



# Trickle Up 2006

## Mission

To help the lowest-income people worldwide take the first steps out of poverty by providing seed capital, business training and relevant support services essential to the launch or expansion of a microenterprise. We work in Cambodia, Bolivia, Burkina Faso, Ethiopia, Guatemala, Haiti, Honduras, India, Mali, Nepal, Nicaragua, Niger, Uganda and the United States.

## Program

Trickle Up provides a range of services to assist individuals in starting or expanding a microenterprise. Conditional seed grants are combined with business training focused on planning, marketing, record keeping and general business practices. Entrepreneurs commit to investing their time to the business, participating in business training and savings options and recording their business results. After the first three months in business, the entrepreneur reports on the status of the business, their earnings and profits. At that time, if the business is viable, the entrepreneur is eligible for the remainder of the 'seed capital' grant and continues to receive business development training and support.

**Partnerships:** 152 coordinating partner agencies work with Trickle Up to assist in the implementation of the program and to provide business training support and mentoring to entrepreneurs.

**Types of Businesses:** Retail, crafts, agriculture, animal husbandry, food processing, clothing, household items and services.

## Impact

**Businesses Supported:** More than 10,000 businesses supported in fiscal year 2006.

**Entrepreneur and household gains:** Increased income; improved housing, education, nutrition, health care, self-sufficiency, and empowerment, and greater confidence and hope for the future.

**Business Success:** Approximately 95% of the businesses continue past one year, and 80% expand. 78% of businesses are women-led, 9% of businesses are led by people affected by disabilities.

## Funding

Most of Trickle Up funds come from U.S.-based voluntary contributions. In 2005, funds came from the following sources: 53% from individuals, 33% from foundations, 7% from corporations, 6% from other, and 1% from government.

**Allocation:** Trickle Up spends 87% of every dollar on program services and 13% on fundraising, management and general expenses.



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