

TRICKLE UP PROGRAM

GLOBAL REPORT 1990

by

Glen Leet and Mildred Robbins Leet
Founders and Presidents

Trickle Up Program
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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 nearly 120,000 entrepreneurs have helped themselves out of poverty by creating or expanding their own business enterprises in 90 countries.

Cover photo: In Andhra Pradesh, South India, poor women of untouchable castes apply traditional skills to basket weaving. Coordinator G.N. Reddi helped these women entrepreneurs start their businesses in 1988, and they have since opened savings accounts. By organizing themselves into women's associations, they were able to buy bamboo poles in bulk, instead of searching themselves for days on end. The men process the bamboo, which the women then weave into baskets.

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LETTER FROM THE PRESIDENTS

The commitment to ending poverty is the dominant factor influencing all aspects of the Trickle Up Program.

Entering its twelfth year of operation in 90 countries, the Trickle Up Program has been able to provide a model that encourages the poor to help themselves out of poverty. Nearly 20,000 businesses have been started or expanded by the people themselves, drawing upon their own skills, making their own decisions and working with people they know, in different societies, cultures and traditions.

This growth, though encouraging, must be seen in the global context of the poor growing in absolute numbers, even as more people move up the economic ladder. Our response is to strengthen and enlarge existing relationships with national and international organizations. We are seeking to increase the number of partnerships, the number of Enterprise Zones, and the number of franchises for the Trickle Up model. With their cooperation, Trickle Up can reduce poverty at a fraction of the cost of Trickle Down.

This year we hope to reach out further: to the young, to the handicapped, to women, each of whom work under special burdens. We hope to reach out to encourage businesses to be started or expanded with the protection of the environment in mind; to respond to international appeals for assistance with refugees and disasters, whether man-made or natural in origin; to be aware of the impact of political changes; and to offer the Trickle Up model as a means of creating opportunity in the transition to more market-oriented economies in Central and East Europe. We have always said, "Don't wait for someone to give you a job; make your own."

As our involvement with indigenous organizations has grown, we have become more aware that community-based organizations are multiplying rapidly. We see this as evidence of a more active participation of people at the grass-roots level in taking control of their own lives. They are concerned with problems of poverty, of the environment, of child survival and well-being, and the status of women. They are working together to effect change.

We commend the Government of the Netherlands for their practical support of participatory development, through their increased and continuing assistance to Trickle Up through 1990.

Trickle Up is based on a respect for people. The Trickle Up model is no secret. The use of this unique model is spreading rapidly with the cooperation of the United Nations, as well as with governments and non-governmental organizations. Together this coalition of donors, volunteers and entrepreneurs can significantly reduce unemployment, poverty and hunger before the end of this century.

*Mildred Robbins Leet and Glen Leet
Co-Presidents*

A NOTE FROM THE EXECUTIVE DIRECTOR

The Trickle Up Mission: to help the poorest of the poor end their poverty by providing resources, respect and know-how to start and sustain their own businesses.

This has been the guiding force behind the Trickle Up Program since its inception twelve years ago, and one into which I step as the organization's new Executive Director. It is a challenge I am honored to face.

As Program Officer for Asia and the United States, I was privileged to work with three extraordinary groups of people: the Trickle Up staff, a group committed to the participation of people in deciding their futures; the dedicated volunteer Coordinators, who donate their time and energies toward ending poverty through the Trickle Up process; and Trickle Up entrepreneurs, who fight to take control of their lives while improving their health, housing, and income, and, in turn, their countries' economies.

Although responses to poverty vary greatly--organizing communities, providing basic services, reshaping national policy, stabilizing population, creating a sustainable environment in which future generations can thrive--Trickle Up strives to provide people with opportunities in self-employment. No one solution is sufficient; poverty is a complex matter which beckons us all to battle.

As the following pages document, in 1990 alone over 16,000 people started businesses that they planned, organized and managed themselves. This achievement represents income that would not have been created, opportunities that would not have existed, and communities that would not have changed, were it not for Trickle Up's belief in the abilities of people to pull themselves up out of poverty.

I am proud to be the executive director of such an organization, and look forward to working for Trickle Up in the years to come. As I look to the future, I see the challenge, for us all, is to move people, governments and organizations into a time of hope and promise, where the goal of ending absolute poverty by the year 2000 can be substantially forwarded by our existence.

*Karen J. Miller
Executive Director*

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Trickle Up Program Coordinator Ignas Da Cunha (bottom photo).....page 24

THE TRICKLE UP PROGRAM
BUSINESSES STARTED



Americas: 605 in 1990
Total: 5,141

Africa: 703 in 1990
Total: 6,240

Asia: 1,389 in 1990
Total: 7,191

TOTAL NUMBER OF BUSINESSES IN 1990: 2,697
TOTAL NUMBER OF BUSINESSES '79-90: 18,572

THE TRICKLE UP PROPOSITION

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

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

WHAT MAKES TRICKLE UP DIFFERENT

A SINGLE FOCUS: The commitment to help the poorest of the poor is the heart of the Trickle Up Program. Trickle Up is strategically focused on one of the biggest problems of today's economy: the unequal distribution of resources. In contrast to traditional "trickle down" programs which often fail to reach the very poor, this program involves people directly in planning, working, saving and reinvesting. As the merits of self-employment spread through groups and families, benefits truly "trickle up."

PARTNERSHIP AMONG PEOPLE: The Trickle Up process encourages people to work and plan together. Many businesses consist of family members, or people bound by common ties. The businesses are not sole proprietorships. People are encouraged to start or expand their businesses, forming natural groups in ways that are in harmony with their own traditions, and sharing equally in power and benefits. The Trickle Up model is a partnership of people investing 1,000 hours or more of human energy in a business that has no debt and no payroll to meet until there are profits to share.

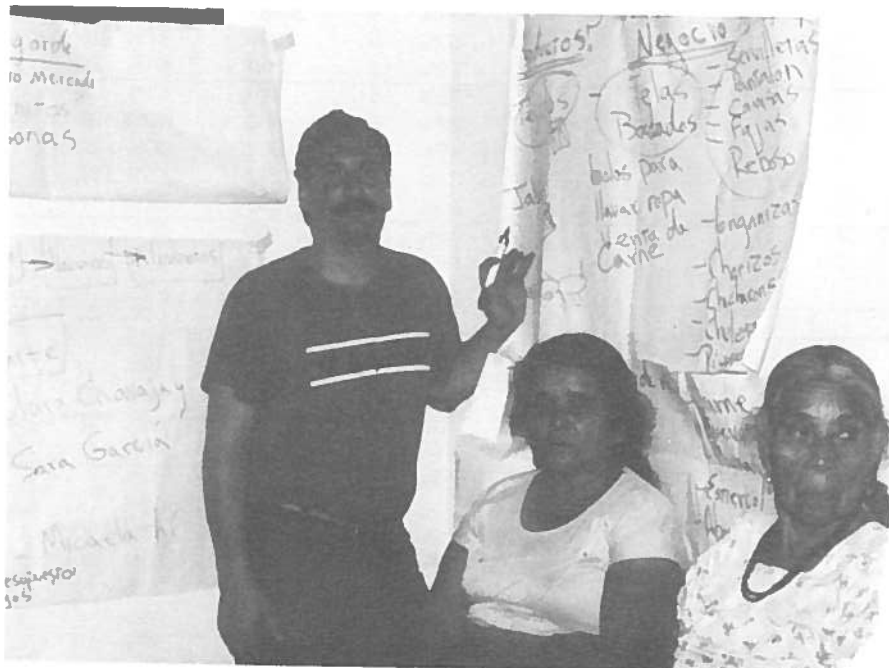
SHARING A DEVELOPMENT TOOL: The Trickle Up proposition is a development model utilized by international and indigenous non-governmental and governmental organizations around the world. Typically, these organizations are already involved in or wish to start income-generating programs. Trickle Up's strategic role is to serve other agencies by making available to them a model of economic and social development that has been refined in twelve years of field testing.

NETWORK OF VOLUNTEERS: Trickle Up works through the volunteered services of Coordinators typically working with indigenous agencies. Trickle Up provides them with technical support and professional services, including updated computer reports. The Coordinators work directly with the entrepreneurs. By

their decision to volunteer their services, Coordinators demonstrate their commitment to the poor in their communities. Thus, encouragement and dedication are naturally built into the system.

CREATION OF CAPITAL: With a \$100 grant, entrepreneurs don't need to borrow money to get started in a Trickle Up enterprise. Reinvesting at least 20% of the profit in their business provides them with a steady flow of capital to continue or expand it. Such savings make it possible for the poor to generate their own capital rather than rely on traditional money-lenders. When people experience the power that results from learning to create their own capital, they don't stop at 20% reinvestment. The average for 1990 was 41%, and some reinvest or save as much as 100%.

LEARNING BY DOING: Trickle Up uses non-formal education techniques in a learn-by-doing environment. Business and group process skills are introduced in the earliest contact with Trickle Up: the Business Plan form. A six-part, illustrated training manual gives Coordinators the tools necessary to train, support and monitor the new entrepreneurs. The educational process continues as groups confront the realities of the marketplace. Failures and successes become learning situations as groups experience the Trickle Up development model and plan their future. Marketing, group decision-making and planning are all introduced to the group within the context of business sustainability. Completing the Business Report three months after the start of the business helps groups evaluate their progress. Motivate, train, experience, and evaluate: these are the basics of the Trickle Up non-formal education process.



The Trickle Up Training Tools, developed by Dr. Lani Havens over two years of field tests, are the latest addition to the Trickle Up training package, which was distributed to Coordinators in 1990. Applying the Trickle Up Training Tools, the "Pedaritas Grupo" of San Pedro La Laguna, Guatemala, had many ideas for products, including embroidery, soap-making and pig-raising. With the aid of the Training Tools, this group studied the market aspects of each business and decided on hen fattening. With the group members is Coordinator John Cox of Experiment in International Living.

TRICKLE UP PROGRAM RESULTS BY REGION AND COUNTRY

I. Number of businesses started, reports received, coordinators, entrepreneurs, and beneficiaries

Country	No. of Businesses Started	No. of Reports Received	--COORDINATORS--		----ENTREPRENEURS----		---BENEFICIARIES---			
			Total	Percent Female	Avg	Total	Percent Female	Avg.	Total	Percent Female
WORLD TOTALS - 90	18,572	11,810	2,385	45%	6	119,531	63%	25	292,828	58%
AFRICA - 32	6,240	3,894	660	40%	7	42,621	65%	24	95,920	58%
1 BENIN	386	215	25	56%	8	2,959	61%	37	8,044	58%
2 BOTSWANA	1	0	4	50%	7	7	71%			
3 BURKINA FASO	38	20	6	50%	7	256	77%	10	195	76%
4 BURUNDI	4	1	4	50%	3	13	85%	150	150	50%
5 CAMEROON	175	93	12	42%	9	1,602	54%	85	7,947	58%
6 CENTRAL AFRICAN REP.	7	0	4	75%	5	35	9%			
7 CHAD	15	6	5	80%	4	57	67%	21	128	55%
8 EQUATORIAL GUINEA	1	0	3	100%	6	6	17%			
9 ETHIOPIA	6	0	4	25%	6	37	62%			
10 GAMBIA	8	2	6	67%	4	35	89%	15	30	87%
11 GHANA	371	256	48	23%	4	1,511	66%	7	1,911	78%
12 IVORY COAST	2	0	4	25%	23	46	70%			
13 KENYA	3,074	2,160	169	53%	6	19,215	66%	16	33,571	57%
14 LESOTHO	159	80	29	83%	8	1,322	92%	65	5,174	77%
15 MADAGASCAR	41	6	6	17%	5	188	52%	8	254	54%
16 MALAWI	107	19	62	34%	6	604	44%	5	98	34%
17 MALI	29	16	4	25%	5	151	71%	8	129	46%
18 MOZAMBIQUE	3	0	5	80%	4	11	18%			
19 NAMIBIA	3	0	2	0%	5	15	27%			
20 NIGERIA	230	156	31	26%	6	1,287	72%	17	2,581	63%
21 RWANDA	8	7			8	64	17%	25	172	19%
22 SENEGAL	65	34	3	33%	14	926	62%	42	1,432	58%
23 SIERRA LEONE	644	392	42	14%	9	5,867	62%	33	12,963	50%
24 SOMALIA	41	34	6	50%	5	204	77%	15	507	64%
25 SUDAN	63	40	13	23%	9	548	64%	22	895	54%
26 SWAZILAND	27	3	18	33%	5	140	51%	8	23	39%
27 TANZANIA	153	89	28	32%	6	958	60%	120	10,666	66%
28 TOGO	21	7	17	65%	10	208	50%	22	155	22%
29 UGANDA	447	228	54	31%	7	3,277	66%	37	8,466	53%
30 ZAIRE	20	10	14	29%	8	158	58%	17	173	56%
31 ZAMBIA	65	13	20	15%	7	469	67%	14	178	51%
32 ZIMBABWE	26	7	12	25%	17	445	80%	11	78	86%
ASIA - 21	7,191	4,726	920	37%	6	42,676	58%	25	120,466	60%
33 BANGLADESH	405	330	38	18%	6	2,516	56%	14	4,774	52%
34 CHINA	200	134	4	25%	5	1,072	38%	7	970	43%
35 FIJI	10	9	8	63%	10	104	58%	30	269	45%
36 INDIA	1,732	1,252	194	16%	6	10,392	64%	45	56,207	66%
37 INDONESIA	493	336	54	31%	6	3,042	47%	11	3,840	49%
38 KIRIBATI	1	0	1	100%	6	6	33%			
39 LAOS	5	0	1	100%	6	28	100%			
40 MALAYSIA	102	65	15	13%	6	561	37%	10	668	47%
41 MARSHALL ISLANDS	2	2	2	100%	17	34	85%	28	55	49%
42 MICRONESIA	5	2	5	40%	11	56	20%	11	21	48%
43 MYANMAR	29	24	1	100%	6	164	40%	7	174	41%
44 NEPAL	161	90	28	18%	6	905	52%	10	873	47%
45 PAKISTAN	2	2	3	67%	6	12	50%	12	23	26%
46 PHILIPPINES	3,730	2,322	463	50%	6	21,475	59%	22	50,479	55%
47 SOLOMON ISLANDS	51	17	27	37%	6	298	69%	16	268	25%
48 SRI LANKA	189	106	40	25%	7	1,367	68%	12	1,303	54%
49 THAILAND	64	31	29	31%	8	498	50%	11	349	59%
50 TONGA	1	1	2	100%	12	12	100%	100	100	70%
51 VANUATU	3	3	1	0%	18	53	49%	26	78	68%

II. Hours of work, sales, income, expenses, profit and reinvestment.* (See page 7 for note.)

	-----HOURS-----		-----SALES-----		-----EXPENSES-----		-----PROFIT-----		-----SAVED OR----- -----REINVESTED-----	
	Avg.	Total	Avg.	Total	Avg.	Total	Avg.	Total	Avg. %	Total
	1,743	20,637,447	\$500	\$5,921,377	\$284	\$3,365,475	\$216	\$2,555,902	59%	\$1,498,531
	1,453	5,694,307	\$592	2,321,190	\$308	1,205,219	\$285	\$1,115,971	68%	\$759,118
1	1,548	332,865	\$223	\$47,953	\$132	\$28,350	\$91	\$19,603	65%	\$12,754
2										
3	1,870	37,398	\$295	\$5,890	\$84	\$1,687	\$210	\$4,203	40%	\$1,682
4	1,320	1,320	\$530	\$530	\$300	\$300	\$230	\$230	97%	\$223
5	2,730	253,863	\$476	\$44,279	\$299	\$27,821	\$177	\$16,458	68%	\$11,144
6										
7	2,000	12,002	\$342	\$2,049	\$240	\$1,438	\$102	\$611	32%	\$194
8										
9										
10	9,500	19,000	\$168	\$336	\$19	\$38	\$149	\$298	87%	\$259
11	1,803	461,653	\$318	\$81,301	\$186	\$47,689	\$131	\$33,612	51%	\$17,262
12								\$0		
13	1,047	2,262,267	\$580	\$1,253,675	\$325	\$702,938	\$255	\$550,737	76%	\$420,962
14	1,731	138,451	\$749	\$59,931	\$398	\$31,825	\$351	\$28,106	85%	\$23,886
15	232	6,958	\$255	\$7,635	\$154	\$4,625	\$100	\$3,010	36%	\$1,074
16	3,726	70,786	\$732	\$13,906	\$447	\$8,495	\$285	\$5,411	47%	\$2,533
17	1,184	18,941	\$238	\$3,806	\$71	\$1,140	\$167	\$2,666	65%	\$1,743
18										
19										
20	1,758	274,232	\$450	\$70,202	\$188	\$29,311	\$262	\$40,891	64%	\$26,007
21	3,599	25,192	\$445	\$3,114	\$188	\$1,316	\$257	\$1,798	47%	\$853
22	2,254	76,623	\$180	\$6,127	\$96	\$3,256	\$84	\$2,871	69%	\$1,968
23	2,249	881,799	\$779	\$305,530	\$214	\$83,757	\$566	\$221,773	57%	\$125,467
24	764	25,961	\$351	\$11,950	\$180	\$6,110	\$172	\$5,840	83%	\$4,822
25	2,006	80,235	\$2,759	\$110,343	\$1,875	\$75,011	\$883	\$35,332	37%	\$13,068
26	1,890	5,671	\$850	\$2,551	\$262	\$786	\$588	\$1,765	41%	\$720
27	1,722	153,280	\$597	\$53,099	\$227	\$20,173	\$370	\$32,926	81%	\$26,828
28	1,844	12,906	\$178	\$1,247	\$104	\$725	\$75	\$522	64%	\$333
29	2,110	480,986	\$983	\$224,189	\$542	\$123,543	\$441	\$100,646	61%	\$61,290
30	1,014	10,136	\$213	\$2,134	\$93	\$931	\$120	\$1,203	54%	\$646
31	2,689	34,960	\$499	\$6,483	\$272	\$3,530	\$227	\$2,953	67%	\$1,966
32	2,403	16,822	\$419	\$2,930	\$61	\$424	\$358	\$2,506	57%	\$1,434
	2,118	10,021,060	\$463	\$2,188,488	\$294	\$1,388,895	\$169	\$799,593	49%	\$394,898
33	1,888	623,049	\$237	\$78,270	\$113	\$37,375	\$124	\$40,895	53%	\$21,650
34	10,831	1,451,374	\$407	\$54,535	\$148	\$19,776	\$259	\$34,759	62%	\$21,493
35	4,697	42,274	\$243	\$2,185	\$73	\$657	\$170	\$1,528	97%	\$1,489
36	1,946	2,436,878	\$555	\$694,438	\$372	\$466,191	\$182	\$228,247	35%	\$80,345
37	2,045	687,136	\$412	\$138,485	\$277	\$93,053	\$135	\$45,432	45%	\$20,241
38										
39										
40	1,127	73,243	\$391	\$25,390	\$140	\$9,095	\$251	\$16,295	40%	\$6,438
41	308	616	\$330	\$659	\$39	\$78	\$291	\$581	40%	\$232
42	2,300	4,600	\$3,995	\$7,990	\$1,396	\$2,792	\$2,599	\$5,198	56%	\$2,902
43	1,570	37,684	\$382	\$9,177	\$245	\$5,873	\$138	\$3,304	78%	\$2,570
44	1,627	146,411	\$301	\$27,118	\$161	\$14,445	\$141	\$12,673	49%	\$6,234
45	1,460	2,919	\$323	\$646	\$194	\$388	\$129	\$258	34%	\$87
46	1,839	4,271,119	\$474	\$1,101,713	\$307	\$712,870	\$167	\$388,843	57%	\$220,748
47	1,527	25,961	\$115	\$1,947	\$75	\$1,272	\$40	\$675	95%	\$642
48	1,547	163,933	\$363	\$38,473	\$202	\$21,443	\$161	\$17,030	50%	\$8,540
49	1,415	43,853	\$217	\$6,731	\$110	\$3,411	\$107	\$3,320	32%	\$1,061
50	1,500	1,500	\$410	\$410	\$50	\$50	\$360	\$360	23%	\$83
51	2,837	8,510	\$107	\$321	\$42	\$126	\$65	\$195	73%	\$143

TRICKLE UP PROGRAM RESULTS BY REGION AND COUNTRY

I. Number of businesses started, reports received, coordinators, entrepreneurs, and beneficiaries

Country	No. of Businesses Started	No. of Reports Received	--COORDINATORS--		----ENTREPRENEURS----			---BENEFICIARIES---		
			Total	Percent Female	Avg	Total	Percent Female	Avg.	Total	Percent Female
52 VIET NAM	4	0	2	100%	6	22	68%	8	15	53%
53 WESTERN SAMOA	2	0	2	50%	30	59	31%			
CARIBBEAN - 14	780	342	221	55%	6	4,293	67%	14	4,687	58%
54 ANGUILLA	6	3	2	50%	6	36	86%	9	26	62%
55 ANTIGUA - BARBUDA	33	6	22	59%	1	34	91%	5	30	80%
56 BARBADOS	1	1	1	100%	9	9	56%	12	12	8%
57 DOMINICA	62	7	19	42%	3	189	53%	16	109	27%
58 DOMINICAN REPUBLIC	235	126	66	50%	9	2,072	71%	16	2,034	62%
59 GRENADA	3		2	100%	5	15	60%			
60 GUADELOUPE	1		1	100%	0					
61 HAITI	118	59	22	82%	4	507	71%	8	484	64%
62 JAMAICA	231	113	41	66%	5	1,113	60%	14	1,607	59%
63 MONTSERRAT	18	6	14	29%	4	70	21%	5	27	19%
64 ST. KITTS - NEVIS	36	3	12	33%	1	31	77%	12	37	51%
65 ST. LUCIA	7	2	8	50%	7	49	67%	18	35	34%
66 ST. VINCENT	20	9	9	44%	6	117	69%	11	95	85%
67 TURKS & CAICOS	9	7	2	50%	6	51	59%	27	191	17%
CENTRAL AMERICA - 7	2,065	1,422	335	57%	8	15,988	73%	22	30,752	53%
68 BELIZE	7	2	10	30%	3	23	57%	12	24	25%
69 COSTA RICA	435	244	91	47%	7	2,880	66%	13	3,207	51%
70 EL SALVADOR	15	7	6	50%	5	69	70%	7	46	39%
71 GUATEMALA	1,155	929	105	52%	7	7,815	69%	22	20,383	55%
72 HONDURAS	439	230	112	71%	12	5,137	85%	30	6,981	48%
73 NICARAGUA	9	9	3	67%	6	50	34%	10	87	18%
74 PANAMA	5	1	8	63%	3	14	50%	24	24	100%
EUROPE - 2	129	103	2	100%	6	737	53%	6	637	57%
75 IRELAND	2	1	1	100%	10	19	58%	17	17	100%
76 PORTUGAL	127	102	1	100%	6	718	53%	6	620	55%
NORTH AMERICA - 2	162	68	27	67%	5	873	65%	28	1,906	28%
77 UNITED STATES	145	53	22	68%	5	724	61%	5	276	59%
78 MEXICO	17	15	5	60%	9	149	85%	109	1,630	23%
SOUTH AMERICA - 12	2,005	1,255	220	55%	6	12,343	61%	31	38,460	58%
79 ARGENTINA	121	85	13	62%	6	716	62%	48	4,039	59%
80 BOLIVIA	186	161	13	62%	5	1,018	59%	8	1,278	57%
81 BRAZIL	51	19	17	35%	5	279	70%	18	341	55%
82 CHILE	14	9	3	33%	7	93	72%	22	196	52%
83 COLOMBIA	748	511	36	44%	6	4,411	62%	46	23,688	59%
84 ECUADOR	679	324	103	64%	7	4,494	56%	16	5,165	56%
85 GUYANA	55	50	2	0%	6	312	58%	33	1,670	61%
86 PARAGUAY	49	37	9	44%	5	263	67%	8	283	60%
87 PERU	93	59	21	48%	8	717	87%	31	1,800	58%
88 SURINAME	3	0	1	100%	3	10	80%			
89 URUGUAY	5	0	1	0%	5	25	100%			
90 VENEZUELA	1	0	1	0%	5	5	100%			

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

	-----HOURS-----		-----SALES-----		-----EXPENSES-----		-----PROFIT-----		-----SAVED OR----- -----REINVESTED-----	
	Avg.	Total	Avg.	Total	Avg.	Total	Avg.	Total	Avg. %	Total
52	1,825	624,009	\$500	\$171,122	\$253	\$86,473	\$248	\$84,649	53%	\$44,985
53	1,170	3,510	\$327	\$980	\$102	\$306	\$225	\$674	100	\$673
54	1,697	10,180	\$514	\$3,082	\$268	\$1,608	\$246	\$1,474	50%	\$731
55	1,419	1,419	\$0							
56	3,257	22,799	\$233	\$1,632	\$160	\$1,117	\$74	\$515	98%	\$505
57	1,333	167,991	\$605	\$76,180	\$369	\$46,445	\$236	\$29,735	55%	\$16,435
58										
59										
60										
61	2,042	120,477	\$298	\$17,597	\$182	\$10,726	\$116	\$6,871	73%	\$5,050
62	2,310	261,012	\$539	\$60,909	\$186	\$21,058	\$353	\$39,851	47%	\$18,733
63	788	4,726	\$144	\$866	\$88	\$529	\$56	\$337	93%	\$314
64	1,359	4,078	\$432	\$1,295	\$281	\$842	\$151	\$453	81%	\$365
65	1,380	2,760	\$488	\$976	\$343	\$685	\$146	\$291	98%	\$286
66	2,152	19,367	\$675	\$6,075	\$306	\$2,753	\$369	\$3,322	44%	\$1,477
67	813	5,690	\$219	\$1,530	\$58	\$404	\$161	\$1,126	37%	\$416
	1,538	2,187,320	\$441	\$626,429	\$246	\$350,068	\$194	\$276,361	53%	\$146,646
68	2,600	5,200	\$7,900	\$15,800	\$7,050	\$14,100	\$850	\$1,700	82%	\$1,400
69	1,496	365,070	\$718	\$175,231	\$310	\$75,545	\$409	\$99,686	40%	\$39,868
70	1,415	9,904	\$395	\$2,762	\$302	\$2,113	\$93	\$649	42%	\$270
71	1,455	1,351,800	\$356	\$330,283	\$206	\$190,983	\$150	\$139,300	54%	\$75,831
72	1,802	414,538	\$369	\$84,941	\$230	\$52,845	\$140	\$32,096	84%	\$27,083
73	4,206	37,858	\$1,907	\$17,162	\$1,603	\$14,423	\$304	\$2,739	77%	\$2,110
74	2,950	2,950	\$250	\$250	\$59	\$59	\$191	\$191	44%	\$84
	1,693	174,395	\$128	\$13,232	\$60	\$6,150	\$69	\$7,082	65%	\$4,603
75	1,190	1,190	\$831	\$831	\$418	\$418	\$413	\$413	84%	\$347
76	1,698	173,205	\$122	\$12,401	\$56	\$5,732	\$65	\$6,669	64%	\$4,256
	1,223	83,135	\$586	\$39,849	\$260	\$17,654	\$326	\$22,195	75%	\$16,746
77	1,202	63,687	\$677	\$35,888	\$290	\$15,376	\$387	\$20,512	76%	\$15,684
78	1,297	19,448	\$264	\$3,961	\$152	\$2,278	\$112	\$1,683	63%	\$1,062
	1,477	1,853,221	\$447	\$561,067	\$248	\$311,016	\$199	\$250,051	53%	\$131,535
79	1,412	119,978	\$1,117	\$94,929	\$562	\$47,798	\$554	\$47,131	55%	\$25,857
80	1,319	212,300	\$419	\$67,481	\$262	\$42,212	\$157	\$25,269	69%	\$17,376
81	2,268	43,089	\$670	\$12,725	\$178	\$3,373	\$492	\$9,352	36%	\$3,383
82	1,463	13,165	\$740	\$6,658	\$403	\$3,626	\$337	\$3,032	80%	\$2,416
83	1,561	797,463	\$541	\$276,438	\$308	\$157,424	\$233	\$119,014	48%	\$57,327
84	1,369	443,518	\$191	\$61,886	\$113	\$36,608	\$78	\$25,278	63%	\$16,012
85	1,450	72,499	\$319	\$15,925	\$133	\$6,642	\$186	\$9,283	41%	\$3,763
86	1,478	54,693	\$98	\$3,624	\$56	\$2,078	\$42	\$1,546	84%	\$1,305
87	1,636	96,516	\$363	\$21,401	\$191	\$11,255	\$172	\$10,146	40%	\$4,096
88										
89										
90										

*Figures for beneficiaries, hours, sales, expenses, profits, savings and reinvestment are based on Business Reports received after an average of 3.2 months

Adjustments have been made to the figures as a result of additional information

STRATEGIC PLAN

There are two major components of the Strategic Plan.

The first is the Business Program, which is carried out with the help of Coordinators, through whom nearly 20,000 businesses have been started in 90 countries since 1979.

The second component is the Development Education Program, through which we hope to involve others in efforts to reduce poverty by utilizing the Trickle Up model.

The combination of the Business Program and the Development Education Program is the essence of the Trickle Up Strategic Plan for the reduction of poverty.

This Strategic Plan is interrelated with the United Nations International Development Strategy "to provide a basis to guide economic and social programs so as to leave the world with better prospects for the future in the year 2000." The Strategy further states that:

the contrasting rates of growth indicate worsening gaps between the economically developed and developing areas of the world...the incidence of poverty is likely to become pervasive. Projections of income distribution indicate that almost one billion people will still have incomes less than \$300 per capita in the year 2000. It is unlikely that the baseline projections for economic growth will be exceeded unless significant policy changes are made by developed and developing countries alike.

The not immodest goal of the Trickle Up Strategic Plan is to contribute to this policy change by providing evidence that poverty reduction is an attainable goal. Thus, the goals of the Development Education Program are not only to educate the public, but also to stimulate policy changes in the development community.

We reach out to the public to help them understand the problem of poverty and the contribution that the poor themselves make toward its solution through the Trickle Up process. We spread the word through Newsletters, Global Reports, Annual Reports, the media and participation in conferences.

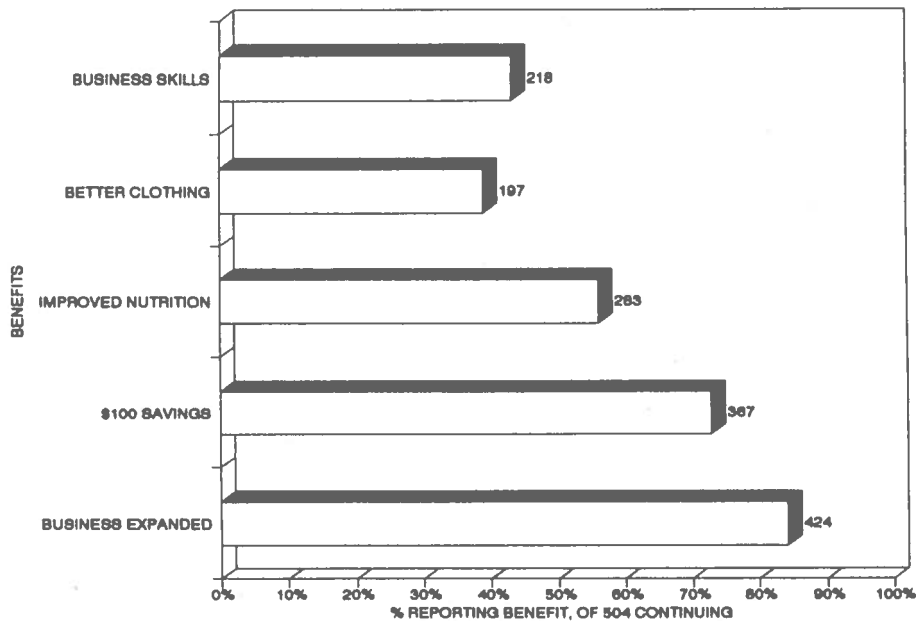
We also reach out to the donor community, and to governmental, intergovernmental and non-governmental agencies concerned with development. To these we circulate computerized reports on results in the field, country visits and a series of "Country Reports," which summarize Trickle Up activity in each country. The aim is to encourage application of the Trickle Up model in development programs and policies.

During the past twelve years, Trickle Up has been enriched by the inputs of Coordinators in the field and the entrepreneurs themselves. This participatory evaluation involves all those who are part of the Trickle Up process at every level, and information about the most relevant methods and successful results is widely shared. The dynamics of the Trickle Up process are thus continually reinforced by research and evaluation, which are the bridge between the Business Program and the Development Education Program.

HIGHLIGHTS OF ACTIVITY IN 1990

PROGRAM DEVELOPMENTS

ONE YEAR UPDATE INFORMATION FROM 701 BUSINESSES



Sustainability: In 1990, new information was obtained about the continuity of Trickle Up enterprises. Sustainability has been demonstrated in a sample of 701 businesses reporting after one year of business operations. Of these, 504, or 71%, of the businesses are continuing. Featured above are results reported by these continuing businesses: 84% expanded, 73% saved more than \$100, and the average annual profit of the groups was \$769, or \$14.79 weekly. In addition, the groups reported sustained improvements in nutrition (56%), business skills (43%), and clothing (39%).

Enterprise Zones: A Trickle Up Enterprise Zone is a village or community where there is a clustering of Trickle Up businesses. The progress of each business is monitored for at least three years in order to evaluate the long-term sustainability of the business and to track the impact of the Trickle Up process on the participants and the wider community. The Enterprise Zone concept has spread rapidly on all continents, making a total of 18 started in 1990, and the number of Zones will grow in the next five years, to a large degree through the increased support of the Netherlands Government. Their five-year grant will help expand not only Trickle Up business opportunities, but also research and analysis of the effects of the businesses on the entrepreneurs, their dependents and their communities.

Vigil for Children: Poverty afflicts no one more severely than children. The contribution of micro-enterprise development to the survival and well-being of children is beginning to be recognized. Trickle Up expressed its commitment to this relationship through its participation in the world's first annual Candlelight Vigil for Children, which was held to mark the historic World Summit for Children in New York City last September. More than 15,000 vigils were held in 75 countries, inspiring new legislation addressing the needs of children in many countries.

Responding to Disasters

Recognizing the relevance of the Trickle Up process to special needs in time of emergency, the Program issued grants in 1990 to new categories of beneficiaries: victims of natural disaster and refugees. In August, the Philippines experienced one of the worst earthquakes in its history. Trickle Up responded, in cooperation with Caltex Philippines, by awarding grants to earthquake victims who experienced the loss or destruction not only of their homes and belongings, but also their livelihoods. Beyond mere relief, Trickle Up provided a more permanent form of rehabilitation assistance by helping victims of catastrophe to rebuild their lives and their income-generating capability.

Similarly, Coordinators in Uganda and the Sudan have appreciated the potential of the Trickle Up process to improve the lives of refugees, displaced persons and communities victimized by war (see page 13). Trickle Up will continue extending grants to those with special needs, demonstrating the adaptability of the Trickle Up model to varying situations.

Cooperation with the United Nations system: In 1987, the Division for Global and Interregional Programs of the United Nations Development Program (UNDP) established the United Nations relationship through which the Government of the Netherlands supports Trickle Up. In 1990, this Netherlands support was extended through 1994.

Trickle Up continues to cooperate with UNDP and the United Nations Department of Technical Cooperation for Development (UNDTCD). Their support over the past years has taken many forms: Coordinator workshops; development and production of training material for Coordinators; an external evaluation of Trickle Up based on field visits; publication and dissemination of information about Trickle Up; a 27-minute video film about Trickle Up businesses entitled *If Given the Opportunity*, and translation of Trickle Up documents in five languages: French, English, Spanish, Arabic and Chinese.

UNDP Representatives in countries visited by the Presidents and Program Officers of Trickle Up have cooperated by convening meetings with groups of Coordinators or potential collaborators and generally helping to disseminate information about Trickle Up. As a result of these efforts, Trickle Up has been introduced to NGOs who have become Coordinators. UNDP Resident Representatives have themselves served as Trickle Up Coordinators in **Guatemala** and **Honduras**, as has the Assistant Resident Representative in **Madagascar**. Furthermore, UNDP country funds are used to fund Trickle Up businesses in **Benin**.

The Trickle Up Program has enjoyed a special relationship with the United Nations Volunteers (UNV) in nine Asian countries (Bangladesh, India, Indonesia, Laos, the Philippines, Malaysia, Nepal, Sri Lanka and Thailand) under the experienced leadership of Project Manager P. T. Kuriakose, and in seven African countries (Benin, Namibia, Sierra Leone, Swaziland, Tanzania, Togo and Uganda). The effects of the Trickle Up process on the lives of the beneficiaries are documented in a UNV report entitled *Self-Reliance through Small Enterprises*, which observes that "the growth of self-confidence and sense of participation are perhaps even more important than the additional income obtained."

Trickle Up Partnerships

In 1990, Trickle Up formalized a program initiative, the "Micro-enterprise Partnership Program," whereby organizations interested in starting Trickle Up businesses in a specific country allocate funds to Trickle Up and recommend their field workers as Coordinators. For example, in Asia, CARE/Australia funded 10 businesses in Viet Nam—four through a Trickle Up Coordinator in Ho Chi Minh City and six through CARE's country director in Hanoi.

Trickle Up has similar partnerships with the Overseas Development Office of the Episcopal Church, Trinity Church and Camps Farthest Out International (CFOI). These organizations have funded Trickle Up businesses through Coordinators recommended by their offices. Trinity Church has funded 38 businesses in Africa. In 1990, Trickle Up approved five Coordinators in Kenya who were identified by the Overseas Development Office. Coordinators from CFOI have helped start 31 businesses in Tanzania, Kenya, and Nigeria, and 26 businesses in India and the Philippines.

Other partnership models involve matched contributions. In Honduras, for example, the Peace Corps provides the first \$50 of the grant while Trickle Up provides the second \$50. The partnership concept has progressed even further in Ecuador, where the Institute of Child and Family (INNFA) not only provides the first \$50 of the Trickle Up grant, but also plans to incorporate the Trickle Up process into its development strategy, funding it fully.

Trickle Up anticipates that other governmental and non-governmental agencies will cooperate through similar partnerships in the future.

REGIONAL SUMMARY FOR AFRICA

OVERVIEW

In 1990, 804 enterprises were started or expanded in 23 African countries. Fifty-two new Coordinators were approved, of which the majority represent local agencies. Trickle Up's Enterprise Zone initiative has blossomed on the continent, where eight Zones involving 175 businesses have been started in Sierra Leone, Nigeria, Ghana, Kenya, Malawi and the Sudan, to be tracked over a three-year period.

During a recent field visit to Malawi and Sierra Leone, Trickle Up's Program Officer for Africa reviewed the progress of newly established Enterprise Zones and their plans for progress. He found encouraging results in the growth of sustainable enterprises in the Zones and positive socio-economic benefits to the entrepreneurs and the community.

As part of the field visit, Workshops for Coordinators were held in both countries. In Malawi, the U.S. Peace Corps sponsored the first Annual Trickle Up Small Enterprise Workshop for current and potential Trickle Up Coordinators and members of the development community. UNDP hosted a similar workshop in Sierra Leone.

HELPING TO MEET AFRICA'S FOOD NEEDS

Africa's ability to feed itself remains the continent's most pressing challenge in the 1990s. Because of rapid population growth, agriculture is crucial to economic recovery, and Trickle Up entrepreneurship is helping to meet that challenge.

Coordinator Frank Giarrizzo, a Peace Corps Volunteer, has helped start three Trickle Up Enterprise Zones in rural Malawi. These are located in the rural villages of James, Madude and Bimphi, 70 km northeast of Lilongwe. Most of the villagers are subsistence farmers who face a three-month "hungry period" each year during the rainy season, when their maize stock is greatly diminished. Data from the Enterprise Zone Community Surveys indicate that average monthly *per capita* incomes in the villages are \$2 for men and less than \$1 for women. Of the 41 businesses in the Enterprise Zones, 38 involve the production of high-yield hybrid maize. The participating villagers anticipate a five-fold increase in income, which will benefit some 243 entrepreneurs. Each business group is cultivating one hectare of hybrid maize, and each hectare is expected to yield between 425 and 625 kg of maize. This represents an increase of 550% over locally grown maize, which produces only about 75 kg per hectare.



Mafuleka Nyalenda, Trickle Up Program field Coordinator, stands among the hybrid maize. Maize production will not only improve the nutrition of Zone participants, but will also help meet the food needs of the entire district. A central marketplace is planned in the core village of James, as the nearest marketplace is 10 km away. Profits from the farm businesses will be used to raise livestock, ensuring continued economic activity and income generation throughout the year.

In Ghana, Coordinator I.S.B. Hunu of the Christian Builders Association has started a rural Enterprise Zone consisting of 25 businesses. Twenty involve agriculture, including groundnut and bean cultivation. The Zone is located in Matse village, a squatter community of four square miles in eastern Ghana. The villagers suffer from poor nutrition, low *per capita* incomes (\$4 per month for women), and lack of access to credit.

A veteran Coordinator who has helped start or expand 150 Trickle Up businesses, Mr. Hunu sees the Enterprise Zone as a means of fostering cooperation among business groups and improving their nutritional status. The various groups act as an informal cooperative, and plan to use portions of their pooled profits to buy larger equipment, such as a maize-milling machine, to expand their enterprises.

CREATING INCOME FOR REFUGEES AND DISPLACED PERSONS IN DESTABILIZED AREAS

A striking feature of Trickle Up is its adaptability to varying circumstances and environments. Due to natural disaster and political instability, Africa accounts for about one third, or four million, of the world's refugees.¹ The growing numbers of displaced persons in countries like Ethiopia, Mozambique and the Sudan are overburdening already strained economies, and thousands face starvation. Trickle Up is committed to helping those individuals through businesses started in 1990.

Sudan: In spite of famine and civil war, the Trickle Up process has proved its effectiveness in combating poverty in southern Sudan. The meager resources of the community, which is located in an area virtually under siege, are further stretched by the influx of refugees fleeing civil war. Mr. Talib Dafalla, Director of a local non-governmental agency called the AMUPE Project, is coordinating an Enterprise Zone of 25 businesses in Juba. To this Coordinator, the Enterprise Zone is a means of improving income and nutritional levels among the participants and providing other valuable services for a community afflicted by poor health and nutrition, particularly among children.

A recent report by a World Food Programme representative assessing the Trickle Up Program in Juba points out that "Trickle Up plays a positive role in the rehabilitation of job-displaced persons." Trickle Up was one of the few international NGOs which continued to provide longer-term development assistance to the Sudan in 1990, as most of the others shifted to emergency relief.

Uganda: Trickle Up has succeeded in bringing sustained income and employment to many Ugandans displaced or relocated by civil war. Coordinator Tim Kruetter has identified more than 30 businesses in eastern Uganda, which suffers from sporadic fighting. Of 15 business groups which started more than a year ago, 13 are still continuing. All 13 report improvement in nutrition, and 77% are sending more children to school. Only two enterprises were unable to continue due to civil unrest.

Mr. Kruetter works for Hands in Service, a non-governmental agency that provides logistical support to other relief agencies--often in dangerous areas. By targetting displaced persons as Trickle Up beneficiaries, he has added an income-generating component to his organization's emergency aid. Trickle Up grants enable him

¹ *Sub-Saharan Africa: From Crisis to Sustainable Growth. A Long-Term Perspective Study* (Washington, D.C., The World Bank, 1989).

to help refugees and displaced persons become self-sufficient, sowing the seeds for longer-term economic stability in this war-torn area.

"The Olegei Bicycle Repairers"

One business group, the Kaladi family, faced a problem common to many refugees: how to find decent, affordable housing. The younger children could not attend school, and were poorly clothed. On some days the parents went without food so that their children could eat.

David Kaladi knew how to work on bicycles, and had tried to set up a repair business under a mango tree. He had few customers because he lacked both proper tools and the capital needed to buy spare parts. No one would lend him capital. In February 1990, with a Trickle Up grant of \$50, David's business began to take off. Mr. Kruetter reports that he now has customers from sunrise to sunset. And David has reconditioned three old bicycles which he rents out to others as a "bicycle taxi" hire.

One year later, the business has accumulated \$200 in capital. Three of the older children work with David in the business, and his wife sells goods by the roadside. Most of the other children are in school and their diets have improved considerably. The Kaladi family can now pay the rent and have lived in the same house since receiving their first grant check. David says his family is happy these days and that their day-to-day problems are much easier to face, thanks to the efforts of Mr. Kruetter, Trickle Up and their own hard work.



REACHING THE POOR

According to the United Nations Development Programme's *Human Development Report 1990*, 17 out of 20 countries with the lowest human development index are located in Africa. Economic crisis thus looms larger than ever in Africa. Trickle Up's experience over the past twelve years has shown that the Trickle Up process is an effective means of reaching the poor in Africa and improving the quality of their lives.

In Sierra Leone, Coordinator Ed Milton Margai has started an Enterprise Zone of 40 businesses. Mr. Margai is Director of the Jangee All-Age Community Education Centre and Cultural Resource Centre, a local agency committed to providing vocational skills training for out-of-school youth and illiterate adults, and to reviving traditional crafts. He has helped start or expand 196 businesses since 1985, and his methods of incorporating Trickle Up into community development have played a role in developing the Enterprise Zone concept.

The rural community of Bandajuma, where the Enterprise Zone is located, has been severely affected by the country's deteriorating economy. The villagers have only one main meal a day, and only 25% have access to adequate medical facilities. Health conditions are dismal, and outbreaks of cholera, dysentery and malaria are frequent.

The Enterprise Zone encompasses a variety of businesses, ranging from agricultural produce to crafts. Coordinator Margai sees Trickle Up entrepreneurs as positive "agents of change" in the community, who "will certainly become forces to reckon with in terms of overall rural development at both regional and national levels." He believes that Trickle Up has helped arrest economic decline and will foster self-reliance among the participants, especially women. In addition to empowering women, Trickle Up has helped curb the exodus of young people to the cities by creating profitable income-producing alternatives in rural areas. More than a dozen businesses in the area have been functioning for over three years--tangible evidence of the sustainability of Trickle Up businesses over time.

OUTLOOK FOR ENTERPRISE ZONES

Malawi: During the field visit the Program Officer for Africa met a group of Malawians who are interested in creating a non-governmental organization which will assume responsibility for the Enterprise Zones started in 1990, and start other Zones throughout the country. Once formed, the new NGO will work in partnership with Trickle Up and apply for funds jointly to expand Trickle Up activity in Malawi.

Nigeria: Coordinator Oluseyi Olude of the Centre for Applied Religion and Education has helped start an Enterprise Zone of 25 businesses in Lakowe, a rural settlement on the outskirts of Lagos. She writes: "Group dynamics may help them (TUP entrepreneurs) approach other social problems and find solutions. The Enterprise Zone is a factor in this direction because whole communities are involved."

Kenya: An Enterprise Zone in the rural village of Samia South, in the Western Province, has been started under Dr. Julia Ojiambo, Trickle Up Coordinator at the Centre for Action Research. This Zone benefits 315 entrepreneurs, of which 73% are women.

REGIONAL SUMMARY FOR THE AMERICAS AND EUROPE

OVERVIEW

1990 has been a year of diversification, expansion and special initiatives in the Americas. In the 37 countries comprising the Americas region, 690 micro-enterprises were started or expanded. These results can be attributed to the dedicated efforts of 124 Coordinators representing 66 local and international non-governmental and governmental institutions.

DIVERSIFICATION

Emphasis in 1990 has been on starting and strengthening relationships with indigenous organizations, both governmental and non-governmental. In Peru, where all but one of the Trickle Up Coordinators represent local NGOs, seven new Coordinators were approved in 1990. The Association for Feminine Economic and Labor Development (ASODELFI) has helped to start or expand 61 ventures among low-income women in Costa Rica. In Colombia, Trickle Up continues to work closely with Coordinators from the National Federation of Coffee Growers who, in early 1991, began eight Enterprise Zones of 190 businesses, targeting coffee-growing farmers in rural areas.

Update: Micro-enterprise Partnership

Ecuador's National Institute for the Child and Family (INNFA) began a Micro-enterprise Partnership with Trickle Up under an agreement reached early in 1990. INNFA, an agency devoted to helping the poorest of the poor under the leadership of the First Lady, Sra. Carmen Calisto de Borja, provides the local currency equivalent of \$50 for the first installment of the Trickle Up grant to entrepreneurs. Trickle Up provides the second \$50 installment as well as program support and services. Under this arrangement, INNFA helped start 237 businesses in 1990 and plans to start an additional 760 in 1991, using the Trickle Up process.

EXPANSION

Trickle Up activity was started or reactivated in Uruguay, Venezuela, Mexico, and El Salvador. Early in 1991, Peace Corps Volunteers began introducing the Trickle Up process in Panama. As a result, Trickle Up is now active in all but two countries of the Americas region.

Many new Coordinators have been identified, and support from new organizations has been won as a result of Trickle Up presentations at the Pan American Development Foundation Conference; at seminars sponsored by the Center for Development and Population Activities (CEDPA); at the Latin America Regional Conference of Christian Children's Fund; and at colloquia hosted by the UNDP in Mexico City.

ENTERPRISE ZONES

Guatemala: Sra. Aura Flores de Letona of the National Youth Administration, a governmental agency, has begun an Enterprise Zone in Guatemala City. Since 1989, she has helped start or expand 64 Trickle Up businesses. To date, 90% of them are continuing.

The Enterprise Zone, consisting of 30 businesses, is located in a squatter settlement called El Infiernito (the Little Hell). The houses are made of left-over materials--pieces of wood and metal--with dirt floors that turn into muddy pools of water during the rainy season. The only source of water is from trucks that transport it daily into the community. Fifty-five per cent of the households are headed by women. The literacy rate is only 7%, and the average monthly *per capita* income is \$8.50.

The target beneficiaries of the Zone are the poorest in the community, particularly families with many children and households headed by single mothers. "The most pressing problem of the community," writes Sra. Flores de Letona, "is the precariousness of available education and labor for all members of the community. This causes a series of social problems and jeopardizes chances for survival. The Enterprise Zone can be used as an instrument of support for the betterment of not just the participants in the Trickle Up process but also to improve the lives of the members of the entire community."

El Salvador: The Asociación para la Organización y Educación Empresarial Femenina (OEF of El Salvador) began collaborating with Trickle Up in 1990 through Sra. Emma Dinora Mendez de Sanchez. Through OEF, two Enterprise Zones have been started in the poverty-stricken communities of Chalatenango and San Vicente, which have experienced unrest in recent months.

The Zones consist of 60 businesses--30 in each community. In both communities, sanitary conditions are poor and access to drinking water is limited. About 24% of the households are headed by single mothers, and the female literacy rate is only 30%. Thirty-nine percent of the population is under 16.

The Zone participants are women of meager resources living in marginal areas, who wish to improve their families' lives by creating or expanding income-generating activity. OEF plans to supplement the Trickle Up process with courses in technical assistance and business administration. In these Enterprise Zones, the goal of Trickle Up is not only to produce income but also to empower women. As stated by Sra. Mendez de Sanchez, "The establishment of a micro-enterprise gets women involved in the economic and social life of the community--generating income and bettering their condition of life."

"TRICKLING UP"

Evidence shows that micro-enterprises started through the Trickle Up process are indeed trickling up into the formal economy:

In the Dominican Republic, Peace Corps Volunteer/Trickle Up Coordinator Janet Adams writes that there is "no poverty of spirit" in her community. She and other Volunteers helped start Trickle Up businesses making and selling barrettes fashioned out of brightly covered ribbons or cloth, and raw sisal which is then painted. After many months of selling to local stores, roadside stands and tourist depots, these enterprises have now been commissioned to make their products for export.

Coordinators from Fundacion la Candelaria in Paraguay were so encouraged by the success and expansion of Trickle Up businesses in their community that they started a credit project which offers low rates on loans, classes in business administration, and a savings program.

One of the first Trickle Up micro-enterprises started in Argentina, through Dra. Marta Cabeza of Centro de Estudios de Dinámica Grupal, recently inaugurated a modern and comfortable stall, well equipped to display their decorative plastic bags, dolls and other crafts. The stall is situated strategically in the Mendoza bus station to benefit from the flow of daily commuters. The inauguration was attended by the Minister of Welfare, who promised to support the enterprise through business training courses.



In Costa Rica, a business group clears land for the Community Nursery of Luis de Turrialba under the coordination of Peace Corps Volunteer Karen Goodell.

U.S. UPDATE

Interest in the Trickle Up process has been expressed by community groups in New York City, who see in it a means of reaching the disadvantaged. Working with a church in Harlem and a community organization serving immigrants may provide useful field experience to adapt the Trickle Up model to first-world conditions. The model developed from this pioneering effort may make the benefits of the Trickle Up process more accessible to poor and marginal populations in the urban ghettos and rural areas of developed countries. At the same time, Trickle Up continues to work with New York City's George Washington High School, where seven groups of students started businesses in 1990, with products ranging from tee-shirts to earrings to video production.

EUROPE

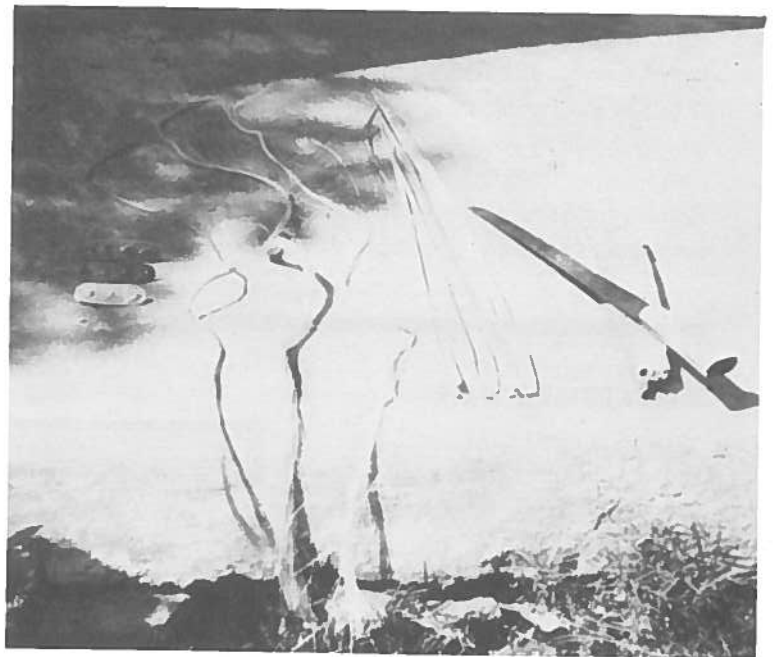
Portugal: Having helped to start 117 businesses in Portugal since 1985, Trickle Up Program Coordinator Catherine Bayer of the Institute of Cultural Affairs recently initiated an Enterprise Zone in the northeastern region. The Zone, located in a mountainous area of subsistence farms in Montemuro, comprises 80 businesses, primarily involving women. The majority of businesses include wool and linen handicrafts. Eventually, two cooperatives, one in linen and another in loom weaving, will be created, enabling the entrepreneurs to sell their goods in local stores and fairs, as well as export them.

Though considered a first-world country, Portugal is the poorest member of the European Economic Community. In the Enterprise Zone, where the average monthly wage is \$50, 40% of the households are headed by women, and the female unemployment rate is 71%. The main sources of income and employment are agriculture and construction, which are primarily part-time. As a result, most of the men seek work outside the country, separating families and contributing further to the decline of the local economy. Women often lose their means of support when their husbands leave the community in search of employment. Entrepreneurship offers one solution. The Trickle Up process will provide these women with opportunities for acquiring a continuing source of income and business skills.



Every Tuesday, at three o'clock, Las Mujeres de El Balcon, in the Dominican Republic, gather together to make barrettes out of woven and sewn sisal, called cabuya. After harvesting the plant from their field, the women go through the lengthy process of drawing out the cabuya. Then they let it dry by hanging it in the sun. Later, they dye it with bright colors.

The women twist the cabuya into cord-like string so it won't unravel and shape it into ovals and other forms. Next, they sew very carefully by hand across the strands of cabuya, using a single strand of the same color.



This cabuya piece is then attached to the metal barrette below with a few stitches, again using a single strand of cabuya. For the past year, this business group has sold barrettes at fairs around the country and is currently exporting them to the U.S. through Micro Industria Domestica, a local non-profit organization.

REGIONAL SUMMARY FOR ASIA

OVERVIEW

In 1990, Trickle Up saw the start-up or expansion of 1,664 businesses in 12 Asian countries. These businesses involved over 9,000 people, nearly 60% of whom were women. While the Philippines continues to have the largest number of Trickle Up businesses in Asia--713 in 1990 alone--significant increases were recorded in Indonesia and Nepal, and 568 businesses were started or expanded in India.

In Asia, 87 new Coordinators, most of whom represent local organizations, started or expanded 530 businesses. In addition, six Enterprise Zones were begun in Asia, involving more than 200 businesses in Nepal, the Philippines and South India. Businesses include basket weaving and embroidery in Andhra Pradesh and Karnataka, India; sheep products in Dhulikhel, Nepal; and petty trade in the Philippine province of Cavite.

A field trip by Karen Miller, then Program Officer for Asia, to Bangladesh and India in March 1990, revealed effective methods of complementing the Trickle Up process with local development philosophies and practices. A trip by the Presidents to China and the Philippines in June 1990 revealed extraordinary improvements in the quality of life of poor minorities in China and generated interest in Trickle Up among the Philippine business community. Highlights of their visit included meetings with Coordinators in Manila hosted by the UNDP Resident Representative and with President Corazon Aquino, whose commitment to poverty alleviation complements Trickle Up goals.

ENTERPRISE ZONES

India: Four Enterprise Zones involving 119 businesses were established under the overall coordination of Mr. G.D. Reddy of Action for Community Service Society and Dr. G.N. Reddi of the Indian Rural Reconstruction Movement (IRRM) in South India. Dr. Reddi of IRRM manages a network of grass-roots organizations in Chittoor District, Andhra Pradesh, and in Kolar District, Karnataka, which coordinate the Trickle Up Enterprise Zones. Most of the poor in these areas are illiterate farmers of the *harijan* (untouchable) castes. They often have traditional skills in basket-weaving, tanning and brick-making, among others, but are exploited by middlemen and money-lenders and find it hard to make a profit or get out of debt. Their comments and plans for the future are featured in the box. Trickle Up makes it possible for these

PLANS FOR THE FUTURE: In Their Own Words

During a field trip in March, 1990, a group of potential Enterprise Zone participants in India had this to say about their plans for the future:

* *"We seven brick-making groups will pool our resources to buy fuelwood, pay wages to our families and market our product."*

* *"I want to save 50% of my profits in a bank, or loan part of it out to family members in emergencies. We like to keep the money in rotation throughout the community so all can benefit."*

* *"We cut stones now and work for the railway and civil contractors. We often have to take advances. With the capital from TUP we will be able to set the prices, not them."*

* *"Our wire basket business is only part-time now. We are also working as agricultural laborers. With the \$50 we will be able to work full-time on the basket business and earn more. Now we can't produce adequate quantity to tap the good markets. When we have adequate capital, we'll be able to find good markets."*

* *"In our tannery business, we can do one or two hides in 6 weeks, but we must borrow money for it. With the extra capital we would be able to buy in bulk, and become independent from the middlemen."*

entrepreneurs to buy their products in bulk, breaking the grip of middlemen. They are also organizing themselves into cooperatives and "people's banks" to help recycle the profits to the community.

In one Enterprise Zone, where the female literacy rate is only 18% and half of the children suffer from third-degree malnutrition, 20 families will be engaging in businesses that rely on traditional skills such as embroidery, mirror work (the art of sewing small round mirrors into embroidered pieces) and rope-making, as well as petty trades. The coordinating agency, Grama Vikas Samastha (GVS), reports that nationalized banks plan to invest \$5,000, or 250% of the Trickle Up investment of \$2000. The goal of GVS is to have all adults reading and writing within the first six month and to reduce by one half the current drop-out rate of 90% in primary schools.

Nepal: An Enterprise Zone is under way in Dhulikhel, some 25 miles outside Kathmandu, involving 31 sheep and wool-producing businesses. The entrepreneurs come from traditionally untouchable communities such as blacksmiths, cobblers and tailors who are subsistence-level farmers, wage-earners and traditional craftsmen. Half of the entrepreneurs in the Zone are women. The Coordinator, a former UN Volunteer Programme Specialist in Swaziland, plans to review progress in the Zone by assessing improvements in health and sanitation, entrepreneurial skills and people's participation.

Philippines: The Enterprise Zone started by the Ayala Foundation in Silang, Cavite province, is targeting relocated squatters, predominantly women, but also unemployed men and out-of-school youth. The Foundation will introduce income-generating alternatives to 50 groups of beneficiaries per year over a three-year period, through training in vocational skills, record keeping and basic business management.



This group of ten women in Barangay Balaring, Ivisan, in the Philippine province of Capiz, are weaving "buri" into mats, bags and hats. Their enterprise was coordinated by United Nations Volunteer Syakur Masse.

RISING STANDARDS OF LIVING

More than 250 businesses have been started in China's Yunnan province since the spring of 1988. Fifty of these businesses, started in 1990, involve growing and selling vegetables under the coordination of the local Vegetable Technical Service Station in Yunnan's Yan Jiang county. Some of the entrepreneurs have tripled or quadrupled their income, and improvements in their standard of living were clearly apparent to the Presidents during their field visit last June. They found that the Chinese entrepreneurs are now able to afford such items as bicycles. They are also able to buy cows and raise goats, sheep and chickens which provide additional sources of income.

The business groups are doing so well that the coordinating agency, the China International Centre for Economic and Technical Exchange (CICETE), is planning to extend the Trickle Up model to another province in the northeast. As Mr. Nie Hualiang, Deputy Director of CICETE, states: "The Trickle up Program has been a successful way to enable low-income households to increase their production and raise incomes with sustaining economic growth, social progress and environmental benefits."

OTHER DEVELOPMENTS

Teaming up with corporations: In response to the July 1990 earthquake in the Philippines, Trickle Up awarded \$50 grants to entrepreneurs severely affected by the disaster. Caltex Philippines issued checks in Philippine pesos equivalent to the first \$50 of the Trickle Up grant to 120 groups of earthquake victims. Trickle Up is matching the Caltex checks by providing the second \$50 installment of these grants.

Such teamwork is innovative in two ways: it shows how Trickle Up can support disaster rehabilitation by offering victims more than relief--a means of restoring their livelihood and self-sufficiency. Secondly, Trickle Up's partnership with Caltex provides a model for corporate support to extend the benefits of Trickle Up entrepreneurship to new communities and new groups of beneficiaries. In addition to the Caltex initiative, McCann Erickson's Manila office and Coca-Cola Philippines made contributions to fund Trickle Up businesses in the Philippines in 1990.

New countries: Trickle Up businesses were started for the first time in Viet Nam and in Laos. Four micro-enterprises were started through a UNICEF field worker near Ho Chi Minh City, Viet Nam, and four more are planned. All the group leaders and two-thirds of the entrepreneurs are women. In Laos, the United Nations Development Programme has helped extremely poor women start five businesses among including tile-making, garment production, chicken raising and fruit and vegetable cultivation.

In 1990, 25 new Coordinators from the United Nations Volunteers Programme started or expanded 176 businesses in Indonesia, Malaysia, Thailand and the Philippines. Several have requested approval to start Trickle Up businesses in their own countries upon their return home--telling evidence of the value which development practitioners themselves place on the benefits of the Trickle Up process.

COUNTRY HIGHLIGHT: BANGLADESH

The end of 1990 saw a popular uprising against the President, Gen. H.M. Ershad, and the establishment of a democracy, after 16 years, with free elections. Even more surprising were the candidates--two women who were widows of former rulers. The *Christian Science Monitor* recently quoted economist Hernando de Soto as follows: "Democracy is neither the absence of dictatorship nor the mere presence of elections. Rather, it is a process of political empowerment of the poor majority." The Trickle Up model of development can contribute to this process.

Nearly 100 Trickle Up businesses involving 534 entrepreneurs were started in 1990, supporting the movement toward local participation and empowerment. Half of the Trickle Up entrepreneurs in Muslim Bangladesh are women. The case of Alea Begum, a woman living in the slums of Dhaka, portrays both the desperation of poverty and the dignity created when the opportunity for self-employment is given.

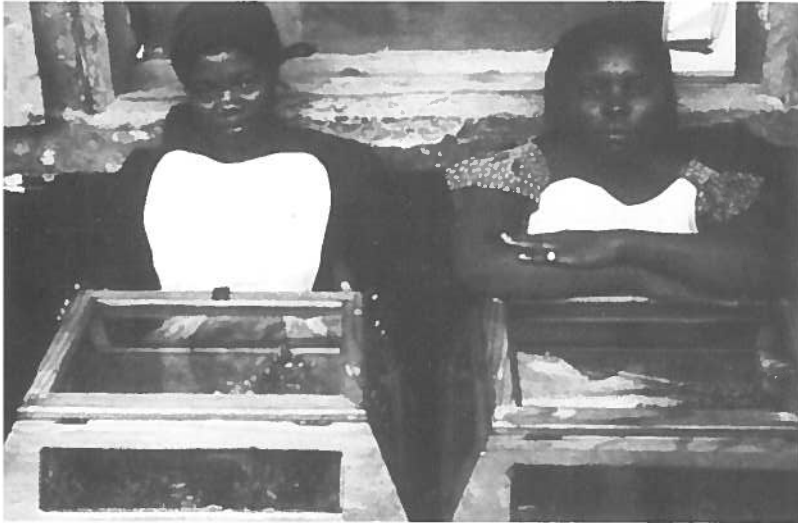
ALEA BEGUM: A brief life history

For more than a year, Alea Begum has been managing a rice-selling business, started with a \$50 Trickle Up grant, in the slums of Dhaka, along with four other women. Alea, in her early 20s, has three brothers and three sisters. Until a few years ago, they all lived together in the village of Fultala. The circumstances that brought her to Dhaka are typical of women in the slums and reflect some of the factors affecting rural-urban migration in Bangladesh.

When Alea's father died in the War of Liberation in 1971, his 33 decimals (1/3 acre) of land were left to Alea's three brothers and one of her sisters. Two years later, they were forced to sell this small but essential plot for \$120 in order to survive. Now her mother, one sister and two brothers live with Alea in the city slum.

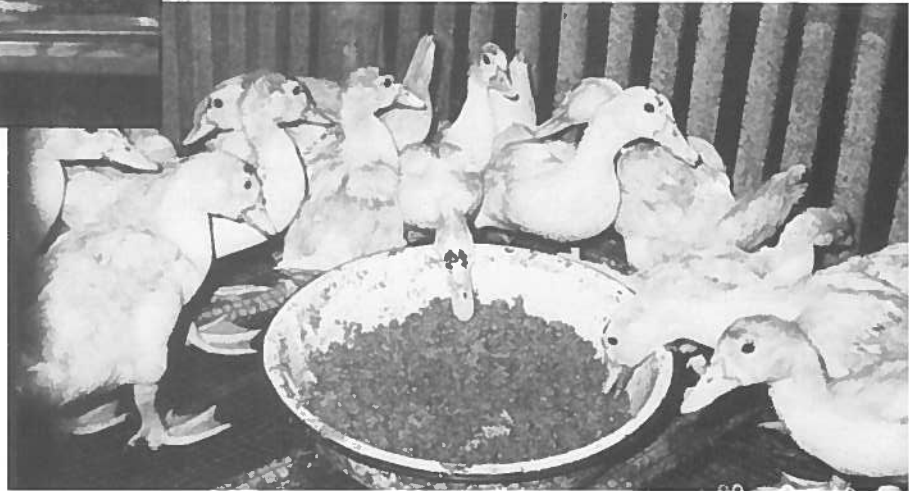
Alea went to school until second or third grade and can write her name. She was married to a commerce graduate at age 16. Although her husband is educated, he is unable to find a job in his field and works as a house painter. For the past month he has been unemployed, recovering from a rickshaw accident. When he does work, he can earn a net profit of \$1.15 a day, 15 to 20 days a month. Alea's income is key to their survival.

With her Trickle Up grant, Alea was able to buy 100 kg of rice in bulk with four other women. She works out of her "house"--a 6' x 6' thatched room in a row of such lodgings where there is one latrine for 50 rooms, and up to 8 people per room. Alea can earn a profit of 60 cents a day, which she spends on domestic needs and on rent, a full \$6.60 a month. She makes sure, however, that she saves \$1.50 a month in the bank to eventually expand her business. While she is by no means rich, she is proud of her business and grateful that she need no longer work as a servant. As she puts it, "Why should I have to clean other people's floors when I must come home and clean my own? Now I am in business for myself and do not have to work for others."



These two women entrepreneurs in Haiti, with the wooden display cases they made for baked goods, started their Trickle Up business with the help of a coordinating agency, the Haiti Development Foundation.

Duck raising is popular among Trickle Up entrepreneurs. These ducks are among the 74 raised by group leader Jacinto de Jesus of Malalos, Bulacan, from the original five ducks which he bought with the first \$50 of the Trickle Up grant in 1989, with the help of the Philippine Agency for Community and Family.



In Nepal, Trickle Up Coordinator Hari B.K. Shrestha of the Rural Community Development Society has helped a group of five women entrepreneurs in Dhulikhel begin a woolen garment business. This hand-woven sweater is typical of their work.

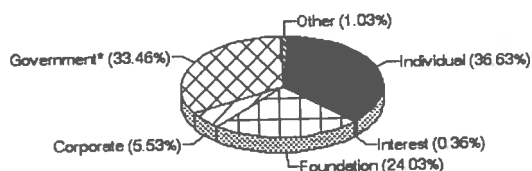
These youths have a cart-pulling service in Maumere, Indonesia. Previously unemployed, they come from families who live at subsistence level. Most of their business income is spent on basic family needs such as food, and they are beginning to save small amounts of money to ensure future stability. Their Coordinator is Ignas Da Cunha of Yayasan Karya Sosial.



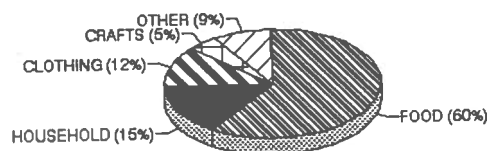
TRICKLE UP PROGRAM RESULTS

INCOME SOURCES

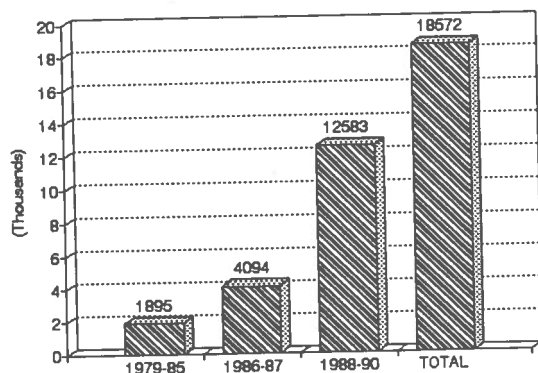
* GOVT OF THE NETHERLANDS



PRODUCTS



BUSINESSES STARTED



THE TEN MOST FREQUENTLY PRODUCED PRODUCTS

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

BENEFITS REPORTED**

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

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

PARTICIPATION OF WOMEN

COORDINATORS	45%
ENTREPRENEURS	63%
GROUP LEADERS***	64%
BENEFICIARIES****	58%

***Each business group elects its own leader

****Entrepreneurs and their dependents

DONOR RECOGNITION FOUNDATIONS

Abrons Foundation
Benenson Fund
Berger Foundation
Bishop Trust
Brace Foundation
Burgdorff Foundation
Centennial Foundation
Chanslor Family Trust
Cogan Foundation
Cottonwood Foundation
Donner Foundation
Dougherty Foundation
Dubow Foundation
Dusenbery Charitable Trust
Edgebrook Foundation
Elowsky Foundation
F&JS Fund
Foundation for Jewish Philanthropies
Freefam Foundation
Friedman Foundation
Ford Development Foundation
Ganlee Foundation
Gising Foundation
Golden Rule Foundation
Goldsmith Foundation
Groppe Fund

Hirsch Foundation
Hirschfeld Foundation
Jacobs Family Foundation
Joselow Foundation
Kautz Family Foundation
Kemp & Passano Family Foundation
Kessel Foundation
Kobacker Foundation
Krasnow Foundation
Kunstadter Foundation
Lamport Foundation
Levitt Foundation
Lion and Hare Fund
Liss Foundation
MacArthur Foundation
Maidstone Foundation
Menemasha Fund
Menschel Foundation
Namaste Foundation
Near and Far Association
Newman Assistance Fund
Nevas Family Foundation
Paolercio Philanthropic Fund
Pincus Charitable Trust
Pincrest Fund
Press Foundation

Public Welfare Foundation
Henry Hart Rice Foundation
Robbins Trust
Rosengarten Garfield Philanthropic Trust
Scherman Foundation
Schiffman Foundation
Schwartz Fund for Education
Sewall Foundation
Shoemaker Fund
Silberstein Foundation
Stanley Foundation
Stern Family Fund
Streetkids Foundation
Szekely Foundation for American
Volunteers
Taylor Trust
Thanksgiving Foundation
Tides Foundation
Vanderbilt Trust
Walter & Lorenz Foundation
Weeden Foundation
Wien Foundation
Working Assets Funding Service
World Fund

CORPORATIONS

American Express
Amsterdam News
Bernstein Bogash & Sirkin
Caltex Petroleum
Campari USA
Career Blazers
Chase Manhattan Bank, NA
Chemical Bank
Cheviot Building & Loan
Citibank

Coca-Cola Philippines
Eve Jewellry
Hunterdon Custom Air
IBM
I&L Associates
KBS Brokerage
MacLab Enterprises
Martin Associates
Maya Corporation

McCann-Erickson Philippines
Merrill Lynch
Minos Dental Laboratory
Morgan Guaranty Trust Co.
Paydon & Rygel
Penkor Development Co.
P.R. Hughes & Co.
Princeton Construction Corp.
Veronis Suhler & Associates
Wilkinson & Co.
Xerox Foundation

ORGANIZATIONS

Aid to Artisans
Beach Side Festival
Camps Farthest Out International
CARE/Australia
Chicago Bears
Clyde Theatre
Combined Federal Campaign
East Side EHU
Episcopal Church Center
Episcopal Church of the Epiphany
First Christian Church
Friends of Kenya
Friends of Lesotho
Friends from Oxford University
GFWC Monday Study Club #798

Highland Presbyterian Church
Hunter Action Against Hunger
Koinonia Bic Church
International School of Sacred Heart
Natural Resource Defense Council
New Garden Friends
New Hampshire College
Our Lady of Fatima Church
Petoskey Rotary Club
Pitman Junior Women's Club
Returned Peace Corps Volunteers of Chicago
Returned Peace Corps Volunteers of New Jersey
Returned Peace Corps Volunteers of Wisconsin
Riverdale Kiwanis

Russell Sage College
School for Children with Special Needs
South United Methodist Church
St. Joseph's Church
St. Peter's Church
Sudbury United Methodist Church
United Methodist Church
United Presbyterian Church
Vision Service Plan
Women's Assn. of Fifth Avenue Presbyterian Church
Women's Fellowship of First Congregational Church
WomenAid - UK
Women Together

GOVERNMENT & INTERGOVERNMENTAL

Government of the Netherlands
United Nations Development Programme
UNDP Africa Bureau

United Nations Department of Technical
Cooperation for Development

Trickle Up also wishes to express its thanks to the 1,000 individuals who contributed during 1990.

TRICKLE UP PROGRAM FINANCIAL REPORT FOR 1990

STATEMENT OF INCOME, EXPENDITURES AND FUND BALANCES

	Year ending 31 December 1990	Cumulative ¹ 1979 - 1990	
	<u>Total</u> <u>% of Exp.</u>	<u>Total</u> <u>% of Exp.</u>	
<u>Income:</u>	\$826,601 ²	\$3,147,478	
 <u>Expenditures:</u>			
Program Grants and Services	584,817 89%	2,633,451 90%	
Supporting Services			
Management & General	39,768 6%	176,877 6%	
Fund-raising	<u>33,435</u> <u>5%</u>	<u>123,077</u> <u>4%</u>	
Total Supporting Services	73,203 11%	299,954 10%	
 Total Expenditures	 658,020 100%	 2,933,405 100%	
 Excess (deficiency) of income over expenditures	 168,581	 214,073	
Fund Balance - beginning of year	<u>45,492</u>	<u>-0-</u>	
Fund Balance - end of year	\$ 214,073	\$ 214,073	

¹ All figures are taken from Certified Audit Reports.

² Includes a major contribution received on December 31, 1990.

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

LIST OF ORGANIZATIONS WORKING WITH TRICKLE UP

This report lists by country those organizations that act as Volunteer Coordinators, utilizing the TUP process in their development work. All organizations of the period 1979 through 1990 appear on this list. It lists the name of the organization, the number of Coordinators implementing the TUP process within organization, and the number of businesses started up to December 31, 1990. A "GNI" code indicates whether the organization is governmental, non-governmental or inter-governmental. An "INL" code indicates whether the organization operates on an international, national or local basis. A "V" indicates if the organization is primarily staffed by volunteers.

GNI CODE: G = GOVERNMENTAL ORGANIZATION
N = NONGOVERNMENTAL ORGANIZATION
I = INTERGOVERNMENTAL

INL CODE: I = INTERNATIONAL
N = NATIONAL
L = LOCAL

V = VOLUNTEER ORGANIZATION

REGION	COUNTRY	ORGANIZATION NAME	CODES			COORD	NO. OF BUSINESSES STARTED		
			GNI	INL	V		1979-1989**	1990	TOTALS
WORLD TOTALS						2,301	15,875	2,697	18,572
AFRICA TOTALS						531	5,537	703	6,240
BENIN						89	351	35	386
		CLUB UNESCO	N	I	/	1	3		3
		PEACE CORPS	G	I	/V	16	221	1	222
		UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	72	127	34	161
BOTSWANA						1	1		1
		PEACE CORPS	G	I	/V	1	1		1
BURKINA FASO						5	23	15	38
		FOSTER PARENTS PLAN INC.	N	I	/	1	5		5
		GARU AGRICULTURAL STATION	N	L	/	1	5		5
		SAVE THE CHILDREN FEDERATION	N	I	/	3	13	15	28
BURUNDI						5	4		4
		PEACE CORPS	G	I	/V	4	2		2
		UNITED NATIONS HIGH COMMISSIONER FOR REFUGEES	I	I	/	1	2		2
CAMEROON						12	159	16	175
		PEACE CORPS	G	I	/V	5	5		5
		RURAL DEVELOPMENT CONSULTANTS & ADVISORY SERVICES	N	L	/	2	138	9	147
		SOROPTIMIST INTERNATIONAL	N	I	/	1	3	7	10
		THE APOSTOLIC CHURCH	N	L	/	1	3		3
		UNIVERSITY CENTRE FOR HEALTH SCIENCES	N	L	/	1	4		4
		INDEPENDENT - MOTO POH ABEL	N	L	/	2	6		6
CENTRAL AFRICA REPUBLIC						3	2	5	7
		PEACE CORPS	G	I	/V	3	2	5	7
CHAD						1	15		15
		BLACK ROSES OF SARH	N	L	/	1	15		15
EQUATORIAL GUINEA						1	1		1
		UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	1	1		1
ETHIOPIA						2	6		6
		RUAI CHRISTIAN CENTER	N	L	/	1	1		1
		INDEPENDENT - NEL ALLNP	N	L	/	1	5		5

**NOTE: Figures have been adjusted since last report to reflect new information.

GNI CODE: G = GOVERNMENTAL ORGANIZATION
N = NONGOVERNMENTAL ORGANIZATION
I = INTERGOVERNMENTAL

INL CODE: I = INTERNATIONAL
N = NATIONAL
L = LOCAL

V = VOLUNTEER ORGANIZATION

GION	COUNTRY	ORGANIZATION NAME	CODES			COORD	NO. OF BUSINESSES STARTED			
			GNI	INL	V		1979-1989**	1990	TOTALS	
	GAMBIA					4	8	8		
		PEACE CORPS	G	I	/ V	2	1		1	
		UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	2	2		2	
		WOMEN'S BUREAU	G	L	/	2	5		5	
	GHANA					41	327	44	371	
		ANGLICAN CHURCH OF GHANA	N	L	/	1	6		6	
		APPLE	N	L	/	1	3		3	
		BRITISH VOLUNTEER AGENCY	G	I	/ V	1	3		3	
		CHRISTIAN BUILDERS ASSOCIATION	N	L	/	3	146	3	149	
		DEVELOPMENT VOLUNTEERS ASSOCIATION	N	L	/	1	7		7	
		E.P. CHURCH AGRICULTURAL PROJECT	N	L	/	1	1		1	
		EBENEZER SECONDARY SCHOOL	G	L	/	1	6		6	
		EVANGELICAL PRESBYTERIAN CHURCH	N	L	/	2	14		14	
		FAMILY HEALTH IN GHANA	N	L	/	1	5		5	
		FOOD AND AGRICULTURAL ORGANIZATION	I	I	/	1	8	2	10	
		GARU AGRICULTURAL REHABILITATION CENTER FOR THE BLI	N	L	/	2	24	0	24	
		GARU HEALTH POST	G	L	/	2	10	3	13	
		GHANA BAPTIST CONVENTION	N	L	/	1	5		5	
		GHANA EDUCATION SERVICE	G	L	/	3	8	5	13	
		GINCO-YAAYE	N	L	/	1	2		2	
		JAGZANBEN ENTERPRISES	N	L	/	1	1		1	
		KPONG IRRIGATION COLLEGE	N	L	/	1	2	2	4	
		LANGRENSI PRESBYTERIAN AGRICULTURAL STATION	N	L	/	2	15	1	16	
		LOVE ALL FARMS	N	L	/	1	3	6	9	
		LOVE-LINKS PROJECT	N	L	/	1		3	3	
		MISSION HOUSE	N	L	/	1	7		7	
		NATIONAL WOMEN'S TRAINING GROUP	G	L	/	1	1		1	
		NUTRITION DIVISION	G	L	/	1	5		5	
		PRESBYTERIAN CHURCH OF GHANA	N	L	/	1	5		5	
		SANDEMA AGRICULTURAL STATION	N	L	/	1	8		8	
		SEKOMABIA RURAL RENAISSANCE ORGANIZATION	N	L	/	1	10	3	13	
		SMALL BUSINESS DEVT. CONSULTS.	N	L	/	1		2	2	
		SMALL SCALE AGRICULTURAL EXTENSION SUPPORT UNIT	N	L	/	1	8		8	
		ST. PAUL'S ANGLICAN CHURCH	N	L	/	1	7		7	
		TECHNOLOGY CONSULTANCY CENTER	N	L	/	1	1		1	
		TRAX PROGRAM SUPPORT	N	I	/	1		5	5	
		WA AGRICULTURAL PROGRAMME	N	L	/	1	1		1	
		INDEPENDENT - SAMUEL NANA SARPONG	N	L	/	1	5	9	14	
	IVORY COAST					1	1	1	2	
		MUTUELLE POUR LE DEVELOPEMENT D'AHOUNAN	N	L	/	1	1	1	2	
	KENYA					78	149	2,880	194	3,074
		ABC KIVI	N	L	/	1	10		10	
		AHMED SCREEN WRITER ORGANIZATION	N	L	/	1	6		6	
		ANYIKO Y.M.C.A.	N	I	/	3	75	5	80	
		BUKHAYO WEST JOINT WOMEN GROUP	N	L	/	1	50		50	
		CATHOLIC DIOCESE OF ELDORET	N	L	/	1	6		6	
		CENTRE FOR ACTION RESEARCH	N	N	/ V	2	65		65	
		CHILD WELFARE SOCIETY OF KENYA	N	L	/	2	2		2	
		CHURCH OF THE PROVIDENCE OF KENYA	N	L	/	1	20		20	
		CHURCH WORLD SERVICE	N	I	/	2	2		2	
		COMMITTEE FOR NATIONAL DEVELOPMENT	N	L	/	1	76	3	79	
		COMPASSIONATE DEVELOPMENT PROJECT	N	L	/	1	17		17	

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			GNI	INL	V		1979-1989**	1990	TOTALS
KENYA (CONT.)		COUNCIL FOR HUMAN ECOLOGY OF KENYA	N	L	/	1	7	7	14
		DAIMA WOMEN GROUP	N	L	/	1	21		21
		DEPARTMENT OF SOCIAL SERVICES	G	L	/	2	22	2	24
		DEPT. OF FISHERIES	N	L	/	1	38	4	42
		DIOCESE OF MASENO SOUTH	N	L	/	1	5		5
		DIOCESE OF MT. KENYA (ANGLICAN)	N	L	/	1		3	3
		EAST AFRICAN SCHOOL OF THEOLOGY	N	L	/	1	60		60
		EAST BOSAMARO WOMEN'S GROUP	N	L	/	1	14	4	18
		ESTABALA VILLAGE DEVELOPMENT COMMITTEE	N	L	/	1	14	4	18
		GILGIL HEALTH CENTRE	N	L	/	1	5	3	8
		GLOBAL ROUTES	N	I	/	16		32	32
		GRAIL-CATHOLIC WOMEN ORG.	N	L	/	1	3		3
		ICEMBE NA KIONDO WOMEN'S GROUP	N	L	/	1	21		21
		INTERNATIONAL FELLOWSHIP OF THE CLERGY	N	L	/ V	1		22	22
		KAMUKUNJI DISABLES GROUP	N	L	/	1	32		32
		KENYA INSTITUTE FOR CULTURAL AFFAIRS	N	N	/	3	3		3
		KENYA NATIONAL FARMERS' UNION	G	L	/	1	8	5	13
		KENYA UNITED INDEPENDENT CHURCHES	N	L	/	1	19	11	30
		KENYA WATER FOR HEALTH ORGANIZATION	N	L	/	1	10		10
		KENYAN ASSEMBLY OF GOD CHURCHES	N	L	/	4	261	10	271
		KIOGWA CHRISTIAN CENTRE	N	L	/	1	10	10	20
		LUANDA TRADING CENTRE	N	L	/	1	9	3	12
		LUTHERAN WORLD RELIEF	N	I	/	2	11		11
		MAJI SATI WOMEN'S GROUP	N	L	/	1	57		57
		MALIKI CHURCH	N	L	/	1	17		17
		MANYAKA SECONDARY SCHOOL	G	L	/	1	1		1
		MARANTHA MISSION OF KENYA	N	L	/	1	3		3
		MARIAKANI COMMERCIAL COLLEGE	N	L	/	1	1		1
		MARIANIST COMMUNITY	N	L	/	1	1		1
		MATOYO'S MARKET	N	L	/	1		2	2
		MBAGA CATHOLIC CHURCH	N	L	/	1	26		26
		MLANGO KUBWA CHRISTIAN CENTRE	N	L	/	1	230		230
		MUNGAI - RUAI CHRISTIAN CHURCH	N	L	/	1	87	3	90
		NAIROBI CITY COUNCIL	G	L	/	1	3		3
		NAIVASHA CHRISTIAN CENTER	N	L	/	1	58		58
		NATIONAL COUNCIL OF CHURCHES	N	L	/	7	195		195
		NATIONAL COUNCIL OF WOMEN	N	L	/	1	7		7
		NEW JERICHO HARAMBEE PROGRESSIVE WOMEN'S GROUP	N	L	/	1	64		64
		NJIRU CHRISTIAN CENTRE	N	L	/	1	31	5	36
		NYABONDO CATHOLIC CHURCH	N	L	/	1	2		2
		ONE WORLD YOUTH DEVELOPMENT GROUP	N	L	/	1		2	2
		OWUORDACHA WOMEN GROUP	N	L	/	1	5		5
		PARTNERS FOR PRODUCTIVITY	N	I	/	1	9		9
		PEACE CORPS	G	I	/ V	35	91	11	102
		PROVINCIAL BOARD OF CHRISTIAN COMMUNITY SERVICES	N	L	/	1	1		1
		QUM WOM SECONDARY SCHOOL	N	L	/	1	39	10	49
		RUAI CHRISTIAN CENTER	N	L	/	1	639	3	642
		RUAI CHRISTIAN CHURCH	N	L	/	1	140		140
		SCHOOL FOR INTERNATIONAL TRAINING	N	I	/	2	2		2
		SURVEY OF KENYA REPORT	N	L	/	1	4		4
		TEACHERS SERVICE COMMISSION	G	L	/	1	10		10
		THE CHURCH OF AFRICA	N	L	/	1	1		1
		TOTOTO HOME INDUSTRIES	N	L	/	1	7		7

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KENYA (CONT.)		UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	2	25		25	
		UNITED STATES AGENCY FOR INTERNATIONAL DEVELOPMENT	G	I	/	1	5		5	
		URIRI HEALTH COMMITTEE	N	L	/	1	1	1	2	
		VOLUNTEER SERVICE OVERSEAS	I	I	/V	3	2	3	5	
		WAGOK NYAENDA DEVEL GROUP	N	L	/	1	21		21	
		WANGIGE SCHOOL	N	L	/	1	92	12	104	
		WORLD TEACHER'S ORGANIZATION	N	I	/	1	2		2	
		WORLD VISION INTERNATIONAL	N	I	/	1	4		4	
		YOUNG WOMEN'S CHRISTIAN ASSOCIATION	N	L	/	1	7		7	
		INDEPENDENT - MARGARET NALIKA	N	L		1	27	11	38	
		CHARLES MBUTHIA	N	L	/	1	4		4	
		FRANCIS TABARUKA	N	L	/	1	33		33	
		ROSIE WAHITO	N	L	/	1	14		14	
	NELLIE GITAO	N	L	/	1	10	3	13		
LESOTHO						13	15	157	2	159
		ACADEMY FOR EDUCATIONAL DEVELOPMENT	N	L	/	1	3		3	
		BOITEKO WOMEN'S ASSOC.	N	L	/	1	49		49	
		HOMEMAKERS ASSOCIATION	N	L	/	1	7		7	
		LESOTHO NATIONAL COUNCIL OF WOMEN	N	L	/	1	2		2	
		LESOTHO ST. JOHN'S CHURCH	N	L	/	1	13	2	15	
		MINISTRY OF AGRICULTURE	G	L	/	1	6		6	
		PEACE CORPS	G	N	/V	2	3		3	
		PLANNED PARENTHOOD	N	I	/	1	1		1	
		THABA THEKA IEMS CENTER	I	L	/	1	3		3	
		THABANA-LI-MELE PROJECT	N	L	/	1	1		1	
		THABENY TYPING SCHOOL OF ACCOUNTANCY	N	L	/	1	23		23	
		TRANSFORMATION RESOURCE CENTRE	N	L	/	2	6		6	
		INDEPENDENT - MADELINE WILKINS	N	L	/	1	40		40	
MADAGASCAR						4	22	19	41	
		ECUMENICAL COMMISSION FOR WOMEN	N	N	/	1		10	10	
		EGLISE PROTESTANTE MALGACHE	N	N	/	1		8	8	
		MALAGASY EPISCOPAL CHURCH	N	L	/	1	17	1	18	
		MALAGASY LUTHERAN CHURCH	N	L	/	1	5		5	
MALAWI						5	26	37	70	107
		CORNELL UNIVERSITY FOOD AND NUTRITION PRORGRAM	N	L	/	1		5	5	
		INTERNATIONAL RESCUE COMMITTEE	N	I	/	1	1		1	
		MINISTRY OF HEALTH	G	L	/	1	2		2	
		NATIONAL PARKS AND WILDLIFE DEPARTMENT	G	N	/	1		3	3	
		PEACE CORPS	G	I	/V	22	34	62	96	
MALI						2	29		29	
		MALIAN ASSOCIATION OF RESEARCH, ACTION, AND DEV.	N	L	/	1	23		23	
		SAVE THE CHILDREN FEDERATION	N	I	/	1	6		6	
MOZAMBIQUE						1	1	3	3	
		CENTRO DE TREINAMENTO DOS MOTIVADORES	N	L	/	1	3		3	
NAMIBIA						1	1	3	3	
		ASHIKARA DEPARTMENTAL STORE	N	L	/	1		3	3	

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			GNI	INL	V		1979-1989**	1990	TOTALS
NIGERIA			20			22	193	37	230
		AFRICAN-AMERICAN INSTITUTE	N	I	/	1	11		11
		CENTER FOR APPLIED RELIGION AND EDUCATION	N	L	/	2	16	4	20
		CHRIST POWER APOSTOLIC CHURCH	N	L	/	1	3	7	10
		CHRISTIAN HELP ASSOCIATION	N	L	/	1	4	3	7
		CHRISTIAN SUPPORT COUNCIL	N	L	/	1	3		3
		CHURCH OF CHRIST IN NIGERIA	N	L	/	1	4		4
		CHURCH OF CHRIST OF CENTRAL NIGERIA	N	L	/	1	7		7
		COMMUNITY DEVELOPMENT ASSOCIATION	N	L	/	2	2		2
		DEPARTMENT OF ELECTRICAL ENGINEERING	N	L	/	1	1		1
		DIOCESE OF OWERRI	N	L	/	1	17	2	19
		GRASSROOTS LTD.	N	L	/	1		3	3
		INSTITUTE OF FOUNDATION STUDIES, UNIVERSITY	N	L	/	1	20		20
		LADNER FOUNDATION	N	L	/	1	3	2	5
		LAST HOPE INTERNATIONAL	N	L	/	1	5		5
		NIGERIAN ASSN OF SPECIAL ED. TEACHERS	N	L	/	1	10	5	15
		NIGERIAN SOCIETY FOR THE IMPROVEMENT OF RURAL PEOP	N	L	/	1	7	5	12
		OWERRI DIOCESAN	N	L	/	1	6		6
		UNITED SELF HELP ORGANIZATIONS	N	L	/	1	51	5	56
		UNIVERSITY OF NIGERIA - ENUGU	N	L	/	1	2	1	3
		INDEPENDENT - OFFIA NWALI	N	L	/	1	21		21
RWANDA			1			1	8		8
		CARE	N	I	/	1	8		8
SENEGAL			4			10	62	3	65
		FOUGEROLLE OFFICE	N	L	/	1	5		5
		PEACE CORPS	G	I	/V	6	53	3	56
		UNITED NATIONS DEVELOPMENT FUND FOR WOMEN	I	I	/	1	1		1
		UNITED NATIONS DEVELOPMENT PROGRAM	I	I	/	2	3		3
SIERRA LEONE			28			33	554	90	644
		AFRICAN METHODIST EPISCOPAL CHURCH	N	L	/	1	4		4
		ANGLICAN DIOCESE	N	L	/	1	10		10
		ATEGBE INTEGRATED AGRICULTURAL ENTERPRISES	N	L	/	1	3		3
		BRYDO SOAP MAKING PROCESS	N	L	/	1	45		45
		BUNGOYA RURAL WOMEN DEVELOPMENT PROJECT	N	L	/	1	3	3	6
		COMMUNITY AWARENESS PROJECT	N	L	/	1	38		38
		FOSTER PARENTS PLAN INTERNATIONAL	N	I	/	1	14		14
		JANGEE ALL-AGE COMMUNITY EDUCATION AND CULTURAL R	N	L	/	2	163	17	180
		MABANTA AGRICULTURAL PROJECT	N	L	/	1	5	3	8
		MADINA SECONDARY SCHOOL	G	L	/	1	9	3	12
		MALEN PRODUCERS AND MARKETING COOPERATIVE ASSOC.	N	L	/	1		8	8
		MARENKA SECTION FARMERS' ASSOCIATION	N	L	/	1	10		10
		MASANGA COMMUNITY YOUTH BRIGADES	N	L	/	1	31		31
		MINISTER CHURCH OF NEW ZION	N	L	/	1		16	16
		MINISTRY OF NATIONAL DEV. & ECONOMIC PLANNING	G	L	/	1	20	15	35
		MINISTRY OF RURAL DEVELOPMENT	G	L	/	1	3		3
		NATIONAL INDUSTRIAL DEVELOPMENT AND FINANCE ORG.	N	L	/	1		5	5
		PEACE CORPS	G	I	/V	4	3		3
		PEOPLE'S DEVELOPMENT ORGANIZATION	N	L	/	1	2	3	5
		ROGBIN PROGRESSIVE FARMING ASSOCIATION	N	L	/	1	3		3
		RURAL COUNSELLORS FOR CHRISTIAN CHURCHES IN AFR.	N	L	/	1	3		3
		SIERRA LEONE COMMUNITY DEVELOPMENT	N	L	/	1		6	6

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SIERRA LEONE (CONT.)		SIERRA LEONE OPPORTUNITIES INDUSTRIALIZATION CENTRE	N	L	/	1	1	5	6
		TONGEA RURAL DEVELOPMENT PROGRAMME	N	L	/	1	34		34
		UNITED CHRISTIAN COUNCIL	N	L	/	1	35		35
		UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	2	82	2	84
		UNITED NATIONS VOLUNTEERS	I	I	/V	1	19	3	22
		YEA ORGANIZATION FOR RURAL DEVELOPMENT	N	L	/	1	14	1	15
						4	41		41
SOMALIA						2			
		PARTNERS FOR PRODUCTIVITY	N	I	/	1	2		2
		SAVE THE CHILDREN FEDERATION	N	I	/	3	39		39
						6	58	5	63
SUDAN						5			
		AMUPE PROJECT	N	L	/	2	31	5	36
		LOBUT LO NGA YOUTH GROUP	N	L	/	1	3		3
		SUDAN COUNCIL OF CHURCHES	N	L	/	1	1		1
		SAVE THE CHILDREN FEDERATION	N	I	/	1	20		20
		UNICEF	I	I	/	1	3		3
						8	26	1	27
SWAZILAND						4			
		PEACE CORPS	G	I	/V	3	8		8
		RURAL EDUCATION CENTER	N	L	/	2	2		2
		UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	2	3	1	4
		UNITED NATIONS VOLUNTEERS	I	I	/V	1	13		13
						14	124	29	153
TANZANIA						12			
		ALL AFRICA EVANGELISM CENTER	N	L	/	1	6		6
		ASSEMBLIES OF GOD	N	I	/	1	42		42
		CATHOLIC MISSION	N	L	/	1	26	6	32
		CATHOLIC WOMEN'S ORGANIZATION	N	L	/V	1		11	11
		COMMUNITY BASED HEALTH CARE PROGRAM	N	L	/	1	3	1	4
		DIOCESE OF CENTRAL TANGANYIKA	N	L	/	1	2	6	8
		FAITH CHRISTIAN FELLOWSHIP	N	L	/	1		3	3
		FORUM FOR AFRICAN VOLUNTARY DEVELOPMENT ORG.	N	I	/	1	3	2	5
		TANZANIA ENVIRONMENTAL SOCIETY	N	L	/	3	12		12
		UNDP DOMESTIC DEVELOPMENT SERVICE	I	I	/	1	12		12
		UNITED NATIONS VOLUNTEERS	I	I	/V	1	12		12
		YOUTH DEVELOPMENT TASKFORCE	N	L	/	1	6		6
						12	17	4	21
TOGO						5			
		AGRI-CLUB NATIONAL-TOGO	N	L	/	1	2		2
		AIDE AUX ARTISANS DU TIERS MONDE	N	L	/	1		3	3
		APPLE	N	L	/	1	3		3
		CARE	N	I	/	1	1		1
		PEACE CORPS	G	L	/V	8	11	1	12
						12	17	4	21
UGANDA						26			
		4-H CLUBS OF UGANDA	N	L	/	1	16	5	21
		BULONDO PRIMARY SCHOOL	N	L	/	1	2		2
		BUSO FOUNDATION	N	L	/	1	3	3	6
		CHRISTIAN FELLOWSHIP YOUTH ASSOCIATION	N	L	/	1	2		2
		GOSPEL MISSION TO UGANDA	N	L	/	1	1		1
		HANDS IN SERVICE	N	L	/	1	5	23	28
		MAPEERA COOPERATIVE SAVINGS AND CREDIT SOCIETY LTD.	N	L	/	2	21	20	41
		MASAKA FULL GOSPEL CHURCH	N	L	/	2	4		4
		MBARARA DISTRICT ADMINISTRATION	G	L	/	1		8	8

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UGANDA (CONT.)		MINISTRY OF AGRICULTURE	G	L	/	1	1		1
		OPEN BIBLE STANDARD CHURCHES	N	L	/	1	7	3	10
		SHAMPEX	N	L	/	1		3	3
		SPIRITS COOPERATIVE SOCIETY	N	L	/	1	28		28
		ST. ANTHONY'S HEALTH CLINIC	N	L	/	1	10	3	13
		THANTEX	N	L	/	1		5	5
		THE FRIENDLY HANDS	N	L	/	1	22	2	24
		UGANDA COOPERATIVE SAVINGS AND CREDIT UNION	N	L	/	2	13	5	18
		UGANDA CULTURAL WOMEN'S ASSOCIATION	N	L	/	1	5		5
		UGANDA DEVELOPMENT BANK	G	L	/	1	56	11	67
		UGANDA MEDIA WOMEN'S ASSN.	N	L	/	1	63		63
		UGANDA RURAL DEVELOPMENT & TRAINING PROGRAMME	N	L	/	1	5		5
		UGANDA WOMEN FEDERATION FUND	N	L	/	2	13		13
		UNITED NATIONS VOLUNTEERS	I	I	/V	3	3	18	21
		VISON TESO RURAL DEVELOPMENT ORGANIZATION INDEPENDENT - THERESE NEWBURN JEANNE MARIE COL	N	L	/	1	3		3
				N	L	/	1	54	
			N	L	/	1	1		1
ZAIRE		4				7	11	9	20
		ASSOCIATION DES PLANTEURS DE CULTURES	N	L	/	1	2		2
		PEACE CORPS	G	I	/V	4	2		2
		RESEAU D'APPUI AU DEVELOPPEMENT D'ACTIVITES RURALES	N	L	/	1	2	6	8
		ZAIRIAN AGRICULTURAL COOPERATIVE	N	L	/	1	5	3	8
ZAMBIA		10				15	53	12	65
		ANGLICAN DIOCESE OF CENTRAL ZAMBIA	N	L	/	1	3		3
		AFRICAN LINK	N	I	/	1	10		10
		CHRISTIAN MISSION IN MANY HANDS	N	L	/	1	2	7	9
		DEPARTMENT FOR SOCIAL DEVELOPMENT	G	L	/	1	6	1	7
		MINISTRY OF HEALTH	G	L	/	1	4		4
		SAVE THE CHILDREN FEDERATION	N	I	/	4	9		9
		SCHOOL LEAVERS DEVELOPMENT ORGANISATION	N	L	/	1	2	4	6
		UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	3	5		5
		UNITED NATIONS VOLUNTEERS	I	I	/V	1	11		11
		VOLUNTARY SERVICE OVERSEAS	N	I	/	1	1		1
ZIMBABWE		4				4	26		26
		MIN. OF COMMUNITY DEV. & WOMENS AFFAIRS	G	L	/	1	10		10
		MINISTRY OF COMMUNITY DEVELOPMENT & WOMEN'S AFFAIR	G	L	/	1	4		4
		SHAMVA RURAL COUNCIL	N	L	/	1	3		3
		UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	1	9		9
ASIA TOTALS		338				808	5,802	1,389	7,191
BANGLADESH		13				32	311	94	405
		ASHO KAJ KORY	N	L	/	1		6	6
		ASSISTANCE FOR SLUM DWELLERS	N	L	/	1	3		3
		BANGLADESHI DEVELOPMENT SERVICE CENTER	N	L	/	1	3		3
		BANGLADESH SAMAJ UNNAYAN SAMITY	N	L	/	1	15	3	18
		HUMAN DEVELOPMENT CENTER	N	L	/	1	33		33
		MANABIK SHAHAJYA SANGSTHA	N	L	/	1	5		5
		NATIONAL FEDERATION OF YOUTH ORGANIZATIONS	N	L	/	1	5		5

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BANGLADESH (CONT.)		OVERSEAS EMP. & EDUC. INFORMATION CONSULTANTS	N	L	/	1	7	6	13	
		ROTARY CLUB OF DHAKA	N	L	/V	1	3	7	10	
		UNITED NATIONS VOLUNTEERS	I	I	/V	20	119	38	157	
		VOLUNTARY ASSISTANCE TO RURAL DEVELOPMENT	N	L	/	1	49	25	74	
		WORLD COURTESY PROGRAM	N	L	/	1	6	5	11	
		YOUTH TRAINING CENTRE	N	L	/	1	63	4	67	
CHINA						2	4	200	200	
		WOMEN'S FEDERATION OF CHUXIONG CITY	G	L	/	1	100		100	
		CHINA-YUNNAN CORP. FOR INT'L TECHNICAL-ECONOMIC CO	G	L	/	3	100		100	
FIJI						2	10		10	
		COUNCIL OF SOCIAL SERVICES	N	L	/	1	2		2	
		YAVULEVU YOUTH CLUB	N	L	/	1	8		8	
INDIA						122	130	1,262	470	1,732
		ACTION FOR COMMUNITY SERVICE SOCIETY	N	L	/	1		22	22	
		AMALA KELANDAİKAL KAPPKAM & MAHILA MANDRAM	N	L	/V	1	3	8	11	
		ANIMATORS FOR COMMUNITY DEVELOPMENT	N	L	/	1	3		3	
		ASSOC. FOR RURAL INVOLVEMENT AND SOCIAL EDUCATION	N	L	/	1	3		3	
		ASSOC. FOR THE RURAL POOR	N	L	/	1		5	5	
		ASSOCIATION FOR INTEGRATION AND DEVELOPMENT	N	L	/	1	5		5	
		BARATHA SEVA TRUST	N	L	/	1	40		40	
		BECK BAGAN WELFARE SOCIETY	N	L	/	1	5		5	
		BHARATHI WOMEN DEVELOPMENT CENTRE	N	L	/	1	3		3	
		CENTER FOR INDIGENOUS RURAL DEV. & AWARENESS	N	L	/	1	13		13	
		CENTRAL INDIA CHRISTIAN MISS.	N	L	/	1		5	5	
		CENTRE FOR DEVELOPMENT OF DISADVANTAGED PEOPLE	N	L	/	1	3	3	6	
		CENTRE FOR OPPRESSED'S LIBERATION AND DEVELOPMENT	N	L	/	1	7	5	12	
		CHAK-KUMAR MILAN SANGHA	N	L	/	1	6		6	
		CHARABARH PALLISRI SANGHA	N	L	/	1	3		3	
		CHRISTU RAJAPURAM CHURCH	N	L	/	1	37		37	
		CO-EVOLUTION-AUROVILLE	N	L	/	1	60	10	70	
		COMMUNITY ACTION FOR DEVELOPMENT	N	L	/	1	6		6	
		COMMUNITY DEVELOPMENT SOCIETY	N	L	/	1	3		3	
		CRESCENT TRUST	N	L	/	1	13	5	18	
		CULT'L & REC'L ASSN FOR THE BENEFIT OF HAVE NOTS	N	L	/	1	2		2	
		DEVELOPMENT ACTION & RESEARCH CENTRE	N	L	/	1		3	3	
		DINDIGUL MULTIPURPOSE SOCIAL SERVICE SOCIETY	N	L	/	1	15	10	25	
		DIVYA SHANTHI CHRISTIAN ASSOCIATION	N	L	/	1	2		2	
		EDUCATION FOR INTEGRATED SOCIAL ACTION	N	L	/	1	8		8	
		FELLOWSHIP OF BELIEVERS	N	L	/	1	3	5	8	
		GERMAN LEPROSY RELIEF	N	I	/	1	6	4	10	
		GIRAMA MUNNETRA KALVI NIRUVANAM	N	L	/	1	5	3	8	
		GOA ENVIRONMENT ORGANIZATION	N	L	/	1	9	6	15	
		GRAMA PRAGATI SAMSTHA	N	L	/	1		3	3	
		GRAMA SEVA KENDRA	N	L	/	1	35		35	
		GRAMA SUYARAJ	N	L	/	1	8	5	13	
		GRAMA SWARAJ SEVA KENDRA	N	L	/	1	6		6	
		GRAMALAYA	N	L	/	1	3	4	7	
		GSVRRHECS PROJECT	N	L	/	1	9		9	
		HATINAGAR NIVEKUNANDA PHABOCHAKRA	N	L	/V	1		1	1	
		HEALTH EDUCATION AGRICULTURAL DEVELOPMENT SOCIETY	N	L	/	1	5		5	
		INDIAN INSTITUTE FOR HUMAN RESEARCH & DEVELOPMENT	N	L	/	1	13	3	16	

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INDIA (CONT.)		INDIAN INSTITUTE FOR SOCIAL DEVELOPMENT	N	L	/	1	8		8
		INDIAN INSTITUTE OF MANAGEMENT CALCUTTA	N	L	/	4	14		14
		INDIAN INSTITUTE OF YOUTH & DEVELOPMENT	N	L	/	1	3		3
		INDIAN RURAL RECONSTRUCTION MOVEMENT	N	I	/	1	203	111	314
		INSTITUTE FOR CULTURAL AFFAIRS	N	I	/	1	5	6	11
		INSTITUTE FOR CULTURAL UNITY	N	L	/	1	5	5	10
		INTEGRAL DEVELOPMENT EDUCATION ASSOCIATION	N	L	/	1	10		10
		JALANGI MAHILA SAMITY	N	L	/V	1	1		1
		KAKKATHANAM VANITHA WELFARE SOCIETY	N	L	/	1		7	7
		KURUKSHETRA	N	L	/	1	6	3	9
		LIBERATION ACTION MOVEMENT OF THE PEOPLE	N	L	/	2	10		10
		MAHALIR MUNNETRA SANGAM	N	L	/	1	6		6
		MASS EDUCATION MOVEMENT	N	L	/	1		5	5
		MASS WELFARE SOCIETY	N	L	/	1	10		10
		MCLEOD STREET BUSINESSMAN ASSOCIATION	N	L	/	1	10	1	11
		MOHALLAH SHANTI COMMITTEE	N	L	/	1	5		5
		MONTFORT YOUTH RESEARCH & DEVELOPMENT CENTER	N	L	/	1	8		8
		MOVEMENT FOR LIFE DEVELOPMENT	N	L	/	1	7		7
		MOVEMENT FOR RURAL DEVELOPMENT	N	L	/	1	3	5	8
		MOVEMENT FOR THE DEPRESSED SOCIETY	N	L	/	1	3	5	8
		MULTIPURPOSE SOCIAL SERVICE CENTRE	N	L	/	1	3		3
		MURURIA SATYA SANDHA SANGHA	N	L	/V	1		1	1
		NAUGACHHIA JAN VIKAS LOK KARYAKRAM	N	L	/	1	20		20
		ORG. FOR WOMEN'S EMANCIPATION AND ERAD.OF POVERTY	N	L	/	1	13		13
		ORGANIZATION FOR WOMEN'S DEVELOPMENT	N	L	/V	1	5		5
		PALSA PALLY UNNAYAN SAMITY	N	L	/V	1	3		3
		PAROO PRAKHAND SAMAGRA VIKAS PARIYOJNA	N	L	/	1	35	5	40
		PEOPLE ORGANIZATION FOR PLANNING AND EDUCATION	N	L	/	1	8	8	16
		PEOPLE'S ACTION FOR DEVELOPMENT	G	L	/	1	4		4
		PEOPLE'S ASSOCIATION FOR COMMUNITY TRANSFORMATION	N	L	/	1	1		1
		PEOPLE'S ASSOCIATION FOR LIBERATION	N	L	/	1	17	7	24
		PEOPLE'S EDUCATION AND ACTION SOCIETY	N	L	/	1	35	15	50
		PEOPLE'S EDUCATION FOR RURAL DEVELOPMENT	N	L	/	1	5		5
		PEOPLE'S SERVICE SOCIETY, KALLUPPATTI	N	L	/	1		2	2
		PEOPLE'S SERVICE SOCIETY, PALGHAT	N	L	/	1	13		13
		R. C. CHURCH	N	L	/	1	6		6
		RAYALASEEMA SEVA SAMITHI	N	L	/	1		3	3
		REGIONAL RESEARCH LABORATORY	N	L	/	1	13		13
		REORGANIZATION OF RURAL ECONOMY & SOCIETY	N	L	/	1		20	20
		RURAL ASSOC. FOR DEVELOPMENT & RECONSTRUCTION	N	L	/	1	3		3
		RURAL COMMUNITY DEVELOPMENT SOCIETY	N	L	/	1		3	3
		RURAL ECONOMIC LIBERATION & ILLITERACY ERADICATION	N	L	/	1	5		5
		RURAL EDUCATION AND ECONOMIC DEVELOPMENT TRUST	N	L	/	1	8	15	23
		RURAL ORGANIZATION FOR MASS ACTION	N	L	/	1	8		8
		RYAN FOUNDATION	N	L	/	1	5		5
		SAMUTHAYA MATRA DENGALUKKANA ARAKKATTALAI	N	L	/	1	6		6
		SARBIK GFRAM BIKASH KENDRA	N	L	/	1	3		3
	SARBIK GRAM UNNAYAN SANGH	N	L	/	1	9		9	
	SARBIK PALLI KALYAN KENDRA	N	L	/	1	6	0	6	
	SARVODHANA SANGAM	N	L	/	1	3		3	
	SEVA KENDRA CALCUTTA	N	L	/	1	4		4	
	SHARADA HEALTH AND SOCIAL SERVICES	N	L	/	1	9		9	
	SHRI DEGAMAD VIKAS YUVAK MANDAL	N	L	/	1	3	6	9	
	SLUM AND RURAL DEVELOPMENT SOCIETY	N	L	/	1	6		6	
	SLUM DEVELOPMENT SOCIETY	N	L	/	1	42	15	57	

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INDIA (CONT.)		SOCIAL ACTION FOR INTEGRATED DEVELOPMENT SERVICES	N	L	/	1	10	5	15	
		SOCIAL ACTION FORUM	N	L	/	1	30	5	35	
		SOCIAL INTEGRATION AND REHABILITATION SOCIETY	N	L	/	1	20	5	25	
		SOCIAL WELFARE SERVICE SOCIETY	N	L	/	1	18		18	
		SOCIETY FOR RURAL DEVELOPMENT	N	L	/V	1	8	3	11	
		SOCIETY FOR RURAL DEVELOPMENT	N	L	/	1	5	5	10	
		SOCIETY FOR SERVING HUMANITY	N	L	/	1	9	7	16	
		SOCIETY FOR TRIBAL DEVELOPMENT	N	L	/	1	9		9	
		SOCIO-ECON & EDUC. DEVELOP. TRUST	N	L	/	1	11		11	
		SOCIO-ECONOMIC EDUCATION AT ATTUR	N	L	/	1	3		3	
		ST. MARY'S CATHOLIC CHURCH	N	L	/	1	13	10	23	
		SUNDAR TECHNICAL TRAINING INSTITUTE	N	L	/	1	3		3	
		TIRUCHIRAPALLI MULTIPURPOSE SOCIAL SERVICE SOCIETY	N	L	/V	1	3	5	8	
		UNITED BUSTEE DEVELOPMENT ASSOCIATION	N	L	/	1	35	20	55	
		UNITED NATIONS VOLUNTEERS	I	I	/V	4	22	5	27	
		VARIORE VAZHVIYAKKA SANGAM	N	L	/	1	9		9	
		VILLAGE DEVELOPMENT SEVA CENTRE	N	L	/	1	9	5	14	
		VILLAGE DEVELOPMENT SOCIETY	N	L	/	1	3		3	
		VILLAGE EDUCATION & DEVELOPMENT SOCIETY	N	L	/	1	3		3	
		VILLAGE PEOPLE'S ASSOCIATION	N	L	/	1	5	8	13	
		VOLUNTARY SERVICE AND REHABILITATION ORGANIZATION	N	L	/	1	15	8	23	
		WELFARE ASSOCIATION FOR THE RURAL MASS	N	L	/	1	1		1	
		WOMENS UPLIFT ORG. & RURAL DEVELOPMENT SOCIETY	N	L	/	1	11	10	21	
		WORKERS ASSOCIATION FOR SOCIAL ACTIVITIES	N	L	/	1	10		10	
		YOUNG SOCIETY	N	L	/	1	3	5	8	
		YOUSUF MEMORIAL WELFARE SOCIETY	N	L	/	1	3		3	
		YOUTH MOVEMENT	N	L	/	1	8	3	11	
		YOUTH SOCIAL SERVICE ASSOCIATION	N	L	/	1	2		2	
		INDEPENDENT - B.N.BHATIA	N	L	/V	1		3	3	
		M.SUNDARESEN	N	L	/V	1	21		21	
INDONESIA						15	54	385	108	493
		ASHOKA SOCIETY	N	I	/V	1	3		3	
		BADAN KOORDINASI KEGIATAN KESEJAHTERAAN SOSIAL	N	L	/V	1	36	4	40	
		CARE	N	I	/	2	63		63	
		CHRISTIAN & MISSIONARY ALLIANCE	N	L	/	1	2		2	
		INDONESIAN GOVERNMENT - DISTRICT HEAD	G	L	/	1	4		4	
		LEMBAGA PENGEMBANGAN KENELAYANAN	N	L	/	1	4		4	
		SAVE THE CHILDREN FEDERATION	N	I	/	2		5	5	
		UNITED NATIONS VOLUNTEERS	I	I	/V	38	121	89	210	
		WRDS PROJECT	N	L	/	1	21		21	
		YAYASAN INDONESIA SEJAHTRA	N	L	/	1	18		18	
		YAYASAN KARYA SOSIAL	N	L	/	1	28	3	31	
		YAYASAN MITRADESA	N	L	/	1		5	5	
		INDEPENDENT - LYN HOPKINS	N	L	/V	1	15		15	
		HELEN LOK	N	L	/V	1	66	2	68	
		APIH SAFARI	N	L	/V	1	4		4	
KIRIBATI						1	1		1	
		PEACE CORPS	G	I	/V	1	1		1	
LAOS						1	1	5	5	
		UNITED NATIONS DEVT PROG	I	I	/	1		5	5	

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MALAYSIA						10	75	27	102
		UNITED NATIONS VOLUNTEERS	I	I	/ V	10	75	27	102
MARSHALL ISLANDS						2	2		2
		PEACE CORPS	G	I	/ V	2	2		2
MICRONESIA						2	5		5
		PEACE CORPS	G	I	/ V	2	5		5
MYANMAR						1	24	5	29
		BAPTIST CHURCH YANGON	N	L	/	1	24	5	29
NEPAL						26	108	53	161
		MIN BAHADUR KUNWAR	N	L	/	1	3		3
		PEACE CORPS	G	I	/ V	2	2		2
		RURAL COMMUNITY DEVELOPMENT SOCIETY	N	L	/	2	2	35	37
		RURAL ENERGY PLANNING STUDIES	N	L	/	1	2		2
		SANJIWANI SECONDARY SCHOOL	N	L	/	1	4		4
		UNITED MISSION TO NEPAL	N	L	/	2	8		8
		UNITED NATIONS VOLUNTEERS	I	I	/ V	16	86	18	104
		INDEPENDENT - PUSHPA PAUDYAL	N	L	/	1	1		1
PAKISTAN						2	2		2
		ALL PAKISTAN WOMEN'S ASSOCIATION	N	L	/	1	1		1
		TANAUL (WELFARE) TRUST	N	L	/	1	1		1
PHILIPPINES						480	3,121	609	3,730
		ACTUATOR FOR SOCIO-ECONOMIC PROGRESS	N	L		1	18		18
		AGRICULTURAL MANAGERS & SERVICES FOUNDATION	N	L	/	1	6		6
		ARCHBISHOP GABRIEL M. REYES MEMORIAL FOUNDATION	N	L	/	1	4		4
		ASSOCIATION OF THE NEW PILIPINA	N	L	/	2	8		8
		ATONG TINDAHAN CONSUMERS COOPERATIVE	N	L	/ V	1		3	3
		BAGONG NILALANG CHILD CENTER	N	L	/	1	55	14	69
		BAGONG PAG-ASA CHILD CENTER	N	L	/	1	9		9
		BANGON YOUTH CENTER NO.1	N	L	/	1	3		3
		BAYAGONG ASSOCIATION FOR COMMUNITY DEVELOPMENT	N	L	/	1	9		9
		BETHESDA MINISTRIES OF BETHESDA CHILDREN'S HOME	N	L	/	1	6	102	108
		BICOL BUSINESS DEVELOPMENT FOUNDATION	N	L	/	1	60	4	64
		BICOL COMMUNITY DEVELOPMENT FOUNDATION	N	L	/	1	48	10	58
		BICOL GOOD SAMARITAN SCHOOL FOR THE DEAF	N	L	/	5	28		28
		BICOL INTEGRATED COMMUNITY ORGANIZATION'S LEAGUE	N	L	/	1	18	10	28
		BICOL RIVER BASIN DEVELOPMENT PROGRAM	G	L	/	1	43	4	47
		BICOL SMALL BUSINESS INSTITUTE	G	L	/	1	47		47
		BICOL SMALL FISHERMEN'S ASSOCIATION	N	L	/	1	50	9	59
		BLISS HOUSING PROJECT ASSOCIATION	N	L	/	1	2		2
		BUHI ECUMENICAL DEVELOPMENT ASSOCIATION	N	L	/	1	3	4	7
		BUILDING & ORGANIZING CHRISTIAN COMMUNITIES	N	L	/	1	5		5
		BUKIDNON FARMER CENTER	N	L	/	1	3	3	6
		BUREAU OF FOREST DEVELOPMENT	G	L	/	3	17		17
		BURNAY ELEMENTARY SCHOOL	N	L	/	1	20	10	30
		CAPIZ DEVELOPMENT FOUNDATION	N	L	/	1	5		5
		CARCAR CITIZENS ORGANIZATION FOR PROGRESS	N	L	/	2	11		11
		CATHOLIC MISSION	N	L	/	2	41	10	51
		CENTER FOR AGRICULTURAL DEVELOPMENT	N	L	/	1		3	3
		CENTRAL UNITED METHODIST CHURCH	N	L	/	1	3		3

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PHILIPPINES (CONT.)		CFOI INTERNATIONAL	N	I	/	4	5	16	21
		CHRISTIAN CHILDREN'S FUND	N	I	/	1	25		25
		CHRISTIAN FELLOWSHIP CHURCH OF THE PHILIPPINES	N	L	/	1		3	3
		CHRISTIAN FELLOWSHIP TABERNACLE	N	L	/	1	3	2	5
		COGON SUBDIVISION	N	L	/	1	55		55
		COMMUNITY WELFARE MINISTRY, COMMONWEALTH	N	L	/	1	2		2
		CONCERNED CITIZENS OF ABRA FOR GOOD GOVT	N	L	/	1	11		11
		CONSOLACION CONCERNED CITIZENS MOVEMENT	N	L	/	1	29		29
		COUNTRYSIDE DEVELOPERS GROUP	N	L	/ V	1	3		3
		DEPARTMENT OF AGRICULTURE	G	L	/	27	224	52	276
		DEPARTMENT OF EDUCATION, CULTURE,SPORTS	G	L	/	6	19	3	22
		DEPARTMENT OF ENVIRONMENT & NATURAL RESOURCES	G	L	/	5		3	3
		DEPARTMENT OF HEALTH	G	L	/	2	22		22
		DEPARTMENT OF LOCAL GOVERNMENT	G	L	/	7	47		47
		DEPARTMENT OF SOCIAL WELFARE AND DEVELOPMENT	G	L	/	9	46	9	55
		DEPARTMENT OF TRADE AND INDUSTRY	G	L	/	12	25	5	30
		DON MARIANO MARCOS MEMORIAL POLYTECHNIC	G	L	/	1	56	12	68
		EPISCOPAL CHURCH WOMEN	N	L	/	1	22		22
		EPISCOPAL DIOCESE OF CENTRAL PHILIPPINES	N	L	/	1	3		3
		FAMILY & CHILD CARE INTERNATIONAL	N	I	/ V	1	2	2	4
		FAMILY PLANNING ORGANIZATION OF THE PHILIPPINES	N	L	/	1	5		5
		FARMER'S LINKAGE FOR AGRO-INDUSTRIAL DEVELOPMENT	N	L	/	1	7	2	9
		FATIMA CENTER FOR HUMAN DEVELOPMENT	N	L	/	1	4		4
		FIBER INDUSTRY DEVELOPMENT AUTHORITY	G	L	/	5	21	3	24
		FIESTA COOPERATIVE	N	L	/	1	17		17
		FILIPINAS FOUNDATION	N	L	/	1		23	23
		FOREST RESEARCH INSTITUTE	G	L	/	1	2		2
		HEALTH AND EDUCATION ALLIANCE FOR DEVELOPMENT	N	L	/ V	1	1	5	6
		HIGHLANDER AGRICULTURAL COOPERATIVE ASSOCIATION	N	L	/	1		11	11
		HOLY CROSS PARISH	N	L	/	1	11	2	13
		ILONGGO DEVELOPMENT CENTER	N	L	/	2	6	4	10
		IMELDA MODEL COMMUNITY ASSOCIATION	N	L	/	1	3		3
		INSTITUTE FOR CULTURAL AFFAIRS	N	I	/	2	15		15
		J & J OUTREACH FOUNDATION	N	L	/	1	3		3
		JOVENBICOL	N	L	/	1	38	6	44
		KABALIKAT SA PAG-UNLAD NG BUHAY	N	L	/	1	6		6
		KAGITINGAN YOUTH DEVELOPMENT COUNCIL	N	L	/ V	1		3	3
		KAIBIGAN CHILD CENTER	N	L	/	1	11		11
		KATIN-ARAN CENTER	N	L	/	1	3		3
		KAUNLARAN LIVELIHOOD PROGRAM	N	L	/	1	1	1	2
		KOSOG	N	L	/	1	24		24
		LAM-AN	N	L	/	1	6		6
		LAY APOSTOLATE MUTUAL AID ORGANIZATION	N	L	/	1	39		39
		LINGAP PANGKABATAAN, INC.	N	L	/	1	3		3
		LUPAZA DEANERY COUNCIL	N	L	/	1	3	3	6
		MABUA VILLAGE COMMUNITY	N	L	/	1	3		3
		MADDELA CREDIT COOP.	N	L	/	1		3	3
	MAGDADARO FOUNDATION	N	L	/	2	9		9	
	MERALCO FOUNDATION, INC.	N	L	/	1	3		3	
	METRO MANILA COUNCIL OF WOMEN	N	L	/	2	3		3	
	MILAGROSA WOMEN'S CIRCLE COMMUNITY	N	L	/	1	2	1	3	
	N. SAMAR INTEGRATED RURAL DEV'T. FOUNDATION	N	L	/	1	3		3	
	NAGA CITY ALLIANCE CHURCH	N	L	/	1	3		3	
	NATIONAL COMMITTEE ON ROLE OF FILIPINO WOMEN	G	L	/	4	10		10	
	NATIONAL COTTAGE INDUSTRIES DEVELOPMENT AUTHORITY	G	L	/	2	62		62	

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PHILIPPINES (CONT.)		NATIONAL HOUSING AUTHORITY	G	L	/	2	25		25
		NATIONAL MANPOWER & YOUTH COUNCIL	G	L	/	2	6		6
		NATIONAL SPIRITUAL ASSEMBLY OF BAHAIS	N	L	/	1	56	8	64
		NORFIL FOUNDATION, INC.	N	L	/	1	15		15
		PAGDAHICON DEVELOPMENT ORGANIZATION	N	L	/	1		3	3
		PARENT-TEACHER'S ASSOCIATION	N	L	/	1	7		7
		PARISH OF LORENZO RUIZ	N	L	/	1	65		65
		PARISH OF SAN PASCUAL BAYLON	N	L	/	1	3		3
		PEACE CORPS	G	I	/V	196	710	58	768
		PENTACOSTAL CHURCH	N	L	/V	1	2		2
		PEOPLE'S ECONOMIC COUNCIL	N	L	/	5	62	47	109
		PEOPLE'S CENTER FOR SERVICE & DEVELOPMENT	G	L	/	1		3	3
		PEOPLE'S WELFARE FOUNDATION	N	L	/	1	7	3	10
		PHILIPPINE AGENCY FOR COMMUNITY AND FAMILY	N	L	/	1	73	2	75
		PHILIPPINE BUSINESS FOR SOCIAL PROGRESS	N	L	/	1	20		20
		PHILIPPINE EXCHANGE ASSISTANCE CENTER FOUNDATION	N	L	/	1	5	1	6
		PHILIPPINE INTERNATIONAL AID	N	I	/	1	5		5
		PHILIPPINE NATIONAL VOLUNTEER SERVICE	G	N	/V	25	68	23	91
		PROVINCIAL POPULATION OFFICE, NEGROS ORIENTAL	G	L	/	1	4		4
		REACH FOUNDATION	N	L	/	1	5	3	8
		REGIONAL MANPOWER TRAINING CENTER	G	L	/	1	30		30
		RIVER, LAND & SEA DEVELOPMENT CORPORATION	N	L	/	1	3		3
		ROTARY CLUB OF IRIGA	N	L	/	1	2	1	3
		RURAL HEALTH UNIT	G	L	/	1	2		2
		RURAL IMPROVEMENT CLUB	N	L	/	2	20	11	31
		SALCEDO PEOPLE'S DEVELOPMENT FEDERATION	N	L	/	1	3		3
		SAMAHANG FCCS AT COVS NG MAKATO	N	L	/	1	4		4
		SAN REMIGIO UNIFIED COOPERATIVE	N	L	/	1	8		8
		SANGGUNIANG BAYAN	N	L	/	1	15		15
		SANTA CRUZ MISSION SCHOOL	N	L	/	1	12		12
		SAVE THE CHILDREN FEDERATION	N	I	/	1	12		12
		SOCIAL ACTION COMMISSION	N	L	/	2	126		126
		ST. BERNARD ABBOT PARISH	N	L	/	1	3		3
		ST. JOHN BAPTIST PASTORAL COUNCIL	G	L	/	1	13		13
		ST. MICHAEL INTEGRATED FARMERS ASSN.	N	L	/	1	24	6	30
		ST. ROCHE PARISH	N	L	/	1		6	6
		TAGUDIN CREDIT COOPERATIVE	N	L	/	1		6	6
		TEXON MINI-WELFARE AGENCY	N	L	/	1	12		12
		UNICEF	I	I	/	1	5		5
		UNITED CHURCH OF CHRIST IN PHILIPPINES	N	L	/V	1	4	5	9
		UNITED CHURCH OF MEN	N	L	/	1	3		3
		UNITED NATIONS VOLUNTEERS	I	I	/V	26	65	17	82
		UNIVERSITY COMMUNITY OUTREACH PROGRAMME, PWU	N	L	/	1	5		5
		UNIVERSITY OF NUEVA CACERES	N	L	/	1	26	10	36
	UNIVERSITY OF SAN CARLOS	N	L	/	2	5	10	15	
	WESLEYAN UNIVERSITY	N	L	/	1	7		7	
	YEECON FOUNDATION	N	L	/	1	3		3	
	YMCA OF LAGONOY, CAMARINES SUR	N	L	/	1	3		3	
	INDEPENDENT - THERESA BENAS	N	L	/	1	11	10	21	
	EDMUNDO DE ASIS	N	L	/	1	4	2	6	
	BARRY & ALICE DOOLITTLE	N	L	/	1	2		2	
	FE GAMUTAN	N	L	/	1	1		1	
	JOHN GEST	N	L	/	1	30		30	
	PRIMO GREGORIO	N	L	/	1	1		1	
	FATIMA PINUTO	N	L	/V	1	33		33	

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			GNI	INL	V		1978-1989**	1990	TOTALS
PHILIPPINES (CONT.)	(CONT.)	INDEPENDENT - JOSE TAYABAN	N	L	/	1	14		14
		EPIFANIA TOLEDO	N	L	/	1	21	2	23
		CONSTANCIA VILLANUEVA	N	L	/V	1		9	9
		MYRNA ZAFE	N	L	/V	1	3	3	6
SOLOMON ISLANDS		4			20	51		51	
		PEACE CORPS	G	I	/V	17	31		31
		SOCIAL DEVELOPMENT DIVISION	G	L	/	1	18		18
		ST. MARTINS RURAL TRAINING CENTER	N	L	/	1	1		1
		INDEPENDENT - SIMON PETER TUHUNA	N	L	/	1	1		1
SRI LANKA		10				23	180	9	189
		CHRISTIAN CHILDREN'S FUND	N	I	/	1		5	5
		SCHOOL FOR INTERNATIONAL TRAINING	N	I	/	1	2		3
		INTERNATIONAL ASSOCIATION FOR APIARY DEVELOPMENT	N	I	/	1	25		25
		NON VIOLENT DIRECT ACTION GROUP	N	L	/	1	3		3
		OVERSEAS EDUCATION FUND	N	I	/	1	19		19
		SAVE THE CHILDREN FEDERATION	N	I	/	1	6		6
		SARVODAYA SHRAMADANA SANGAMANYA	N	L	/	13	29		29
		SIRIWARDEINA	N	L	/	1	2		2
		UNITED NATIONS VOLUNTEERS	I	I	/V	1	89	4	93
		VATHIRY DEVELOPMENT FOUNDATION	N	L	/	1	3		3
		YAUVANA LANKA	N	L	/	1	2		2
THAILAND		8				14	59	5	64
		CARE	N	I	/	1	12		12
		CHRISTIAN CHILDREN'S FUND	N	I	/	1	8		8
		4-H SECTION, DEPARTMENT OF AGRICULTURAL EXTENSION	N	I	/	2	3		3
		GIRL GUIDES ASSOCIATION OF THAILAND	G	L	/	2	9		9
		NORTHERN AGRICULTURAL EXTENSION OFFICE	N	L	/	1	6		6
		PEACE CORPS	G	L	/	1	13		13
		THAI DHRRA FOUNDATION	G	I	/V	5	1		1
		UNITED NATIONS VOLUNTEERS	I	I	/V	3	7	5	12
TONGA		1				1	1		1
		PEACE CORPS	G	I	/V	1	1		1
VANUATU		1				1	3		3
		UNITED NATIONS VOLUNTEERS	I	I	/V	1	3		3
VIET NAM		1				1		4	4
		UNICEF	I	I	/	1		4	4
WESTERN SAMOA		1				1	2		2
		YOUNG MEN'S CHRISTIAN ASSOCIATION	N	I	/	1	2		2
CARIBBEAN ISLANDS		68				204	728	52	780
ANGUILLA		1				1	6		6
		INDEPENDENT - RAYMOND GUSHARD	N	L	/	1	6		6

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			GNI	INL	V		1979-1989**	1990	TOTALS
ANTIGUA			8			13	33	33	
		ANGLICAN YOUNG PEOPLE'S ASSOCIATION	N	L	/	1	5	5	
		COORDINATING COUNCIL OF WOMEN OF ANTIGUA	N	L	/	1	4	4	
		DEPARTMENT OF COMMUNITY DEVELOPMENT	G	L	/	1	1	1	
		DEPARTMENT OF EDUCATION	G	L	/	1	6	6	
		UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	1	2	2	
		UNIVERSITY OF THE WEST INDIES	N	L	/	1	2	2	
		WOMEN'S ACTION GROUP	N	L	/	1	5	5	
		WOMEN'S DESK	G	L	/	6	8	8	
BARBADOS			1			1	1	1	
		BAHAI INTERNATIONAL	N	I	/	1	1	1	
DOMINICA			8			17	62	62	
		MANAGEMENT CONSULTANTS, LTD.	N	L	/	1	5	5	
		MINISTRY OF AGRICULTURE	G	L	/	1	6	6	
		DEVELOPMENT ALTERNATIVES INTERNATIONAL LTD.	N	L	/	1	5	5	
		MINISTRY OF EDUCATION	G	L	/	2	6	6	
		MINISTRY OF HOME AFFAIRS	G	L	/	2	10	10	
		PEACE CORPS	G	I	/V	9	8	8	
		SAVE THE CHILDREN FEDERATION	N	I	/	1	11	11	
		SOCIAL LEAGUE	N	L	/	1	11	11	
DOMINICAN REPUBLIC			7			97	211	24	235
		CONSEJO NACIONAL PARA LA NINEZ	N	L	/	1	5	5	
		CENTRO REGIONAL DE ESTUDIOS DE ALTERNATIVAS RURALE	N	L	/	1	1	1	
		FUNDACION NACIONAL PARA EL DESARROLLO DE LA JUVENT	N	L	/	1		3	3
		FUNDACION	N	L	/	1	6	6	
		PEACE CORPS	G	I	/V	89	191	21	212
		PLAN SIERRA	N	L	/	2	5	5	
		VOLUNTEERS IN INT'L SERV. & AWARENESS	N	I	/	2	3	3	
GRENADA			1			1	3	3	
		MINISTRY OF WOMEN'S AFFAIRS	G	L	/	1	3	3	
GUADELOUPE			1			1	1	1	
		AGPAF	N	L	/	1	1	1	
HAITI			9			11	100	18	118
		CHAMBER OF COMMERCE OF HAITI	N	L	/	2	3	3	
		CHREPROF	N	L	/	1	37	37	
		ECOLE FRERE YVENER	N	L	/	1	3	3	6
		EGLISE EPISCOPALE D'HAITI	N	L	/	1	9	8	17
		HAITIAN DEVELOPMENT FOUNDATION	N	L	/	2	26	26	
		HAITIAN NEIGHBORS SERVICE, INC	N	L	/	1	13	7	20
		PARTNERS OF THE AMERICAS	N	L	/	1	1	1	
		UNICEF	I	I	/	1	6	6	
		INDEPENDENT - YOLAINE ARMAND	N	L	/	1	2	2	
JAMAICA			10			30	225	6	231
		HOOLEBURY ALL AGE SCHOOL	N	L	/	1	1	1	
		LIFT UP CASCADE	N	L	/	1	5	5	
		MINISTRY OF AGRICULTURE	G	L	/	1	2	2	
		MINISTRY OF HEALTH	G	L	/	1	1	1	2
		OLYMPIC GARDEN SKILLS	N	L	/	1	1	1	

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			GNI	INL	V		1979-1989**	1990	TOTALS
JAMAICA (CONT.)		PEACE CORPS	G	I	/V	16	7	5	12
		THINGS JAMAICAN LTD.	G	L	/	3	173		173
		UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	2	22		22
		YOUNG WOMEN'S CHRISTIAN ASSOCIATION	N	L	/	1	5		5
		YOUTH & COMMUNITY DEVELOPMENT	G	L	/	2	4		4
		INDEPENDENT - EUGENIE SMITH	N	L	/	1	4		4
MONTSERRAT		6				9	18		18
	BETHEL WOMEN'S COOPERATIVE		N	L	/	1	2		2
	MINISTRY OF AGRICULTURE		G	L	/	1	2		2
	MINISTRY OF EDUCATION		G	L	/	1	5		5
	PEACE CORPS		G	I	/V	5	7		7
	SOCIAL LEAGUE OF WOMEN		N	L	/	1	1		1
	INDEPENDENT		N	L	/	1	1		1
ST. KITTS - NEVIS		5				6	36		36
	COMMUNITY AFFAIRS		G	L	/	1	3		3
	EARLY CHILDHOOD EDUCATION, MINISTRY OF EDUCATION		G	L	/	1	1		1
	NATIONAL COUNCIL OF WOMEN		N	L	/	2	9		9
	PEACE CORPS		G	I	/V	1	18		18
	UNIVERSITY OF THE WEST INDIES		N	L	/	1	5		5
ST. LUCIA		3				6	7		7
	CANADIAN UNIVERSITY OVERSEAS		N	I	/V	1	1		1
	PARTNERS OF THE AMERICAS		N	I	/	2	2		2
	PEACE CORPS		G	I	/V	3	4		4
ST. VINCENT		6				9	16	4	20
	CATHOLIC TEACHERS ASSOCIATION		N	L	/	1	0	3	3
	MARRIAQUA YOUTH EMPLOYMENT CREATION PROJECT		N	L	/	1	3		3
	MINISTRY OF TOURISM & CULTURAL AFFAIRS		G	L	/	1	3		3
	ORGANIZATION FOR RURAL DEVELOPMENT		N	L	/	1	1		1
	PEACE CORPS		G	I	/V	4	8	1	9
	SCHOOL FOR CHILDREN WITH SPECIAL NEEDS		N	L	/	1	1		1
TURKS & CACAIOS		2				2	9		9
	MINISTRY OF HEALTH EDUCATION & SOCIAL SERVICES		G	L	/	1	5		5
	TURKS & CAICOS DEVELOPMENT TRUST		N	L	/	1	4		4
CENTRAL AMERICA TOTALS		40				476	1,963	102	2,065
BELIZE		4				6	5	2	7
	BELIZE AGENCY FOR RURAL DEVELOPMENT		N	N	/	1		2	2
	BELIZE NATIONAL YOUTH COUNCIL		N	L	/	1	1		1
	PEACE CORPS		G	I	/V	3	1		1
	UNICEF		I	I	/	1	3		3
COSTA RICA		11				123	411	24	435
	ALIANZA DE MUJERES COSTARRICENSES		N	L	/	1	12		12
	ASOCIACION DESARROLLO ECONOMICO LABORAL FEMENIN		N	L	/	5	51	10	61

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			GNI	INL	V		1979-1989**	1990	TOTALS	
COSTA RICA (CONT.)		CATHOLIC RELIEF SERVICES	N	I	/	2	2		2	
		CENTRO ECUMENICO DE FORMACION PASTORAL Y ACCION	N	L	/	1	12		12	
		COOP INDUSTRIAL DE MUJERES DE HATILLO	N	L	/	1	1		1	
		FEDERACION ORGANIZACIONES VOLUNTARIAS	N	L	/	8	11		11	
		FOUNDATION FOR INTERNATIONAL COMMUNITY ASSISTANCE	N	L	/	1	35		35	
		MINISTRY OF AGRICULTURE	G	L	/	2	40	3	43	
		OVERSEAS EDUCATION FUND	N	I	/	2	19	1	20	
		PEACE CORPS	G	I	/V	98	218	10	228	
		UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	3	10		10	
EL SALVADOR						4	3	10	5	15
	CATHOLIC RELIEF SERVICES	N	I	/	1	3		3		
	COMPANEROS DE LAS AMERICAS	N	I	/	1	6		6		
	EMPRESARIOS JUVENILES DE EL SALVADOR	N	L	/	1	4		4		
	OEF DE EL SALVADOR	N	N	/	1		5	5		
GUATEMALA						12	201	1,105	50	1,155
	ALIANZA PARA DESARROLLO JUVENIL COMUNITARIO	N	I	/	1	12		12		
	CATHOLIC RELIEF SERVICES	N	I	/	2	9		9		
	EXPERIMENT IN INTERNATIONAL LIVING	N	I	/	1	1	3	4		
	INTERNATIONAL INSTITUTE OF RURAL RECONSTRUCTION	N	I	/	3		5	5		
	IGLESIA UNIDA DE GUATEMALA	N	L	/	1	6		6		
	KATO - KI	N	L	/	1	5		5		
	MINISTRY OF DEVELOPMENT	G	L	/	44	296		296		
	MINISTRY OF LABOR - SOCIAL SECURITY	I	I	/	1	51	10	61		
	PEACE CORPS	G	I	/V	144	698	22	720		
	UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	1	5	10	15		
	UNICEF	I	I	/	1	15		15		
	INDEPENDENT - GEOFFREY MARTINO	N	L	/	1	7		7		
HONDURAS						6	137	418	21	439
	CATHOLIC RELIEF SERVICES	N	I	/	3	5		5		
	FUNDACION HORIZONTES DE AMISTAD	N	L	/	1	1		1		
	INSTITUTO NACIONAL DE FORMACION PROFESIONAL	G	L	/	1	3		3		
	MINISTRY OF NATURAL RESOURCES	G	L	/	1	3		3		
	PEACE CORPS	G	I	/V	102	278	21	299		
	UNITED NATIONS DEVELOPMENT PROGRAMME	I	I	/	29	128		128		
NICARAGUA						2	2	9	9	
	ASOCIACION DE COLECTIVOS DE REFUGIADOS SALVADOREN	N	L	/	1	6		6		
	CATHOLIC RELIEF SERVICES	N	I	/	1	3		3		
PANAMA						1	4	5	5	
	CATHOLIC RELIEF SERVICES	N	I	/	4	5		5		
EUROPE TOTALS						2	3	118	11	129
IRELAND						1	1	2	2	
	SCHOOL FOR INTERNATIONAL TRAINING	N	I	/	1	2		2		
PORTUGAL						1	2	116	11	127
	INSTITUTE FOR CULTURAL AFFAIRS	N	I	/	2	116	11	127		

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NORTH AMERICA TOTALS						13	15	150	12	162
MEXICO						2	4	13	4	17
		PROMOCION DEL DESARROLLO POPULAR	N	L	/		2	3	4	7
		SAVE THE CHILDREN FEDERATION	N	I	/		2	10		10
UNITED STATES						11	11	137	8	145
		BOYS AND GIRLS CLUBS OF NEWARK	N	L	/		1	14		14
		CAMDEN URBAN WOMEN'S CENTER	N	L	/		1	1		1
		GEORGE WASHINGTON HIGH SCHOOL	N	L	/		1	29	7	36
		JANE ADAMS HIGH SCHOOL	G	L	/		1	29		29
		MABLE DEAN BACON HIGH SCHOOL	G	L	/		1	12		12
		NATIONAL FEDERATION FOR TEACHING ENTREPRENEURSHIP	G	L	/		1	45		45
		NEW HAMPSHIRE COLLEGE	N	L	/		1		1	1
		VISTA	N	L	/		1	4		4
		INDEPENDENT - BETTY JOHNSON	N	L	/		1	1		1
		FR. EDWARD ZAMIEROWSKI	N	L	/		1	1		1
		MARGARET SINGER	N	L	/		1	1		1
SOUTH AMERICA TOTALS						67	264	1,577	428	2,005
ARGENTINA						6	17	74	47	121
		ASOC.DE MUJERES DE NEGOCIOS Y PROF. DE TIGRE	N	L	/		1	1	5	6
		CENTRO DE ESTUDIOS DE DINAMICA GRUPAL	N	L	/		3	27		27
		DIRECCION AREA DE FRONTERA	G	L	/		1	24	36	60
		FED. OF BUSINESS AND PROFESSIONAL WOMEN	N	L	/		10	16		16
		INSTITUTO NAC. DE LA ADMINISTRACION PUBLICA	G	N	/		1		6	6
		INSTITUTO SUPERIOR DE EDUCACION	N	L	/		1	6		6
BOLIVIA						8	11	171	15	186
		FUNDACION SARTAWI - EUGENIO JACINTO	N	L	/		1	5	10	15
		INTERNATIONAL VOLUNTARY SERVICE	N	I	/		1	10		10
		PLANNING ASSISTANCE	N	I	/		1		1	1
		SOUTH AMERICA MISSION	N	L	/		2	2		2
		INDEPENDENT - JAVIAR CABERO	N	L	/		1	30		30
		JORGE COLLETT	N	L	/		2	1		1
		BARBARA ROOSE/NANCY CONNOR	N	L	/		2	122	4	126
		LORING WAGGONER	N	L	/		1	1		1
BRAZIL						11	11	46	5	51
		ASHOKA INNOVATORS FOR THE PUBLIC	N	I	/		1	5	3	8
		BANCO DO BRASIL S.A.	G	L	/		1	3		3
		CENTRO POPULAR DE CULTURA E DESENVOLVIMENTO	N	L	/		1	5		5
		INSTITUTO DE ASSUNTOS CULTURAI S/BRAZIL	N	L	/		1		2	2
		MAOS AO BARRO	N	L	/		1	15		15
		PEQUENA CASA DE CRIANCA	N	L	/		1	3		3
		SOCIEDADE BENEFICIENTE DE PROMOCAO DA MULHER	N	L	/		1	3		3
		UNITED NATIONS DEVELOPMENT PROGRAMME	G	I	/		1	4		4

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BRAZIL (CONT.)		INDEPENDENT - DALVINA B. DA SILVA	N	L	/	1	3		3
		ROSEMARIE MURARO	N	L	/	1	2		2
		DASZI VOLPATO	N	L	/	1	3		3
CHILE		3				2	11	3	14
		ANCUD BISHOPRY/PROYECTO DESARROLLO COMUNITARIO	N	L	/	1	1	3	4
		FUNDACION PARA EL DESARROLLO REGIONAL DE AYSEN	N	L	/	1	5		5
		INSTITUTE FOR CULTURAL AFFAIRS	N	I	/	2	5		5
COLOMBIA		11				70	676	72	748
		CENTRAL DE COOPERATIVAS CAFICULTORES	N	L	/	1	3		3
		COMUNIDAD POR LOS NINOS	N	L	/	1	1		1
		CORPORACION INTEGRAL PARA EL DESARROLLO CULTURAL	N	L	/	23	327	34	361
		DESARROLLO JUVENIL COMUNITARIO/SAVE THE CHILDREN	N	L	/	7	107	15	122
		FUNDACION PARA LA COMUNICACION POPULAR	N	L	/	4	16		16
		FEDERACION NACIONAL DE CAFETEROS	N	L	/	29	173	8	181
		INTERNADO INDIGENA "SAN JOSE"	N	L	/	1		15	15
		UNIVERSIDAD NACIONAL DE COLOMBIA	N	L	/	1	35		35
		INDEPENDENT - CHRISTINA VELAZQUEZ	N	L	/	1	4		4
		LEONOR ZUBIETA	N	L	/	1	5		5
		NORMA ENRIQUEZ	N	L	/	1	5		5
ECUADOR		9				120	462	217	679
		COORDINACION ECUATORIANA DE TRABAJO VOLUNTARIO	N	L	/	3	2		2
		ESCUELA LAMANITAS DEL ECUADOR	N	L	/	1	8		8
		INSTITUTO NACIONAL DEL NINO Y LA FAMILIA	N	L	/	1		178	178
		LA IGLESIA CATOLICA EN COLIMES (LOCAL PARISH CHURCH)	N	L	/	1	3		3
		MINISTRY OF AGRICULTURE	G	L	/	1	20		20
		PEACE CORPS	G	I	/V	115	409	33	442
		PROMOCION POPULAR	G	L	/	1		6	6
		TIERRA DE HOMBRES	N	I	/	1	17		17
		INDEPENDENT - LUISA ARAMBULLO DE CHANG	N	L	/	1	3		3
GUYANA		2				2	41	14	55
		AGRICULTURAL DEVELOPMENT AUTHORITY	G	L	/	1	39	14	53
		INDEPENDENT - OVRIL YAW	N	L	/	1	2		2
PARAGUAY		3				11	49		49
		FUNDACION "LA CANDELARIA"	N	L	/	5	40		40
		NEW TRIBES MISSION	N	I	/	1	3		3
		PEACE CORPS	G	I	/V	5	6		6
PERU		11				17	44	49	93
		ASOCIACION DESARROLLO DE LA FAMILIA	N	L	/	1	1	2	3
		ASOCIACION OBRAS DE BIEN COMUN	N	L	/	1	5	5	10
		CENTRO DE ESTUDIOS Y PROMOCION COMUNAL DEL ORIENT	N	L	/	1		3	3
		EQUIPO DE PROMOCION Y ASESORAMIENTO A LA MUJER	N	L	/	1		6	6
		INSTITUTO DE ASUNTOS CULTURALES	N	I	/	3	10	9	19
		INST.PERUANO EMPRESAS PROPIEDAD EXCLUSIVA TRABAJA	N	L	/	5	9	2	11
		MOVIMIENTO MANUELA RAMOS	N	L	/	1	16	14	30
		ORGANIZACION DE MUJERES PUNO	N	L	/	1		3	3
		SERVICIO Y DESARROLLO	N	L	/	1		5	5
		ROMAN CATHOLIC CHURCH MISSION	N	L	/	1	1		1
		INDEPENDENT - ELSA SANCHEZ	N	L	/	1	2		2

GNI CODE: G = GOVERNMENTAL ORGANIZATION
N = NONGOVERNMENTAL ORGANIZATION
I = INTERGOVERNMENTAL

INL CODE: I = INTERNATIONAL
N = NATIONAL
L = LOCAL

V = VOLUNTEER ORGANIZATION

REGION	COUNTRY	ORGANIZATION NAME	CODES			COORD	NO. OF BUSINESSES STARTED		
			GNI	INL	V		1979-1989**	1990	TOTALS
	SURINAME			1					
		MINISTRY OF SOCIAL AFFAIRS, LABOUR, & HOUSING	G	L	/	1	3	3	3
	URUGUAY			1					
		FUNDACION URUTEC VIDA 2000	N	N	/	1	5	5	5
	VENEZUELA			1					
		CENTRO PARA LA GESTION TECNOLOGICA POPULAR	N	L	/	1	1	1	1

NUMBER OF BUSINESSES STARTED BY TYPE OF ORGANIZATION

The chart below shows the number of businesses coordinated by various types of organization. In past years, more than half of all Trickle Up businesses were coordinated by indigenous non-governmental organizations (NGO's). In 1990, this percentage increased to 70%.

	TOTAL	GOVERNMENTAL				NON-GOVERNMENTAL			
		VOLUNTEER		REGULAR		INT'L		LOCAL	
		NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOTAL	18,572	4,144	22%	2,762	15%	1,201	6%	10,465	56%
1990	2,696	362	13%	199	7%	267	10%	1,868	69%
1989	4,738	885	19%	903	19%	255	5%	2,695	57%
1988	5,356	1,042	19%	888	17%	229	4%	3,197	60%
1987	2,746	723	26%	436	16%	175	6%	1,412	51%
1987-86	3,036	1,132	37%	336	11%	275	9%	1,293	43%

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* *Members of the Board of Directors; Ms. Conable and Mr. Shallon became Board members after 31 December 1990.*

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Trickle Up Program.

²William Rodgers succeeded Karen Miller as Program Officer for Asia in June 1991, following her promotion to the position of Executive Director in May 1991.

