

TRICKLE UP PROGRAM
GLOBAL REPORT 1989

by

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Founders and Co-Directors

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The Trickle Up Program is an independent, non-profit organization dedicated to creating opportunities for self-employment and economic and social well-being among low-income populations of the world. Trickle Up has designed and implemented a process through which many people have helped themselves out of poverty by creating or expanding their own business enterprises in 86 countries.

Cover Photo: Trickle Up entrepreneurs weaving cloth bracelets in Guatemala

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The Library of Congress has catalogued this serial publication as follows: ISSN 1043-9013

FOREWORD

A process started ten years ago has demonstrated that people, if given the opportunity, can pull themselves out of poverty, from Argentina to Antigua, from Bolivia to Burundi, from China to Chad. The Trickle Up process has proven its adaptability to various traditions, cultures and political systems.

All over the world the trend toward democratization, people's participation, and self-determination is reviving personal initiative and self-reliance. The spirit of the times is particularly favorable to the Trickle Up approach, which encourages people to create their own jobs and increase their income and self-reliance through savings and reinvestment.

The impact of Trickle Up at the grass-roots level is multiplied as governments and development agencies adopt the Trickle Up process. Thus a major goal of Trickle Up in the 1990s will be the increased incorporation of the TUP process into the work of other development agencies and programs.

In the next decade, Trickle Up will continue to promote innovation in the application of its program and further research and evaluation of TUP businesses. Creating "Enterprise Zones" in selected areas will better enable the Program to track the sustainability of Trickle Up businesses and their economic, social and political impact on the surrounding community.

*Trickle Up will encourage a greater participation of young people in starting their own businesses and an increasing commitment to helping women, who are the poorest of the poor, enhance their income and livelihood. And because the deterioration of the global environment is forcing planners to rethink development, all productive activity needs to be guided by a better understanding of the relation between **environment, population and development** in the years to come.*

This report charts Trickle Up's course for the 1990s following a review of activities in 1989.

As always, we acknowledge the important role of volunteers, both in the field and at headquarters, in making the Trickle Up process succeed. Their insights, wisdom and experience help us, continually, to refine the process and the management of operations.



Mildred Robbins Leet and Glen Leet
Co-Directors

CONTENTS

The TUP Process	1
Key Features	2
Products and Profits	3
Businesses Started by Categories of Coordinator	3
Trickle Up Program Results by Country and Region 1979-1989	4
Global Update: 1989 Figures	8
Highlights of Activity in 1989	9
Extending the Trickle Up Process	9
Development Education	9
Country Visits	9
Conference Participation	9
Cooperation with the United Nations System	10
Publications and Films	11
New Initiatives	11
Country Reports	11
Enterprise Zones	12
Volunteers	12
Business Council	12
Evaluation	12
Training	13
Computer Innovations	13
Regional Summaries for 1989	14
Africa	14
Americas	16
Asia	18
Focus for the 1990s	
Environment and Development	20
Youth	22
Women	23
Donor Recognition	25
Financial Report for 1989	26
List of Organizations Working with Trickle Up	27
Members of the Board and Advisory Council	39
Members of the Trickle Up Business Council	40
Staff	back page

This report was prepared by Laura Lopez with creative input from Trickle Up Staff.



THE TRICKLE UP PROCESS

The Trickle Up Proposition: Trickle Up provides conditional grants of \$100 in two \$50 installments to groups of five or more people, for example, members of a family or neighbors who have joined together to start a business. The first \$50 check is issued to a business group which completes a Trickle Up Business Plan in which they are committed to begin a business:

- 1) that they have planned themselves;
- 2) for which they have or can secure any necessary approvals or resources;
- 3) where 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;
- 7) for which they will send reports on their enterprise and results to Trickle Up.

The second \$50 check is contingent on receipt of a completed Trickle Business Report form which shows the progress of the continuing business after the entrepreneurs have worked a minimum of 1,000 hours.

"The reason why the TUP would be useful would be that it is well tested in a large variety of countries and cultures. Moreover, as the application and monitoring forms are not very formal and the funds small, people who otherwise would tend not to get involved in loans and other financial assistance, such as women, will not feel intimidated. Very small businesses would be started, thus addressing the equity issues, women's issues and, due to the profit and reinvestment oriented nature of development, also the issue of self-sustainability. The group involvement provides mutual commitment and lessons in cooperation, whilst the application and verification procedures develop people's capacity to plan, perform cost-simple bookkeeping and reinvest.

Altogether the disbursements are aimed at utilizing people's own knowledge of their capabilities and markets, and to provide seed money for enterprising people who initiate businesses where continuing and expanding levels of self-employment are anticipated."

--- From 1989 "Report on Trickle Up
Reconnaissance Mission to Nilhandhe,
20-23 November," by Jeannette Nielson,
Programme Officer for the United Nations
Development Programme, Maldives.

THE TRICKLE UP PROCESS: KEY FEATURES

Participation : The key to Trickle Up is not money or technical assistance but PEOPLE. The Trickle Up process encourages people to work and plan together. Many businesses consist of family members or people bound by common ties. People are encouraged to start their own businesses, forming natural groups in ways that are in harmony with tradition.

People decide whom they will work with, who the leader will be, what they will produce and sell, where and when they will work, and how they will share the profits.

Partnership : Trickle Up is not about sole proprietorships or operations in which people work as



employees. Rather, TUP views each enterprise as a partnership in which those who work share equally in the risks and benefits. There is no payroll to meet. The partners do not expect to be paid for their work until there are profits to share.

Savings : An important feature of Trickle Up is the creation of capital through savings. Entrepreneurs are not required to go into debt to get started. Reinvesting at least 20% of profits in the business provides Trickle Up entrepreneurs with a steady flow of capital to continue or expand their businesses. Such savings make it possible for the poor to generate their own capital as an alternative to bank loans and traditional money lenders. As an engine for production, the Trickle Up process powers vehicles that go slowly on rough roads. For the poorest of the poor, the micro-enterprise road is rough and dangerous. If they borrowed money, they might move faster, but safety is important when the alternative to success may be starvation.

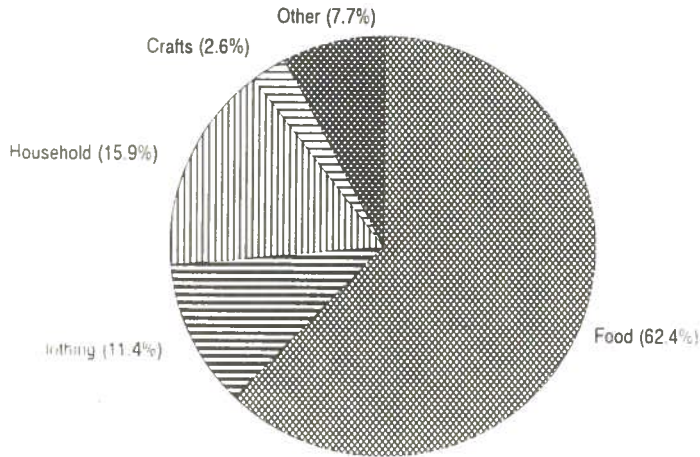
Holding up her Trickle Up bank book at left is Anjelica Martinez of Santana, Santo Domingo, Dominican Republic. She runs a Trickle Up business, making cloth barrettes which her group sells locally and in the U.S. Through the Trickle Up process, many entrepreneurs receive their first introduction to the formal banking system. The bank book is a source of pride and a symbol of achievement for many new entrepreneurs.

Empowering Indigenous Agencies : The Trickle Up Program seeks to achieve its goal of ending poverty through volunteer coordinating agencies. Trickle Up provides them with administrative and record-keeping services through updated computerized reports. As more of the administrative functions of grant processing and data entry are delegated to indigenous Coordinators, they will be able to assume greater responsibility for grant administration and help start a larger number of businesses.



PRODUCTS AND PROFITS

PRODUCT DISTRIBUTION



The most popular Trickle Up businesses involve food cultivation, processing, and selling. The most profitable are those dealing with construction, brick and tile making, metal working, utensils, cookware, and baby clothes. New information is being requested from entrepreneurs to better evaluate the relative profitability of different types of businesses.

MOST FREQUENTLY PRODUCED

PRODUCT	PERCENT OF TOTAL	AVERAGE ANNUAL PROFIT
VEGETABLES, PRODUCE	12.1%	\$717
CHICKENS FOR MEAT	6.2%	\$497
PIGS, PORK PRODUCTS	4.5%	\$409
FRUIT AND NUTS	4.0%	\$1,065
FISH, SEAFOOD	3.4%	\$901
CLOTHING ITEMS	3.3%	\$1,165
BREAD & OTHER BAKED ITEMS	3.3%	\$854
CEREALS, GRAINS	3.2%	\$1,152
EGGS	3.2%	\$751
SNACK & DRINKS	3.0%	\$1,336
PREPARED FOOD ITEMS	2.6%	\$1,263
WHOLESALE, RETAIL TRADE	2.5%	\$849
UNCLASSIFIED FOOD ITEMS	2.3%	\$1,146
CONDIMENTS	1.9%	\$1,052
FUELS	1.9%	\$1,034
BEEES, HONEY	1.7%	\$176
BASKETS	1.7%	\$1,208
TUBORS AND ROOT CROPS	1.7%	\$847
BEANS	1.5%	\$795

NUMBER OF BUSINESSES STARTED BY TYPE OF ORGANIZATION

The chart below shows the number of businesses coordinated by various types of organizations. More than half of all Trickle Up businesses are coordinated by locally-based NGOs. Coordinators from governmental voluntary organizations such as the United Nations Volunteers and the Peace Corps helped to start 3,788 businesses -- nearly one fourth of the total.

	TOTAL	GOVERNMENTAL				NON-GOVERNMENTAL			
		VOLUNTEER		REGULAR		INT'L		LOCAL	
		NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOTAL	16,041	3,788	24%	2,578	16%	950	6%	8,725	54%
1989	4,777	885	19%	903	19%	255	5%	2,734	57%
1988	5,479	1,048	26%	903	16%	245	4%	3,283	60%
1987	2,751	723	26%	436	16%	175	6%	1,417	52%
1979-86	3,034	1,132	37%	336	11%	275	9%	1,291	43%



TRICKLE UP PROGRAM RESULTS BY REGION AND COUNTRY

I. Number of businesses started, reports received, business planners, workers, and beneficiaries.

NO. COUNTRY	NO. OF BUSINESSES STARTED	NO. OF REPORTS RECEIVED	PLANNERS			WORKERS			BENEFICIARIES		
			AVE	TOTAL	%FEM.	AVE	TOTAL	%FEM.	AVE	TOTAL	%FEM.
TOTAL - 86	16,041	9,746	6.7	106,724	64%	6.8	109,373	64%	24.6	240,096	54%
AFRICA - 31	5,582	3,449	7.3	40,773	65%	7.6	42,506	65%	23.6	81,362	56%
1. BENIN	356	195	7.9	2,796	60%	7.4	2,642	58%	22.8	4,437	50%
2. BOTSWANA*	1	0	7.0	7	71%						
3. BURKINA FASO	23	6	7.0	162	74%	7.0	160	82%	51.4	308	99%
4. BURUNDI	4	2	3.0	12	83%	6.5	26	85%	300.0	600	50%
5. CAMEROON	159	86	9.3	1,475	51%	6.7	1,072	55%	35.9	3,085	36%
6. CENT. AFRICAN REP.*	2	0	5.0	10	20%						
7. CHAD	12	6	3.8	46	63%	4.0	48	75%	26.7	160	53%
8. EQU. GUINEA*	1	0	6.0	6	17%						
9. ETHIOPIA*	6	0	6.2	37	62%						
10. GAMBIA	8	2	5.0	40	85%	13.8	110	85%	60.0	120	87%
11. GHANA	334	180	5.8	1,933	72%	6.3	2,102	71%	14.8	2,663	64%
12. IVORY COAST*	3	0	15.3	46	70%	15.3	46	70%			
13. KENYA	2912	2,065	6.8	19,805	65%	7.4	21,670	65%	19.2	39,700	57%
14. LESOTHO	154	58	8.4	1,293	93%	8.5	1,312	86%	84.0	4,871	50%
15. MADAGASCAR	22	5	5.5	121	51%	5.1	113	58%	22.0	110	60%
16. MALAWI	31	13	4.7	144	31%	1.4	45	45%	12.1	157	21%
17. MALI	29	17	5.2	151	71%	6.6	191	57%	13.8	234	46%
18. MOZAMBIQUE*	3	0	3.7	11	18%	2.0	6	0%			
19. NIGERIA	192	99	5.4	1,036	74%	5.5	1,065	71%	28.2	2,790	63%
20. RWANDA	8	7	8.0	64	17%	10.8	86	17%	28.1	197	19%
21. SENEGAL	62	34	14.7	910	62%	18.5	1,148	91%	57.0	1,939	75%
22. SIERRA LEONE	565	337	9.3	5,277	62%	10.8	6,107	60%	31.7	10,676	53%
23. SOMALIA	41	30	5.0	204	77%	5.5	227	74%	19.5	584	65%
24. SUDAN	61	26	8.8	536	64%	8.0	487	60%	52.7	1,370	55%
25. SWAZILAND	26	5	5.1	133	53%	1.3	34	60%	39.9	199	39%
26. TANZANIA	123	74	6.5	796	58%	5.8	710	56%	23.2	1,719	55%
27. TOGO	17	4	10.4	176	46%	10.0	170	45%	100.3	401	22%
28. UGANDA	338	182	7.8	2,624	68%	7.6	2,555	65%	26.8	4,869	56%
29. ZAIRE*	11	0	6.0	66	63%	5.2	57	55%			
30. ZAMBIA	52	7	7.9	411	64%	4.4	229	51%	81.7	572	34%
31. ZIMBABWE	26	9	17.1	445	80%	3.4	88	98%	36.6	329	97%
ASIA - 19	5,866	3,694	6.0	35,093	58%	6.0	35,294	58%	22.1	81,644	53%
32. BANGLADESH	312	204	7.1	2,224	55%	7.8	2,448	54%	21.0	4,280	53%
33. CHINA	200	100	2.2	437	46%	4.1	822	40%	11.9	1,190	36%
34. FIJI	10	9	10.8	108	67%	12.8	128	80%	33.2	299	45%
35. INDIA	1265	901	6.1	7,759	60%	5.9	7,434	61%	18.0	16,188	54%
36. INDONESIA	385	276	6.9	2,674	44%	7.2	2,772	43%	15.5	4,279	46%
37. KIRIBATI*	3	0	6.0	18	33%						
38. MALAYSIA	75	41	5.7	426	36%	5.4	409	39%	36.5	1,496	50%
39. MARSHALL ISLANDS	4	3	15.3	61	64%	21.8	87	100%	36.7	110	49%
40. MICRONESIA	6	2	10.6	64	25%	7.0	42	57%	31.5	63	48%
41. MYANMAR (BURMA)	24	24	5.5	133	35%	4.6	110	44%	7.3	174	41%
42. NEPAL	143	75	4.2	604	51%	5.6	798	49%	20.2	1,516	46%
43. PAKISTAN	2	2	6.0	12	50%	5.5	11	55%	11.5	23	26%
44. PHILIPPINES	3137	1,899	5.9	18,601	59%	5.8	18,265	60%	25.2	47,904	54%
45. SOLOMON ISLANDS	51	17	5.8	298	69%	4.9	252	76%	86.3	1,466	27%
46. SRI LANKA	193	115	6.5	1,249	69%	7.1	1,364	71%	18.5	2,132	54%
47. THAILAND	49	21	5.9	290	64%	5.1	250	66%	31.6	665	52%
48. TONGA	2	2	12.0	24	100%	11.5	23	96%	60.0	120	70%
49. VANUATU	3	3	17.7	53	49%	26.0	78	68%	26.0	78	68%
50. WESTERN SAMOA*	2	0	29.5	59	31%						

II. Hours of work, sales income, expenses, profit, and reinvestment.

	HOURS		SALES		EXPENSES		PROFIT		SAVED OR REINVESTED		
	AVE.	TOTAL	AVE.	TOTAL	AVE.	TOTAL	AVE.	TOTAL	AVE.	TOTAL	PERCENT
	6,608	64,397,122	\$1,396	\$13,607,649	\$557	\$5,428,130	\$839	\$8,179,520	\$440	\$4,289,452	52%
	7,765	26,780,159	\$1,597	\$5,507,203	\$587	\$2,024,275	\$1,010	\$3,482,929	\$647	\$2,230,058	64%
1.	5,225	1,018,966	\$553	\$107,820	\$284	\$55,322	\$269	\$52,498	\$190	\$37,085	71%
2.											
3.	6,188	37,128	\$111	\$664	\$8	\$49	\$103	\$615	\$103	\$615	100%
4.	5,280	10,560	\$1,920	\$3,840	\$750	\$1,500	\$1,170	\$2,340	\$893	\$1,787	76%
5.	5,668	487,409	\$1,278	\$109,897	\$613	\$52,688	\$665	\$57,209	\$290	\$24,960	44%
6.											
7.	4,355	26,133	\$970	\$5,820	\$571	\$3,423	\$399	\$2,397	\$120	\$722	30%
8.											
9.											
10.	20,727	41,455	\$258	\$515	\$30	\$60	\$228	\$455	\$228	\$455	100%
11.	7,008	1,261,368	\$1,291	\$232,290	\$584	\$105,199	\$706	\$127,091	\$280	\$50,464	40%
12.											
13.	8,016	16,552,101	\$1,462	\$3,019,403	\$611	\$1,262,282	\$851	\$1,757,121	\$596	\$1,230,980	70%
14.	8,934	518,189	\$1,346	\$78,091	\$483	\$28,008	\$863	\$50,083	\$652	\$37,805	75%
15.	5,565	27,824	\$650	\$3,252	\$136	\$682	\$514	\$2,570	\$247	\$1,235	48%
16.	6,387	83,034	\$2,361	\$30,693	\$889	\$11,555	\$1,472	\$19,138	\$420	\$5,466	29%
17.	4,639	78,856	\$731	\$12,429	\$177	\$3,011	\$554	\$9,418	\$424	\$7,214	77%
18.											
19.	7,190	711,770	\$1,946	\$192,664	\$546	\$54,095	\$1,400	\$138,568	\$860	\$85,130	61%
20.	12,596	88,172	\$1,419	\$9,934	\$429	\$3,001	\$990	\$6,933	\$421	\$2,945	42%
21.	7,673	260,883	\$438	\$14,879	\$212	\$7,198	\$226	\$7,680	\$196	\$6,676	87%
22.	9,471	3,191,593	\$2,272	\$765,580	\$381	\$128,303	\$1,891	\$637,277	\$1,086	\$365,906	57%
23.	5,618	168,550	\$996	\$29,887	\$373	\$11,203	\$623	\$18,684	\$501	\$15,030	80%
24.	8,290	215,548	\$3,214	\$83,565	\$1,004	\$26,114	\$2,210	\$57,451	\$1,043	\$27,121	47%
25.	2,617	13,084	\$1,711	\$8,556	\$402	\$2,008	\$1,309	\$6,547	\$595	\$2,977	45%
26.	6,316	467,368	\$1,922	\$142,259	\$346	\$25,619	\$1,576	\$116,640	\$1,494	\$110,587	95%
27.	7,872	31,488	\$455	\$1,821	\$257	\$1,029	\$198	\$792	\$165	\$660	83%
28.	7,094	1,291,169	\$3,477	\$632,867	\$1,309	\$238,229	\$2,168	\$394,638	\$1,101	\$200,465	51%
29.											
30.	11,563	80,942	\$698	\$4,887	\$296	\$2,069	\$403	\$2,819	\$261	\$1,830	65%
31.	12,952	116,568	\$1,732	\$15,592	\$181	\$1,629	\$1,551	\$13,963	\$1,327	\$11,942	86%
	6,493	23,984,245	\$1,327	\$4,902,182	\$601	\$2,219,289	\$726	\$2,682,893	\$313	\$1,154,630	43%
32.	6,463	1,318,390	\$685	\$139,818	\$240	\$48,866	\$446	\$90,951	\$272	\$55,550	61%
33.	5,911	591,115	\$842	\$84,199	\$237	\$23,683	\$605	\$60,515	\$605	\$60,515	100%
34.	11,529	103,763	\$542	\$4,876	\$151	\$1,357	\$391	\$3,520	\$391	\$3,520	100%
35.	7,005	6,311,628	\$1,999	\$1,800,924	\$918	\$827,196	\$1,081	\$973,728	\$287	\$258,498	27%
36.	6,904	1,905,588	\$1,027	\$283,563	\$486	\$134,199	\$541	\$149,363	\$235	\$64,759	43%
37.											
38.	4,297	176,171	\$1,289	\$52,834	\$380	\$15,574	\$909	\$37,260	\$456	\$18,692	50%
39.	1,478	4,435	\$1,258	\$3,773	\$108	\$323	\$1,150	\$3,450	\$522	\$1,567	45%
40.	6,133	12,267	\$9,083	\$18,165	\$2,155	\$4,309	\$6,928	\$13,856	\$3,454	\$6,908	50%
41.	5,448	130,759	\$1,247	\$29,940	\$540	\$12,964	\$707	\$16,975	\$381	\$9,145	54%
42.	6,015	451,153	\$960	\$71,996	\$390	\$29,286	\$569	\$42,710	\$278	\$20,880	49%
43.	8,757	17,514	\$1,662	\$3,325	\$643	\$1,286	\$1,019	\$2,038	\$272	\$545	27%
44.	6,370	12,096,831	\$1,198	\$2,275,339	\$559	\$1,062,464	\$639	\$1,212,876	\$223	\$423,095	35%
45.	4,058	68,980	\$562	\$9,547	\$321	\$5,460	\$240	\$4,088	\$199	\$3,375	83%
46.	5,611	645,265	\$955	\$109,852	\$410	\$47,199	\$545	\$62,653	\$251	\$28,917	46%
47.	4,969	104,346	\$495	\$10,400	\$217	\$4,557	\$278	\$5,843	\$121	\$2,545	44%
48.	6,000	12,000	\$1,473	\$2,947	\$125	\$250	\$1,348	\$2,697	\$333	\$667	25%
49.	11,347	34,040	\$228	\$683	\$105	\$315	\$123	\$368	\$123	\$368	100%
50.											

Figures for hours worked, sales income, expenses, and profit are annualized figures based on those actually reported. Hours worked, sales income, and reinvestment are all straight-line projections. Expenses are annualized based on the assumption that one half of initial expenses involve start-up costs.

TRICKLE UP PROGRAM RESULTS BY REGION AND COUNTRY

I. Number of businesses started, reports received, business planners, workers, and beneficiaries.

NO.	COUNTRY	NO. OF		PLANNERS			WORKERS			BENEFICIARIES		
		BUSINESSES STARTED	REPORTS RECEIVED	AVE	TOTAL	%FEM.	AVE	TOTAL	%FEM.	AVE	TOTAL	%FEM.
	CARIBBEAN - 14	740	362	5.5	4,069	66%	5.9	4,355	71%	25.8	9,338	55%
51.	ANGUILLA	6	3	6.0	36	86%	5.3	32	100%	17.3	52	62%
52.	ANTIGUA - BARBUDA	33	14	1.0	34	91%	2.1	70	80%	11.8	165	80%
53.	BARBADOS	1	1	9.0	9	56%	12.0	12	8%	12.0	12	8%
54.	DOMINICA	63	30	3.1	196	52%	1.8	115	48%	32.7	981	27%
55.	DOMINICAN REP.	207	105	9.2	1,897	70%	11.0	2,277	76%	30.4	3,197	66%
56.	GRENADA*	3	0	5.0	15	60%						
57.	GUADELOUPE*	1		5.0	5	60%						
58.	HAITI	110	54	3.7	410	73%	3.6	395	75%	14.3	770	61%
59.	JAMAICA	225	106	5.2	1,169	61%	5.1	1,142	66%	29.7	3,150	58%
60.	MONTSERRAT	20	10	3.5	70	21%	2.7	54	15%	13.0	130	15%
61.	ST. KITTS - NEVIS	36	25	0.9	31	77%	0.7	24	58%	15.8	396	18%
62.	ST. LUCIA	7	2	7.0	49	67%	7.4	52	81%	61.3	123	34%
63.	ST. VINCENT	19	6	5.1	97	67%	6.4	122	62%	18.5	111	66%
64.	TURKS & CAICOS	9	6	5.7	51	59%	6.6	59	73%	24.9	149	35%
	CENT. AMERICA - 7	1,980	1,113	7.7	15,321	74%	7.7	15,289	74%	33.3	37,070	52%
65.	BELIZE	5	2	2.6	13	23%	8.4	42	36%	30.0	60	25%
66.	COSTA RICA	416	225	6.3	2,633	66%	6.4	2,655	72%	21.6	4,855	50%
67.	EL SALVADOR	13	2	3.7	48	77%	6.5	84	54%	58.5	117	39%
68.	GUATEMALA	1112	644	6.8	7,580	69%	7.1	7,933	68%	30.6	19,723	55%
69.	HONDURAS	420	230	11.9	4,983	86%	10.5	4,406	87%	52.7	12,119	49%
70.	NICARAGUA	9	9	5.6	50	34%	5.6	50	32%	9.7	87	18%
71.	PANAMA	5	1	2.8	14	50%	24.0	120	100%	120.0	120	100%
	EUROPE - 2	118	87	6.1	725	55%	8.0	941	60%	8.7	756	52%
72.	IRELAND	2	1	9.5	19	58%	17.0	34	100%	34.0	34	100%
73.	PORTUGAL	116	86	6.1	706	55%	7.8	907	59%	8.4	722	51%
	NORTH AMERICA - 2	150	58	5.3	790	63%	5.6	836	60%	16.8	972	69%
74.	MEXICO	13	9	8.4	109	85%	10.7	139	78%	27.8	250	64%
75.	UNITED STATES	137	49	5.0	681	60%	5.1	697	56%	14.7	723	58%
	SOUTH AMERICA - 11	1,605	983	6.2	9,972	61%	6.3	10,153	63%	30.1	29,556	51%
76.	ARGENTINA	95	27	6.1	583	62%	6.4	606	64%	81.8	2,208	48%
77.	BOLIVIA	166	124	6.0	999	58%	5.6	935	63%	12.5	1,548	55%
78.	BRAZIL	52	14	5.2	270	70%	5.9	307	74%	59.4	832	59%
79.	CHILE	11	7	7.1	78	73%	12.8	141	91%	37.9	266	51%
80.	COLOMBIA	676	448	5.8	3,932	62%	5.8	3,938	65%	33.3	14,911	51%
81.	ECUADOR	460	276	6.7	3,080	54%	6.7	3,104	53%	21.5	5,935	51%
82.	GUYANA	41	32	6.9	284	67%	8.4	345	72%	49.1	1,571	60%
83.	PARAGUAY	49	40	5.4	263	67%	6.0	293	71%	9.2	368	60%
84.	PERU	49	15	9.4	459	87%	9.9	483	88%	127.8	1,917	58%
85.	SURINAME*	3	0	3.3	10	80%						
86.	VENEZUELA*	3		5.0	15	60%						

*Business Report data not yet available.

II. Hours of work, sales income, expenses, profit, and reinvestment.

	HOURS		SALES		EXPENSES		PROFIT		SAVED OR REINVESTED		
	AVE.	TOTAL	AVE.	TOTAL	AVE.	TOTAL	AVE.	TOTAL	AVE.	TOTAL	PERCENT
	6,223	2,252,617	\$1,615	\$584,595	\$521	\$188,579	\$1,094	\$396,016	\$500	\$181,071	46%
51.	4,680	14,040	\$1,306	\$3,919	\$255	\$765	\$1,051	\$3,154	\$1,051	\$3,154	100%
52.	1,770	24,786	\$896	\$12,549	\$375	\$5,253	\$521	\$7,296	\$145	\$2,032	28%
53.	4,257	4,257	\$27	\$27	\$224	\$224	(\$197)	(\$197)	\$0	\$0	0%
54.	10,442	313,269	\$604	\$18,130	\$310	\$9,304	\$294	\$8,826	\$294	\$8,826	100%
55.	5,236	549,832	\$1,965	\$206,361	\$664	\$69,729	\$1,301	\$136,632	\$673	\$70,695	52%
56.											
57.											
58.	4,675	252,437	\$613	\$33,076	\$286	\$15,433	\$327	\$17,644	\$146	\$7,857	45%
59.	8,401	890,479	\$2,128	\$225,610	\$484	\$51,285	\$1,645	\$174,325	\$660	\$69,933	40%
60.	1,812	18,120	\$362	\$3,619	\$184	\$1,840	\$178	\$1,779	\$178	\$1,779	100%
61.	5,277	131,914	\$2,330	\$58,262	\$968	\$24,200	\$1,362	\$34,062	\$437	\$10,927	32%
62.	5,520	11,040	\$1,951	\$3,902	\$857	\$1,714	\$1,094	\$2,189	\$569	\$1,139	52%
63.	3,363	20,176	\$2,722	\$16,332	\$1,066	\$6,394	\$1,656	\$9,938	\$727	\$4,361	44%
64.	3,711	22,267	\$468	\$2,808	\$406	\$2,439	\$62	\$369	\$62	\$369	100%
	5,291	5,888,712	\$1,068	\$1,188,903	\$441	\$490,816	\$627	\$698,086	\$290	\$322,815	46%
65.	4,457	8,914	\$13,543	\$27,086	\$9,568	\$19,136	\$3,975	\$7,950	\$1,200	\$2,400	30%
66.	5,417	1,218,813	\$1,278	\$287,555	\$489	\$109,942	\$789	\$177,613	\$364	\$81,795	46%
67.	5,707	11,413	\$1,627	\$3,254	\$898	\$1,795	\$729	\$1,459	\$140	\$281	19%
68.	4,920	3,168,441	\$849	\$546,909	\$338	\$217,387	\$512	\$329,522	\$223	\$143,840	44%
69.	6,026	1,385,889	\$1,247	\$286,923	\$515	\$118,488	\$732	\$168,436	\$389	\$89,534	53%
70.	9,271	83,442	\$4,020	\$36,176	\$2,658	\$23,921	\$1,362	\$12,254	\$514	\$4,628	38%
71.	11,800	11,800	\$1,000	\$1,000	\$148	\$148	\$853	\$853	\$337	\$337	40%
	3,861	335,877	\$129	\$11,216	\$98	\$8,559	\$31	\$2,657	\$30	\$2,630	99%
72.	1,020	1,020	\$712	\$712	\$389	\$389	\$324	\$324	\$297	\$297	92%
73.	3,894	334,857	\$122	\$10,503	\$95	\$8,170	\$27	\$2,333	\$27	\$2,333	100%
	4,234	245,588	\$2,349	\$136,268	\$643	\$37,282	\$1,707	\$98,986	\$933	\$54,124	55%
74.	5,292	47,624	\$1,284	\$11,555	\$430	\$3,866	\$854	\$7,688	\$305	\$2,745	36%
75.	4,040	197,965	\$2,545	\$124,713	\$682	\$33,416	\$1,863	\$91,298	\$1,049	\$51,379	56%
	4,995	4,909,924	\$1,299	\$1,277,283	\$467	\$459,330	\$832	\$817,953	\$350	\$344,122	42%
76.	5,197	140,306	\$2,723	\$73,509	\$430	\$11,615	\$2,292	\$61,893	\$2,001	\$54,030	87%
77.	4,850	601,366	\$1,536	\$190,467	\$668	\$82,869	\$868	\$107,598	\$377	\$46,756	43%
78.	6,631	92,835	\$3,274	\$45,831	\$513	\$7,182	\$2,761	\$38,649	\$922	\$12,905	33%
79.	4,037	28,258	\$2,486	\$17,402	\$1,008	\$7,059	\$1,478	\$10,344	\$897	\$6,278	61%
80.	5,106	2,287,465	\$1,630	\$730,354	\$581	\$260,309	\$1,049	\$470,045	\$348	\$155,920	33%
81.	4,563	1,259,292	\$454	\$125,320	\$218	\$60,296	\$236	\$65,024	\$163	\$44,878	69%
82.	5,238	167,628	\$1,211	\$38,744	\$276	\$8,846	\$934	\$29,898	\$339	\$10,840	36%
83.	5,610	224,382	\$344	\$13,775	\$127	\$5,098	\$217	\$8,677	\$166	\$6,633	76%
84.	7,226	108,393	\$2,792	\$41,880	\$1,070	\$16,056	\$1,722	\$25,824	\$392	\$5,880	23%
85.											
86.											

Figures for hours worked, sales income, expenses, and profit are annualized figures based on those actually reported. Hours worked, sales income, and reinvestment are all straight-line projections. Expenses are annualized based on the assumption that one half of initial expenses involve start-up costs.

GLOBAL UPDATE: 1989 FIGURES

The Trickle Up Program, launched in 1979, has benefitted more than 250,000 of the world's poor and has given over 105,000 people the opportunity to lift themselves out of poverty by creating or expanding businesses they have planned and managed themselves.

In 1989, 4,406 TUP businesses were started, making a total of 16,041 businesses since the program began.

Annualized sales income from these businesses totaled \$4.7 million, and profits were \$3.1 million. Entrepreneurs reinvested \$986,385, or 32% of profits.

In 1989, TUP businesses were started for the first time in the following countries: Ivory Coast, Mozambique and Venezuela, extending TUP's outreach to a total of 86 countries.

These results were achieved with the help of about 1,500 Coordinators, of whom 721 started working with TUP in 1989. Seventy percent of Coordinators were from local governmental or non-governmental organizations, representing a growth rate of 19% over 1988.



HIGHLIGHTS OF ACTIVITY IN 1989

Extending the Trickle Up Process

The past decade has seen the spread of the TUP process through the award of conditional grants in 86 countries. By the end of 1989, Trickle Up had funded 16,041 businesses. The continuing support of the Government of the Netherlands and the United Nations Development Programme has been instrumental in the growth of Trickle Up. In the 1990s, the Program plans to extend the Trickle Up process through development education and replication of the TUP process. To increase administrative efficiency and enhance the impact of TUP businesses on their communities, there will be a greater emphasis on Coordinators who are most effective in helping people out of poverty. At the same time, international, national and local development agencies and governments will be encouraged to incorporate the TUP process into their development work and to commit their own funds to start Trickle Up businesses in their countries. Upon request and contingent upon the availability of funds, Trickle Up will provide training to such agencies' staff for computerized processing and grant management. This will require a larger commitment of Trickle Up funds for development education in 1990 and beyond.

Development Education

In the past year, Trickle Up has focused increasingly on development education. This was achieved through field visits and conference participation by the Directors, as well as the dissemination of printed and audio-visual material and country reports summarizing Trickle Up activities.

COUNTRY VISITS. Throughout 1989, a number of visits were made to Trickle Up entrepreneurs and Coordinators by the Directors and staff. As a result of the Chief Program Officer's January visits to Trickle Up business sites and meetings with new Coordinators in the Philippines, a block of 75 grants was awarded to TUP Coordinator Elizabeth Cabugas of the Philippine Agency for Community and Family. Also in January, the Program Officer for the Americas visited ten businesses in Guatemala; in April the Directors visited Dominica, where they visited three surviving businesses out of 10 which were started in 1979. In the Dominican Republic, the Directors met with representatives of volunteer agencies at the headquarters of the United Nations Institute for Research and Training for Women (INSTRAW), as well as with Trickle Up Coordinators and entrepreneurs.

In August, former Program Officer Kim Craig, who now lives in Kenya, visited 60 businesses which were started several years ago in and around Nairobi. On a subsequent visit to New York, she reported that all were continuing and thriving.

CONFERENCE PARTICIPATION. The United Nations High-Level Meeting on Technical Cooperation for Development, held at UN Headquarters in September 1989, provided an opportunity for Co-Director Mildred Robbins Leet to introduce the Trickle Up process to development experts as a strategy for development. She cited the work of the United Nations Volunteers serving as TUP Coordinators, as valuable examples of technical cooperation among developing countries. Since 1979, 135 UN Volunteers have spread the TUP process in 16 countries.



On 16 October 1989, WomenAid's Women of the World Award was presented by Her Royal Highness the Princess of Wales, pictured on the left, to Co-Director Mildred Robbins Leet, "who has worked for the relief of poverty and distress, who has created hope for those without hope, and has shown outstanding devotion to women of the world." The other two awardees were Mother Teresa and Wangari Maathai, founder of the Greenbelt Movement in Kenya. In the center at left is Pida Ripley, founder of WomenAid.

COOPERATION WITH THE UNITED NATIONS SYSTEM. The effectiveness of the Trickle Up Program has been increased through cooperation with the United Nations Development Programme (UNDP), the United Nations Volunteer Programme (UNV), and the United Nations Division of Technical Cooperation for Development (UNTCED). This support, described below, has taken a variety of forms, including films, publications, program evaluation, testing of training tools and advocacy of the Trickle Up process through UNDP Resident Representatives in countries with strong grass-roots programs (see "Country Reports," page 12). In the Maldives, in 1990, the Trickle Up process will be initiated by a UNDP Programme Officer, who undertook a baseline survey of Nilandhe in 1989 to help identify Trickle Up entrepreneurs on the island.

In 1989, UNTCED issued a publication entitled *Liberating the Potential of the Poor: An Approach to the Trickle Up Process*. This publication, which incorporates guidelines on the Trickle Up process, will be distributed to UNDP Resident Representatives and development organizations to introduce them to the Trickle Up process and to encourage its incorporation into grass-roots community development programs.

On June 5, 1989, a 27-minute video focusing on Trickle Up businesses in Nepal and Guatemala, premiered at the UN Dag Hammarskjöld Auditorium under the title *If Given the Opportunity*. Produced by Hans Olsen of UNDP, the film was introduced by UNDP Administrator William Draper and the Netherlands' Ambassador to the United Nations, Adriaan Jacobovits de Szeged. Throughout the remainder of the year, the English-language version of the video was distributed not only to Coordinators for orientation purposes, but also to international development organizations at headquarters and field levels, as well as to donor governments through their embassies and development aid agencies. French and Spanish versions of the film are currently in preparation.

PUBLICATIONS AND FILMS. The publication in 1989 of *Ten Tales of TUP*, a brochure of stories about Trickle Up businesses in 10 countries, was made possible by Robert and Mary Keane, and printed at cost by Mr. Kjell Anderson. The brochure, which has been widely disseminated, is one of the most popular items of TUP literature. Reference to Trickle Up has also been made in a textbook entitled, *Small Business Planning and Management*, by Charles Kuell and Peggy Lambing, Dryden Press, 1989.

In June of 1989, the chief Program Officer participated in a week-long workshop in Boston which was organized by the Harvard Institute for International Development and the U.S. Agency for International Development. Its purpose was to teach staff of micro-enterprise development organizations to write case studies for training purposes. As a result, a case study on Trickle Up was completed in February 1990.

Other 1989 films and radio programs about Trickle Up include:

- * "Who Says You Can't Start a Business with \$50?" : a five-minute television presentation of the *Christian Science Monitor* about Trickle Up businesses in Ecuador coordinated by two Peace Corps Volunteers; the segment was aired on World Monitor in Boston on June 7, 1989, and on the Discovery Channel nation-wide;
- * a ten-minute television segment produced by Pamela Newby of Human Kind, an independent news company based in Tennessee and aired early in 1989;
- * a ten-minute television segment produced for "10 Minute Windows" by Leora Eisenstein of New York University, which was featured on New York City's Channel 31;
- * "Trickle Up in Colombia," a ten-minute film in Spanish produced by the Cafeteros de Colombia, a Trickle Up Coordinating agency;
- * a half-hour radio interview with the Directors produced by the BBC; and
- * an introduction to the Trickle Up process in a series of eight half-hour radio tapes broadcast and distributed by the University of Peace radio station in San Jose, Costa Rica.

New Initiatives

COUNTRY REPORTS. To advance its development education goals, Trickle Up started production and distribution of "country reports" which record Trickle Up activities and results in countries where TUP businesses are located, including India, China, the Philippines, Bangladesh, Guatemala, Honduras, Colombia, Kenya and the United Republic of Tanzania. The first reports, prepared at the request of UNDP, have been sent by UNDP to Resident Representatives in those countries in order to enable them to explore how the Trickle Up process might be expanded and funded.

A number of these country reports are being disseminated in order to introduce the Trickle Up process to international and national development agencies and government donors. Through 1990, reports on additional countries will be prepared and distributed.

ENTERPRISE ZONES. As a result of the experience of the first 10 years, Trickle Up will not only continue to respond to requests for Trickle Up grants from Coordinators, but will also encourage the creation of businesses clustered in designated geographic areas, to be monitored and evaluated for a period of at least three years.

This concept is an extension of existing practice with Coordinators who have handled many businesses, such as: Humphrey Sikuku in Ruai, Kenya, who started 40 businesses in a single community in one year; Peace Corps Volunteer Margaret Mulholland, who revived a traditional weaving industry in the Philippines through TUP grants to 30 weaving businesses; Catherine Bayer of the Institute of Cultural Affairs in Portugal, who started a bee-keeping cooperative; and Dr. G.N. Reddi of the Indian Rural Reconstruction Movement, who reported improved nutrition, education and empowerment as a result of the Trickle Up process practised by 45 business groups in south India.

TUP plans to start Enterprise Zones on all continents in 1990. A start has already been made in India with TUP Coordinator Dr. G.N. Reddi (see Regional Summary for Asia, page 18). In addition to tracking the sustainability and performance of Trickle Up businesses, Enterprise Zones will enable the Program to evaluate more precisely the economic, social and political impact of businesses on the surrounding community. Where there is a concentration of enterprises, they reinforce each other. This critical mass can generate an explosion of human development.

VOLUNTEERS. In 1989, Trickle Up continued to benefit from the support of volunteers. Don Pierce, economist and Trustee of the United Mine Workers Health and Retirement Funds, has volunteered to work for a year as the Trickle Up Director of Research. Other volunteers include businessman Avi Dey and Rose White, who raise funds for TUP through their network of friends and contacts. It is hoped that such volunteer support will grow.

BUSINESS COUNCIL. To learn from the business community and to help generate interest and funds from commerce and industry, the Trickle Up Business Council, whose membership is identified on page 40, was established in New York on November 28, 1989. They are generously contributing their time and talent to Trickle Up.

Evaluation

In November 1989, an evaluation mission sponsored by the United Nations Development Programme visited 50 Trickle Up businesses in Colombia, India and the United Republic of Tanzania. The mission report, issued early in 1990, noted that an outstanding feature of Trickle Up is its "financial and administrative transparency and accountability." The report also observed that "TUP's ability to mobilize and pool resources with others is one of its major strengths."

The constructive recommendations of the evaluation mission have led to improvements in management policy and in the administrative forms provided to Coordinators, such as the Trickle Up Guidelines and the Business Plan and Report forms.

Training

Revised Trickle Up Guidelines for 1990 and the Villager's Manual in cartoon format, which is a training tool for Trickle Up entrepreneurs, are being circulated to Coordinators in English, French and Spanish. The Guidelines and Villager's Manual are also available in other languages thanks to translations volunteered by TUP Coordinators.

Cooperation is continuing with the United Nations Regional Bureau for Africa to refine the training material developed for Trickle Up Coordinators. The Trickle Up *Training Tools* have been tested with Coordinators in Africa and are being updated by UNDP Consultant Dr. Lani Havens for distribution to all Trickle Up Coordinators.

Computer Innovations

The processing of grant checks and information generated by the Business Plans, Reports and One-Year Updates is being continually improved and accelerated by program upgrading. The computerization of regional budgeting and planning projections enables the Program Officers for Asia, Africa and the Americas to better plan the allocation of grants to each region.

Other improvements in computerization designed to give the Officers greater access to relevant information were achieved by extending each regional data base to include more information entered from Business Reports. This enables Program Officers to monitor such data as average sales, profits and reinvestment for each Coordinator.

Computer program upgrading will also enable TUP to record and process additional information from the revised 1990 Business Plans, such as changes in *per capita* income resulting from Trickle Up businesses. TUP will also be able to record the type and value of other resources provided to Trickle Up businesses by the entrepreneurs themselves or by third parties, in the form of cash, assets, equipment, tools or work premises. Documenting these resources will demonstrate how Trickle Up helps mobilize under-utilized resources.

Additional benefits have been gained by increasing the number of report formats from 2 to 24, providing greater flexibility in communicating information to the field. Greater ease of use and quicker response times have been programmed into several functions, especially the writing and printing of checks.

Trickle Up's financial management system is linked directly to the program data base. A major revision of the program was undertaken to streamline its operation and to provide enhanced reporting abilities. Such ready access to information is an important component of Trickle Up's managerial decision-making process. Trickle Up's financial accounting system is now almost completely automated.





REGIONAL SUMMARIES FOR 1989

Africa

In 1989, 1,594 businesses were started or expanded in Africa through the Trickle Up process. Over 600 of these businesses were in Kenya, 200 in Sierra Leone, 170 in Ghana and 130 in Uganda. Trickle Up was active in 29 African countries in 1989, with activity just beginning in the Ivory Coast, Mozambique and Namibia.

The total translates into 10,570 new Trickle Up entrepreneurs in 1989; their businesses were facilitated by volunteer Coordinators, including 125 who started working with TUP in 1989. Coordinators in Africa represent 337 organizations, of which 228 are indigenous.

WORKING THROUGH PROGRAMS AND PEOPLE: Trickle Up fits into various kinds of agency programs and individual schedules. One Coordinator, from Save the Children Federation (SCF), in Burkina Faso, started several Trickle Up businesses in an SCF and government-designated "impact area." In this case, Trickle Up is one of many programs SCF is able to implement in one small geographic area.

Typical of Coordinators around the world who mobilize groups and introduce the Trickle Up process during their free time are Nkong Silveria and Nellie Gitao, who are schoolteachers in Kenya. They are known for their diligent after-school efforts to help Trickle Up groups plan their businesses.

The majority of TUP businesses in Africa are coordinated by people from local organizations such as Mr. Hunu of the Christian Builder's Association in Ho, Ghana; Elise Molupe, District Agricultural Office, in Maseru, Lesotho; Bodo Ramandbasoa, Ecumenical Commission for Women, Antananarivo, Madagascar; and Zombo Musema, Réseau d'Appui au Développement d'Activités Rurales in Kikwit, Zaire. They advance their own organizations'

development efforts by incorporating the Trickle Up process into their work.

GEOGRAPHY AND LOGISTICS: Trickle Up avoids the logistical problems faced by many development agencies by working through agencies and people already in place. Skills and resources are generously offered, facilitating the Trickle Up process while strengthening the capacity of local agencies. As Trickle Up develops the skills and resources of beneficiaries, it also strengthens local development infrastructures.

Trickle Up activity in Africa tends to be geographically dispersed. In Zaire, for example, TUP has only three Coordinators, yet they organize businesses from the western border of Kinshasa to the East in Bukavu. In Benin, there are TUP Coordinators in Malanville in the North, Kouande and Save in the Central Region, and Cotonou and Grand Popo in the South. Finger-shaped Malawi has Coordinators located in Karonga at the northern tip, down toward the center in Mzuzu, Nkhata Bay, Lilongwe and Monkey Bay, and finally toward the South in Mangochi.

COUNTRY CONDITIONS: Another striking feature of Trickle Up is its ability to work with local organizations under a variety of conditions. Symbiotic relationships are most notable in remote places where development efforts seem futile. One such relationship has begun in southern Sudan, an area besieged by hunger and civil war. To date, 30 businesses have been sponsored by Trickle Up through Coordinator Talib Dafalla, director of the AMUPE project, a local Juba initiative. Trickle Up entrepreneurs in Juba provide items such as bread, fried fish, grain, roasted cassava, chickens, soft drinks, eggs, fruit, fish nets, wool clothing, baskets, local shoes, and leather; and they provide services for their communities such as typing, hairstyling, and bicycle and watch repair. Of the 250 Trickle Up entrepreneurs in Juba, more than half are women. Business Reports received about five months after start-up show an average profit of \$1,508 per business group.

REPORTS FROM COORDINATORS: Trickle Up Coordinators report on the creativity, resourcefulness and encouraging results demonstrated by entrepreneurs. In Kenya, David Mahini's group of musicians realizes profits by selling their own recordings of Kikuyu folk songs.

Diane Nell of Save the Children (SCF) reports on the Abdiow family's experience with TUP in Somalia. Although Mr. Abdiow is known for his weaving, he was never able to save enough capital to expand his business until he applied through SCF for a TUP grant. He reported: "It was hard for me to get even a little capital to invest in my business....I was thinking that perhaps I should close the business because I could not even buy supplies...[the TUP grant] gave my family a chance to invest the money in our business; we produced more cloths than ever before...Now my business has come back to life."

Nell notes that another reason for Abdiow's success is his improved pricing, marketing and bookkeeping skills. Abdiow says his family's increased income has led to better meals, including "meat and other good food."

Milton Margai of Sierra Leone informed Trickle Up that the Wood Furniture Entrepreneurs started their furniture-making business in 1988. By September 1989, they had worked out a lucrative arrangement with a contractor. Margai, who assigns TUP grants through several local chiefdoms, notes that Trickle Up helps curb the rural exodus when people see that they can be productive in their own villages.

In Benin, one business which processes maize meal reports that its profits enabled them to invest in a well for clean water, demonstrating how communities can benefit from TUP businesses.



Four of the six members of the business group "Bit-by-Bit Fruiters" at their fruit stall in Cameroon. The Coordinator for this group was Dr. Ajaga Nji.

The Americas: Central, North and South America, and the Caribbean

Trickle Up Program activities in 32 countries of the Americas region continued to grow in 1989 with the start or expansion of 1422 businesses in 1989, up 15% from 1988. Particularly strong results were achieved in Honduras with 142 businesses--a nearly threefold increase over the previous year; Colombia with 281 businesses in 1989 or 57% over 1988; Argentina with 60 businesses, compared with 16 businesses in the previous year; and in Guatemala 368 businesses were begun in 1989. These results can be attributed to the dedicated efforts of 77 Coordinators representing 63 local and international non-governmental and governmental agencies.

Highlights:

HONDURAS: Continues as a cooperative effort begun in 1985, when USAID/SPA (Small Project Assistance) funds made matching local funds available to the Peace Corps in Honduras for the expansion of the TUP program there. Under this arrangement, Peace Corps Volunteers initiate the start-up of businesses and issue the initial grant check in local currency from the AID fund while Trickle Up provides the second grant check and program and support services. All Plans, Reports and payments are entered into the TUP data base and the Reports are shared with Coordinators. Similar arrangements are possible in other countries.



In Ambato, in the Andean mountains of Ecuador, 28 Trickle Up businesses planted peach and apple orchards, intercropped with quick-growing vegetables such as lettuce and tomatoes. Cultivating vegetables enabled the farmers to meet the 1,000-hour work requirement and make a profit selling the vegetables within 3 months. The profits were used to buy new fruit tree seedlings or to maintain existing trees, which take 2-3 years to mature. Because the fruit can be sold as cash crops, observers believe that the TUP orchards have the potential to transform the community.

COLOMBIA: TUP has collaborated with Coordinators representing such organizations as the Corporación Integral para el Desarrollo Cultural y Social (CODECAL) and the Federación Nacional de Cafeteros (FNCC), which together have helped start 500 businesses. Among the most active Coordinators is the FNCC's Department of Rural Programs for Women, which assisted the start-up of over 100 businesses this year. FNCC is working to promote more diversified and stable sources of employment and income for the lowest-income families that depend on the coffee sector for their living. This development is very significant in view of the precipitous decline over the past year in world market prices for coffee, Colombia's leading export.

ARGENTINA: TUP Coordinators from the Centro de Estudios de Dinámica Grupal and the Ministerio de Gobierno-Dirección Area de Frontera (Ministry of Government) encouraged the start-up of over 60 businesses in 1989, some of whom interact with multinational corporations. Mendoza Refrescos S.A., a subsidiary of Coca Cola and SIX S.A., a distributor of Xerox Corporation as well as the Instituto Nacional de Tecnología Agropecuaria have provided technical assistance and support to various TUP businesses in the area of Mendoza. Through the individualized, direct counseling on bookkeeping and marketing matters provided by representatives from these companies, the micro-enterprise is able to overcome its production problems.

GUATEMALA: The two principal TUP Coordinating agencies are the Peace Corps and the Ministerio de Desarrollo Urbano y Rural (MDUR), or the Ministry of Development. The latter program is carried out through the United Nations Development Programme with official government agencies. It was initiated at a time when the Ministries were anxious to demonstrate government concern for the poor and their commitment to help them raise their level of living. Through its relationship with TUP, the

MDUR helped people start 164 businesses in 1989, generating an estimated \$311,660 in annual sales. For their part, Peace Corps Volunteers helped people start more than 150 businesses, reporting estimated annual sales of \$110,460.

BRAZIL: In 1989, Sr. Rocha of Centro Popular de Cultura e Desenvolvimento (CPCD) became a TUP Coordinator in the State of Minas Gerais. Sr. Rocha is an anthropologist who is focusing on the rediscovery of locally-developed technologies as an instrument for self-improvement and income-generation for unemployed people, many of whom are women and adolescents. Through Trickle Up, these entrepreneurs have applied nearly forgotten production techniques to income-producing activities as a means of improving their quality of life. It is exciting to join CPCD in this historic work combining the methods from the past in innovative ways for the future.

ECUADOR: In 1989, TUP explored an agreement with the National Institute for Children and the Family (INNFA), an agency in Ecuador devoted to helping the poorest of the poor under the leadership of Sra. Carmen Calisto de Borja, Ecuador's First Lady. Under the agreement, reached early in 1990, INNFA will provide the local currency equivalent of \$50,000 to start businesses, applying the Trickle Up process over the next two years. Trickle Up will match the initial grant given by INNFA and continue to administer the program for the first two years while simultaneously providing training for the INNFA staff to enable the Institute to take over the direction of the program thereafter. The establishment of this relationship in Ecuador supports Trickle Up's goal for the second decade: to reduce poverty by incorporating the Trickle Up Process into the development strategies of national and international programs and decision makers with special emphasis on women, youth, and the environment.

Asia

Trickle Up Program volunteers in Asia facilitated the start-up of 1,939 Trickle Up businesses in 1989. Nearly half of these were located in the Philippines, and one-quarter were established in India.

In 1989, 318 Coordinators were active in 10 Asian countries: Bangladesh, China, India, Indonesia, Malaysia, Myanmar (Burma), Nepal, the Philippines, Sri Lanka, and Thailand. Trickle Up's first Coordinator in Viet Nam, who works with

UNICEF, was accepted, and the United Nations Development Programme in Laos has expressed interest in expanding the program there. In addition, a baseline study was completed by UNDP in the Maldives in preparation for the introduction of the Trickle Up process into selected island communities.

United Nations Volunteer Programme

Under the regional management of Mr. P.T. Kuriakose, the involvement of the United Nations Volunteer/Domestic Development Services



In the slums of Dhaka, Bangladesh, 18 women's groups have started Trickle Up businesses involving the purchase or processing of items such as peanuts, rice, used clothes and general food goods with the help of TUP Coordinator S. M. H. Bhokhari. The photo above depicts a used-sari selling business, whose members buy the saris from a well-to-do area at a reduced price and then mend and sell them in the Dhaka slums at a profit of 20%. They have a group savings of Tk.210 (\$7) in the bank, which they will eventually use to expand their enterprise. While business is good in the cool season, during the hot season they plan to switch to selling food for the coming festivals.

Programme (UNV-DDS) expanded in 1989. Twenty new UNV-DDS TUP Coordinators were accepted, making a total of 52 active UNV-DDS Coordinators in Asia. In 1989, these volunteers facilitated the start-up or expansion of 224 TUP enterprises, many among jobless or under-employed rural youth. UNV-DDS participation in the TUP process exists in India, the Philippines and Thailand, but is most substantial in Bangladesh, Indonesia, Malaysia and Sri Lanka.

Highlights:

PHILIPPINES: The number of TUP businesses in the Philippines continued growing in 1989, well below the level of demand. While Peace Corps Volunteers represent one quarter of the Trickle Up Coordinators in the Philippines, the proportion of indigenous Coordinators is rising, to 58% during 1989. Faced with a growing number of applications from potential Coordinators in the past year, Trickle Up will give greater attention to tracking the sustainability of Trickle Up businesses in the community and their longer-term impact on their respective communities.

INDIA: The number of businesses started or expanded in India almost doubled in 1989, due to increased activity in the states of Tamil Nadu, Andhra Pradesh and Karnataka. Requests for grants by indigenous agencies in Tamil Nadu greatly increased in 1989, prompting a review of TUP's

program in India that has resulted in approval of new Coordinators in other areas of the country. Efforts will be made to expand the TUP process through established networks of development agencies which have monitoring and evaluation systems in place.

A TUP Enterprise Zone will be started by Dr. Reddi of the Indian Rural Reconstruction Movement, who will use his "Neighborhood Group Network Strategy" to organize poor villagers. TUP funds for 200 businesses in 1990 will be channeled to them through NGOs participating in Dr. Reddi's network. The communities then decide who among them will start TUP businesses and how they will keep the money in rotation in the community through community savings and "People's Banks." Dr. Reddi's strategy provides a fine model for extending the impact of Trickle Up from the family to the community, multiplying socio-economic benefits.

MALAYSIA: An Enterprise Zone has also been started in Malaysia, with the aim of developing the small local honey industry of Serkat, an area encompassing 28 villages at the southern tip of the Malaysian peninsula. The intention is to raise the income of farming families and self-employed young men and women in the area. Local government officials, together with UN Volunteers, are also encouraging the planting of flowering fruits to enhance bee-keeping enterprises and further increase the income-earning produce of local farming families.



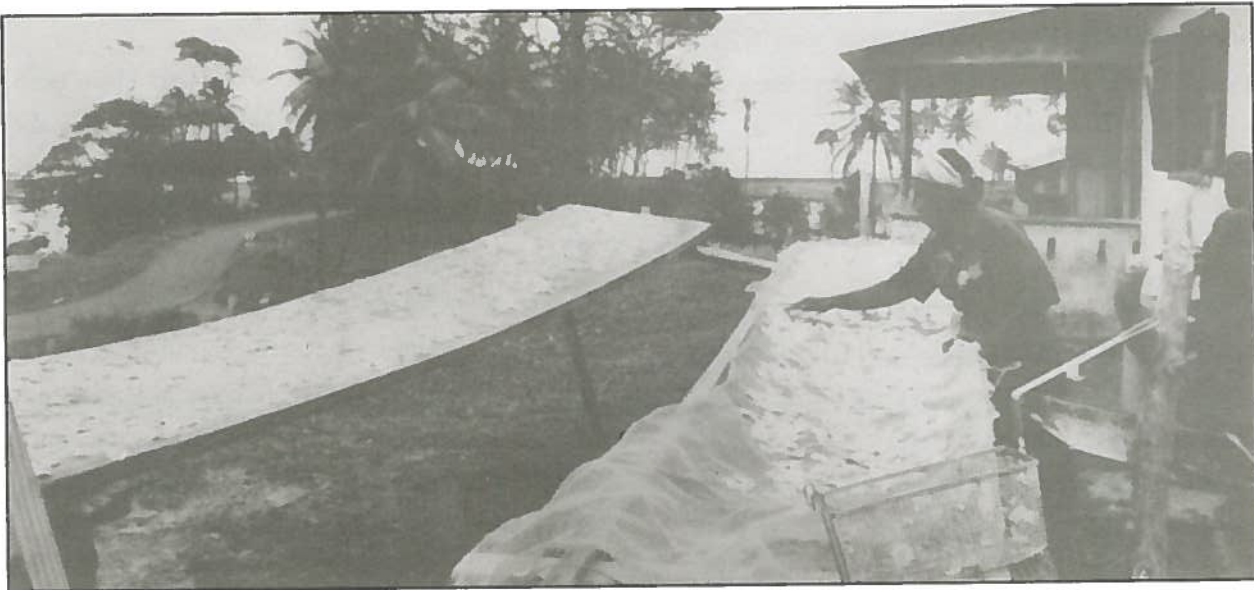


FOCUS FOR THE 1990s: ENVIRONMENT AND DEVELOPMENT

While growth is needed to solve the enormous problems of poverty, that growth must not jeopardize future generations. This is the message underlying the United Nations conference on Environment and Development scheduled in 1992. President Robert Mugabe of Zimbabwe, in his address to the 41st session of the United Nations General Assembly in 1987, stated: "Those who are poor and hungry will often destroy their immediate environment in order to survive...the greatest environmental damage is occurring in developing countries..." The world is thus faced with the major challenge of finding ways to eliminate hunger, integrating economic development with the judicious management of the environment and the planet's natural resources.

This is the dilemma also faced, on a smaller scale, by many Trickle Up entrepreneurs. Considering the hard choices confronting them, Trickle Up is encouraged by the number of TUP businesses that support or promote environmental goals. While it is Trickle Up policy to make entrepreneurs responsible for choosing and planning their own businesses, the Program welcomes and encourages businesses which are environmentally sound.

Trickle Up demonstrates how a participatory process that stimulates private enterprise and human energy investment can strengthen a weak economy, producing sustained and environmentally sound development. Some entrepreneurs have made creative use of efficient and environmentally sound technologies, for example, in Dominica:



SOLAR DRYERS IN DOMINICA: Myld Riviere, Business Leader of the "Banana Bunch," solar drying banana chips in Marigot in April 1989. The banana-chip processing business has been operating since 1981, when the group received its first Trickle Up grant. The Coordinator for this business was Dominica's Ministry of Home Affairs.

The following examples show the resourcefulness of Trickle Up entrepreneurs in turning environmental concerns into profits:

TREE PLANTING

There are over 30 seedling businesses in Africa operated by groups of Trickle Up entrepreneurs such as Wamaua Women, Nyang Youth, Kwanagare Trees Nursery, and Afforestation Group (Kenya); and Fruit Tree Promoter and Teenage Cooperative of Pobé (Benin). The average net profit of these businesses, after three months of operation, was \$185.

The Young People's Group of Zé Center in Benin used their Trickle Up grant to buy 1,000 sacks of tree seedlings and two packs of vegetable seeds for their business. Business Leader Dossou-Koko Dieudonné noted that in addition to providing start-up capital, Trickle Up helped his group learn about bookkeeping. The group's net profit after four months was \$115.

RECYCLERS

Because Trickle Up entrepreneurs must make the most of every available resource, their businesses are often based on the creative use of materials discarded by others. Typical of such businesses are those visited and evaluated by Trickle Up consultant Kim Craig in Kenya. Ms. Craig described mattress-making groups that buy old flour sacks from a flour mill, stuff them with corn husks, sew them with brightly colored material, and sell them for a good profit.

One Trickle Up business group in Kenya switched to a recycling business when they realized they were not making a profit with their original enterprise. Now the group buys left-over paper from factories and sells it at a substantial profit to local butchers who use it to wrap meat. The group operates in Huruma, an area famous for its roasted goat meat stalls. Another Trickle Up business run by women collects old tin cans from garbage dumps in Nairobi. The group sells them by the kilo to Jua Kali artisans, who pound the tin and fashion it into trunks.

Ms. Craig points out two advantages of recycling businesses. They have a large profit potential due to low materials costs, and they strengthen the local economy by providing other businesses with alternative sources of supply.

In the future, Trickle Up hopes to become involved with more environmental organizations, international and indigenous. Organizations which would like to benefit from small amounts of start-up capital and view micro-enterprise as having a role in furthering environmental causes, help demonstrate that economic development and ecological responsibility are compatible.



FOCUS FOR THE 1990s: YOUTH

One and a half billion children - the largest generation of children ever to be entrusted to humankind - will be born in the decade of the 1990s, according to the UNICEF's *State of the World's Children 1990*. Meeting their needs for nutrition, health care, education, and later income and employment, is the most important human investment we can make.

In many parts of the world, Trickle Up business groups include youth as part of family enterprises. To their families, young people are not only mouths to feed but also hands to help feed the family. So the young are both participants as well as beneficiaries of Trickle Up businesses. In addition to providing opportunities for self-employment and income generation, the Trickle Up process benefits young entrepreneurs in various ways:

INCREASED SCHOOL ATTENDANCE: In 1989, 39% of businesses reported that the increased income from their TUP businesses enabled them to send more children to primary school.

ACQUISITION OF BUSINESS SKILLS: In St. Kitts-Nevis, a group of five young men at the Charleston School learned how to make and sell baskets by learning



For some young entrepreneurs like Arnold Stubbs, above, a student of Jane Addams High School in New York City, Trickle Up businesses have paved the way for new opportunity: he graduated from selling hot dogs in the street to win a scholarship at Johnson and Wales Culinary Institute in Rhode Island.

how to purchase the materials, calculate the costs of three types of baskets, determine how much material was needed for each type, estimate how much time it took to make each type, and how to price them. They also found a cooperative that would buy their baskets for a commission. When the boys graduated, they were able to continue the business they had started in school.

It is not uncommon for young people to serve as treasurers of their Trickle Up family businesses. Lynn Spangler, a Peace Corps volunteer in Guatemala, reported that the well-kept records of the Morales family business were due to the bookkeeping skills acquired by their eleven-year-old son.

INVESTMENT IN THE FUTURE: Five friends from the Pilan Youth Club in Sri Lanka started a Trickle Up business to grow and sell black pepper. The group leader had learned from an uncle how to cultivate pepper, and the first \$50 of the TUP grant was used to buy seeds and fertilizer to plant two acres of land donated by the uncle. The Minor Export Development Board of Sri Lanka agreed to purchase their pepper at a fair market price.

After clearing, preparing and planting, the enthusiastic youths reaped a harvest of 250 kilos of pepper, for a profit of \$350. Their Trickle Up Coordinator reported, "When the youth of this country are harvesting their time and energy in an activity such as pepper cultivation, it is an investment in this country's future."

ENTREPRENEURSHIP IN SCHOOL CURRICULA: The Trickle Up process can be and is applied in schools. In New York City, the process is taught as part of Mr. Russell Kelly's course on entrepreneurship for teen-age students in George Washington High School. In 1989, his students started 23 businesses. A group of students visited the Trickle Up office to observe operations and share their experiences, plans and hopes for the future.

In the future, Trickle Up will help more businesses operated by young entrepreneurs through organizations working with or for young people. The Program will also continue to explore ways of incorporating the Trickle Up process in more entrepreneurial courses for young students.



FOCUS FOR THE 1990s: WOMEN

Women's issues cut across the boundaries of nations, ideologies, and cultures. World-wide, women are the gender of poverty. They are the poorest of the poor, the last to be given education and training, and the first to accept responsibility for the care and feeding of children.

Women not only work in the home, but they are a vital part of the economy. Yet their work is not included in the Gross National Product. In the business world, large and successful companies are most often headed by men. In the informal sector, micro-businesses tend to be headed by women.

In Trickle Up businesses, women participants continue to outnumber men: 64% of TUP entrepreneurs are women, and 60% are Business Leaders. These numbers illustrate the important role of women in the informal sector, particularly in the cultivation, processing and selling of food. The increased income earned by women entrepreneurs produces tangible benefits for themselves and their families in terms of healthier and better-nourished children, higher birth weight of newborns, and higher enrolment of school-age children.

The following businesses in Bangladesh, Peru, Nepal and India are typical of women's enterprises:

MEETING SURVIVAL NEEDS: For the past year, Alea Begum has been running a rice-selling business in the slums of Dhaka with four other women. They started with a TUP grant of \$50. Alea has three

brothers and three sisters, and until a few years ago, lived with her family in Fultala village, Khulna District (Bangladesh). Like many other women in Dhaka slums, she was drawn to the city by political and economic forces: her father died in the War of Liberation in 1971, leaving his 1/3 acre of land to her brothers and one sister. In 1973 they were forced to sell land for \$120 in order to survive. Now Alea's mother, sister and two brothers live with her in the slum.

Without capital, economic opportunity remained limited. With her TUP grant, Alea was able to buy 100 kg. of rice in bulk with four other women. She works out of her home--a 6' X 6' thatch room in a row of such slums--and can earn a net profit of sixty cents a day, which she spends on basic needs and a rent of \$6.60 per month. She makes sure, however, to save \$1.50 per month in the bank to eventually expand her business.

TUP BUSINESSES AS COMPONENTS OF INTEGRATED SERVICES FOR WOMEN: The Movimiento Manuela Ramos (MMR), employs a multi-sectoral approach in its work with women in the marginal areas of Lima. MMR provides legal counseling, training, preventive health and small business assistance with emphasis on organizing women and raising their self-esteem. Sra. Alicia Villanueva, TUP Coordinator for MMR since 1988, has helped to start 19 businesses. Despite the poverty of their surroundings, these businesses have produced elaborate and artistic items such as applied "arpilleras" (wall hangings) and notecards with feather decorations reproduced below:



TUP BOUTIC PERU

i Feliz Navidad

y

Próspero Año

Nuevo!

Alicia Villanueva

Dic 88



Rekka, Pushpa and Prahba, seated left to right, on a grass mat with the beautiful Nepali dolls they make in colorful local costumes for their business, the Panchya Kanya Handicraft, translated as "Five Single Women." The women have been selling the dolls in Tansen, Palpa (Nepal) since 1984.

HELPING THE POOREST: Six basket-making businesses in Andhra Pradesh, India, involve 44 families. The Trickle Up beneficiaries were chosen by the village women's association, who decided the grants should go to the poorest among them, some harijan artisans. Previously, it took one person four days of searching in the forests to get a few bamboo poles. Now the women have enough resources to buy in bulk and have the raw materials delivered to them. The initial capital provided by Trickle Up has thus made it possible for them to save labor while increasing production ten-fold. However, as the traditional markets are saturated, the women are trying to expand into the neighboring state of Karnataka.

When the women received their initial grants, they opened individual bank accounts. The economic success of these businesses inspired another bank to take a chance on the villagers by extending to them partly subsidized loans amounting to \$15,000 - all as a result of Trickle Up grants of \$300!

In the 1990s, empowerment of women will continue to be a priority for Trickle Up. Increasing their income and savings will benefit not only the women but also their families.



DONOR RECOGNITION

FOUNDATIONS

Abrons Foundation
Agape Foundation
Berger Foundation
Burgdorff Foundation
Chanslor Family Trust
Cogan Foundation
Cottonwood Foundation
Donner Foundation
Dougherty Foundation
Dubow Foundation
Dusenbury Charitable Trust
Elowsky Foundation
Foundation for Jewish Philanthropies
Friedman Foundation
Ford Development Foundation
Ganlee Fund
Golden Rule Foundation
Goldsmith Foundation
Groppe Fund
Hirsch Foundation
Joselow Foundation
Kautz Family Foundation
Kemp & Passano Family Foundation
Kessel Foundation
Kobacker Foundation
Krasnow Foundation
Kunstadter Foundation
Levitt Foundation
Lion and Hare Fund
Liss Foundation
MacArthur Foundation
Menschel Foundation
Near and Far Association
Newman Assistance Fund
Pincus Charitable Fund
Pinecrest Fund
Press Foundation
Public Welfare Foundation
Rice Fund
Rosengarten Garfield Philanthropic Fund
Scherman Foundation
Sewall Foundation
Silberstein Foundation
Stern Family Fund
Streetkids Foundation
Szekely Foundation for American Volunteers
Wien Foundation
World Fund

CORPORATIONS

Bernstein Bogash & Sirkin
Caltex Petroleum
Campari USA
Career Blazers
Chase Manhattan Bank, NA
Chemical Bank
Cheviot Building & Loan
Eve Jewelry
Hunterdon Custom Air
IBM
I & L Associates
KBS Brokerage
MacLab Enterprises
Maya Corporation
Merrill Lynch
Minos Dental Laboratory
Paydon & Rygel
Penkor Development Inc.
P.R. Hughes & Co.
Veronis Suhler & Associates
Xerox Foundation

ORGANIZATIONS

Chicago Bears
Clyde Theater
Combined Federal Campaign
East Side EHU
Episcopal Church of the Epiphany
First Christian Church
Friends of Lesotho
GFWC Monday Study Club #798
Highland Presbyterian Church
Koinonia Bic Church
International School of Sacred Heart
Natural Resource Defense Council
New Hampshire College
Pitman Junior Women's Club
Returned Peace Corps Volunteers of Chicago
Returned Peace Corps Volunteers of New Jersey
Returned Peace Corps Volunteers of Wisconsin
Russell Sage College
School for Children with Special Needs
St. Joseph's Church
St. Peter's Church
United Methodist Church
United Presbyterian Church
Women's Fellowship of First Congregational Church

The Trickle Up Program also wishes to express its appreciation to the 1,052 individuals who contributed in 1989.

FINANCIAL REPORT

Statement of Income, Expenditures and Fund Balances

	<u>Year ending</u> <u>31 December 1989</u>	<u>% of Exp.</u>	<u>Cumulative</u> <u>1979-1989¹</u>	<u>% of Exp.</u>
Income:	\$685,805		\$2,363,362	
Expenditures:				
Program Grants and Services:	627,946	91%	2,048,634	90%
Supporting Services				
Management & General	37,256	5%	137,109	6%
Fund-Raising	<u>26,821</u>	<u>4%</u>	<u>89,642</u>	<u>4%</u>
Total Supporting Services	64,077	9%	226,751	10%
Total Expenditures:	698,023	100%	2,275,385	100%
Excess (deficiency) of income over expenditures	(6,218)		87,977	
Fund Balance - beginning of year	<u>94,195</u>		<u>-0-</u>	
Fund Balance - end of year	<u>87,977</u>		<u>87,977</u>	

¹Figures for 1979-1988 are taken from Certified Audit Reports. The 1989 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.



LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

This report lists by country those organizations that have incorporated the TUP process into their development work. All organizations that started TUP businesses during the period 1979 through 1989 appear on this list. It lists the name of the organization, the number of coordinators implementing the TUP process, and the number of businesses started as of the end of 1989. An organization code indicates whether the organization is governmental, non-governmental, or inter-governmental. An "ILV" code shows whether the organization operates on an international or local basis, and it indicates if the organization is primarily staffed by volunteers. Information on the number of businesses started by each type of organization is summarized in the chart which appears on page 3.

ORGANIZATION CODE: GOV = GOVERNMENTAL ORGANIZATION
NGO = NON-GOVERNMENTAL ORGANIZATION
INT = INTER-GOVERNMENTAL ORGANIZATION

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

ORGANIZATION	ORGANIZATION CODE	ILV CODE	NO. OF COORDINATORS	NUMBER OF BUSINESSES STARTED		
				1979-88	1989	TOTAL
*****			2,326	11,264	4,777	16,041
GLOBAL TOTAL - 760			448	4,185	1,397	5,569
AFRICA - 268						
BENIN - 3			60	284	72	356
CLUB UNESCO	NGO	I	1		3	3
PEACE CORPS	GOV	I/V	15	193	28	221
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	44	91	41	132
BOTSWANA - 1			1	1		1
PEACE CORPS	GOV	I/V	1	1		1
BURKINA FASO - 3			4	2	21	23
FOSTER PARENTS PLAN INC.	NGO	I	1		5	5
GARU AGRICULTURAL STATION	NGO	L	1		5	5
SAVE THE CHILDREN FEDERATION	NGO	I	2	2	11	13
BURUNDI - 2			5	1	3	4
PEACE CORPS	GOV	I/V	4	1	1	2
OFFICE OF THE U.N. HIGH COMMISSIONER FOR REFUGEES	INT	I	1		2	2
CAMEROON - 6			11	99	60	159
PEACE CORPS	GOV	I/V	5	5		5
RURAL DEVELOPMENT CONSULTANTS & ADVISORY SERVICES	NGO	L	2	81	57	138
SOROPTIMIST INTERNATIONAL	NGO	I	1		3	3
THE APOSTOLIC CHURCH	NGO	L	1	3		3
UNIVERSITY CENTRE FOR HEALTH SCIENCES	NGO	L	1	4		4
INDEPENDENT						
Moto-Poh Abel	NGO	L	1	6		6
CENTRAL AFRICA REPUBLIC - 1			2	2		2
PEACE CORPS	GOV	I/V	2	2		2
CHAD - 1			1	12		12
BLACK ROSES OF SARH	NGO	L	1	12		12
EQUATORIAL GUINEA - 1			1	1		1
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	1	1		1
ETHIOPIA - 2			2	6		6
RUAI CHRISTIAN CENTER	NGO	L	1	1		1
INDEPENDENT						
Nel Allnp	NGO	L	1	5		5
GAMBIA - 3			5	7	1	8
PEACE CORPS	GOV	I/V	2		1	1
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	2	2		2
WOMEN'S BUREAU	GOV	L	1	5		5
GHANA - 30			37	152	182	334
ANGELICAN CHURCH OF GHANA	NGO	L	1		6	6
APPLE	NGO	L	1	3		3
BRITISH VOLUNTEER AGENCY	GOV	I/V	1		8	8
DEVELOPMENT VOLUNTEERS ASSOCIATION	NGO	L	1	3	4	7
E.P. CHURCH AGRICULTURAL PROJECT	NGO	L	1		3	3
EBENEZER SECONDARY SCHOOL	GOV	L	1	3	3	6
EVANGELICAL PRESBYTERIAN CHURCH	NGO	L	4	134	25	159
FAMILY HEALTH IN GHANA	NGO	L	1		5	5

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

ORGANIZATION	ORGANIZATION CODE	ILV CODE	NO. OF COORDINATORS	NUMBER OF BUSINESSES STARTED		
				1979-88	1989	TOTAL

FOOD AND AGRICULTURAL ORGANIZATION	INT	I	1	4	4	8
GARU AGRICULTURAL REHABILITATION CENTER FOR THE BLIND	NGO	L	3		24	24
GARU HEALTH POST	GOV	L	2		10	10
GHANA BAPTIST CONVENTION	NGO	L	1		5	5
GHANA EDUCATION SERVICE	GOV	L	2		8	8
GINCO-YAAYE	NGO	L	1		2	2
JAGZANBEN ENTERPRISES	NGO	L	1		1	1
KPONG IRRIGATION COLLEGE	NGO	L	1		2	2
LANGRENSI PRESBYTERIAN AGRICULTURAL STATION	NGO	L	2		16	16
LOVE ALL FARMS	NGO	L	1		3	3
MISSION HOUSE	NGO	L	1	3	4	7
NATIONAL WOMEN'S TRAINING GROUP	GOV	L	1	1		1
NUTRITION DIVISION	GOV	L	1		5	5
PRESBYTERIAN CHURCH OF GHANA	NGO	L	1		5	5
SANDEMA AGRICULTURAL STATION	NGO	L	1		8	8
SEKOMABIA RURAL RENAISSANCE ORGANIZATION	NGO	L	1		10	10
SMALL-SCALE AGRICULTURAL EXTENSION SUPPORT UNIT	NGO	L	1		8	8
ST. PAUL'S ANGLICAN CHURCH	NGO	L	1		7	7
TECHNOLOGY CONSULTANCY CENTER	NGO	L	1	1		1
WA AGRICULTURAL PROGRAMME	NGO	L	1		1	1
INDEPENDENT						
Samuel Nana Sarpong	NGO	L	1		5	5

IVORY COAST - 1			1		3	3
MUTUELLE POUR LE DEVELOPPEMENT D'AHOUNAN	NGO	L	1		3	3

KENYA - 76			131	2,399	513	2,912
ABC KIVI	NGO	L	1	10		10
AHMED SCREEN WRITER ORGANIZATION	NGO	L	1	6	1	7
ANYIKO Y.M.C.A.	NGO	I	6	69	7	76
BUKHAYO WEST JOINT WOMEN GROUP	NGO	L	1	39	11	50
CATHOLIC DIOCESE OF ELDORET	NGO	L	1	11		11
CENTER FOR ACTION RESEARCH	NGO	L	1	52	14	66
CHURCH OF THE PROVIDENCE OF KENYA	NGO	L	1	20		20
CHURCH WORLD SERVICE	NGO	I	1		2	2
COMMITTEE FOR NATIONAL DEVELOPMENT	NGO	L	1	94	12	106
COMPASSIONATE DEVELOPMENT PROJECT	NGO	L	1	17		17
COUNCIL FOR HUMAN ECOLOGY OF KENYA	NGO	L	2	7		7
DAIMA WOMEN GROUP	NGO	L	1	21		21
DEPARTMENT OF SOCIAL SERVICES	GOV	L	4	11	11	22
DIOCESE OF MASENO SOUTH	NGO	L	1	5		5
EAST AFRICAN SCHOOL OF THEOLOGY	NGO	L	1	60		60
EAST BOSAMARO WOMEN'S GROUP	NGO	L	1	7	6	13
ESTABALA VILLAGE DEVELOPMENT COMMITTEE	NGO	L	1	12	2	14
GILGIL HEALTH CENTRE	NGO	L	1		5	5
GRAIL-CATHOLIC WOMEN'S ORGANIZATION	NGO	L	1	3		3
ICEMBE NA KIONDO WOMEN'S GROUP	NGO	L	1	21		21
INSTITUTE FOR CULTURAL AFFAIRS	NGO	I	2	3		3
KALI UHO PRIMARY SCHOOL	NGO	L	1	3		3
KAMUKUNJI DISABLED GROUP	NGO	L	1	9	23	32
KANU MAENDALEO YA WANAWAKE	NGO	L	3	7		7
KENYA NATIONAL FARMERS' UNION	GOV	L	1		8	8
KENYA UNITED INDEPENDENT CHURCHES	NGO	L	1	9	10	19
KENYA WATER FOR HEALTH ORGANIZATION	NGO	L	1	10		10
KENYAN ASSEMBLY OF GOD CHURCHES	NGO	L	4	207	54	261
KIOGWA CHRISTIAN CENTRE	NGO	L	1		10	10
LUANDA TRADING CENTRE	NGO	L	1	6	3	9
LUTHERAN WORLD RELIEF	NGO	I	1	1		1
MAJI SAFI WOMEN'S GROUP	NGO	L	1	57		57
MALIKI CHURCH	NGO	L	1	17		17
MANYAKA SECONDARY SCHOOL	GOV	L	1	1		1
MARANTHA MISSION OF KENYA	NGO	L	1	3		3
MARIANIST COMMUNITY	NGO	L	1	1		1
MBAGA CATHOLIC CHURCH	NGO	L	1	27		27
MLANGO KUBWA CHRISTIAN CENTRE	NGO	L	1	220	10	230
MUNGAI - RUAI CHRISTIAN CHURCH	NGO	L	1	84	3	87
NAIROBI CITY COUNCIL	GOV	L	1	3		3
NAIVASHA CHRISTIAN CENTER	NGO	L	1	39	19	58
NATIONAL COUNCIL OF CHURCHES	NGO	L	7	192	10	202
NATIONAL COUNCIL OF WOMEN	NGO	L	1	7		7
NEW JERICO HARAMBEE PROGRESSIVE WOMEN'S GROUP	NGO	L	1	33	31	64
NJIRU CHRISTIAN CENTRE	NGO	L	1	13	18	31
NYABONDO CATHOLIC CHURCH	NGO	L	1	2		2
OWJORDACHA WOMEN GROUP	NGO	L	1		5	5
PARTNERS FOR PRODUCTIVITY	NGO	I	1	9		9
PEACE CORPS	GOV	I/V	29	79	12	91
PROVINCIAL BOARD OF CHRISTIAN COMMUNITY SERVICES	NGO	L	1		1	1
PYRETHRUM BOARD OF KENYA	GOV	L	1	1		1
QUMWOM SECONDARY SCHOOL	NGO	L	1	18	21	39
RUAI CHRISTIAN CENTER	NGO	L	1	540	93	633
RUAI CHRISTIAN CHURCH	NGO	L	1	106	35	141
SCHOOL FOR INTERNATIONAL TRAINING	NGO	I	2	2		2

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

ORGANIZATION	ORGANIZATION CODE	ILV CODE	NO. OF COORDINATORS	NUMBER OF BUSINESSES STARTED		TOTAL
				1979-88	1989	
SURVEY OF KENYA REPORT	NGO	L	1	4		4
TEACHERS SERVICE COMMISSION	GOV	L	1		5	5
THE CHURCH OF AFRICA	NGO	L	1	1		1
TOTOTO HOME INDUSTRIES	NGO	L	1	7		7
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	2	25		25
UNITED STATES AGENCY FOR INTERNATIONAL DEVELOPMENT	GOV	I	1		5	5
URIRI HEALTH COMMITTEE	NGO	L	1		1	1
VOLUNTARY SERVICE OVERSEAS	NGO	I/V	2	2		2
WAGOK NYAENDA DEVELOPMENT GROUP	NGO	L	1	17	4	21
WANGIGE SCHOOL	NGO	L	1	79	13	92
WORLD TEACHERS ORGANIZATION	NGO	I	1	2		2
WORLD VISION INTERNATIONAL	NGO	I	1	3	1	4
YOUNG WOMEN'S CHRISTIAN ASSOCIATION	NGO	L	5	7		7
INDEPENDENT						
Charles Mbutia	NGO	L	1	4		4
Margaret Naliaka	NGO	L	1	27	11	38
Francis Tabaruka	NGO	L	1	33		33
Rose Wahito	NGO	L	1	2	12	14
Nellie Gitao	NGO	L	1	1	9	10
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LESOTHO - 13			16	122	32	154
ACADEMY FOR EDUCATIONAL DEVELOPMENT	NGO	L	1	3		3
BOITEKO WOMEN'S ASSOCIATION	NGO	L	1	26	22	48
HOMEMAKERS ASSOCIATION	NGO	L	2	7		7
LESOTHO NATIONAL COUNCIL OF WOMEN	NGO	L	1	2		2
LESOTHO ST. JOHN'S CHURCH	NGO	L	1	11		11
MINISTRY OF AGRICULTURE	GOV	L	1	2	4	6
PEACE CORPS	GOV	I/V	2		3	3
PLANNED PARENTHOOD ASSOCIATION	NGO	I	1	1		1
THABA THEKA IEMS CENTER	INT	L	1	3		3
THABANA-LI-MELE PROJECT	NGO	L	1	1		1
THABENY TYPING SCHOOL OF ACCOUNTANCY	NGO	L	1	23		23
TRANSFORMATION RESOURCE CENTRE	NGO	L	2	3	3	6
INDEPENDENT						
Madeleine Wilkens	NGO	L	1	40		40
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MADAGASCAR - 2			2	20	2	22
MALAGASY EPISCOPAL CHURCH	NGO	L	1	15	2	17
MALAGASY LUTHERAN CHURCH	NGO	L	1	5		5
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MALAWI - 3			7	21	10	31
INTERNATIONAL RESCUE COMMITTEE	NGO	I	1		1	1
MINISTRY OF HEALTH	GOV	L	1	2		2
PEACE CORPS	GOV	I/V	5	19	9	28
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MALI - 2			2	29		29
ASSOCIATION MALIENNE DE RECHERCHE -- ACTION POUR LE DEVELOPPEMENT	NGO	L	1	23		23
SAVE THE CHILDREN FEDERATION	NGO	I	1	6		6
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MOZAMBIQUE - 1			1	1	2	3
CENTRO DE TREINAMENTO DOS MOTIVADORES	NGO	L	1	1	2	3
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NIGERIA - 18			22	80	112	192
AFRICAN-AMERICAN INSTITUTE	NGO	I	1	11		11
CENTER FOR APPLIED RELIGION AND EDUCATION	NGO	L	1	4	12	16
CHRIST POWER APOSTOLIC CHURCH	NGO	L	1		3	3
CHRISTIAN HELP ASSOCIATION	NGO	L	1		4	4
CHRISTIAN SUPPORT COUNCIL	NGO	L	3	3		3
CHURCH OF CHRIST IN NIGERIA	NGO	L	1	4		4
CHURCH OF CHRIST OF CENTRAL NIGERIA	NGO	L	1	7		7
COMMUNITY DEVELOPMENT ASSOCIATION	NGO	L	2		2	2
DEPARTMENT OF ELECTRICAL ENGINEERING	NGO	L	1		1	1
DIOCESE OF OMERRI	NGO	L	1	3	16	19
INSTITUTE OF FOUNDATION STUDIES, UNIVERSITY	NGO	L	1	20		20
LADNER FOUNDATION	NGO	L	1		3	3
LAST HOPE INTERNATIONAL	NGO	L	1		5	5
NIGERIAN ASSN OF SPECIAL ED. TEACHERS	NGO	L	1		10	10
NIGERIAN SOCIETY FOR THE IMPROVEMENT OF RURAL PEOPLE	NGO	L	1		5	5
OWERRI DIOCESAN	NGO	L	1		3	3
UNITED SELF-HELP ORGANIZATIONS	NGO	L	1	25	26	51
INDEPENDENT						
Offia Nwali	NGO	L	1		22	22
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RWANDA - 1			1	8		8
CARE	NGO	I	1	8		8
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SENEGAL - 4			11	53	9	62
FOUGEROLLE OFFICE	NGO	L	1		5	5
PEACE CORPS	GOV	I/V	7	49	4	53
UNITED NATIONS DEVELOPMENT FUND FOR WOMEN	INT	I	1	1		1
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	2	3		3

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

ORGANIZATION	ORGAN- IZATION CODE	ILV CODE	NO. OF COOR- DINATORS	NUMBER OF BUSINESSES STARTED		
				1979-88	1989	TOTAL

SIERRA LEONE - 27			31	440	125	565
AFRICAN METHODIST EPISCOPAL CHURCH	NGO	L	1	4		4
ATEGBE INTEGRATED AGRICULTURAL ENTERPRISES	NGO	L	1		3	3
BO ANGLICAN DIOCESE	NGO	L	1	10		10
BRYDO SOAP-MAKING PROCESS	NGO	L	1	25	20	45
BUNGOYA RURAL WOMEN DEVELOPMENT PROJECT	NGO	L	1		3	3
COMMUNITY AWARENESS PROJECT	NGO	L	1	38		38
FOSTER PARENTS PLAN INTERNATIONAL	NGO	I	1	14		14
JANGEE ALL AGE COMMUNITY EDUCATION	NGO	L	1	146	17	163
MABANTA AGRICULTURAL PROJECT	NGO	L	1		5	5
MADINA SECONDARY SCHOOL	GOV	L	1	3	6	9
MALEN PRODUCERS AND MARKETING COOPERATIVE ASSOCIATION	NGO	L	1		3	3
MARENKA SECTION FARMERS' ASSOCIATION	NGO	L	1	5	5	10
MASANGA COMMUNITY YOUTH BRIGADES	NGO	L	1	31		31
MINISTER CHURCH OF NEW ZION	NGO	L	1		3	3
MINISTRY OF NATIONAL DEVELOPMENT & ECONOMIC PLANNING	GOV	L	1	10	10	20
MINISTRY OF RURAL DEVELOPMENT	GOV	L	1	3		3
PEACE CORPS	GOV	I/V	4	3		3
PEOPLE'S DEVELOPMENT ORGANIZATION	NGO	L	1		2	2
ROGBIN PROGRESSIVE FARMING ASSOCIATION	NGO	L	1		3	3
RURAL COUNSELLORS FOR CHRISTIAN CHURCHES IN AFRICA	NGO	L	1		3	3
SIERRA LEONE COMMUNITY DEVELOPMENT	NGO	L	1		3	3
SIERRA LEONE OPPORTUNITIES INDUSTRIALIZATION CENTRE	NGO	L	1		3	3
TONGEA RURAL DEVELOPMENT PROGRAMME	NGO	L	1	21	13	34
UNITED CHRISTIAN COUNCIL	NGO	L	1	31	4	35
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	2	82		82
UNITED NATIONS VOLUNTEERS	INT	I/V	1		19	19
YEA ORGANIZATION FOR RURAL DEVELOPMENT	NGO	L	1	14		14

SOMALIA - 2			4	41		41
PARTNERS FOR PRODUCTIVITY	NGO	I	1	2		2
SAVE THE CHILDREN FEDERATION	NGO	I	3	39		39

SUDAN - 5			7	13	48	61
AMUPE PROJECT	NGO	L	1		34	34
LOBUT LO NGA YOUTH GROUP	NGO	L	1		3	3
SAVE THE CHILDREN FEDERATION	NGO	I	3	10	10	20
SUDAN COUNCIL OF CHURCHES	NGO	L	1	1		1
UNICEF	INT	I	1	2	1	3

SWAZILAND - 4			8	23	3	26
PEACE CORPS	GOV	I/V	3	8		8
RURAL EDUCATION CENTER	NGO	L	2	2		2
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	2		3	3
UNITED NATIONS VOLUNTEERS	INT	I/V	1	13		13

TANZANIA - 10			12	70	53	123
ALL AFRICA EVANGELISM CENTER	NGO	L	1	6		6
ASSEMBLIES OF GOD	NGO	I	1	32	10	42
CATHOLIC MISSION	NGO	L	1	9	17	26
COMMUNITY-BASED HEALTH CARE PROGRAM	NGO	L	1		3	3
DIOCESE OF CENTRAL TANGANYIKA	NGO	L	1		2	2
FORUM FOR AFRICAN VOLUNTARY DEVELOPMENT ORGANIZATIONS	NGO	L	1		2	2
TANZANIA ENVIRONMENTAL SOCIETY	NGO	L	3	11	1	12
UNITED NATIONS VOLUNTEERS	INT	I/V	2	12	12	24
YOUTH DEVELOPMENT TASK FORCE	NGO	L	1		6	6

TOGO - 4			11	11	6	17
AGRI-CLUB NATIONAL-TOGO	NGO	L	1		2	2
APPLE	NGO	L	1	3		3
CARE	NGO	I	1		1	1
PEACE CORPS	GOV	V	8	8	3	11

UGANDA - 24			28	219	119	338
4-H CLUBS OF UGANDA	NGO	L	1	7	9	16
BULONDO PRIMARY SCHOOL	NGO	L	1		2	2
BUSO FOUNDATION	NGO	L	1		3	3
CHRISTIAN FELLOWSHIP YOUTH ASSOCIATION	NGO	L	2		2	2
GOSPEL MISSION TO UGANDA	NGO	L	1	1		1
HANDS IN SERVICE	NGO	L	1		5	5
MAPEERA CO-OP SAVINGS & CREDIT SOCIETY LTD.	NGO	L	1	9	9	18
MAPEERA COOPERATIVE SAVINGS AND CREDIT SOCIETY LTD.	NGO	L	1		3	3
MASAKA FULL GOSPEL CHURCH	NGO	L	1	4		4
MBARARA DISTRICT ADMINISTRATION	GOV	L	1		3	3
MINISTRY OF AGRICULTURE	GOV	L	1		1	1
OPEN BIBLE STANDARD CHURCHES	NGO	L	1		7	7
SPIRITS COOPERATIVE SOCIETY	NGO	L	1	21	7	28
ST. ANTHONY'S HEALTH CLINIC	NGO	L	1		10	10
THE FRIENDLY HANDS	NGO	L	2	17	5	22
UGANDA COOPERATIVE SAVINGS AND CREDIT UNION	NGO	L	2	11	2	13
UGANDA CULTURAL WOMEN'S ASSOCIATION	NGO	L	1	5		5
UGANDA DEVELOPMENT BANK	GOV	L	1	29	27	56
UGANDA MEDIA WOMEN'S ASSOCIATION	NGO	L	1	63		63

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

31

ORGANIZATION	ORGANIZATION CODE	ILV CODE	NO. OF COORDINATORS	NUMBER OF BUSINESSES STARTED		
				1979-88	1989	TOTAL

UGANDA RURAL DEVELOPMENT & TRAINING PROGRAMME	NGO	L	1		5	5
UGANDA WOMEN FEDERATION FUND	NGO	L	2		13	13
VISON TESO RURAL DEVELOPMENT ORGANIZATION	NGO	L	1	3		3
INDEPENDENT						
Jeanne Marie Col	NGO	L	1	1		1
Theresa Newburn	NGO	L	1	48	6	54

ZAIRE - 4			5	1	10	11
ASSOCIATION DES PLANTEURS DE CULTURES	NGO	L	1		2	2
PEACE CORPS	GOV	I/V	2	1	1	2
RESEAU D'APPUI AU DEVELOPPEMENT D'ACTIVITES RURALES	NGO	L	1		2	2
ZAIRIAN AGRICULTURAL COOPERATIVE	NGO	L	1		5	5

ZAMBIA - 10			15	41	11	52
AFRICAN LINK	NGO	I	1	10		10
ANGLICAN DIOCESE OF CENTRAL ZAMBIA	NGO	L	1		3	3
CHRISTIAN MISSION IN MANY LANDS	NGO	L	1		2	2
DEPARTMENT FOR SOCIAL DEVELOPMENT	GOV	L	1	2	4	6
MINISTRY OF HEALTH	GOV	L	1	3		3
SAVE THE CHILDREN FEDERATION	NGO	I	4	9		9
SCHOOL LEAVERS DEVELOPMENT ORGANISATION	NGO	L	1		2	2
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	3	5		5
UNITED NATIONS VOLUNTEERS	INT	I/V	1	11		11
VOLUNTARY SERVICE OVERSEAS	NGO	I	1	1		1

ZIMBABWE - 4			4	26		26
MINISTRY OF COMMUNITY DEVELOPMENT & WOMENS AFFAIRS	GOV	L	1	10		10
MINISTRY OF COMMUNITY DEVELOPMENT & WOMEN'S AFFAIRS	GOV	L	1	4		4
SHAMVA RURAL COUNCIL	NGO	L	1	3		3
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	1	9		9

ASIA - 315			787	3,809	2,066	5,877
=====						
BANGLADESH - 11			26	167	145	312
ASSISTANCE FOR SLUM DWELLERS	NGO	L	1		3	3
BANGLADESH SAMAJ UNNAYAN SAMITY	NGO	L	1		16	16
BANGLADESHI DEVELOPMENT SERVICE CENTER	NGO	L	1	3		3
HUMAN DEVELOPMENT CENTER	NGO	L	1	26	7	33
MANABIK SHAHAJYA SANGSTHA	NGO	L	1	5		5
MOITREE SAMAJ KALLYAN SANGHA	NGO	L	1		5	5
OVERSEAS EMPLOYMENT & EDUCATION INFORMATION CONSULTANTS	NGO	L	1		7	7
ROTARY CLUB OF DHAKA	NGO	V	1		3	3
THE WORLD COURTESY PROGRAM	NGO	L	1		6	6
UNITED NATIONS VOLUNTEERS	INT	I/V	16	104	78	182
VOLUNTARY ASSISTANCE TO RURAL DEVELOPMENT	NGO	L	1	29	20	49

CHINA - 2			4	100	100	200
CHINA-YUNNAN CORP. FOR INT'L TECHNICAL-ECONOMIC COOPERATION	GOV	L	3	100		100
WOMEN'S FEDERATION OF CHUXIONG CITY	NGO	L	1		100	100

FIJI - 2			3	10		10
COUNCIL OF SOCIAL SERVICES	NGO	L	2	2		2
YAVULEVU YOUTH CLUB	NGO	L	1	8		8

INDIA - 107			124	606	659	1,265
AMALA KELANDAICAL KAPPAKAM & MAHILA MANDRAM	NGO	L/V	1		3	3
ANIMATORS FOR COMMUNITY DEVELOPMENT	NGO	L	1	3		3
ASSOCIATION FOR INTEGRATION AND DEVELOPMENT	NGO	L	1	5		5
ASSOCIATION FOR RURAL INVOLVEMENT AND SOCIAL EDUCATION	NGO	L	1		3	3
BARATHA SEVA TRUST	NGO	L	1	15	25	40
BECK BAGAN WELFARE SOCIETY	NGO	L	1	5		5
BHARATHI WOMEN DEVELOPMENT CENTRE	NGO	L	1		3	3
CENTER FOR INDIGENOUS RURAL DEV. & AWARENESS	NGO	L	1	13		13
CENTRAL INSTITUTE FOR AGRICULTURAL RESEARCH	GOV	L	6	4	11	15
CENTRE FOR DEVELOPMENT OF DISADVANTAGED PEOPLE	NGO	L	1		3	3
CENTRE FOR OPPRESSED'S LIBERATION AND DEVELOPMENT	NGO	L	1	2	5	7
CENTRE FOR SOCIAL SERVICE & RESEARCH	NGO	L	1		3	3
CHAK-KUMAR MILAN SANGHA	NGO	L	1		6	6
CHRISTU RAJAPURAM CHURCH	NGO	L	1	27	10	37
CO-EVOLUTION-AUROVILLE	NGO	L	1	48	12	60
COMMUNITY ACTION FOR DEVELOPMENT	NGO	L	1	3	3	6
COMMUNITY DEVELOPMENT SOCIETY	NGO	L	1		3	3
CRESCENT TRUST	NGO	L	1	8	5	13
CULT. & RECREATIONAL ASSN. FOR BENEFIT OF HAVE-NOTS	NGO	L	1		2	2
DINDIGUL MULTIPURPOSE SOCIAL SERVICE SOCIETY	NGO	L	1	5	10	15
DIVYA SHANTHI CHRISTIAN ASSOCIATION	NGO	L	1	2		2
EDUCATION FOR INTEGRATED SOCIAL ACTION	NGO	L	1	2	6	8
FELLOWSHIP OF BELIEVERS	NGO	L	1	3		3
GERMAN LEPROSY RELIEF	NGO	I	1	3	3	6

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

ORGANIZATION	ORGANIZATION CODE	ILV CODE	NO. OF COORDINATORS	NUMBER OF BUSINESSES STARTED		
				1979-88	1989	TOTAL
GIRAMA MUNNETRA KALVI NIRUVANAM	NGO	L	1		5	5
GOA ENVIRONMENT ORGANIZATION	NGO	L	1	9		9
GRAMA SEVA KENDRA	NGO	L	1	12	23	35
GRAMA SUYARAJ	NGO	L	1	3	5	8
GRAMA SWARAJ SEVA KENDRA	NGO	L	1	3	3	6
GRAMALAYA	NGO	L	1		3	3
GSVRRHECS PROJECT	NGO	I	1	9		9
HEALTH EDUCATION AGRICULTURAL DEVELOPMENT SOCIETY	NGO	L	1	2	3	5
INDIAN INSTITUTE FOR HUMAN RESEARCH & DEVELOPMENT	NGO	L	1	3	10	13
INDIAN INSTITUTE FOR SOCIAL DEVELOPMENT	NGO	L	1	2	6	8
INDIAN INSTITUTE OF MANAGEMENT CALCUTTA	NGO	L	4	14		14
INDIAN INSTITUTE OF YOUTH & DEVELOPMENT	NGO	L	1		3	3
INDIAN RURAL RECONSTRUCTION MOVEMENT	NGO	I	1	113	90	203
INSTITUTE FOR CULTURAL AFFAIRS	NGO	I	1		5	5
INSTITUTE FOR CULTURAL UNITY	NGO	L	1		5	5
JALANGI MAHILA SAMITY	NGO	L/V	1		1	1
KURUKSHETRA	NGO	L	1		6	6
LIBERATION ACTION MOVEMENT OF THE PEOPLE	NGO	L	2	5	5	10
MAHALIR MUNNETRA SANGAM	NGO	L	1	3	3	6
MASS WELFARE SOCIETY	NGO	L	1	5	5	10
MCLEOD STREET BUSINESSMAN ASSOCIATION	NGO	L	1	3	7	10
MOHALLAH SHANTI COMMITTEE	NGO	L	1	5		5
MONTFORT YOUTH RESEARCH & DEVELOPMENT CENTER	NGO	L	1		8	8
MOVEMENT FOR LIFE DEVELOPMENT	NGO	L	1	4	3	7
MOVEMENT FOR RURAL DEVELOPMENT	NGO	L	1		3	3
MOVEMENT FOR THE DEPRESSED SOCIETY	NGO	L	1		3	3
NAUGACHHIA JAN VIKAS LOK KARYAKRAM	NGO	L	1	20		20
ORG. FOR WOMEN'S EMANCIPATION AND ERADICATION OF POVERTY	NGO	L	1	5	8	13
ORGANIZATION FOR WOMEN'S DEVELOPMENT	NGO	L/V	1		5	5
PALSA PALLY UNNAYAN SAMITY	NGO	L/V	1		3	3
PAROO PRAKHAND SAMAGRA VIKAS PARIYOJNA	NGO	L	2	26	9	35
PEOPLE'S ORGANIZATION FOR PLANNING AND EDUCATION	NGO	L	1	5	3	8
PEOPLE'S ACTION FOR DEVELOPMENT	GOV	L	1	4		4
PEOPLE'S ASSOCIATION FOR COMMUNITY TRANSFORMATION	NGO	L	1		1	1
PEOPLE'S ASSOCIATION FOR LIBERATION	NGO	L	1	6	11	17
PEOPLE'S EDUCATION AND ACTION SOCIETY	NGO	L	1	2	33	35
PEOPLE'S EDUCATION FOR RURAL DEVELOPMENT	NGO	L	1	5		5
PEOPLE'S SERVICE SOCIETY, PALGHAT	NGO	L	1	3	10	13
R. C. CHURCH	NGO	L	1	3	3	6
REGIONAL RESEARCH LABORATORY	NGO	L	1	13		13
RURAL ASSOCIATION FOR DEVELOPMENT & RECONSTRUCTION	NGO	L	1		3	3
RURAL ECONOMIC LIBERATION & ILLITERACY ERADICATION	NGO	L	1	3	2	5
RURAL EDUCATION AND ECONOMIC DEVELOPMENT TRUST	NGO	L	1		8	8
RURAL ORGANIZATION FOR MASS ACTION	NGO	L	1	5	3	8
RYAN FOUNDATION	NGO	L	1	5		5
SAMUTHAYA MATRA DENGALUKKANA ARAKKATTALAI	NGO	L	1		6	6
SARBIK GRAM BIKASH KENDRA	NGO	L	1	3		3
SARBIK GRAM UNNAYAN SANGH	NGO	L	1	3	6	9
SARBIK PALLI KALYAN KENDRA	NGO	L	1		6	6
SARVADHANA SANGAM	NGO	L	2	22		22
SEVA KENDRA CALCUTTA	NGO	L	1	2	2	4
SHARADA HEALTH AND SOCIAL SERVICES	NGO	L	1	6	3	9
SHRI DEGAMAD VIKAS YUVAK MANDAL	NGO	L	1		3	3
SLUM AND RURAL DEVELOPMENT SOCIETY	NGO	L	1	3	3	6
SLUM DEVELOPMENT SOCIETY	NGO	L	1	20	22	42
SOCIAL ACTION FOR INTEGRATED DEVELOPMENT SERVICES	NGO	L	1	5	5	10
SOCIAL ACTION FORUM	NGO	L	1	21	9	30
SOCIAL INTEGRATION AND REHABILITATION SOCIETY	NGO	L	1	10	10	20
SOCIAL WELFARE SERVICE SOCIETY	NGO	L	1	3	15	18
SOCIETY FOR RURAL DEVELOPMENT	NGO	L	1		10	10
SOCIETY FOR SERVING HUMANITY	NGO	L	1		9	9
SOCIETY FOR TRIBAL DEVELOPMENT TRUST	NGO	L	1	3	6	9
SOCIO-ECONOMIC & EDUCATIONAL DEVELOPMENT TRUST	NGO	L	1	11		11
SOCIO-ECONOMIC EDUCATION AT ATTUR	NGO	L	1	3		3
ST. MARY'S CATHOLIC CHURCH	NGO	L	1	2	11	13
SUNDAR TECHNICAL TRAINING INSTITUTE	NGO	L	1		3	3
TIRUCHIRAPALLI MULTIPURPOSE SOCIAL SERVICE SOCIETY	NGO	L/V	1		3	3
UNITED BUSTEE DEVELOPMENT ASSOCIATION	NGO	L	1	20	15	35
UNITED NATIONS VOLUNTEERS	INT	I	11	4	18	22
VARIORE VAZHVIYAKKA SANGAM	NGO	L	1	3	6	9
VILLAGE DEVELOPMENT SEVA CENTRE	NGO	L	1	3	6	9
VILLAGE DEVELOPMENT SOCIETY	NGO	L	1		3	3
VILLAGE EDUCATION & DEVELOPMENT SOCIETY	NGO	L	1	3		3
VILLAGE PEOPLE'S ASSOCIATION	NGO	L	1	2	3	5
VOLUNTARY SERVICE AND REHABILITATION ORGANIZATION	NGO	L	1	2	13	15
WELFARE ASSOCIATION FOR THE RURAL MASS	NGO	L	1		1	1
WOMEN'S UPLIFT ORGANIZATION & RURAL DEVELOPMENT SOCIETY	NGO	L	1		11	11
WORKERS' ASSOCIATION FOR SOCIAL ACTIVITIES	NGO	L	1	4	6	10
YOUNG SOCIETY	NGO	L	1		3	3
YOUTH MOVEMENT	NGO	L	1	2	6	8
YOUTH SOCIAL SERVICE ASSOCIATION	NGO	L	1	2		2

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

33

ORGANIZATION	ORGAN- IZATION CODE	ILV CODE	NO. OF COOR- DINATORS	NUMBER OF BUSINESSES STARTED		
				1979-88	1989	TOTAL

INDONESIA - 13			41	292	93	385
ASHOKA SOCIETY	NGO	I/V	1		3	3
BADAN KOORDINASI KEGIATAN KESEJAHTERAAN SOSIAL CARE	NGO	L/V	1	22	14	36
CARE	NGO	I	2	63		63
CHRISTIAN & MISSIONARY ALLIANCE	NGO	L	2		2	2
INDONESIAN GOVERNMENT - DISTRICT HEAD	GOV	L	1	4		4
LEMBAGA PENGEMBANGAN KENELAYANAN	NGO	L	1		4	4
UNITED NATIONS VOLUNTEERS	INT	I/V	26	94	27	121
WRDS PROJECT	NGO	L	1	21		21
YAYASAN INDONESIA SEJAHTRA	NGO	L	2	18		18
YAYASAN KARYA SOSIAL	NGO	L	1	21	7	28
INDEPENDENT						
Lyn Hopkins	NGO	L	1	8	7	15
Helen Lok	NGO	L	1	41	25	66
Apih Safari	NGO	L	1		4	4

KIRIBATI - 1			1	3		3
PEACE CORPS	GOV	I/V	1	3		3

MALAYSIA - 1			8	41	34	75
UNITED NATIONS VOLUNTEERS	INT	I/V	8	41	34	75

MARSHALL ISLANDS - 1			2	4		4
PEACE CORPS	GOV	I/V	2	4		4

MICRONESIA - 1			5	3	3	6
PEACE CORPS	GOV	I/V	5	3	3	6

MYANMAR - 1			1	18	6	24
BAPTIST CHURCH	NGO	L	1	18	6	24

NEPAL - 8			21	85	58	143
MIN BAHADUR KUNWAR	NGO	L	1	3		3
PEACE CORPS	GOV	I/V	2	2		2
RURAL COMMUNITY DEVELOPMENT SOCIETY	NGO	L	1		2	2
RURAL ENERGY PLANNING STUDIES	NGO	L	1	2		2
SANJIWANI SECONDARY SCHOOL	NGO	L	1		4	4
UNITED MISSION TO NEPAL	NGO	L	1	8		8
UNITED NATIONS VOLUNTEERS	INT	I/V	13	69	52	121
INDEPENDENT						
Pushpa Paudyal	NGO	L	1	1		1

PAKISTAN - 2			2	2		2
ALL PAKISTAN WOMEN'S ASSOCIATION	NGO	L	1	1		1
TANAUL (WELFARE) TRUST	NGO	L	1	1		1

PHILIPPINES - 137			452	2,218	902	3,122
ACTUATOR FOR SOCIO-ECONOMIC PROGRESS	NGO	L	1	18		18
AGRICULTURAL MANAGERS & SERVICES FOUNDATION	NGO	L	1	6		6
ARCHBISHOP GABRIEL M. REYES MEMORIAL FOUNDATION	NGO	L	1	4		4
ASSOCIATION OF THE NEW PILIPINA	NGO	L	2	8		8
BAGONG NILALANG CHILD CENTER	NGO	L	1	54	1	55
BAGONG PAG-ASA CHILD CENTER	NGO	L	1	3	6	9
BANGON YOUTH CENTER NO.1	NGO	L	1		3	3
BAYAGONG ASSOCIATION FOR COMMUNITY DEVELOPMENT	NGO	L	1	9		9
BAYAWAN CHILD DEVELOPMENT CENTER	NGO	L	1		4	4
BETHESDA MINISTRIES OF BETHESDA CHILDREN'S HOME, INC.	NGO	L	1		6	6
BICOL BUSINESS DEVELOPMENT FOUNDATION	NGO	L	1	50	10	60
BICOL COMMUNITY DEVELOPMENT FOUNDATION	NGO	L	1	25	23	48
BICOL GOOD SAMARITAN SCHOOL FOR THE DEAF	NGO	L	5	28		28
BICOL INTEGRATED COMMUNITY ORGANIZATION'S LEAGUE	NGO	L	1	10	8	18
BICOL RIVER BASIN DEVELOPMENT PROGRAM	GOV	L	4	43		43
BICOL SMALL BUSINESS INSTITUTE	GOV	L	1	33	13	46
BLISS HOUSING PROJECT ASSOCIATION	NGO	L	1	2		2
BUHI ECUMENICAL DEVELOPMENT ASSOCIATION, INC.	NGO	L	1		3	3
BUILDING & ORGANIZING CHRISTIAN COMMUNITIES	NGO	L	1		5	5
BUKIDNON FARMER CENTER	NGO	L	1		3	3
BUREAU OF FOREST DEVELOPMENT	GOV	L	3	13	4	17
BURNAY ELEMENTARY SCHOOL	GOV	L	1	13	7	20
CAPIZ DEVELOPMENT FOUNDATION	NGO	L	1	5	1	6
CARCAR CITIZENS ORGANIZATION FOR PROGRESS	NGO	L	2	8	3	11
CATHOLIC MISSION	NGO	L	1	19		19
CENTRAL UNITED METHODIST CHURCH	NGO	L	1	3		3
CHRISTIAN CHILDREN'S FUND	NGO	I	1	25		25
CHRISTIAN FELLOWSHIP TABERNACLE	NGO	L	1		3	3
COGON SUBDIVISION	NGO	L	1	36	19	55
COMMUNITY WELFARE MINISTRY, COMMONWEALTH	NGO	L	1		2	2
CONCERNED CITIZENS OF ABRA FOR GOOD GOVT	NGO	L	1	11		11
CONSOLACION CONCERNED CITIZENS MOVEMENT	NGO	L	1	23	3	26
COUNTRYSIDE DEVELOPERS' GROUP, INC	NGO	L	1		3	3
DEPARTMENT OF AGRICULTURE	GOV	L	24	144	88	232
DEPARTMENT OF HEALTH	GOV	L	2	18	4	22

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

ORGANIZATION	ORGAN- IZATION CODE	ILV CODE	NO. OF COOR- DINATORS	NUMBER OF BUSINESSES STARTED		
				1979-88	1989	TOTAL
DEPARTMENT OF LOCAL GOVERNMENT	GOV	L	5	31	16	47
DEPARTMENT OF SOCIAL WELFARE AND DEVELOPMENT	GOV	L	9	27	19	46
DEPARTMENT OF EDUCATION, CULTURE AND SPORTS	GOV	L	5	3	24	27
DON MARIANO MARCOS MEMORIAL POLYTECHNIC STATE COLLEGE	GOV	L	2	52	4	56
EPISCOPAL CHURCH WOMEN	NGO	L	1	22		22
EPISCOPAL DIOCESE OF CENTRAL PHILIPPINES	NGO	L	1	3		3
FAMILY AND CHILD CARE INTERNATIONAL	NGO	I	1		2	2
FAMILY PLANNING ORGANIZATION OF THE PHILIPPINES	NGO	L	1	6		6
FARMERS LINKAGE FOR AGRO-INDUSTRIAL DEVELOPMENT, INC.	NGO	L	1	7		7
FATIMA CENTER FOR HUMAN DEVELOPMENT	NGO	L	1	4		4
FIBER INDUSTRY DEVELOPMENT AUTHORITY	GOV	L	5	17		17
FIESTA COOPERATIVE	NGO	L	1	3	14	17
FOREST RESEARCH INSTITUTE	GOV	L	1	2		2
HEALTH AND EDUCATION ALLIANCE FOR DEVELOPMENT	NGO	L	1	1		1
HOLY CROSS PARISH	NGO	L	1	3	8	11
IMELDA MODEL COMMUNITY ASSOCIATION	NGO	L	1	3		3
INSTITUTE FOR CULTURAL AFFAIRS	NGO	I	5	13	4	17
J & J OUTREACH FOUNDATION	NGO	L	1	3		3
JOVENBICOL	NGO	L	1	31	7	38
KABALIKAT SA PAG-UNLAD NG BUHAY	NGO	L	1	3	3	6
KAIBIGAN CHILD CENTER	NGO	L	1	8	3	11
KATIN-ARAN CENTER	NGO	L	1		1	1
KAUNLARAN LIVELIHOOD ASSISTANCE PROGRAM, INC	NGO	L	1		1	1
KOSOG	NGO	L	1	24		24
LAM-AN	NGO	L	1	6		6
LAY APOSTOLATE MUTUAL AID ORGANIZATION	NGO	L	1	30	9	39
LINGAP PANGKABATAAN, INC.	NGO	L	1		3	3
LUPAZA DEANERY COUNCIL	NGO	L	1		3	3
MABUA VILLAGE COMMUNITY	NGO	L	1	1	2	3
MAGDADARO FOUNDATION	NGO	L	2	6		6
MAGDADARO FOUNDATION INCORPORATED EXTENSION OFFICE	NGO	L	1		3	3
MERALCO FOUNDATION, INC.	NGO	L	1		3	3
METRO MANILA COUNCIL OF WOMEN	NGO	L	2	3		3
MILAGROSA WOMEN'S CIRCLE COMMUNITY	NGO	L	1		2	2
DEPARTMENT TRADE & INDUSTRY	GOV	L	6	7	15	22
MUNICIPAL OFFICE OF LOCAL GOVERNMENT	GOV	L	1	6		6
MUNICIPAL TRIAL COURT OF OCAMPO, CAMARINES SUR	GOV	L	1	2		2
NORTHERN SAMAR INTEGRATED RURAL DEV'T. FOUNDATION	NGO	L	1		3	3
NAGA CITY ALLIANCE CHURCH	NGO	L	1	3		3
NATIONAL COMMITTEE ON ROLE OF FILIPINO WOMEN	GOV	L	4	10		10
NATIONAL COTTAGE INDUSTRIES DEVELOPMENT AUTHORITY	GOV	L	2	62		62
NATIONAL HOUSING AUTHORITY	GOV	L	1		17	17
NATIONAL MANPOWER & YOUTH COUNCIL	GOV	L	1	6		6
NATIONAL SPIRITUAL ASSEMBLY OF BAHAIS	NGO	L	1	40	16	56
NORFIL FOUNDATION, INC.	NGO	L	1	5	10	15
PAGDAHICON DEVELOPMENT ORGANIZATION	NGO	L	1		3	3
PARENT TEACHERS ASSOCIATION	NGO	L	1	6	1	7
PARISH OF LORENZO RUIZ	NGO	L	1	62	3	65
PARISH OF ST. PASCUAL BAYLON	NGO	L	1	3		3
PEACE CORPS	GOV	I/V	197	556	168	724
PENTACOSTAL CHURCH	NGO	L	1	2		2
PEOPLE'S ECONOMIC COUNCIL (FIVE MUNICIPALITIES)	NGO	L	7	47	18	67
PEOPLE'S WELFARE FOUNDATION	NGO	L	1	7		7
PHILIPPINE AGENCY FOR COMMUNITY AND FAMILY, INC.	NGO	L	1	4	19	23
PHILIPPINE BUSINESS FOR SOCIAL PROGRESS	NGO	L	1		20	20
PHILIPPINE EXCHANGE ASSISTANCE CENTER FOUNDATION	NGO	L	1		6	6
PHILIPPINE INTERNATIONAL AID	NGO	I	1		5	5
PHILIPPINE NATIONAL VOLUNTEER SERVICE	GOV	I	22	56	31	87
COORDINATING AGENCY						
PROVINCIAL BUDGET OFFICE	GOV	L	3		10	10
PROVINCIAL POPULATION OFFICE, NEGROS ORIENTAL	GOV	L	2		6	6
RAGAY SMALL FISHERMEN'S ASSOCIATION	NGO	L	1	27	23	50
REACH FOUNDATION	NGO	L	1	5		5
REGIONAL MANPOWER TRAINING CENTER	GOV	L	1	30		30
RIVER, LAND & SEA DEVELOPMENT CORPORATION	NGO	L	1	3		3
ROTARY CLUB OF IRIGA	NGO	L	1		3	3
RURAL HEALTH UNIT	GOV	L	1	2		2
RURAL IMPROVEMENT CLUB	NGO	L	2	6	17	23
SALCEDO PEOPLE'S DEVELOPMENT FEDERATION, INC.	NGO	L	1		3	3
SAMAHANG FCCS AT COVS NG MAKATO	NGO	L	1	4		4
SAN REMIGIO UNIFIED COOPERATIVE, INC.	NGO	L	1	8		8
SANGGUNIANG BAYAN	NGO	L	1	14	1	15
SANTA CRUZ MISSION SCHOOL, INC.	NGO	L	1		12	12
SAVE THE CHILDREN FEDERATION	NGO	I	1	6	9	15
SOCIAL ACTION COMMISSION	NGO	L	2	122	4	126
ST. JOHN BAPTIST PASTORAL COUNCIL	GOV	L	1	3	7	10
ST. MICHAEL INTEGRATED FARMERS ASSN.	NGO	L	1	19	5	24
TEXON MINI-WELFARE AGENCY	NGO	L	1	12		12

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

35

ORGANIZATION	ORGANIZATION CODE	ILV CODE	NO. OF COORDINATORS	NUMBER OF BUSINESSES STARTED		
				1979-88	1989	TOTAL
UNICEF	INT	I	1		5	5
UNITED CHURCH OF MEN	NGO	L	1	3		3
UNITED NATIONS VOLUNTEERS	INT	I/V	21	52	16	68
UNIVERSITY COMMUNITY OUTREACH PROGRAMME, PHILIPPINES	NGO	L	1	8		8
UNIVERSITY OF NUEVA CACERES	NGO	L	1	25	4	29
UNIVERSITY OF SAN CARLOS	NGO	L	3	5		5
WESLEYAN UNIVERSITY	NGO	L	1	7		7
YEECON FOUNDATION, INC.	NGO	L	1		3	3
YOUNG MEN'S CHRISTIAN ASSN OF CAMARINES SUR INDEPENDENT	NGO	L	1	6		6
Edmundo De Asis	NGO	L	1		4	4
Teresa Benas	NGO	L	1	6	7	13
Barry & Alice Doolittle	NGO	L	1		2	2
Fe A. Gamutan	NGO	L	1	1		1
John Gest	NGO	L	1	30		30
Primo C. Gregorio	NGO	L	1	1		1
Fatima Pinuto	NGO	L	1	12	21	33
Jose Tayaban	NGO	L	1	13		13
Epifania Toledo	NGO	L	1	10	11	21
Myrna Zafe	NGO	L	1		3	3

SOLOMON ISLANDS - 4			20	50	1	51
PEACE CORPS	GOV	I/V	17	30	1	31
SOCIAL DEVELOPMENT DIVISION	GOV	L	1	18		18
ST. MARTINS RURAL TRAINING CENTER INDEPENDENT	NGO	L	1	1		1
Simon Peter Tuhuna	NGO	L	1	1		1

SRI LANKA - 11			45	155	38	193
INTERNATIONAL ASSOCIATION FOR APIARY DEVELOPMENT	NGO	I	1	25		25
NON VIOLENT DIRECT ACTION GROUP	NGO	L	1		3	3
OVERSEAS EDUCATION FUND	NGO	I	3	22		22
SARVODAYA SHRAMADANA SANGAMANYA	NGO	L	10	26		26
SAVE THE CHILDREN FEDERATION	NGO	I	3	6		6
SCHOOL FOR INTERNATIONAL TRAINING	NGO	I	1	2		2
SIRIWARDENA	NGO	L	1	2		2
UNITED NATIONS VOLUNTEERS	INT	I/V	21	56	33	89
VATHIRY DEVELOPMENT FOUNDATION	NGO	L	1	3		3
YAUVANA LANKA	NGO	L	1		2	2

THAILAND - 9			26	35	23	58
4-H SECTION, DEPARTMENT OF AGRICULTURAL EXTENSION CARE	GOV	L	2	3		3
CHRISTIAN CHILDREN'S FUND	NGO	I	2	10		10
GIRL GUIDES ASSOCIATION OF THAILAND	NGO	I	1	4	4	8
NORTHERN AGRICULTURAL EXTENSION OFFICE	GOV	L	2		9	9
PEACE CORPS	GOV	I/V	1	4	2	6
THAI DHRRA FOUNDATION	GOV	I/V	11	11	3	14
UNITED NATIONS DEVELOPMENT PROGRAMME	NGO	L	1	1		1
UNITED NATIONS VOLUNTEERS	INT	I	4	2		2
	INT	I/V	2		5	5

TONGA - 1			1	2		2
PEACE CORPS	GOV	I/V	1	2		2

VANUATU - 1			1	3		3
UNITED NATIONS VOLUNTEERS	INT	I/V	1	3		3

WESTERN SAMOA - 1			1	2		2
YOUNG MEN'S CHRISTIAN ASSOCIATION	NGO	L	1	2		2

CARIBBEAN - 67			202	643	97	740
=====						
ANGUILLA - 1			1	6		6
INDEPENDENT						
Raymond Guishard	NGO	L	1	6		6

ANTIGUA-BARBUDA - 8			12	33		33
ANGLICAN YOUNG PEOPLE'S ASSOCIATION	NGO	L	1	5		5
COORDINATING COUNCIL OF WOMEN OF ANTIGUA	NGO	L	1	4		4
DEPARTMENT OF COMMUNITY DEVELOPMENT	GOV	L	1	1		1
DEPARTMENT OF EDUCATION	GOV	L	1	6		6
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	1	2		2
UNIVERSITY OF THE WEST INDIES	NGO	L	1	2		2
WOMEN'S ACTION GROUP	NGO	L	1	5		5
WOMEN'S DESK	GOV	L	5	8		8

BARBADOS - 1			1	1		1
BAHAI INTERNATIONAL	NGO	I	1	1		1

DOMINICA - 8			19	57	6	63
DEVELOPMENT ALTERNATIVES INTERNATIONAL LTD.	NGO	L	1		5	5
MANAGEMENT CONSULTANTS, LTD.	NGO	L	1	5		5

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

ORGANIZATION	ORGANIZATION CODE	ILV CODE	NO. OF COORDINATORS	NUMBER OF BUSINESSES STARTED		
				1979-88	1989	TOTAL
MINISTRY OF AGRICULTURE	GOV	L	1	6		6
MINISTRY OF EDUCATION	GOV	L	2	6		6
MINISTRY OF HOME AFFAIRS	GOV	L	2	10		10
PEACE CORPS	GOV	I/V	9	7	1	8
SAVE THE CHILDREN FEDERATION	NGO	I	2	12		12
SOCIAL LEAGUE	NGO	L	1	11		11

DOMINICAN REPUBLIC - 6			97	167	40	207
CENTRO REGIONAL DE ESTUDIOS DE ALTERNATIVAS RURALES	NGO	L	1	1		1
CONSEJO NACIONAL PARA LA NINEZ	NGO	L	1	5		5
FUNDESOR	NGO	L	1	6		6
PEACE CORPS	GOV	I/V	91	147	40	187
PLAN SIERRA	NGO	L	1	5		5
VOLUNTEERS IN INT'L. SERV. & AWARENESS	NGO	I	2	3		3

GRENADA - 1			1	3		3
MINISTRY OF WOMEN'S AFFAIRS	GOV	L	1	3		3

GUADELOUPE - 1			1	1		1
AGPAF	NGO	L	1	1		1

HAITI - 9			12	77	33	110
CHAMBER OF COMMERCE OF HAITI	NGO	L	2	3		3
CHREPROF	NGO	L	2	30	17	47
ECOLE FRERE YVENER	NGO	L	1		3	3
EGLISE EPISCOPALE D'HAITI	NGO	L	2	9		9
HAITIAN DEVELOPMENT FOUNDATION	NGO	L	1	26		26
HAITIAN NEIGHBORS SERVICE, INC	NGO	L	1		13	13
PARTNERS OF THE AMERICAS	NGO	L	1	1		1
UNICEF	INT	I	1	6		6
INDEPENDENT Yolaine Armand	NGO	L	1	2		2

JAMAICA - 10			24	213	12	225
HOOLEBURY ALL AGE SCHOOL	NGO	L	1	1		1
LIFT UP CASCADE	NGO	L	1		5	5
MINISTRY OF AGRICULTURE	GOV	L	1	2		2
OLYMPIC GARDEN SKILLS	NGO	L	1	1		1
PEACE CORPS	GOV	I/V	13	5	2	7
THINGS JAMAICAN LTD.	GOV	L	1	174		174
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	3	22		22
YOUNG WOMEN'S CHRISTIAN ASSOCIATION	NGO	L	1		5	5
YOUTH & COMMUNITY DEVELOPMENT	GOV	L	1	4		4
INDEPENDENT Eugenie Smith	NGO	L	1	4		4

MONTserrat - 6			10	20		20
BETHEL WOMEN'S COOPERATIVE	NGO	L	1	2		2
MINISTRY OF AGRICULTURE	GOV	L	1	2		2
MINISTRY OF EDUCATION	GOV	L	1	5		5
PEACE CORPS	GOV	I/V	5	7		7
SOCIAL LEAGUE OF WOMEN	NGO	L	1	2		2
INDEPENDENT	NGO	L	1	2		2

ST. KITTS - NEVIS - 5			6	36		36
COMMUNITY AFFAIRS	GOV	L	1	3		3
EARLY CHILDHOOD EDUCATION, MINISTRY OF EDUCATION	GOV	L	1	1		1
NATIONAL COUNCIL OF WOMEN	NGO	L	2	9		9
PEACE CORPS	GOV	I/V	1	18		18
UNIVERSITY OF THE WEST INDIES	NGO	L	1	5		5

ST. LUCIA - 3			7	7		7
CANADIAN UNIVERSITY OVERSEAS	NGO	I/V	1	1		1
PARTNERS OF THE AMERICAS	NGO	I	2	2		2
PEACE CORPS	GOV	I/V	4	4		4

ST. VINCENT - 6			9	13	6	19
CATHOLIC TEACHERS ASSOCIATION	NGO	L	1		3	3
MARRIAQUA YOUTH EMPLOYMENT CREATION PROJECT	NGO	L	1		3	3
MINISTRY OF TOURISM & CULTURAL AFFAIRS	GOV	L	1	3		3
ORGANIZATION FOR RURAL DEVELOPMENT	NGO	L	1	1		1
PEACE CORPS	GOV	I/V	4	8		8
SCHOOL FOR CHILDREN WITH SPECIAL NEEDS	NGO	L	1	1		1

TURKS & CAICOS - 2			2	9		9
MINISTRY OF HEALTH EDUCATION & SOCIAL SERVICES	GOV	L	1	5		5
TURKS & CAICOS DEVELOPMENT TRUST	NGO	L	1	4		4

CENTRAL AMERICA - 40			600	1,462	526	1,980
=====						
BELIZE - 3			5	5		5
BELIZE NATIONAL YOUTH COUNCIL	NGO	L	1	1		1
PEACE CORPS	GOV	I/V	3	1		1
UNICEF	INT	I	1	3		3

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

ORGANIZATION	ORGANIZATION CODE	ILV CODE	NO. OF COORDINATORS	NUMBER OF BUSINESSES STARTED			
				1979-88	1989	TOTAL	
*****				134	341	83	416
COSTA RICA - 13							
ALIANZA DE MUJERES COSTARICENSES	NGO	L	1	12		12	
ASOCIACION DESARROLLO ECONOMICO LABORAL FEMENINO	NGO	L	7	27	25	52	
CATHOLIC RELIEF SERVICES	NGO	I	1	2		2	
CENTRO ECUMENICO DE FORMACION PASTORAL Y ACCION SOCIAL	NGO	L	4	12		12	
COOP INDUSTRIAL DE MUJERES DE HATILLO	NGO	L	1	1		1	
FEDERACION ORGANIZACIONES VOLUNTARIAS	NGO	L	7	11		11	
FOUNDATION FOR INTERNATIONAL COMMUNITY ASSISTANCE	NGO	L	5	30	5	35	
INSTITUTO NACIONAL DE APRENDIZAJE	NGO	L	1		11	11	
MINISTRY OF AGRICULTURE	GOV	L	1	40		40	
OVERSEAS EDUCATION FUND	NGO	I	3	8	8	8	
PEACE CORPS	GOV	I/V	100	188	34	222	
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	3	10		10	
-----				3	13		13
EL SALVADOR - 3							
CATHOLIC RELIEF SERVICES	NGO	I	1	3		3	
COMPANEROS DE LAS AMERICAS	NGO	I	1	6		6	
EMPRESARIOS JUVENILES DE EL SALVADOR	NGO	L	1	4		4	
-----				290	748	364	1,112
GUATEMALA - 11							
ALIANZA PARA DESARROLLO JUVENIL COMUNITARIO	NGO	I	1	12		12	
CATHOLIC RELIEF SERVICES	NGO	I	3	9		9	
EXPERIMENT IN INTERNATIONAL LIVING	NGO	I	2		1	1	
IGLESIA UNIDA DE GUATEMALA	NGO	L	1	6		6	
KATO - KI	NGO	L	1	5		5	
MINISTRY OF WORK, SOCIAL SECURITY	GOV	L	1		40	40	
MINISTRY OF DEVELOPMENT	GOV	L	56	132	164	296	
PEACE CORPS	GOV	I/V	212	547	152	699	
UNICEF	INT	I	1	15		15	
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	11	22		22	
INDEPENDENT Geoffrey Martino	NGO	L	1		7	7	
-----				163	341	79	420
HONDURAS - 7							
CATHOLIC RELIEF SERVICES	NGO	I	3	5		5	
FUNDACION HORIZONTES DE AMISTAD	NGO	L	1	1		1	
INSTITUTO NACIONAL DE FORMACION PROFESSIONAL	GOV	L	1	3		3	
MINISTRY OF NATURAL RESOURCES	GOV	L	1	3		3	
PEACE CORPS	GOV	I/V	109	236	43	279	
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	45	92	36	128	
-----				2	9		9
NICARAGUA - 2							
ASOCIACION DE COLECTIVOS DE REFUGIADOS SALVADORENOS	NGO	L	1	6		6	
CATHOLIC RELIEF SERVICES	NGO	I	1	3		3	
-----				3	5		5
PANAMA - 1							
CATHOLIC RELIEF SERVICES	NGO	I	3	5		5	
=====				2	105	13	118
EUROPE - 2							
IRELAND - 1							
SCHOOL FOR INTERNATIONAL TRAINING	NGO	I	1	2		2	
-----				1	103	13	116
PORTUGAL - 1							
INSTITUTE FOR CULTURAL AFFAIRS	NGO	I	1	103	13	116	
-----				18	94	56	150
NORTH AMERICA - 10							
MEXICO - 2							
PROMOCION DEL DESARROLLO POPULAR	NGO	L	6	10	3	13	
SAVE THE CHILDREN FEDERATION	NGO	I	2		3	3	
-----				12	84	53	137
UNITED STATES - 8							
BOYS & GIRLS CLUBS OF NEWARK	NGO	L	2	17		17	
CAMDEN URBAN WOMEN'S CENTER INC	NGO	L	1	1		1	
GEORGE WASHINGTON HIGH SCHOOL	GOV	L	1		30	30	
JANE ADDAMS HIGH SCHOOL	GOV	L	1	16	1	17	
MABEL DEAN BACON HIGH SCHOOL	GOV	L	1		12	12	
NATIONAL FOUNDATION FOR TEACHING ENTERPRISE	NGO	L	3	44		44	
VISTA	GOV	L	1	4		4	
=====				269	966	639	1,605
SOUTH AMERICA - 58							
ARGENTINA - 4							
CENTRO DE ESTUDIOS DE DINAMICA GRUPAL	NGO	L	21	35	60	95	
MINISTERIO DE TRABAJO/DIRECCION AREA DE FRONTERA	GOV	L	3	13	14	27	
FEDERATION OF BUSINESS & PROFESSIONAL WOMEN	NGO	L	1		46	46	
INSTITUTO SUPERIOR DE EDUCACION	NGO	L	16	16		16	
-----				1	6		2

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

ORGANIZATION	ORGAN- IZATION CODE	ILV CODE	NO. OF COOR- DINATORS	NUMBER OF BUSINESSES STARTED		TOTAL
				1979-88	1989	

BOLIVIA - 7			12	113	53	166
INTERNATIONAL VOLUNTARY SERVICE	NGO	I	1	10		10
SOUTH AMERICA MISSION	NGO	L	2	2		2
INDEPENDENT						
Javier Cabero	NGO	L	1	5	25	30
Jorge Collett	NGO	L	1	1		1
Barbara Roose/Nancy Connor	NGO	L	1	5		5
Eugenio Jacinto	NGO	L	5	89	28	117
Loring Waggoner	NGO	L	1	1		1

BRAZIL - 12			12	21	31	52
ASHOKA INNOVATORS FOR THE PUBLIC	NGO	I	1		5	5
BANCO DO BRASIL S.A.	GOV	L	1		3	3
CENTRO POPULAR DE CULTURA E DESENVOLVIMENTO	NGO	L	1		5	5
INSTITUTO DE ASSUNTOS CULTURAIS/BRAZIL	NGO	L	1		3	3
MAOS AO BARRO	NGO	L	1	10	5	15
PEQUENA CASA DE CRIANCA	NGO	L	1		3	3
SOCIEDADE BENEFICIENTE DE PROMOCAO DA MULHER	NGO	L	1	3		3
UNIAO NORDESTINA DE ASSISTENCIA A PEQUENAS ORGANIZACOES	NGO	L	1		3	3
UNITED NATIONS DEVELOPMENT PROGRAMME	INT	I	1		4	4
INDEPENDENT						
Dalvina B. Da Silva	NGO	L	1	3		3
Rosemarie Muraro	NGO	L	1	2		2
Daszi Volpato	NGO	L	1	3		3

CHILE - 3			4	10	1	11
ANCUD BISHOPRY/PROYECTO DESARROLLO COMUNITARIO	NGO	L	1		1	1
FUNDACION PARA EL DESARROLLO REGIONAL DE AYSEN	NGO	L	1	5		5
INSTITUTE FOR CULTURAL AFFAIRS	NGO	I	2	5		5

COLOMBIA - 10			79	399	277	676
CENTRAL DE COOPERATIVAS CAFICULTORES	NGO	L	2	3		3
COMUNIDAD POR LOS NINOS	NGO	L	1	1		1
CODECAL	NGO	L	30	260	67	327
DESARROLLO JUVENIL COMUNITARIO/SAVE THE CHILDREN	NGO	L	7	54	53	107
FEDERACION NACIONAL DE CAFETEROS	NGO	L	31	46	127	173
FUNDACION PARA LA COMUNICACION POPULAR	NGO	L	4		16	16
UNIVERSIDAD NACIONAL DE COLOMBIA	GOV	L	1	25	10	35
INDEPENDENT						
Norma Enriquez	NGO	L	1	5		5
Christina Velasquez	NGO	L	1		4	4
Leonor Zubieta	NGO	L	1	5		5

ECUADOR - 7			116	314	146	460
COORDINACION ECUATORIANA DE TRABAJO VOLUNTARIO	NGO	L	4		2	2
ESCUELA LAMANITAS DEL ECUADOR	NGO	L	1	3	5	8
INNFA	NGO	L	1		10	10
LA IGLESIA CATOLICA EN COLIMES (LOCAL PARISH CHURCH)	NGO	L	1		3	3
MINISTRY OF AGRICULTURE	GOV	L	1	10	10	20
PEACE CORPS	GOV	I/V	107	292	115	407
TIERRA DE HOMBRES	NGO	I	1	9	8	17
INDEPENDENT						
Luisa Arambulo de Chang	NGO	L	1		3	3

GUYANA - 2			2	14	27	41
AGRICULTURAL DEVELOPMENT AUTHORITY	GOV	L	1	12	27	39
INDEPENDENT						
Ovril Yaw	NGO	L	1	2		2

PARAGUAY - 3			9	43	6	49
FUNDACION "LA CANDELARIA"	NGO	L	3	34	6	40
NEW TRIBES MISSION	NGO	I	1	3		3
PEACE CORPS	GOV	I/V	5	6		6

PERU - 8			12	14	35	49
ASOCIACION DESARROLLO DE LA FAMILIA	NGO	L	2		1	1
ASOCIACION OBRAS DE BIEN COMUN	NGO	L	1		5	5
INSTITUTO DE ASUNTOS CULTURALES	NGO	I	2	5	5	10
INSTITUTO PERUANO DE EMPRESAS DE PROPIEDAD EXCLUSIVA DE SUS TRABAJADORES	NGO	L	3	4	5	9
MOVIMIENTO MANUELA RAMOS	NGO	L	1	2	14	16
ORGANIZACION DE MUJERES PUNO	NGO	L	1		5	5
ROMAN CATHOLIC CHURCH MISSION	NGO	L	1	1		1
INDEPENDENT						
Elsa F. Sanchez	NGO	L	1	2		2

SURINAME - 1			1	3		3
MINISTRY OF SOCIAL AFFAIRS, LABOUR, & HOUSING	GOV	L	1	3		3

VENEZUELA - 1			1		3	3
CENTRO PARA LA GESTION TECNOLOGICA POPULAR	NGO	L	1		3	3
=====						



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Special thanks are due to staff members Kim Craig and Dolores Baldasare, and to the Columbia University interns who demonstrated exceptional talent and creativity as Program Assistants during the fall of 1989 and the spring of 1990: Habib Enayetullah, Michael Malefakis, Aaron Salamon and Puneet Talwar.