVELOPMENT	KENYA	G	L
1	OLYMPIC GARDEN SKILLS	JAMAICA	N	L/V
1	OPHTHALMIC AND TRAINING CENTRE	SIERRA LEONE	N	L
1	ORGANIZATION FOR RURAL DEVELOP.	ST. VINCENT	N	L
2	OVERSEAS EDUCATION FUND	COSTA RICA	N	INT
1	OVERSEAS EDUCATION FUND	SRI LANKA	N	INT
1	OWERRI DIOCESAN	NIGERIA	N	L
1	PARENT TEACHERS ASSOCIATION	PHILIPPINES	N	L
1	PARISH OF LORENZO RUIZ	PHILIPPINES	N	L
1	PAROO PRAKHAND SAMYRA VIKAS PARIYAJ	INDIA	N	L
2	PARTNERS FOR PRODUCTIVITY	KENYA	N	INT
	PARTNERS FOR PRODUCTIVITY	SOMALIA	N	INT
2	PARTNERS OF THE AMERICAS	HONDURAS	N	INT
	PARTNERS OF THE AMERICAS	ST. LUCIA	N	INT
39	PEACE CORPS	BANGLADESH	G	INT/V
	PEACE CORPS	BELIZE	G	INT/V
	PEACE CORPS	BENIN	G	INT/V
	PEACE CORPS	BOTSWANA	G	INT/V
	PEACE CORPS	CAMEROON	G	INT/V
	PEACE CORPS	CENTRAL AFRICAN REPUBLIC	G	INT/V
	PEACE CORPS	COSTA RICA	G	INT/V
	PEACE CORPS	DOMINICA	G	INT/V
	PEACE CORPS	DOMINICAN REPUBLIC	G	INT/V
	PEACE CORPS	ECUADOR	G	INT/V
	PEACE CORPS	FIJI	G	INT/V
	PEACE CORPS	GABON	G	INT/V
	PEACE CORPS	GUATEMALA	G	INT/V
	PEACE CORPS	HAITI	G	INT/V
	PEACE CORPS	HONDURAS	G	INT/V
	PEACE CORPS	INDIA	G	INT/V
	PEACE CORPS	JAMAICA	G	INT/V
	PEACE CORPS	KENYA	G	INT/V
	PEACE CORPS	KIRIBATI	G	INT/V
	PEACE CORPS	LESOTHO	G	INT/V
	PEACE CORPS	LIBERIA	G	INT/V
	PEACE CORPS	MALAWI	G	INT/V
	PEACE CORPS	MARSHALL ISLANDS	G	INT/V
	PEACE CORPS	MICRONESIA	G	INT/V
	PEACE CORPS	MONTSERRAT	G	INT/V

TITLE: REPORT K2: ORGANIZATION OFFICES WORKING WITH TUP, SORTED ALPHABETICALLY, SHOWING  
THE NUMBER OF COUNTRIES IN WHICH EACH ORGANIZATION IS COOPERATING WITH TUP

PERIOD: MAY 1979 - DECEMBER 1987  
SOURCE: TUP COORDINATORS

FILENAME: AT\C:\L\DB:ORGANIZA  
CREATED: 01-Mar-88

ORG CODE: G = GOVERNMENTAL  
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NO. OF COUNTRIES ORG. IS IN	NAME OF ORGANIZATION	COUNTRY	ORGANI- ZATION CODE	ILV CODE
	PEACE CORPS	NEPAL	G	INT/V
	PEACE CORPS	NIGERIA	G	INT/V
	PEACE CORPS	PARAGUAY	G	INT/V
	PEACE CORPS	PHILIPPINES	G	INT/V
	PEACE CORPS	SENEGAL	G	INT/V
	PEACE CORPS	SIERRA LEONE	G	INT/V
	PEACE CORPS	SOLOMON ISLANDS	G	INT/V
	PEACE CORPS	SRI LANKA	G	INT/V
	PEACE CORPS	ST. KITTS	G	INT/V
	PEACE CORPS	ST. LUCIA	G	INT/V
	PEACE CORPS	ST. VINCENT	G	INT/V
	PEACE CORPS	SWAZILAND	G	INT/V
	PEACE CORPS	THAILAND	G	INT/V
	PEACE CORPS	TOGO	G	INT/V
1	PEOPLE'S ACTION FOR DEVELOPMENT	INDIA	G	L
1	PHILIPPINE NATIONAL VOLUNTEER SERVICE	PHILIPPINES	G	L
1	PLAN SIERRA	DOMINICAN REPUBLIC	N	L
1	PLANNED PARENTHOOD ASSOC.	LESOTHO	N	INT
1	PONDETTA VILLAGE DEVELOPMENT CENTER	PAPUA NEW GUINEA	N	L
1	PROJ. DEL ALIMENTOS DA BACIA DO AMAZ.	BRAZIL	N	L
1	PUSHPA PAUDYAL	NEPAL	N	L
1	PYRETHRUM BOARD OF KENYA	KENYA	G	L
1	RAMOS	HONDURAS	N	L
1	REACH FOUNDATION	PHILIPPINES	N	L
1	REGIONAL MANPOWER TRAINING CENTER	PHILIPPINES	G	L
2	REGIONAL RESEARCH LABORATORY	INDIA	N	L
	REGIONAL RESEARCH LABORATORY	NEPAL	N	L
1	REIMER	BOTSWANA	N	L/V
1	ROMAN CATHOLIC CHURCH MISSION	PERU	N	L
1	BARBARA ROOSE	BOLIVIA	N	INT
2	RUAI CHRISTIAN CENTER	ETHIOPIA	N	L
	RUAI CHRISTIAN CENTER	KENYA	N	L
1	RURAL EDUCATION CENTER	SWAZILAND	N	L
1	RURAL ENERGY PLANNING STUDIES	NEPAL	N	L
1	RURAL HEALTH STATION	PHILIPPINES	N	L
1	RURAL HEALTH UNIT	PHILIPPINES	G	L
1	RURAL INSTITUTE FOR SOC. DEV. & EDUC.	INDIA	N	L
1	JACQUELINE SADER	LEBANON	N	L
1	SANGGUNIANG BAYAN	PHILIPPINES	N	L
1	SARBIK PALLI KALYAN KENDRA	INDIA	N	L
1	SARVODAYA SHRAMADANA SANGAMANYA	SRI LANKA	N	L
13	SAVE THE CHILDREN FEDERATION	BURKINA FASO	N	INT
	SAVE THE CHILDREN FEDERATION	CAMEROON	N	INT

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NO. OF COUNTRIES ORG. IS IN	NAME OF ORGANIZATION	COUNTRY	ORGANI-ZATION CODE	ILV CODE
	SAVE THE CHILDREN FEDERATION	COLOMBIA	N	INT
	SAVE THE CHILDREN FEDERATION	DOMINICA	N	INT
	SAVE THE CHILDREN FEDERATION	HONDURAS	N	INT
	SAVE THE CHILDREN FEDERATION	JORDAN	N	INT
	SAVE THE CHILDREN FEDERATION	MALI	N	INT
	SAVE THE CHILDREN FEDERATION	MEXICO	N	INT
	SAVE THE CHILDREN FEDERATION	SOMALIA	N	INT
	SAVE THE CHILDREN FEDERATION	SRI LANKA	N	INT
	SAVE THE CHILDREN FEDERATION	SUDAN	N	INT
	SAVE THE CHILDREN FEDERATION	SWAZILAND	N	INT
1	SAVE THE CHILDREN FEDERATION	ZAMBIA	N	INT
1	SCHOOL FOR CHILDREN WITH SPECIAL NEEDS	ST. VINCENT	N	L
1	SELINA SOPENG	LESOTHO	N	L
1	SEVA BHARATI	INDIA	N	L
1	SHAMVA RURAL COUNCIL	ZIMBABWE	N	L
1	SHERAB-LIDG INST. OF BUDDHIST STUDIES	INDIA	N	L/V
1	SIRIWARDENA	SRI LANKA	N	L
1	SLUM DEVELOPMENT SOCIETY	INDIA	N	L
1	SMITH	JAMAICA	N	L
1	SOC./COMMUNITY CONSCIOUSNESS/RURAL DEV'T.	INDIA	N	L
1	SOCIAL ACTION CENTRE	PHILIPPINES	N	L
1	SOCIAL DEVELOPMENT COMMISSION	JAMAICA	G	L
1	SOCIAL DEVELOPMENT DIVISION	SOLOMON ISLANDS	G	L
1	SOCIAL LEAGUE	DOMINICA	N	L
1	SOCIETY FOR MENTAL HEALTH	INDIA	N	L
1	SOCIO-ECON & EDUC. DEVELOP. TRUST	INDIA	N	L
1	SOC. BENEF. DE P. DE MULHER E DA CRIANEA	BRAZIL	N	L
1	SOUTH AMERICA MISSION	BOLIVIA	N	L
1	SRI SRI MA SARADA SANGHA	INDIA	G	L
1	ST. FRANCIS DE SALES CHURCH	INDIA	N	L
1	STS. PETER AND PAUL SUBDIVISION	PHILIPPINES	N	L
1	ST. MARTIN'S RURAL TRAINING CENTER	SOLOMON ISLANDS	N	L
1	SUDAN COUNCIL OF CHURCHES	SUDAN	N	L
1	SUNDARESAN	INDIA	N	L
1	SURVEY OF KENYA REPORT	KENYA	N	L
1	SWAZILAND YOUTH DEVELOPMENT CONS. COUN.	SWAZILAND	N	L
1	JOSE TAYABAN	PHILIPPINES	N	L/V
1	TANAUL (WELFARE) TRUST	PAKISTAN	N	L
1	TANZANIA ENVIRONMENTAL SOCIETY	TANZANIA	N	L
1	TASIA TRAINING CENTER	SOLOMON ISLANDS	N	L
1	TECHNOSERVE	COSTA RICA	N	INT
1	TANAUL (WELFARE) TRUST	PAKISTAN	N	L
1	JANE TEMBU	KENYA	N	L
1	THABANA-LI-MELE PROJECT	LESOTHO	N	L
1	THABI-KHLIPA ECUMENICAL CENTRE	LESOTHO	N	L
1	THAI DHRRA FOUNDATION	THAILAND	N	L

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NO. OF COUNTRIES ORG. IS IN	NAME OF ORGANIZATION	COUNTRY	ORGANI- ZATION CODE	ILV CODE
1	THAPENY TYPING SCHOOL OF ACCOUNTANCY	LESOTHO	N	L
1	THE FRIENDLY HANDS	UGANDA	N	L
1	THINGS JAMAICAN	JAMAICA	N	L
1	TIERRA DE HOMBRES	ECUADOR	I	L
1	TONGEA RURAL DEVELOPMENT PROGRAMME	SIERRA LEONE	N	L
1	TOTOTO HOME INDUSTRIES	KENYA	N	L
1	TRANSFORMATION RESOURCE CENTRE	LESOTHO	N	L
1	TSOKOLO TSOHO	LESOTHO	N	L
1	TUP REPRESENTATIVE	LESOTHO	N	INT
1	TURKS & CAICOS DEVELOPMENT TRUST	TURKS & CAICOS	N	L
1	UGANDA CO-OP SAVINGS AND CREDIT UNION	UGANDA	N	L
1	UGANDA CULTURAL WOMEN'S ASSOCIATION	UGANDA	N	L
1	UGANDA MEDIA WOMEN'S ASSN.	UGANDA	N	L
1	UN EMERGENCY OPERATION IN SUDAN	SUDAN	I	I
1	UN HIGH COMMISSION FOR REFUGEES	KENYA	I	INT
1	UNION NATIONALE DES TOGOLAISES	TOGO	N	L
4	UNICEF	BELIZE	I	INT
	UNICEF	CHAD	I	INT
	UNICEF	GUATEMALA	I	INT
	UNICEF	SUDAN	I	INT
1	UNIFEM	SENEGAL	I	INT
1	UNITED CHRISTIAN COUNCIL	SIERRA LEONE	N	L
1	UNITED CHURCH OF MEN	PHILIPPINES	N	L
1	UNITED MISSION TO NEPAL	NEPAL	N	L
18	UNITED NATIONS DEVELOPMENT PROGRAMME	BENIN	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	CHAD	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	COSTA RICA	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	EQUATORIAL GUINEA	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	GAMBIA	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	GUATEMALA	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	HONDURAS	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	JAMAICA	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	KENYA	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	LESOTHO	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	SAO TOME & PRINCIPE	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	SENEGAL	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	SIERRA LEONE	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	SOMALIA	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	SUDAN	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	SWAZILAND	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	ZAIRE	I	INT
	UNITED NATIONS DEVELOPMENT PROGRAMME	ZAMBIA	I	INT
18	UNITED NATIONS VOLUNTEERS	BANGLADESH	I	INT/V
	UNITED NATIONS VOLUNTEERS	BENIN	I	INT/V
	UNITED NATIONS VOLUNTEERS	FIJI	I	INT/V
	UNITED NATIONS VOLUNTEERS	HONDURAS	I	INT/V
	UNITED NATIONS VOLUNTEERS	INDONESIA	I	INT/V

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	UNITED NATIONS VOLUNTEERS	KENYA	I	INT/V
	UNITED NATIONS VOLUNTEERS	MALAYSIA	I	INT/V
	UNITED NATIONS VOLUNTEERS	NEPAL	I	INT/V
	UNITED NATIONS VOLUNTEERS	PHILIPPINES	I	INT/V
	UNITED NATIONS VOLUNTEERS	SOMALIA	I	INT/V
	UNITED NATIONS VOLUNTEERS	SRI LANKA	I	INT/V
	UNITED NATIONS VOLUNTEERS	SWAZILAND	I	INT/V
	UNITED NATIONS VOLUNTEERS	TANZANIA	I	INT/V
	UNITED NATIONS VOLUNTEERS	THAILAND	I	INT/V
	UNITED NATIONS VOLUNTEERS	UGANDA	I	INT/V
	UNITED NATIONS VOLUNTEERS	VANUATU	I	INT/V
	UNITED NATIONS VOLUNTEERS	ZAMBIA	I	INT/V
	UNITED NATIONS VOLUNTEERS	ZIMBABWE	I	INT/V
1	UNIVERSITY COMMUNITY OUTREACH PROGRAMME	PHILIPPINES	N	L
1	UNIVERSITY OF THE WEST INDIES	ANTIGUA	N	L
1	UNIVERSITY OF ZIMBABWE	ZIMBABWE	G	L
1	VATHIRY DEVEL. FDN.	SRI LANKA	N	L
1	VILLAGE EDUCATION & DEVELOPMENT SOCIETY	INDIA	N	L
1	VISON TESO RURAL DEVELOPMENT ORG.	UGANDA	N	L
1	VISTA	UNITED STATES	G	L
1	VOLPATO	BRAZIL	N	L
3	VOLUNTARY SERVICE OVERSEAS	KENYA	G	INT/V
	VOLUNTARY SERVICE OVERSEAS	ZAMBIA	G	INT/V
	VOLUNTARY SERVICE OVERSEAS	ZIMBABWE	G	INT/V
1	VOLUNTEERS IN INT'L. SERV. & AWARENESS	DOMINICAN REPUBLIC	N	INT
1	WAGOK NYAENDA DEVEL. GROUP	KENYA	N	L
1	WEAL ORGANIZATION	INDIA	N	L
1	WESLEYAN UNIVERSITY	PHILIPPINES	N	L
1	WOMEN IN DEVELOPMENT	SWAZILAND	N	L
1	WOMEN'S ACTION GROUP	ANTIGUA	N	L
1	WOMEN'S ADVISORY COUNCIL	FIJI	G	L
1	WOMEN'S BUREAU	GAMBIA	G	L
1	WOMEN'S BUREAU OF SRI LANKA	SRI LANKA	G	L
1	WOMEN'S DESK	ANTIGUA	G	L
1	WORLD MISSIONARY EVANGELISM	KENYA	N	INT
1	WORLD VISION INTERNATIONAL	KENYA	N	INT
1	XAVIER INSTITUTE OF SOCIAL SERVICE	INDIA	N	L
1	YARMAL, ANN	ST. LUCIA	N	L
1	YAVASAN KARYA SOSIAL	INDONESIA	N	L
1	YEA ORGANIZATION FOR RURAL DEVELOPMENT	SIERRA LEONE	N	L
1	YOUNG MEN'S CHRISTIAN ASSOCIATION	KENYA	N	L
3	YOUNG WOMEN'S CHRISTIAN ASSOCIATION	JAMAICA	N	L
	YOUNG WOMEN'S CHRISTIAN ASSOCIATION	KENYA	N	L
	YOUNG WOMEN'S CHRISTIAN ASSOCIATION	SRI LANKA	N	L
1	YOUTH AND COMMUNITY DEVELOPMENT	JAMAICA	G	L
1	YOUTH CHARITABLE ORGANIZATION	INDIA	N	L
1	ZAMBIA YOUTH FOR CHRIST	ZAMBIA	N	L
1	ZIMBABWE WOMEN'S BUREAU	ZIMBABWE	G	L



APPENDICES

- A. TUP Annual Report for 1987
- B. TUP Fact Sheet 1988
- C. Editorial which appeared in The New York Times, "Where \$100 Goes a Long Way," October 15, 1987
- D. Blank TUP Business Plan
- E. Completed TUP Business Plan
- F. Blank TUP Business Report and Completed TUP Business Report
- G. TUP Volunteer Coordinator Application Form
- H. Sample TUP Checks
- I. Sample Data Base Letter
- J. What One Women Can Do
- K. What One Coordinator Can Do
- L. Article from the Winter 1987-88 issue of "The Giraffe Gazette"
- M. Article from the February 1988 issue of "Reason" magazine, "Trickle Up Prosperity."
- N. TUP Newsletter, Vol. 7., No. 3, of 1 December 1987
- O. Update Reports by Program Officers by Region:
  - Africa
  - Americas
  - Asia

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## TRICKLE UP PROGRAM ANNUAL REPORT 1987

## STATEMENT OF INCOME, EXPENDITURES AND FUND BALANCES

	Year Ending 31 December 1987		Cumulative, from Y/E 1981 - 1987 <sup>1</sup>	
	Totals	% of Exp.	Totals	% of Exp.
Income:				
Contributions & Investment	\$486,719		\$1,077,471	
Expenditures:				
Program Grants & Services	405,409	89%	835,939	89%
Supporting services:	15,499	3%	33,865	4%
Fund raising	37,031	8%	68,278	7%
Management & general	52,530	11%	102,143	11%
Total Support Services:	457,939	100%	938,082	100%
Total Expenditures:			139,389	
Excess of income over expenditures:	28,780		-0-	
Fund balance - beginning of year:	110,609		\$139,389	
Fund balance - end of year	\$139,389			

<sup>1</sup> Figures are taken from Certified Audit Report for 1981 - 1986. The 1987 Audit Report will be available upon request.

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

## 1987 PROGRAM RESULTS

**OUT OF POVERTY:** The TUP process, launched in 1979, has given over 41,000 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 1987, 2,584 TUP businesses were started, making a total of 5,563 businesses since the program began.

**SELF EMPLOYMENT:** To encourage poor people to invest unemployed time, TUP spent \$457,939 in 1987. This encouraged them to invest 9,777,154 hours<sup>2</sup> of work in business enterprises they planned themselves. The cost to TUP was 5 cents per hour.

**SELF HELP RATIO:** Each group records the value they place on an hour of their time. The average was 37 cents. At this rate the hours they invested had a value of \$3,617,547. The investment by the entrepreneurs in their time alone was 8 times that of TUP's total expenditures.

**INCOME FROM SALES:** Their work produced a total gross income from sales of \$1,809,879. This is 4 times the cost of the TUP program.

**PROFIT:** The total profit, for the first year alone, was \$1,342,721. This is 3 times the cost of the TUP program.

**CAPITAL CREATED:** Each group had agreed to save or reinvest at least 20% of the profits made in the first months. The average was 65%.

**THE COORDINATORS:** TUP entrepreneurs have been helped to record their business plans and report results by over 1,400 coordinators in 93 countries.

**ACCOUNTABILITY:** As stated in UNDP News of April 1987, TUP 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."

<sup>2</sup> This figure is projected for a year from TUP business reports filed after an average of 3.5 months in business.

Data on Business Enterprises Started in 1987 by Country appears on the reverse side of this page, and the World Summary Report by Regions and Countries appears on the following two pages.

## TRICKLE UP PROGRAM

### BUSINESS ENTERPRISES STARTED

#### PRODUCTS MOST FREQUENTLY PRODUCED

PRODUCTS	%	MOST FREQUENTLY PRODUCED
FOOD	64.3%	VEGETABLES, CHICKENS, PIGS, FISH, BREAD, LOCAL FOOD
CLOTHING	10.6%	WOMEN'S, CHILDREN'S, SHOES, SCHOOL UNIFORMS, SWEATERS
HOUSEHOLD	15.8%	BASKETS, MATS, TABLECLOTHS, CHARCOAL, PARAFFIN
CRAFTS	5.0%	GENERAL HANDICRAFTS, EMBROIDERY AND CROCHET
OTHER	4.2%	FLOWERS, CEMENT BLOCKS, BRICKS, REPAIR - AUTO, RADIO

	%	1987 1979-1987		1987 1979-1987	
		Totals	Totals	Totals	Totals
<b>WORLD TOTALS</b>	<b>72</b>	<b>2,584</b>	<b>5,563</b>		
<b>AFRICA -</b>	<b>24</b>	<b>1008</b>	<b>2,036</b>	<b>CARIBBEAN -</b>	<b>13 82 485</b>
BENIN		89	154	ANGUILLA	6
BOTSWANA			1	ANTIGUA *	25
CAMEROON		5	88	BARBADOS	3
CENTRAL AFRICA REPUBLIC		2	2	BARBUDA *	1
CHAD		8	8	DOMINICA	1 52
ETHIOPIA			6	DOMINICAN REPUBLIC	24 98
GAMBIA			7	GUADELOUPE	2
GHANA		41	63	HAITI	5 102
KENYA		629	1206	JAMAICA	50 96
LESOTHO		43	53	MONSERRAT	1 7
MALI		5	16	NEVIS *	24
NIGERIA		10	13	ST. KITTS *	36
RWANDA		5	7	ST. LUCIA	7
SENEGAL			50	ST. VINCENT	1 10
SIERRA LEONE		98	132	TURKS & CAICOS	16
SOMALIA			11		
SUDAN		3	4	<b>CENTRAL AMERICA -</b>	<b>7 307 951</b>
SWAZILAND			10	BELIZE	5
TANZANIA		8	17	COSTA RICA	36 251
TOGO		2	9	EL SALVADOR	15
UGANDA		47	138	GUATEMALA	193 412
ZAIRE			1	HONDURAS	78 254
ZAMBIA		6	23	NICARAGUA	9
ZIMBABWE		7	17	PANAMA	5
<b>ASIA -</b>	<b>14</b>	<b>872</b>	<b>1549</b>	<b>NORTH AMERICA -</b>	<b>2 30 44</b>
BANGLADESH		47	57	MEXICO	5 15
BURMA			14	UNITED STATES	25 29
FIJI			2		
INDIA		100	153	<b>SOUTH AMERICA -</b>	<b>10 231 437</b>
INDONESIA		66	180	ARGENTINA	11 19
MALAYSIA		4	6	BOLIVIA	22 41
MICRONESIA			3	BRAZIL	2 10
NEPAL		32	52	CHILE	12
PAKISTAN			2	COLOMBIA	162 208
PHILIPPINES		582	880	ECUADOR	30 121
SOLOMON ISLANDS		13	46	GUYANA	10
SRI LANKA		24	141	PARAGUAY	4 9
THAILAND		1	10	PERU	3
VANUATU		3	3	SURINAME	4
<b>EUROPE -</b>	<b>2</b>	<b>54</b>	<b>61</b>		
IRELAND			2		
PORTUGAL		54	59		

\* NOTE: ANTIGUA-BARBUDA IS ONE COUNTRY, AS IS ST. KITTS-NEVIS

SOURCE: COORDINATOR CERTIFIED BUSINESS PLANS

Trickle Up Program, 54 Riverside Drive, PHE, New York, NY 10024, USA. Tel: (212) 362-7958.

# TRICKLE UP PROGRAM, INC.

**TRICKLE UP PROGRAM** is an independent, non-profit organization, which is dedicated to creating new opportunities for self-employment and economic and social well-being among low income populations of the world. By the end of 1987, 5,563 business enterprises had been started or expanded by the TUP process, which has assigned grants in 93 countries:

**AFRICA -- 37:** Benin, Botswana, Burkina Faso, Burundi, Cameroon, Central African Republic, Chad, Egypt, Equatorial Guinea, Ethiopia, Gabon, Gambia, Ghana, Ivory Coast, Kenya, Lesotho, Liberia, Malawi, Mali, Mauritius, Morocco, Mozambique, Nigeria, Rwanda, Sao Tome & Principe, Senegal, Sierra Leone, Somalia, Sudan, Swaziland, Tanzania, Togo, Tunisia, Uganda, Zaire, Zambia, Zimbabwe.

**ASIA -- 20:** Bangladesh, Burma, Fiji, India, Indonesia, Jordan, Kiribati, Lebanon, Malaysia, Marshall Islands, Micronesia, Nepal, Pakistan, Papua New Guinea, Philippines, Solomon Islands, Sri Lanka, Thailand, Turkey, Vanuatu.

**CARIBBEAN -- 15:** Anguilla, Antigua-Barbuda, Barbados, British Virgin Islands, Dominica, Dominican Republic, Grenada, Guadeloupe, Haiti, Jamaica, Montserrat, St. Kitts-Nevis, St. Lucia, St. Vincent, Turks & Caicos.

**CENTRAL AMERICA -- 7:** Belize, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama.

**EUROPE -- 2:** Ireland, Portugal

**NORTH AMERICA -- 2:** Mexico, United States

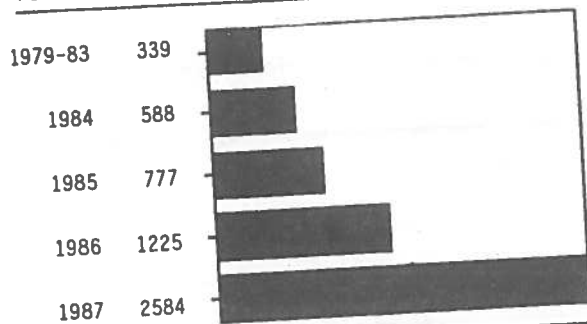
**SOUTH AMERICA -- 10:** Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Guyana, Paraguay, Peru, Suriname.

**The TUP PROPOSITION:** If groups of five or more people wish to invest 1,000 or more hours of their unemployed time, they may apply for a Trickle Up Program Grant of US\$100, to be paid in two \$50 installments, for a profit-making enterprise:

- 1) that they have planned themselves;
- 2) for which they have or can secure any necessary approvals or resources;
- 3) where the 1,000 hours of self-employment can be completed within 3 months;
- 4) where a profit is anticipated;
- 5) where not less than 20% of the profit will be reinvested;
- 6) where continuing and expanding levels of self-employment are anticipated; and
- 7) for which they will send reports on their enterprise and results to TUP.

**PARTICIPATION** is open to both women and men. TUP seeks to involve such groups as young people who have never had a job; women, many of whom have never earned money for the work they do; and people in the informal sector who are generally overlooked when development plans are made. Two-thirds of those who plan and work on TUP enterprises are women.

Period    No.    TUP Business Enterprises Started



Total: 5563

**TRICKLE UP ENTERPRISES** are those that people can start with existing skills, locally available materials and equipment, which are labor-intensive, and for which there are local markets. People "learn by doing" how to start and continue in business. Many businesses yield a quick profit that, reinvested, helps them build up capital.

The greatest number of enterprises are those producing, processing, and marketing food; the second largest number involve clothing; and the third largest are those producing and marketing household goods. There are over 100 types of TUP enterprises in the various countries.

**TRICKLE UP PROGRAMS ARE INITIATED** by Coordinators who find that TUP can advance the work of their own organization. They include 1,402 individuals and professional personnel of local and international voluntary organizations, government agencies, the United Nations Development Programme, UNICEF, UN Volunteers, and the Peace Corps.

From a Peace Corps Volunteer couple ending their assignment came this comment: "As we look back, we realize the big impact that TUP has made in this area. Even though the financial contributions have been small, they have been of great value to the individual groups. Improved self confidence and self esteem, incentive, direction, business knowledge, expanding views and awareness, an additional sense of responsibility, respect...and all of this with a \$50 grant!"

---

**At the beginning of 1988**, nearly nine years after the Trickle Up Program began, 8,652 project grants of US\$100 each have been assigned to nearly 1,402 Coordinators in 93 countries, making a difference in the lives of over 41,000 people. To accomplish this, as was stated in a UN publication, "the Trickle Up Program has developed carefully designed forms and simple procedures and with its creative use of microcomputers, TUP is able to manage a widely spread programme of activities with a minimal staff in a large number of countries, resulting in impeccable financial accountability and solid records and reports of accomplishments."

**TUP demonstrates** how, in a unique, cost-effective way, involuntary unemployment can be substantially reduced and productivity increased. With the **TRICKLE UP PROGRAM**, \$20,000 can help more than 1,000 people become entrepreneurs and start their own income-producing enterprises, with exponential growth possible. **TUP businesses** add to the goods and services that constitute the real Gross National Product, and add to the independence and self reliance of the women and men who participate.

---

**AWARDS:** 1987 brought four awards to the Leets for Trickle Up:

- The **ROSE AWARD** presented by Canada's World Media Institute was for "establishing a revolutionary concept in grass roots development assistance called Trickle Up, fully computerized, and with impeccable financial accountability."
- The **GIRAFFE COMMENDATION** for "sticking your necks out to start your own grass roots foreign aid program."
- The **PRESIDENTIAL END HUNGER AWARD**, a Certificate of Outstanding Achievement, was presented at the White House for "continued demonstrated vision, initiative and leadership in the effort to achieve a world without hunger, for founding the Trickle Up Program in 1979."
- An **AWARD FOR CREATIVE ALTRUISM** from the Institute of Noetic Sciences was given to the Leets in recognition of the "creative spirit of altruism, love and compassion which informs your life and work...You have demonstrated an extraordinary commitment, inspired by love, to creating a world where the full realization of human potential is possible."

---

**TRICKLE UP PROGRAM COUNCIL:** Bolanle Awe, Harlan Cleveland, Wilbur J. Cohen\*, Pauline Frederick, Rev. Theodore M. Hesburgh, Aziza Husein, Mary Keane, Henry Labouisse\*, Mary Burke Nicholas, Richard Pough, Aileen Robbins, Charles Robbins, Leticia R. Shahani, Helvi Sipila, and Carmen Delgado Votaw. Hon. Bertram Harnett, Counsel. \* deceased

- 
- \$ 100 will help one group of people start their own business enterprise;
  - \$ 500 will help five groups start business enterprises;
  - \$1,000 will help ten groups;
  - \$5,000 will help fifty groups . . . and so on.

Should you wish to make a contribution, please fill out the form below make your check payable to "**Trickle Up Program, Inc.**" and send it to the address below. Contributions are tax-deductible.

---

Enclosed is my contribution of \$ \_\_\_\_\_ to help the Trickle Up Program.

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

**TRICKLE UP PROGRAM**, 54 Riverside Drive, PHE, New York, NY 10024, USA. (212) 362-7958  
**Founders and Co-Directors:** Glen Leet & Mildred Robbins Leet

THE NEW YORK TIMES, THURSDAY, OCTOBER 15, 1987

# The New York Times

Founded in 1851

ADOLPH S. OCHS, *Publisher 1896-1935*  
 ARTHUR HAYS SULZBERGER, *Publisher 1935-1961*  
 ORVIL E. DRYFOOS, *Publisher 1961-1963*

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## Where \$100 Goes a Long Way

There have always been questions about how much American foreign aid actually trickles down to the poor. Too often, it seems the funds disappear into bureaucratic channels, or pockets. By contrast, private voluntary organizations have built an impressive record of reaching poor people abroad — and doing so with remarkably small amounts of money.

This performance has prompted Senator Dennis DeConcini of Arizona and Representatives Edward Felghan of Ohio and Benjamin Gilman of New York to introduce a bill to provide third world entrepreneurs with loans of a few hundred dollars. The loans would be administered by nongovernmental organizations in those countries. The bill calls for \$50 million to be made available in 1988 and \$75 million in 1989. The bill has broad bipartisan support and deserves rapid enactment.

Americans find it hard to believe that \$100 is all it takes to launch a business. Yet since 1979, 4,000 small enterprises in 90 developing nations have got their starts with \$100 grants from Trickle-Up, an American voluntary organization.

Trickle-Up seed money turns landless peasants and impoverished slum dwellers into entrepreneurs who create bakeries, banana stands, dress stalls;

sell milk, sugar cane juice and ginger wine; raise poultry; keep bees; weave mats, and make shoes, hats and mosquito nets.

These people earn their bread and care for their families. Some do well enough to employ others and pay taxes. Volunteer field coordinators (some attached to the United Nations, others with the Peace Corps) help enlist candidates for grants and monitor progress. Every dollar awarded by Trickle-Up generates four in profit.

Businesses are planned by local people; two out of three are women who have never had a job. Groups of five or more people band together to convince Trickle-Up that they have the necessary skills, that materials are available and that a market exists for their product or service. Each group is required to commit 1,000 hours of its own labor within three months of receiving the first installment, and to promise to re-invest not less than 20 percent of its profits. The groups agree to submit progress reports to Trickle-Up.

The \$100 grants by Trickle-Up and the loan amounts proposed under the pending legislation are too modest to attract the barracudas that usually circle foreign aid. The poor will receive the aid directly and have a chance, through their own initiative, to become self-sufficient. That sounds a lot like the American way.

**APPENDIX D**

Date: \_\_\_\_/\_\_\_\_/\_\_\_\_  
day month year

PROJECT NUMBER: TUP/\_\_\_\_/\_\_\_\_/\_\_\_\_/\_\_\_\_

Initial Check Number: \_\_\_\_\_

TRICKLE UP PROGRAM BUSINESS PLAN

PLEASE PRINT

1. We plan to produce and sell: \_\_\_\_\_
2. Our plan for selling our product(s) is: \_\_\_\_\_
3. Our location is: \_\_\_\_\_
4. The name of our group of five or more persons is: \_\_\_\_\_
5. A total of \_\_\_\_\_ people are expected to participate in planning.
6. Of those, \_\_\_\_\_ are females, and 7. \_\_\_\_\_ are males.
8. A total of \_\_\_\_\_ people are expected to work.
9. Of those, \_\_\_\_\_ are females, and 10. \_\_\_\_\_ are males.
11. We plan more than 1,000 hours of self-employment within 13 weeks (3 months). \_\_\_\_\_ people each plan to work \_\_\_\_\_ hours a day, \_\_\_\_\_ days a week, making a total of \_\_\_\_\_ hours a week. In 13 weeks, this total \_\_\_\_\_ hours of self employment planned by our group.
12. The value of our work per hour, in our country's currency, is: \_\_\_\_\_  
Our country's currency: Name: \_\_\_\_\_. Exchange rate: \_\_\_\_\_ = US\$1.00  
Using our country's currency
13. Estimated total INCOME for 3 months: Income from TUP, plus Income from Sales: \_\_\_\_\_
14. Estimated EXPENSES for 3 months: This is how much it will cost to buy the goods, materials, and equipment we will need to produce these items: \_\_\_\_\_
15. Estimated PROFIT = INCOME minus EXPENSES (line 13 minus line 14): \_\_\_\_\_
16. Estimated REINVESTMENT: We will SAVE at least 20% of our profit for REINVESTMENT. \_\_\_\_\_
17. Work can start on \_\_\_\_/\_\_\_\_/\_\_\_\_ and is expected to continue as a profit-making business.  
day month year

WE HEREBY MAKE APPLICATION FOR A TRICKLE UP PROGRAM GRANT OF US\$100 FOR THIS BUSINESS.

18. We understand that an initial payment of US\$50 will be made if this Business Plan is accepted, and that the final payment of US\$50 will be made only after TUP has received a completed TUP Business Report indicating that the terms of this Business Plan have been met and the group is entitled to the final payment. The Report, certified by the Coordinator, must include the profits, reinvestment and/or savings, hours of self-employment, and certification that the business is continuing. The final payment is not due unless the business is continuing.
19. We agree that the grant will be divided among those who work in proportion to the hours they work or that it may be used for any other purpose determined by those who work.
20. We understand that the Trickle Up Program, Inc., will have no further financial or other responsibility, and that our group is eligible for only one TUP grant.
21. We agree that information on our activities may be shared with others.

=====  
22. Project Leader: \_\_\_\_\_ print name signature Sex: \_\_\_\_\_

23. Mailing Address: \_\_\_\_\_

24. The names of the participants should be recorded on the back of the Original Business Plan.

25. PAYMENT RECORD TO BE COMPLETED BY COORDINATOR: \_\_\_\_\_

26. Mailing Address: \_\_\_\_\_

DATE SENT TO COORD. PL.	DATE RECD BY COORD.	CK. NO.	AMOUNT	PAYABLE TO	DATE ISSUED	CLEARED BANK
----------------------------	------------------------	---------	--------	------------	----------------	-----------------

27. \_\_\_\_\_

One copy of this Business Plan should be kept by the Project Group and one by the Coordinator.



Date: 14 / Sept / 1987  
day month year

PROJECT NUMBER: TUP/KEN/NJHA/11

Initial Check Number: 21721.1

TRICKLE UP PROGRAM BUSINESS PLAN

PLEASE PRINT

1. We plan to produce and sell: Green Vegetables
2. Our plan for selling our product(s) is: Local Market
3. Our location is: Gakui-Kandara
4. The name of our group of five or more persons is: Korobolo Women Group
5. A total of 11 people are expected to participate in planning.
6. Of those, 11 are females, and 7. 0 are males.
8. A total of 11 people are expected to work.
9. Of those, 11 are females, and 10. 0 are males.
11. We plan more than 1,000 hours of self-employment within 13 weeks (3 months). 11 people each plan to work 4 hours a day, 5 days a week, making a total of 220 hours a week. In 13 weeks, this totals 2860 hours of self employment planned by our group.
12. The value of our work per hour, in our country's currency, is: Kshs. 3.50  
 Our country's currency: Name: Kenya Shillings. Exchange rate: 16.50 = US\$1.00  
 Using our country's currency:
13. Estimated total INCOME for 3 months: Income from TUP, plus Income from Sales: 18210
14. Estimated EXPENSES for 3 months: This is how much it will cost to buy the goods, materials, and equipment we will need to produce these items: 8200
15. Estimated PROFIT = INCOME minus EXPENSES (line 13 minus line 14): Ksh 10010
16. Estimated REINVESTMENT: We will SAVE at least 20% of our profit for REINVESTMENT. 48% 4804.80
17. Work can start on 15 / Sept / 87 and is expected to continue as a profit-making business.  
day month year

WE HEREBY MAKE APPLICATION FOR A TRICKLE UP PROGRAM GRANT OF US\$100 FOR THIS BUSINESS.

18. We understand that an initial payment of US\$50 will be made if this Business Plan is accepted, and that the final payment of US\$50 will be made only after TUP has received a completed TUP Business Report indicating that the terms of this Business Plan have been met and the group is entitled to the final payment. The Report, certified by the Coordinator, must include the profits, reinvestment and/or savings, hours of self-employment, and certification that the business is continuing. The final payment is not due unless the business is continuing.
19. We agree that the grant will be divided among those who work in proportion to the hours they work or that it may be used for any other purpose determined by those who work.
20. We understand that the Trickle Up Program, Inc., will have no further financial or other responsibility, and that our group is eligible for only one TUP grant.
21. We agree that information on our activities may be shared with others.

- 
22. Project Leader: Esther N. Wairithira Mwangi E. Mwangi Sex: F  
print name signature
  23. Mailing Address: P.O. Box 15, Kandara
  24. The names of the participants should be recorded on the back of the Original Business Plan.
  25. PAYMENT RECORD TO BE COMPLETED BY COORDINATOR: Grace M. Macharia
  26. Mailing Address: New Jericho Harambee Progressive Women Group - 57307, NBI

DATE SENT TO COORD. PL.	DATE RECD BY COORD.	CK. NO.	AMOUNT	PAYABLE TO	DATE ISSUED	CLEARED BANK
27. <u>30 Oct 87</u>		<u>21721.1</u>	<u>\$50</u>	<u>E. Mwangi</u>		

One copy of this Business Plan should be kept by the Project Group and one by the Coordinator.

Send the Original to: Trickle Up Program, 54 Riverside Drive, PHE, New York, NY 10024-6509, USA

APPENDIX F

Date: \_\_\_\_/\_\_\_\_/\_\_\_\_  
day month year

Project Number: TUP: \_\_\_\_/\_\_\_\_/\_\_\_\_

Initial Check Number: \_\_\_\_\_.

PLEASE PRINT

TRICKLE UP PROGRAM BUSINESS REPORT

- 1. Work on our group's business began on: \_\_\_\_/\_\_\_\_/\_\_\_\_.
2. A total of \_\_\_\_ people actually worked.
3. Of these, \_\_\_\_ were females, and
4. \_\_\_\_ were males.
5. A total of \_\_\_\_ people benefited.
6. Of these, \_\_\_\_ were females, and
7. \_\_\_\_ were males.
8. We worked \_\_\_\_ hours in \_\_\_\_ months. (Count only months in which you actually worked.)
9. We value our time per hour, in our country's currency, at: \_\_\_\_.

The name of our country's currency is: \_\_\_\_ Exchange Rate: \_\_\_\_ = US\$1.00

10. We produced and sold: \_\_\_\_\_
11. Unit of measure: \_\_\_\_\_
12. We have sold \_\_\_\_ units.
13. The price per unit was
14. Income from sales was
15. Income from TUP to date
16. Total income to date (Add lines 14 and 15)
17. Expenses
18. Profit after expenses (Deduct line 17 from line 16).

Local Currency | US\$ Optional

- 19. a) We have reinvested (for materials, equipment, etc.) a total of
b) We have saved for reinvestment and now have on hand a total of
On deposit with bank, credit union, or other: . . .

20. Our total savings and reinvestment is. (line 19a plus line 19b)

We have reinvested \_\_\_\_% of our profit (line 20 divided by line 18).

- 21. With the money we have already reinvested, we bought: (equipment, materials, supplies, increased inventory, etc.)
22. Final TUP Payment anticipated.
23. Total Profit: (Add lines 18 and 22).

24. Was TUP helpful? \_\_\_\_ 25. How? \_\_\_\_\_
26. Is the activity continuing as an income-producing business? \_\_\_\_\_

- 27. The following things have changed in our lives because of our business: (Check any that apply.)
a. [ ] We have more money. b. [ ] We can send more children to school.
c. [ ] We are better clothed. d. [ ] We can provide better food for our families.
e. [ ] We can afford better medical care. f. [ ] We learned the basic skills needed to run a business.
g. [ ] We feel better about our future.

28. Comments: \_\_\_\_\_

NOTE: If you need more space for any item, please use the back of the Original sent to TUP.

- 29. Name of Group: \_\_\_\_\_
30. Group Leader: \_\_\_\_\_ print name Sex: \_\_\_\_\_
31. Certified by: \_\_\_\_\_
32. Signatures: \_\_\_\_\_
33. Addresses: \_\_\_\_\_
34. Payment Record to be Completed by Coordinator: \_\_\_\_\_ Sex: \_\_\_\_\_

Table with 7 columns: DATE SENT TO COORD. PL., DATE RECD BY COORD., CK. NO., AMOUNT, PAYABLE TO, DATE ISSUED, CLEARED BANK. Rows 35 and 36.

Date: 1 / 9 / 87  
day month year

Project Number: TUP: PHI / DMM / 15

Initial Check Number: 7952.1

PLEASE PRINT

TRICKLE UP PROGRAM BUSINESS REPORT

- Work on our group's business began on: 8 / June / 87  
day month year
- A total of 6 people actually worked.
- Of these, 3 were females, and
- 3 were males.
- A total of 6 people benefited.
- Of these, 3 were females, and
- 3 were males.
- We worked 2184 hours in 3 months. (Count only months in which you actually worked.)
- We value our time per hour, in our country's currency, at: 5.00.

The name of our country's currency is: Peso. Exchange Rate: 19.70 = US\$1.00

10. We produced and sold: Live Pigs  
11. Unit of measure: Kilo

	Local Currency	US\$ Optional
12. We have sold <u>170</u> units.	<u>32</u>	<u>1.62</u>
13. The price per unit was . . . . .	<u>5440</u>	<u>276.14</u>
14. Income from sales was . . . . .	<u>863</u>	<u>43.80</u>
15. Income from TUP to date . . . . .	<u>6303</u>	<u>319.94</u>
16. Total income to date (Add lines 14 and 15) . . . . .	<u>2710</u>	<u>137.56</u>
17. Expenses . . . . .	<u>3593</u>	<u>182.38</u>
18. Profit after expenses (Deduct line 17 from line 16). . . . .		

	Local Currency	US\$ Optional
19. a) We have reinvested (for materials, equipment, etc.) a total of . . . . .	<u>898.25</u>	<u>45.60</u>
b) We have saved for reinvestment and now have on hand a total of . . . . .	<u>898.25</u>	<u>45.59</u>
On deposit with bank, credit union, or other: . . . . .	<u>Treasurer</u>	

20. Our total savings and reinvestment is. . . . . 1796.50 | 91.19  
(line 19a plus line 19b)

We have reinvested 50 % of our profit (line 20 divided by line 18).

21. With the money we have already reinvested, we bought: More hogs  
(equipment, materials, supplies, increased inventory, etc.)

22. Final TUP Payment anticipated. . . . .	<u>863.</u>	<u>50.00</u>
23. Total Profit: (Add lines 18 and 22). . . . .	<u>4456</u>	<u>232.38</u>

24. Was TUP helpful? Yes 25. How? We have started a small business.

26. Is the activity continuing as an income-producing business? Yes.

27. The following things have changed in our lives because of our business: (Check any that apply.)
- a.  We have more money.
  - b.  We can send more children to school.
  - c.  We are better clothed.
  - d.  We can provide better food for our families.
  - e.  We can afford better medical care.
  - f.  We learned the basic skills needed to run a business.
  - g.  We feel better about our future.

28. Comments: We will try to expand

NOTE: If you need more space for any item, please use the back of the Original sent to TUP.

29. Name of Group: Tablon Piggery

30. Group Leader: Paz T. Amista print name Sex: F 31. Certified by: Saturnina P. Aberin

32. Signatures: Paz T. Amista S. Aberin

33. Addresses: Tablon, Cagayan de Oro City, Philippines

34. Payment Record to be Completed by Coordinator: Saturnina P. Aberin Sex: F

	DATE SENT TO COORD. PL.	DATE RECD BY COORD.	CK. NO.	AMOUNT	PAYABLE TO	DATE ISSUED	CLEARED BANK
35.	<u>13 Apr 1987</u>		<u>7952.1</u>	<u>\$50-</u>	<u>Paz T. Amista</u>	<u>16 Mar</u>	
36.	<u>12 Oct 1987</u>		<u>21229.2</u>	<u>\$50-</u>	<u>Paz T. Amista</u>	<u>18 Nov</u>	

APPENDIX G

VOLUNTEER TUP COORDINATOR APPLICATION<sup>1</sup>

Date \_\_\_\_\_

Name \_\_\_\_\_ Sex \_\_\_\_\_ Age \_\_\_\_\_ Nationality \_\_\_\_\_

Mailing Address \_\_\_\_\_

Agency Telephone \_\_\_\_\_ Home Telephone \_\_\_\_\_

1. Name of agency \_\_\_\_\_

Address of agency \_\_\_\_\_

2. Purpose of agency \_\_\_\_\_

3. Type of Agency: Governmental, Non-Governmental, Inter-Governmental, other? \_\_\_\_\_

4. When was it founded? \_\_\_\_\_ 5. Number workers: paid \_\_\_\_\_ volunteer \_\_\_\_\_

6. Geographic area of work \_\_\_\_\_

7. Names, titles, and addresses of principal officers:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

8. Is your agency registered with the government? \_\_\_\_\_ If so, with what office? \_\_\_\_\_

On what date was it registered? \_\_\_\_\_

Registration number? \_\_\_\_\_

9. Briefly describe your education, training, and experience. \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

10. What is your position and what are your responsibilities? \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

11. Describe your work with low income, unemployed and underemployed people? \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

12. How long have you lived in your present location? \_\_\_\_\_

13. How long will you be able to work as a TUP coordinator there? \_\_\_\_\_

14. Do you have photocopy or microcomputer facilities at your disposal? \_\_\_\_\_

15. How many projects do you think you will be able to coordinate in the current year? \_\_\_\_\_ Next year? \_\_\_\_\_ The following year? \_\_\_\_\_

16. Why do you want to be a volunteer Trickle Up coordinator? \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

17. How did you learn about Trickle Up? \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

18. Do you know any Trickle Up Coordinators, if so who? \_\_\_\_\_

\* \* \* \* \*

References (Please include address) \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

<sup>1</sup> Trickle Up does not pay Coordinators for their services or expenses.

Trickle Up Program Global Report for 1987

APPENDIX H

Sample Initial and Final TUP Checks

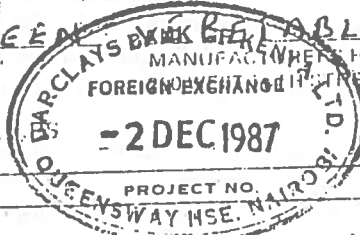
TRICKLE UP PROGRAM  
54 RIVERSIDE DRIVE - PHE  
NEW YORK, NY 10024

	PLANNED	ACTUAL
HOURS	2860	
PROFIT	10010	
REINVESTMENT	48%	
ACTIVITY		

1-30/210

0021721

PAY            FIFTY            DOLLARS



MANUFACTURERS HANOVER TRUST COMPANY  
200 WEST 79TH STREET, NEW YORK, NY 10024

TO THE ORDER OF	DATE	PROJECT NO.	CHECK NO.	CHECK AMOUNT
OTHER MWANGI	30-Oct-87	TUP/ KEN7 NJHP7	11	21721 .1 \$50.00

*[Signature]*  
CERTIFIED BY

⑈021721⑈ ⑆021000306⑆ ⑆187060243065⑈ ⑆0000005000⑆

TRICKLE UP PROGRAM  
54 RIVERSIDE DRIVE - PHE  
NEW YORK, NY 10024

	PLANNED	ACTUAL
HOURS	2,184	2,184 hrs.
PROFIT	1,796.50	1,796.50
REINVESTMENT	50%	50%
ACTIVITY		

1-30/210

0021229

FNB COLL. 2907  
FUND TRANSFER DEPT.  
COLLECTION DIV.

*Piggery Products*

MANUFACTURERS HANOVER TRUST COMPANY  
200 WEST 79TH STREET, NEW YORK, NY 10024

PAY            FIFTY            DOLLARS

TO THE ORDER OF	DATE	PROJECT NO.	CHECK NO.	CHECK AMOUNT
AZ AMISTA	11/18/1987	TUP/ PHI/DMM/	15	21229 .2 \$50.00

*[Signature]*  
CERTIFIED BY

⑈021229⑈ ⑆021000306⑆ ⑆187060243065⑈ ⑆0000005000⑆

APPENDIX I

TRICKLE UP PROGRAM, 54 RIVERSIDE DRIVE, PHE, NEW YORK, NY 10024, USA. TEL: (212) 362-7958. - PAGE 1

Mr. Ed F. Milton Margai  
 Jangee All-Age Community Education  
 Private Mail Bag 367  
 Freetown, Sierra Leone

December 14, 1987

COUNTRY: SIERRA LEONE  
 COORD: MARGAI  
 FILENAME: SIEJAC-D157  
 PAY TO: PROJECT LEADER  
 COORD.SEX: M  
 NATIONALITY: SIERRA LEONE  
 AFFIL.: JACE  
 GOVI/NGO: NGO

Dear Mr. Margai:

Thank you for your kind letter of 17 October enclosing Applications for businesses SIE/JAC/31-42. All Applications seem to contain very good plans. We have recorded all pertinent information below. Please extend our best wishes for success to all of the participants.

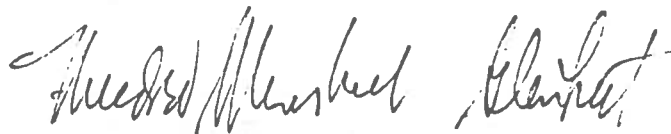
Furthermore, we are delighted to hear that you have coordinated a workshop for all the various "Chiefdom Groups" to meet with their counterparts. This exchange of experiences will not only be a source of information, but inspiration to all who attend. We anticipate receiving the Appraisal Evaluation Report when it is completed. This workshop is truly a wonderful idea.

It is also a wonderful idea to have appointed an assistant coordinator to make regular visits to the groups. This assistance to the groups is an excellent way of reminding the participants of the support and guidance that is available.

BRAVO! We are thrilled with your initiative, and look forward to hearing from you soon.

Best wishes and Happy Holidays!

Sincerely,



\db Mildred Robbins Leet & Glen Leet

APPLS. RECEIVED: 42  
 REPORTS RECEIVED: 30  
 TOTAL OBLIGATED: \$6,100  
 CHECKS ENCLOSED: \$0  
 TOTAL CRS. ISSUED: \$4,550  
 CLEARED BANK: \$2,050  
 REPORTED CONTINUING:  
 YES: 30  
 NO: 0  
 PERCENT YES: 100%  
 PROJECT LEADERS:  
 NUMBER FEMALE: 27  
 PERCENT FEMALE: 64%  
 NUMBER MALE: 15  
 PERCENT MALE: 36%

PROJ NO.	SENT CHECK #	DATE SENT BY TUP	DATE CLEARED BANK	A = APPLICATION R = OR REPORT	DATE RECEIVED PRODUCT	GROUP LEADER		CONTINUING YES OR NO
						NAME	SEX	
61	91		41					
1	3076.1	04-Mar-85	11-Apr-85	A	25-Apr-85 BEANS, CASSAVA	MASSA VANDI	F	Y
	4604.2	28-Jan-86	30-Apr-86	R	23-Jan-86			
2	3077.1	04-Mar-85	11-Apr-85	A	25-Apr-85 PALMOIL	ETIA KPULUM	F	Y
	4605.2	28-Jan-86	30-Apr-86	R	23-Jan-86			
3	3078.1	04-Mar-85	11-Apr-85	A	25-Apr-85 SOAP	MAMEI KPANABUM	F	Y
	4606.2	28-Jan-86	30-Apr-86	R	23-Jan-86			
4	3079.1	04-Mar-85	11-Apr-85	A	25-Apr-85 RICE	FATOU FOMBA	F	Y
	4607.2	28-Jan-86	30-Apr-86	R	23-Jan-86			
5	3080.1	04-Mar-85	11-Apr-85	A	25-Apr-85 SMOKED FISH	MARY KAINÉ	F	Y
	4608.2	28-Jan-86	30-Apr-86	R	23-Jan-86			



The following item on "Things Jamaican" was included in the 1988 UNDP report, "Meeting Jamaica's Technical Co-operation Needs," prepared by the United Nations Development Programme in association with the Planning Institute of Jamaica. A copy of the report was sent to the Trickle Up Program by Resident Representative Brenda McSweeney.

## "Things Jamaican": Designing for Export

Late last year Mrs. Rita Henry, of the village of Pennants in the Parish of Clarendon shared a story with UNDP. It was the story of her aspiration to become a teacher and of how she had had to work, instead, as a domestic to help support her family. "Then a friend introduced me to a centre where I could learn some skills and be my own employer," writes Mrs. Henry. She learned a delicate and detailed style of crochet work that she translated into elegant tablewear and clothing. For her efforts, she earned a certificate from the island's national craft development agency, *Things Jamaican Limited*. A reserved and modest woman, Mrs. Henry is quick to attribute her success to the encouragement she gained from that certificate.

Started in the mid-sixties from an idea by the then Member of Parliament Edward Seaga, and supported from the outset by UNDP, *Things Jamaican Limited* was much more than a crafts enterprise. Its purpose was to develop the country's handicraft production and redesign the output to give the baskets and embroidery, woodcarvings and pottery a new look, thereby increasing their market value and ability to earn foreign exchange. But even more important, it was intended to expand the number of people involved in handicraft.

After her training through *Things Jamaican*, Rita Henry became the prime mover for over a dozen income-generating projects in rural Pennants. She now teaches the high-fashion embroidery skills she learned to groups of women and young girls who gather on her front porch every day. With only a US\$100 grant made in two installments from the New York-based *Trickle-Up Programme*, co-ordinated in the country by UNDP, Mrs. Henry was able to buy the linen she needed for teaching and expanding her group's sales. "The project helped me a lot at this point and I found craft very successful. It made me a

woman and I depend on no one," says Mrs. Henry. Her husband proudly agrees that the income she earned helped their family of eight children through a season when his own pumpkin crop failed.

Her example encouraged others in the community to seek *Trickle-Up* assistance and undertake projects ranging from craft work to chicken-rearing and bee-keeping. So energized were members of the Pennants community by the confidence and independence they gained through the success of their income-earning projects after only a few months as participants in *Trickle-Up* that they started their own summer school and organized a leadership-training class for the village's young adults.

Mrs. Henry's story is similar to that of many other rural workers who have developed their skills since their initial contact with *Things Jamaican*—and who have raised their income from near zero to J\$100 a week. They are now able not only to generate enough income to meet their own basic needs but also to earn the country foreign exchange.

Today *Things Jamaican Limited* reaches beyond the development, training, production and distribution of craft. It provides consultancy services in historic reproductions for cultural heritage artifacts of the 16th and 17th centuries. The restoration of the 19th century great house, Devon House, was one such undertaking. A cultural attraction for tourists, it includes small shops where attractive and utilitarian crafts are available for sale.

When the *Things Jamaican* national craft complex was first established, UNDP and the International Labour Organisation (ILO) offered technical and financial assistance. The expanded programme meeting the needs of more than 5,000 rural people is assisted by a UNDP/UN Industrial Development Organization (UNIDO) project. Training is being offered to upgrade the quality and ongoing evaluation helps keep the products up-to-date with tourist and export tastes. To ensure maximum productivity, the island's craft development agency provides training in product design, promotion and marketing.

The story about Mrs. Rita Henry shows how one person's success can be a catalyst for others wanting to begin to help themselves. When she sent Trickle Up the report on her business that qualified her for the final \$50 TUP payment, she included her story. Some of it is excerpted in the above item, but there is more. Some time after she had learned about the Trickle Up Program at the training centre, she wrote to New York for more information, doubting that she would receive an answer. Then one day Ms. Kamla Lewis from UNDP located her and said that "they had received my letter in New York and sent her to me. I was astonished. My heart was overwhelmed with joy. She drove me home and gave me an application form to fill out and told me that I had to write a project plan. I did it and she handed me a check of US\$50. That was 268 Jamaican dollars." The report she sent to Trickle Up showed that she had made a profit after expenses of 1,374.20 Jamaican dollars over a period of three months. Eight different businesses have been started in Mrs. Henry's community, and from a report just received, we learned that the businesses are still continuing a year after they started.

**RUAI CHRISTIAN CENTRE**

P.O. Box 39518, NAIROBI

CHURCH, YOUTH TRAINING CENTRE & NUTRITION PROJECT

29th Jan. 1988

Dear Leets,

I am pleased to inform you that TUP Coordinators had a very successful meeting on 26 January 1988. The guest speaker was Mr. Kangau, the Chairman of the Export Promotion Committee at the Kenya Chambers of Commerce and Industry. He represented the national chairman of the Chamber of Commerce who was sick. The United Nations Development Programme was represented by Maria Svensson who has of late been a helpful person for TUP in Kenya.

A lot of good things came up. We have formed a committee drawing up the recommendations which I will present to you soon. Let me however inform you of a few things:

The Coordinators present left the meeting cheerfully as it was announced that, as from then, the UNDP will provide photocopies for TUP Application and Report forms freely. Postage for TUP Kenya will be done through the UNDP freely. It was also reported that the UNDP will now fund big projects that will have developed as TUP. This was in answer to the question "after TUP what?"

The National Chamber of Commerce and Industry promised to assist TUP in marketing its products, provide training in business, and that TUP will be represented by some Coordinators on external missions sponsored by the Chamber of Commerce. All in all, it promised to do for TUP whatever it can within its powers.

Finally, we are thankful for Maria Svensson. Though she is very busy, she is taking TUP very seriously.

For now, I wish you a prosperous New Year.

I am yours in service for TUP,

  
Humphrey Sikuku



# The Giraffe Gazette

A quarterly publication of the Giraffe Project, and organization that inspires people to stick their necks out for the common good. The Project's mission is to generate a new level of grassroots participation in public life by helping people believe in their own good instincts and in their own competence to help create the world they want to live in. The Project is non-profit, non-partisan and non-sectarian and is supported by memberships, lecture and workshop fees, private donors and foundation grants.

Volume IV, Number 2, Winter 1987-88



At a time when they might be simply enjoying a comfortable retirement, **Glen and Mildred Leet** are, instead, working more than full-time running "Trickle Up," a venture sometimes described as a mom-and-pop foreign aid program. They make what might seem to Americans minute grants to desperately poor people in the Third World. The typical grant is \$100, paid in two installments of \$50 each.

"There are many people for whom \$50 is a fortune," says Mildred. "They can start a small business right in their community."

The Leets learned first-hand about the need for such grants. Glen Leet served as a community development director with the United Nations for 36 years. "We observed the results of programs that are supposed to 'trickle down'," he says. "The idea is that if massive aid is poured in from the top, it will trickle down and benefit the poor. Unfortunately, very little of it does. Therefore, 'Trickle Up' funds go directly to the unemployed people at the grass roots."

Since 1979 when the Leets started the program, more than

4,000 entrepreneurs in 90 developing nations have received the \$100 grants. From the very basic forms the recipients fill out, the Leets have learned that about 80% of the grantees are women.

From their New York apartment Glen and Mildred oversee the 700 volunteers who act as the 'field coordinators', most of them United Nations or Peace Corps workers. These coordinators help recruit candidates and can make a few \$50 grants the moment the papers are filled out. They also monitor each grantee's progress.

Typical Trickle Up grantees would include six women in Ecuador who banded together to raise and sell guinea pigs and a group of impoverished women who have opened a bakery on the outskirts of Nairobi, Kenya. In India, fish sellers, handloom weavers, a team of septic tank cleaners and a laundryman who needed to buy an iron, have all been given a start.

Trickle Up doesn't do formal fundraising—people just hear about the program and donate. The address is 54 Riverside Drive PHE, New York NY 10024.

Spotted by Fletcher Knebel,  
Honolulu, HI



## spotlight

By John Dentinger

# Trickle Up Prosperity

**G**race Mbakwa and her business partners are taxpayers—and proud of it. Before they received a small private “foreign aid” grant, Mbakwa and 10 friends in Dschang, Cameroon, earned too little making clothes to owe taxes. With their grant, they were able to rent a stall in the market to display their wares and take orders. The tax certificate on the wall of the stall now symbolizes their business’s success.

Mbakwa and her friends were able to leap that initial hurdle into a culture of prosperity thanks to a mere \$100 from the Trickle Up Program (TUP). The program is the brainchild of Glen and Mildred Robbins Leet, who brim with stories like Mbakwa’s, interrupting each other in their eagerness to recount them. The Leets run TUP from their cozy apartment in Manhattan, giving out \$100 grants—in \$50 installments—to tiny businesses throughout the Third World.

The idea came “from observing that large grants were not reaching the poor,” says Mildred. “Everybody knew the problem—trickle down was not working. We had to give the poor people an opportunity to produce.”

The Leets first tried to interest the U.S. government in giving out such mini-grants. But, despite testifying before committees of both houses of Congress, they had no success. “That’s when we decided we needed to make a demonstration,” says Glen, who, like his wife, spent decades working in more-conventional development programs.

The couple first got together, several years after both were widowed, when a United Nations seminar on disaster relief adjourned to Mildred’s house. “Someone started playing the piano, and Glen asked me to dance, and that’s when he became something more than an expert to me,” she recalls. A globe-trotting courtship followed: Glen proposed to her in a glass-bottomed boat in Mombasa, Kenya; she phoned him from Japan with her answer; and they were married in Vienna in 1974.

The Leets founded TUP in 1979 with \$1,000 of their own money. It went to fund 10 new businesses on the Caribbean



**Glen and Mildred Leet:** “Fifty dollars, to the largest group of people in the world, is a great fortune.”

island of Dominica. “We picked Dominica,” Glen recalls with a hint of irony, “because it had an adverse balance of trade, a deteriorating economy, a high level of unemployment, and the lowest per capita income in the hemisphere next to Haiti. And it was nearby, so it wasn’t expensive to travel there.” Funded entirely by private contributions, TUP has since developed into an 86-nation network of over 4,000 businesses throughout the developing world.

“Fifty dollars,” notes Mildred, “to the largest group of people in the world, is a great fortune. It can buy a hundred chickens, or wool to accept orders to make sweaters in Kenya. Or seeds for a farmer, or fertilizer. Or the flour to start a bakery. In Rwanda, the \$50 permitted a group to buy better tools for their blacksmithing.”

“We make all payments in checks,” says Glen, “because that requires them to get acquainted with the banking system. Most of them have never been in a bank before. And they’re sometimes quite frightened by the prospect, and exhilarated by the experience. It’s a real triumph when they’ve succeeded.”

The Leets emphasize the importance

of women in developing economies. “One-third of households worldwide are run by women,” notes Mildred, yet most development programs overlook them. In her youth in New York, Mildred, taking Marie Curie as a role model, wanted to become a doctor. “But at the time women were not looked upon as proper candidates for becoming doctors,” she says.

With TUP, the pair has opened many doors for women. Says Glen, “Women all over the world are searching for ways to

improve themselves. Money-making activity is one of the least controversial and most effective ways of doing that.”

TUP requires a business plan describing how a group of five or more people will invest 1,000 or more hours of their unemployed time during a three-month period. The group must anticipate a profit and must put at least 20 percent of it back into the business. (The average reinvestment is 67 percent.) “If they save and reinvest, they’ll have the independence to make their own decisions and carry out their own plans,” says Glen.

The result is continuing and increasing levels of self-employment. In the first year, these businesses had profits almost four times the entire cost of the program. TUP spent \$222,340 in 1986, encouraging poor people to invest nearly seven million hours of work in profit-making enterprises—a cost to TUP of about three cents per hour.

As Glen says, “Energy and ideas create wealth. TUP proves that among the poorest people, there are resources, fires to be lighted within the people themselves.”

*John Dentinger is a free-lance writer in Los Angeles.*

Trickle Up Program, Inc. Newsletter, December 1987



# TRICKLE UP PROGRAM, INC.

**APPENDIX N**  
Glen Leet  
Mildred Robbins Leet  
Co-Directors

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26000 ETLX UR  
Mailing Address:  
TRICKLEUP NEWYORK

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New York, NY 10024, USA  
(212) 362-7958

Vol. 7, No. 3

## NEWSLETTER

1 December 1987

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.

### WORLD SUMMARY

From July through October, 827 TUP businesses were started. During this period, 394 Business Reports were received.

In October alone, 675 new grants were assigned. As of October 31st, Trickle Up had helped 4,840 groups get started in their own businesses in 92 countries.

### AWARDS

Three awards were received in October and November by the Trickle Up Program and founders Glen Leet and Mildred Robbins Leet:

#### "FOR STICKING YOUR NECK OUT"

The Giraffe Commendation was awarded to the Leets by the Giraffe Project, "for sticking your necks out to start your own grass roots foreign aid program.

Giraffes are 'ordinary' people who show extraordinary courage, compassion and commitment for the good of others. They are role models for a caring society."

#### "A WORLD WITHOUT HUNGER"

The Presidential End Hunger Award was presented at a ceremony in the White House on October 15th.

The Leets were cited for their "continued demonstrated vision, initiative and leadership in the effort to achieve a world without hunger, for founding the Trickle Up Program in 1979 that demonstrates a means of eliminating hunger by encouraging people to help themselves out of poverty".

### "FULL REALIZATION OF HUMAN POTENTIAL"

The Temple Award for Creative Altruism from the Institute of Noetic Sciences was presented in a ceremony in the Caucus Room of the Russell Senate Office Building, presided over by Senator Claiborne Pell, Chairman of the Senate Foreign Relations Committee.

The award was, "in recognition of the creative spirit of altruism, love and compassion which informs your life and work...You have demonstrated an extraordinary commitment, inspired by love, to creating a world where the full realization of human potential is possible." Paul N. Temple, Chairman; Diane E. Temple, Director; and Willis N. Harmon, President of the Institute of Noetic Sciences, signed the award.

The \$6,250 award will help 600 people start 60 business enterprises. They will probably invest over 100,000 hours of their time in productive enterprises they have planned themselves.

### TO END HUNGER BY THE YEAR 2000

50,000 people participated in a global satellite teleconference of 70 cities in 17 countries, sponsored by the Hunger Project. They reported that there is, and will continue to be, enough food to feed the world. What is needed is the political will. Speaking to this audience, Mildred Leet stressed how much people can do to help themselves if given the opportunity, pointing out that the poorest of the poor have skills, energy and creativity that can be released if they are encouraged through programs such as Trickle Up. What they lack is income to buy food.

Members of the Council of the Trickle Up Program, Inc.:

Bolanle Awe, Dr. Harlan Cleveland, Dr. Wilbur J. Cohen\*, Pauline Frederick, Rev. Theodore M. Hesburgh, Aziza Husein, Mary Keane, Henry Labouisse\*, Mary Burke Nicholas, Dr. Richard Pough, Aileen Robbins, Charles Robbins, Leticia R. Shahani, Helvi Sipila, Carmen Delgado Votaw.  
Hon. Edtram Hamett, Counsel  
\* Deceased

EXCERPTS FROM THE EDITORIAL PAGES OF THE NEW YORK TIMES

EDITORIAL, October 15th, 1987:

"WHERE \$100 GOES A LONG WAY"

"There have always been questions about how much American foreign aid actually trickles down to the poor. Too often it seems the funds disappear into bureaucratic channels or pockets. By contrast private voluntary organizations have built an impressive record of reaching poor people abroad--and doing so with remarkably small amounts of money....

Americans find it hard to believe that \$100 is all it takes to launch a business. Yet since 1979, 4,000 small enterprises in 90 developing countries have got their starts with \$100 grants from Trickle-Up, an American Voluntary Organization.

Trickle-Up seed money turns landless peasants and impoverished slum dwellers into entrepreneurs who create bakeries, banana stands, dress stalls; sell milk, sugar cane juice and ginger wine; raise poultry; keep bees; weave mats and make shoes, hats, and mosquito nets.

These people earn their bread and care for their families. Some do well enough to employ others and pay taxes. Volunteer field coordinators (some attached to the United Nations, others with the Peace Corps) help enlist candidates for grants and monitor progress. Every dollar awarded by Trickle Up generates four in profit.

Businesses are planned by local people; two out of three are women who have never had a job. Groups of five or more people band together to convince Trickle Up that they have the necessary skills, that materials are available, and that a market exists for their product or service. Each group is required to commit one thousand hours of its own labor within three months of receiving the first installment, and to promise to re-invest not less than 20 percent of its profits. The groups agree to submit progress reports to Trickle Up.

The \$100 grants by Trickle-Up... are too modest to attract the barracudas that usually circle foreign aid. The poor will receive the aid directly and have a chance, through their own initiative, to become self-sufficient. That sounds a lot like the American way."

LETTER: ON FOREIGN AID,  
November 18, 1987

"TRICKLE UP IS NO DROP IN THE BUCKET"

To the Editor: We were delighted to see you underscore the value for money given by Trickle-Up, the American voluntary aid operation ("Where \$100 goes a long way," Editorial Oct 15). At a time when the public wonders if aid really works, this catalytic venture shows that when aid spurs people to exercise their own initiative, talents and energies, it invariably does work--and often very cost-effectively.

Our organization, the United Nations Development Program (U.N.D.P.), was impressed with the potential of this initiative back in 1983 and came forward with an outright grant to help cover some of Trickle-Up's core costs.

Our 112 field offices around the world continue to lend a strong helping hand by bringing Trickle-Up activities to the attention of local communities, governments, and international donors. One of our subsidiary operations, the United Nations Volunteers, which has sent over 5,000 motivated young men and women to work in the developing world, recruits skilled personnel to coordinate Trickle-Up projects on the ground....

We are as excited today as we were in 1983 by the idea of helping small groups on low budgets to succeed...We applaud your focus on this challenge; we are working to build this approach into many more of our programs. J. Russell Boner, Director, Information Division, U.N. Development Program.



NEWS FROM THE FIELD

DOMINICAN REPUBLIC: Sean Larkin, PCV, wrote to tell us that "the first group has managed to expand their business in the period of the last ten months by well over 1000%. From starting a small cooperative store with less than \$RD100.00, they have almost doubled the size of the business every 2 months, resulting in, today, a store which is worth approximately \$RD1,580. I owe this near phenomenal success to three things. One, the hard work by the women's group; two, the operational philosophy to sell items at a reduced rate; and finally, three, the Trickle Up fund which allowed the maintenance of inventory to be sufficiently high while the business gained economies of scale enough to maintain their reduced prices."

ECUADOR: Leo Coloma of Terre des Hommes in Ecuador, says that "TUP will be of great help in providing work possibilities for women. They already see it as an alternative to leaving home and working in the city...Even old people are going to engage in growing small animals and they will be able to withdraw real benefit from TUP."

GUATEMALA: On October 2nd, the Leets visited five TUP businesses in the Department of Chiquimula in Guatemala. The businesses were coordinated by the Ministry of Urban and Rural Development with the assistance of local officials of the Ministry of Agriculture. They are successful, and the participants are enthusiastic.

The start up capital of \$100 provided by TUP is a one-time grant for people to get started in a process of creating their own capital through labor investment. It assumes that with only a little push to get started, a self sustaining process begins that will continue indefinitely. The five groups visited by the Leets illustrate a reaction that is quite common among TUP entrepreneurs.

One group started a bakery, which is now flourishing. People came to get their

bread while it was hot and made immediate payment. There was no distribution problem. When questioned, they answered that they had always worked hard, but it had never seemed to be productive. Now they have learned how to work together, to produce, to sell, and to save and reinvest, and life is good. We asked group leader Maria Martinez how long she expected to continue as an entrepreneur. She replied, "Until I die, I hope."

With the cooperation of the United Nations Development Program Resident Representative, arrangements have been made to extend the demonstration country-wide. In each of the 22 Departments, five grants have been assigned. If the new enterprises work as well as the first five, an expanded countrywide program is contemplated.

Through the UNDP Resident Representative in Guatemala, grants have also been assigned to be integrated into the National Youth Plan to help unemployed youth in Guatemala City to start their own businesses. Youth unemployment in the Capital City is a serious problem in Guatemala, as it is in many developing countries.

At a luncheon meeting, the Leets met with twenty of the Peace Corps volunteers who have been acting as TUP coordinators. Many of them brought examples of the products produced by the new entrepreneurs. There was a lively discussion which included: various forms of simple bookkeeping procedures that the new entrepreneurs were using; problems that were being encountered and solutions that had been found; and the changing role of women who are getting used to working out of the home and making decisions.

Howard Lyons who, for the past three years, has been Chief Coordinator of PCV activities with TUP has now become Peace Corps Country Director. Congratulations! And we were pleased to meet Todd Sloan who has taken on the responsibility for TUP work and to see Ruby Flores again.

INDONESIA: A letter was received from Emma Maria del Castillo, a United Nations Volunteer in Indonesia whose contract is finishing. She wrote: "In my efforts to strengthen indigenous self help groups in the village, the role of TUP has been an invaluable one, being the most important catalyst in the formation of active and self-reliant groups.

"For example, the TUP-assisted farmers' groups, which were nonexistent when I arrived in my duty area, have come a long way since they started an agricultural cooperative using TUP's seed money. There are three farmers' groups, each group having its own cooperative. In each group, the number of members has tripled, and the amount of group funds has more than tripled from members' contributions and TUP monetary profits.

"The activity of the farmers' groups through group efforts has been extended to other farm and non-farm activities, from putting up a cooperative kiosk using labor and material contributions, to group planting of farms and the list could go on and on. Their consciousness on the importance of group efforts to achieve self-reliance stemmed out from initial TUP assisted activities.

"And this is true not only for the farmers' groups but also for the women's groups as well. I cannot express in mere words the animation and enthusiasm of individuals and group members who talk about their activities radiating a sense of pride and belonging."

LESOTHO: We learned from TUP Coordinator Madeleine Wilkens that Coordinators meet regularly to provide advice and assistance. They are planning to do an impact evaluation and to produce a booklet, both in English and Sesotho, using their knowledge of on-going projects, in hopes of providing advice to new groups. The booklet will include information regarding cost, income, hours required, and hourly earnings, along with a summary of advantages, disadvantages, and suggestions.

MOZAMBIQUE: In a list of 30 countries where the need is greatest, 22 are countries with TUP programs. Of these, the need is reported as greatest of all in Mozambique. Madeleine Wilkens became the first to start TUP programs there. She first learned of Trickle Up when she served as the UNDP Deputy Resident Representative in Kenya. When she moved to Lesotho she became TUP's Country Representative there, coordinating 26 businesses herself and identifying 11 coordinators who, in turn, have been responsible for 28 businesses. On a recent trip to Swaziland she was able to identify three more coordinators. And now Mozambique!

NEPAL: The Programme Specialist for the UNV/DDS Programme in Nepal, wrote that the success of UNV/DDS Volunteer Samiran Hadi Subroto's first projects has had an excellent impact on the community in terms of its ability to be self-reliant. Seeing the success of Mr. Subroto's first TUP enterprises, a number of people now want to participate in TUP. Mr. Subroto has organized a one-day orientation and training program for the villagers.

PHILIPPINES: Usha K. Vatsia, PCV, recently wrote from the Philippines: "The most significant impact of the Trickle Up Program on the project members has been a perceptible rise in their self-esteem and level of self-confidence. Working with these groups has been one of the most rewarding aspects of my Peace Corps experience. A group member from my first project says she always thought that bank accounts were only held by rich people. But now she views the use of a bank account as a planing tool and important to have and use, even for poor people like herself."

SIERRA LEONE: "My experience with the TUP groups I am coordinating has given me greater insight into how to tackle the big problem of development in Sierra Leone. It is not the size of the grant, but the use of it. The TRICKLE UP PROGRAM ensures human collectivity accountability and eventually

financial betterment." This extract is from a paper delivered by A. P. Koroma, a TUP Coordinator in Sierra Leone.

SRI LANKA: "We had a very successful group leaders' meeting," wrote Priyanthi Fernando, Project Coordinator for the Lanka Mahila Samiti Small Enterprise Development Program. "Two groups have successfully reinvested their money on the repair of machinery and further supplies of raw material. There is a possibility that the lace-making groups may become suppliers to the two garment making groups who intend to use the lace in their products. The TUP has made a considerable difference to the women and I wish you could come and see it for yourself"

AMESBURY, MASSACHUSETTS TO ESABALU, KENYA

Dr. Mark Bean, involved in establishing village to village linkages, wrote to us after a recent visit there: "Of course our main thrust in Amesbury for Africa has been food self sufficiency, but since visiting Esabalu I can see how vital the support of small businesses is in a place like rural Western Kenya. The extra money that these men and women make in their own businesses makes all the difference when illness strikes, clothes are needed or school fees are due.

"Also I was distressed to find that after eight years of primary school and 2 to 4 years of advanced training at a Polytechnic many young men and women find themselves without jobs and wind up back on their family farms, their training being wasted. Now, thanks to your program, five recent Polytechnic graduates have started the Esabalu Tailors and have a chance to use their training in a meaningful way. All it takes is an extra \$100 to prevent the waste of thousands of dollars worth of expensive training and education"

AMONG THE POOREST OF THE POOR

For the poorest of the poor, life is filled with tragedies and crises. 35,000 people die every day from hunger. Many

live as squatters in shacks and are unable to pay rent. They live illegally, in constant fear of eviction, or of having their homes and meager possessions burned out or destroyed by bulldozer, or of being jailed as trespassers. This has happened repeatedly in the past to some of the families that are now successful entrepreneurs. Some entrepreneurs have never before been able to send any of their children to school because of the cost of school fees and school uniforms, and because they need the work of everyone in the family just to survive.

The following accounts from the evaluation of the TUP in Kenya, funded by The Ford Foundation are examples of how TUP helps people change their lives:

"Prior to TUP, the Koethe women in Kisumu reported their children did not attend school. Now they are all able to afford school fees and clothing.

"All members of the Sukuma Group of women from Mathare Valley squatter area are illiterate and have no other income except that which comes from their TUP business. Their main concern is to be able to adequately feed their families. All of the women had malnourished children being treated in the National Council of Churches of Kenya feeding program...they each sell Suku-mawaki (collards)...

"Due to the threat of immediate eviction for squatting, they decided to split the grant and each trade on her own. Each day the unsold food is taken home to the family and income is carried forward to buy the next day's supply. Working capital is low, but members say at least they survive day to day.

"The Green Vegetable Kiosk is a family group in Mathare Valley that rents a mud and wood kiosk at US\$6 per month to display and sell tomatoes, cabbages, potatoes, and onions. A single mother is the business leader. As she is illiterate, her daughter, who has had three years of primary education, helps with counting the day's income from sales. Records are kept in a school exercise book."

CHALLENGE GRANT

Welcome word has been received that the Philip M. Stern Family Fund is offering Trickle Up a \$5,000 challenge grant designed to match contributions to TUP from others. This Fund was the first donor to lend support and make a substantial grant in the early years of TUP's development.

"TRICKLE UP WORKS TO HELP THE VERY POOREST CHANGE THEIR LOT:"

This was the headline for a letter to the Editor of The Los Angeles Herald from John Kennedy, a TUP contributor. In it he commented: "It is the most effective charity I know, because it uses grants to motivate the kind of planning and action necessary to rise above poverty." And he included the TUP name and address for "readers who wish to contribute to a noble and promising effort." This letter to an Editor illustrates one way in which friends of TUP can spread the word.

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LETTERS TO FRIENDS

Beverly Statler of Beltsville, Maryland, has photocopied and sent information about TUP to 35 friends, suggesting that they join her in contributing to TUP. She told them that she had read about the program in the Readers' Digest (September issue on page 112). Similar action by others would be most welcome.

LOOKING WITH HOPE TO 1988

Trickle Up wishes to thank the many people in the ninety-two countries in which Trickle Up is operating: the coordinators working with the many governmental, non-governmental and intergovernmental agencies, who are continually proving that the TUP model does work and does enhance the quality of life, and to the contributors who make it possible. We wish you all a good New Year.

AND SEASONS GREETINGS TO ALL!



## UPDATE REPORT

## AFRICA

The Trickle Up Program has recently received a \$90,000 from the United Nations Development Programme. The purpose of this grant is to develop training materials that will help TUP Coordinators become more effective.

These training materials will be created at a workshop which will be held in August 1988 in Nairobi. Invitees will consist of 12 of TUP's finest Coordinators in Africa. These Coordinators will collaborate over a 3-day period to produce training materials to improve their effectiveness, and that of other Coordinators.

This grant will also be used to evaluate the new training materials in months to come.

However, this will not be TUP's first 1988 conference in Kenya.

Humphrey Sikuku of the Ruai Christian Centre (TUP Coordinator of 360 businesses) held a Trickle Up Conference on January 26, 1988. Humphrey invited the Chairman of the Kenya Chambers of Commerce, Kenyan bankers, a representative of the UNDP, and the TUP Coordinators in Kenya.

Some of the topics addressed were check-cashing procedures, postage, marketing products, and post-TUP activities for newly established entrepreneurs.

As a result of this meeting, the UNDP agreed to provide photocopies gratuitously; the Kenya Chamber of Commerce promised to provide training in business, and assistance in marketing; the bankers are communicating about better check-cashing procedures; and the TUP unit in Kenya is solid!

TUP activity is solid all over Africa, and the activity continues to grow. The enclosed printout reflects the number of grants assigned, and the number of new Coordinators in Africa.

Three of these new Coordinators actually visited TUP last month from Malawi. These women are members of the organization Chitukuko Cha Amai M' Malawi, (C.C.A.M.). Translated C.C.A.M. means Women in Development. There is a C.C.A.M. branch in each of Malawi's 24 districts. Each branch meets weekly to discuss income-producing activities amongst the district members. TUP will be an impeccable complement to the efforts of C.C.A.M.

CHECKS ISSUED IN AFRICA

FROM NOVEMBER 1987 THROUGH FEBRUARY 1988

Month	.1 Checks Issued	.2 Checks Issued
November	110	39
December	292	68
January	127	10
February	237	89
Totals:	766	206

New Coordinators:

In 3rd Quarter 1987:	24
January-February 1988:	25

## UPDATE REPORT

### THE AMERICAS

The Trickle Up Program continues to experience exciting growth in the Americas. By the end of 1987, with the help of a network of nearly 600 field coordinators, TUP grants had helped to establish businesses in 32 countries throughout the region. We are now working with a total of 123 governmental and non-governmental agencies in North, Central and South America and in the Caribbean Basin.

Cooperation with the Peace Corps has been particularly fruitful. In Guatemala, between 1979 and 1986, a total of 187 grants had been assigned through Peace Corps Volunteers; by the end of 1987, the number had more than doubled, to 398. In January, an additional 40 grants were assigned to the Peace Corps in Guatemala, and at the current rate of growth, we expect them to administer as many as 400 grants for TUP during 1988. Douglas London, a Peace Corps Volunteer living in the remote Indian village of Jalapa, writes, "...the Trickle Up Program has proven to be the most valuable and important innovation for me in working with the poor here."

There has also been growing interest and need for TUP projects within the United States. In New York City, TUP grants have helped 50 groups start businesses since May of 1987. In February, Seymour Barnes, the District Health Educator for three counties in Virginia and a man with 23 years experience in Barbados, wrote that, "The poverty noted here is in many ways more damaging than that noted in the Caribbean area. We need the Trickle Up Program concept in this area, in America." Mr. Barnes has since received several checks and will soon be issuing grants to groups along the Virginia and North Carolina state lines.

Other countries with high levels of activity include Colombia, Costa Rica, Ecuador, Honduras and Jamaica. We are currently expanding our programs in Bolivia, Dominica, Mexico, Peru, St. Lucia and St. Vincent.

Small farming and produce marketing--reflecting the gap between income and basic needs--are by far the most popular businesses in the Americas. Nonetheless, TUP grants continue to fund a wide variety of activities, ranging from light manufacturing of items like brooms and pottery, to baking, sewing, fishing, flower raising, and day care centers.

We are looking forward to an exceptional year in terms of interest and growth throughout the Americas.

CHECKS ISSUED IN THE AMERICAS  
FROM NOVEMBER 1987 THROUGH FEBRUARY 1988

Month	.1 Checks Issued	.2 Checks Issued
November	71	36
December	64	28
January	240	54
February	146	28
<hr/>		
Totals:	521	146

New Coordinators:

In 3rd Quarter 1987:	31
January-February 1988:	16

## UPDATE REPORT

### ASIA

#### Summary of Activity

The Asian Region has shown steady growth between November 1987 and February 1988. In the last two months of 1987, 334 initial grant checks and 99 final checks were issued in Asia. During January and February of this year, 525 initial checks and 73 final checks were issued (see attachment for breakdown).

The Philippines has, by far, the most extensive TUP Program in Asia. During this period, however, there has been a rapid increase in requests from India; a revival of TUP activity in Fiji, Bangladesh, and Lebanon; and the start of the first businesses in Kirabati.

#### Field Visits

Charles Slaughter, one of TUP's Program Officers embarked on a field trip to Thailand, Indonesia, and India at the end of January (he is due back in the beginning of April). UNDP arranged meetings of current and potential TUP Coordinators in Thailand and Indonesia during his stay. In India, he has attended 2 meetings organized by NGO/TUP Coordinating agencies. Between meetings, Chuck has been visiting project sites and is enthusiastic with the results he's seen.

#### News from the Field

There continues to be much interesting news from the field. A couple of the items are presented here.

The Indian Rural Reconstruction Movement (IRRM), an affiliate of the International Institute of Rural Reconstruction, became a TUP Coordinating Agency in November. In a recent letter from them they say they were happy to receive the TUP checks because it gave them a good opportunity to interact with the peasant communities. They organized a 1-day workshop for all the grant recipients and helped them open bank accounts. "For the first time in their life history the local people have opened their bank accounts. Thus TUP has laid the foundation for the saving scheme."

Henry Star Dora has been serving as a TUP Coordinator with the Social Development Division, Ministry of Health and Medical Services, Solomon Islands. He recently submitted a detailed report describing the progress of his first businesses. In the report he says that he has been interviewed (about TUP) by the Solomon Islands Broadcasting Corporation several times and there have been articles in the local press. He goes on to say that TUP has motivated new groups of people to engage in projects similar to those funded by TUP. Also, "TUP has given a new incentive to other departments and ministries to recognize and pay more attention to small farmers in the country."

CHECKS ISSUED IN ASIA

FROM NOVEMBER 1987 THROUGH FEBRUARY 1988

Month	.1 Checks Issued	.2 Checks Issued
November	118	21
December	216	78
January	179	11
February	246	62
Totals:	759	172

New Coordinators:

In 3rd Quarter 1987:	42
January-February 1988:	28