trickleUP

2021 ANNUAL REPORT

FORGING RESILIENT PATHWAYS OUT OF POVERTY

WITH PARTNERS

WITH FUNDERS

WITH HER

AND WITH YOU

DEAR FRIENDS,

As the world faced another year of COVID-19 in 2021, we were deeply inspired by the courage, resilience, and perseverance of our staff and program participants. An estimated 97 million more people were thrown into extreme poverty because of the pandemic. Our work to reduce extreme poverty is more critical now than ever.

This year, working alongside nearly **50 partners**, we reached over **200,000 people by investing in 41,000 women living in extreme poverty**. Across Asia, Latin America, and Africa we have had the opportunity to partner with these women to create the training, coaching, savings groups, and asset transfers that enable them to forge resilient pathways out of poverty.

By continuing to work in partnership with local governments, municipalities, and nonprofit organizations, we leverage existing infrastructure and resources to catalyze and drive change for the women we serve. We also continue to weave climate resilience and adaptation as well as digital tools into our programming, increasing both the effectiveness and efficiency of our work.

It is also with gratitude and enduring admiration that we say goodbye to Bill Abrams who led Trickle Up for the past 16 years.

We are so grateful for the continued support of thousands of donors, small and large, and the commitment of our dedicated board and staff. It is a great joy and privilege to do this work and we invite you to join us.

Penny Foley
Board Chair

Nathalie Laidler-Kylander
President

DURING THIS PAST YEAR

18,000
participants and their families

Reached via the MetLife Foundation-funded MENTOR program in Mexico, enabling participants and their families to withstand the combined shocks of COVID-19 and multiple hurricanes.

2,500
participants in 670 Self-Help Groups

Engaged through the completion of the second phase of the Tata Communications-funded MPOWER program in India. We also built on our strategic partnerships with the Livelihood Missions of Odisha and Jharkhand to strengthen the inclusion of the extreme poor.

6,000
displaced people served

Through the continuation of a successful partnership with AVSI in Uganda. We also expanded our partnerships with the Danish Refugee Council and the Norwegian Refugee Council.

OUR VALUES

RESPECT

For the women we serve, our local partners, and each other.

COLLABORATION

Among our teams and with our partners.

COMMITMENT

To women living in extreme poverty and their communities.

FOR A WORLD FREE FROM EXTREME POVERTY

WHO WE ARE

Trickle Up's mission is to partner with women in extreme poverty to build economic opportunity and drive inclusion. Together with participants and our community of partners, we are forging resilient pathways out of poverty and reaching underserved populations.

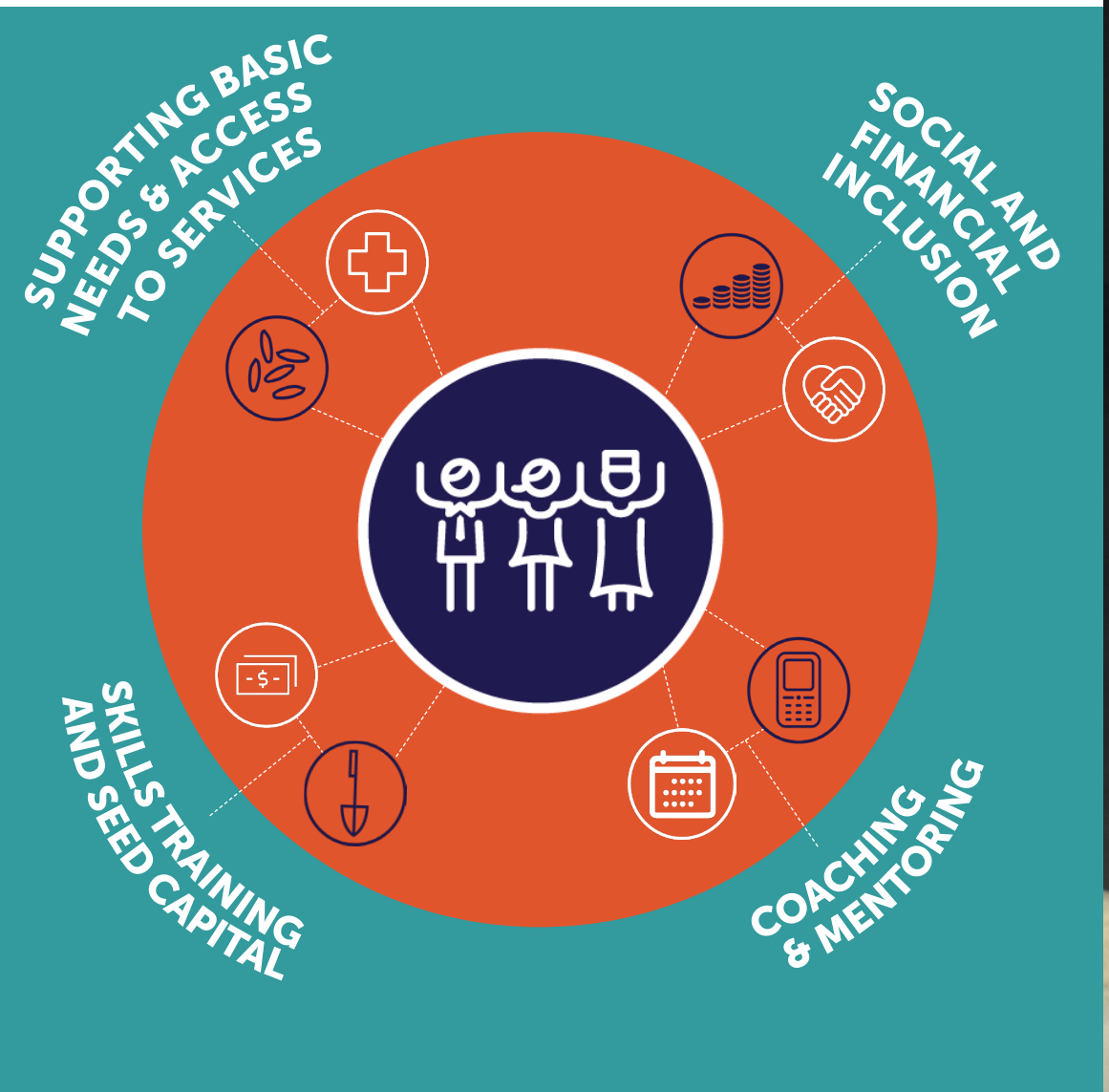
PARTICIPANTS AND PARTNERS

We work with **women experiencing extreme poverty** and their communities. In fact, **97% of our participants are women**. They live in remote, rural areas that are typically difficult to reach. Those participating in our programs also face other intersecting vulnerabilities. Some participants have been displaced by conflict, climate change, and economic instability. Others are members of communities that have opened their doors to refugees. Some are young people who are taking steps toward a bright future. Others live with disabilities or care for loved ones with disabilities. And many are from indigenous and tribal communities. *All are too frequently excluded by systems that should serve them.*

Partnerships are critical to reaching these underserved populations and scaling our work. We can only end extreme poverty in collaboration with communities, governments, large international NGOs, local organizations, and most of all, participants themselves.

WHAT WE DO

With our partners, we create an enabling environment for women in extreme poverty through economic and social inclusion programing.



HOW WE WORK

AT TRICKLE UP, WE:

Weave **climate resilience and adaptation** into all our livelihood programming because we recognize the impact of climate change on the communities with which we work.

Develop **digital tools** to increase our effectiveness and efficiency, building the capacity of our coaches and participants and extending our reach.

Leverage our experience to influence our local government partners in order to enable fundamental systems change.

OUR IMPACT IN 2021

Amid the challenges posed by a second year of the COVID-19 pandemic, participants in Trickle Up projects demonstrated incredible resilience. They started businesses and pivoted their livelihoods to weather uncertainty. They earned and saved and supported one another. They found their voices and made decisions for the future.

REACHED
200k
lives through **41k** program participants

SERVED
6,000
displaced people in partnership with AVSI in Uganda

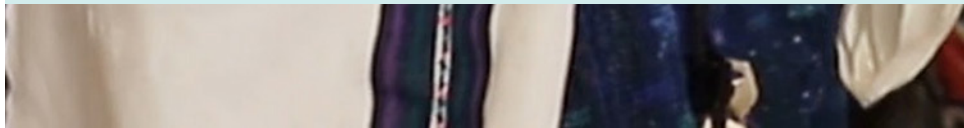
SUPPORTED
1,726
savings groups

CLOSE TO
50
partners

Without this opportunity we wouldn't have a place to get money. We're very proud & happy to be able to save. When we got seed capital, I thought I wouldn't be able to maintain the store. But it's generating an income.

What I want is to be in business for a long time. I never want it to close. And I wish the same to all the other women who have businesses.

From: Anita Aguilar Cruz, MENTOR project participant
Chiapas, Mexico



FOOD SECURITY

9 ➡ 91%

Increase in food security from 9% to 91% among participants in extreme poverty in Bangladesh.

<1%

In Guatemala, less than 1% of project households experienced extreme hunger at a time when chronic food insecurity in Guatemala remained one of the highest in the world.

95.8%

Thanks to household gardens and savings groups support, 95.8% of participants in Mexico reported not missing a meal during the COVID-19 lockdown. *They were able to eat and weren't forced to sell other assets to cover costs.*

1/3

One third of savings group loans were used to purchase food, enabling participants in Guatemala to continue their livelihood activities and not sell assets during the pandemic.

**Didis are project participants

*Smart Sakhis are digital coaches who train other project participants. They teach women in their communities to use smartphones and train them on agriculture with the help of a mobile app. Like Sumanti, Smart Sakhis are participants themselves who have demonstrated great potential and leadership skills.

Robust coaching & mentoring helped build confidence in me. As a Smart Sakhi*, I'm not only helping Didis** to think & start different livelihood activities, but imparting training. When the COVID-19 pandemic pushed more households below the poverty line, the smartphone was an emblem of hope. Didis have learned new trades, resolved challenges, enhanced customer engagement & sold products.

From: Sumanti Kumari, Smart Sakhi
Jharkhand, India

As AVSI, we're always looking for partnerships that add value, that grow us, but also those to which we can contribute within a shared vision. We find this true of our partnership experience with Trickle Up. Our co-design of the EQUALS World Bank-funded digital literacy and inclusion program in 2021 was a phenomenal example of the kind of innovation we can achieve together.

From: Rita Lorak, Chief of Party, AVSI Foundation
Kampala,Uganda

FINANCIAL WELL-BEING

IN INDIA

76.8% of participants reported an increase in income.

88.2% an increase in savings. ^^

IN UGANDA

96.2% of households diversified their livelihoods. ^^^

IN GUATEMALA

89% of participants were able to continue with their livelihood activities – including **91%** of households of participants with disabilities or caregivers of people with disabilities.

36% diversified their livelihoods to respond to COVID-19 restrictions or market changes. Very few sold productive assets during this period.

IN BANGLADESH

participants in extreme poverty **doubled** their savings.

IN BURKINA FASO

participants **tripled the value** of their durable assets and saw a **79%** increase in income generated through livelihood activities. ^

DECISION-MAKING AND LEADERSHIP

IN MEXICO

96% of participants were active in household decision-making upon finishing the program.

48.2% held a leadership role in their savings group.

IN BANGLADESH

94% of participants reported having a decision-making role in the household at the end of the project.

IN GUATEMALA

90% of participants had an active decision-making role in the household.

IN UGANDA

97.4% of women participants reported they believed in their abilities to succeed. ^^^

MetLife Foundation believes that the Trickle Up approach helps women build a safety net. Even when the NGO finishes their work with the community, the power of savings will continue. We have seen a difference in women's empowerment. We see women that today own a business, found allies and partners in other women in the community, and know they are not alone. These are women who know their rights and will now step up to express what they think.

From: Nalleli Garcia, Sustainability and CSR Director, MetLife Mexico
Mexico City, Mexico

COMMUNITY PARTICIPATION

97% By the end of the program, **97%** of participants in India were engaging in community activities. ^^

58% **58%** participated in panchayat (local council) meetings. ^^

INVESTING IN THE FUTURE

76% Participants in Burkina Faso invested in breaking the cycle of poverty with a **76%** increase in expenditure on children. ^

6.7 In India, for each rupee invested in our program, a return of **6.7** rupees in social benefits, such as education, safer migration, and health, was generated. ^^

^Data from Burkina Faso comes from results of a randomized control trial (Integrated Graduation Program and its Effect on Women and Household Economic Well-being: Findings from a Randomised Controlled Trial in Burkina Faso) published in The Journal of Development Studies in 2019.

^^Data from India is from the SROI Evaluation of the M-POWERED Project conducted by KPMG and published June 2019. The M-POWERED project is entering its third phase in 2022.

^^^ Data from Uganda comes from the results of Cohort 1 of the Graduating to Resilience Activity led by AVSI Foundation in partnership with Trickle Up and AIR.

The Government of Odisha is committed to addressing poverty through social protection. With the strategic partnership between Odisha Livelihood Mission & Trickle Up, we made a significant impact in the lives of ultra-poor women in hard-to-reach areas in the district. Trickle Up's mentorship support is helping them initiate and diversify livelihood practices to break the multiple dimensions of poverty & vulnerability.

From: Kamalendu Pal, Joint CEO & I/C DPM of Odisha Livelihood Mission
Balangir, India

CLIMATE RESILIENCE AND ADAPTATION

Recognizing that it is fundamental to ensuring participants' livelihoods are sustainable, we're weaving climate resilience and adaptation into all economic inclusion programming.

CLARA'S STORY

During 2019, droughts and storms damaged crops in Ixcán Guatemala, so Clara, a 21-year-old mother, decided to invest her seed capital in producing and selling fishing nets to generate income for her family.

Clara sold two cast nets in the first quarter of 2020 and used her earnings to rent land to plant corn for her family to eat as well as to sell in the local market. This produced extra income and she was able to hire people to care for the crop while she continued to make cast nets in her workshop.

In late 2020, two storms, Eta and Iota, destroyed part of her corn crop. But thanks to her savings, as well as profits from her netting business and a loan from her savings group, she replanted. When she last spoke to the Trickle Up team, she was expecting a new harvest for the first half of 2021.

Through our program, Clara learned to mitigate climate change risks.

I trained to be an elementary school teacher and then studied social work.

Now, I coach government employees on how to train women to start their own businesses. Our participants live in the most remote parts of Guatemala. Some people think this means they aren't smart. But they're very smart & willing to learn. We just have to partner with them.

As women we learn together and share our knowledge. I love this solidarity.

From: Edna Rebeca Ortiz Vidaurre, Field Officer, Trickle Up
Cobán, Guatemala

EMERGENCY COVID-19 RELIEF IN INDIA

The pandemic's second wave in India drove more people into poverty and hunger, and exacerbated the suffering of those already struggling with food insecurity. With support from our donors and partners, we were able to provide relief to our participants in the states of Jharkhand and Odisha.

6,800 households, approximately **35,000** people total, received immediate relief to address food insecurity, were reached with credible information and hygiene supplies to help combat the spread of COVID-19, and were presented with seed kits to support balanced nutrition and aid in restoring lost livelihoods.

DURING RELIEF OPERATIONS:

1,582
Vulnerable households not covered by any existing social assistance programs received direct benefit transfers.

4,525
Households were given hygiene kits containing masks and sanitizers to help prevent the spread of COVID-19.

1,375
Households received seed kits, which contained locally adapted varieties of vegetable seeds to restore lost livelihoods and promote a balanced supply of protein and micronutrients grown in home-based nutrition gardens.

2,260
Of the most vulnerable families received food ration kits.

We distribute smartphones to women in extreme poverty in rural India. With our dedicated app, we train them to start small businesses and save money. Patchy internet and the pandemic are challenges. But I'm hopeful.

Since joining Trickle Up, I see a different world. I'm directly touching the lives of many people.

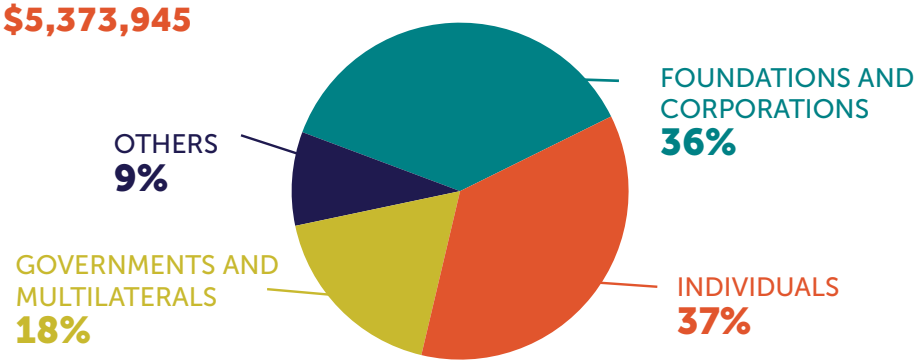
From: Rasmi Ranjan Behera, Program Officer — Digital Inclusion, Trickle Up Kolkata, India

FISCAL YEAR 2021 FINANCIALS

(ENDING AUGUST 31, 2021)

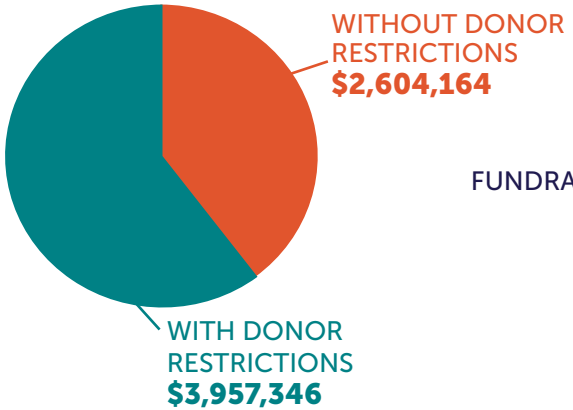
TOTAL INCOME (WITHOUT DONOR RESTRICTIONS):

$5,373,945



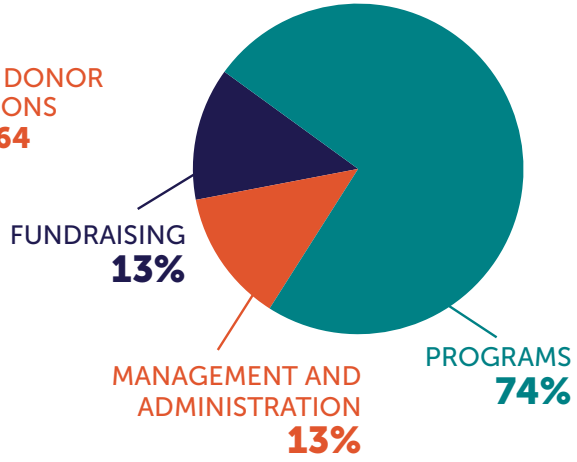
TOTAL NET ASSETS END OF FISCAL YEAR 2021:

$6,561,510

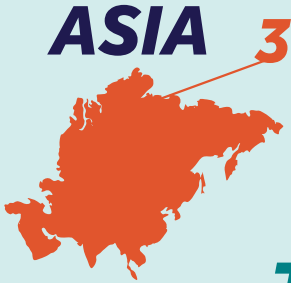


TOTAL EXPENSES:

$5,375,115



PROGRAM AREAS



ASIA **37%**

THE AMERICAS **37%**

REFUGEE AFFAIRS **26%**

This information is excerpted from our financial statements, which have been audited by Mazars USA LLP, Certified Public Accountants. A copy is available at trickleup.org/financials.

CHARITY NAVIGATOR ★★★★ Four Star Charity

BBB ACCREDITED CHARITY give.org

Give a woman seed capital, a collegial group of women friends, and training, and you provide her with the pathway to hope and dignity. This drives success, leading to a cycle of growth for her. And when women rise up, the whole world rises up.

From: Neroli Lacey, Donor since 2003
New York City, USA

2021 SUPPORTERS

$100,000+

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