

THE TRICKLE UP PROGRAM

History and Mission

Founded in 1979, the mission of Trickle Up is to help the **lowest income people worldwide take the first step up out of poverty**, by providing conditional seed capital, business training and relevant support services essential to the launch or expansion of a microenterprise. This proven social and economic empowerment model is implemented in partnership with local agencies.

Focus

Trickle Up is **focusing its efforts in fourteen core countries**. These countries are Cambodia, Bolivia, Burkina Faso, Ethiopia, Guatemala, Haiti, Honduras, India, Mali, Nepal, Nicaragua, Niger, and Uganda and the United States. Trickle Up also has a special program in Sri Lanka, in response to the 2004 tsunami.

Program Components

Identifying Entrepreneurs: Trickle Up works in the poorest areas of the poorest countries worldwide and in the United States. Low-income individuals that are committed to starting or expanding a microenterprise, and meet our eligibility criteria, become Trickle Up entrepreneurs. A wide network of locally-based non-profit partners assist Trickle Up in determining eligibility. Partners are trained by Trickle Up. Using Trickle Up tools, partners perform a poverty assessment of the individual, determine entrepreneurial drive and, if selected, facilitate the development of the business idea and plan.

Training: Trickle Up provides the entrepreneur with business training and coaching in order to create a business plan. The training continues throughout the business development process, and referrals are provided for entrepreneurs who need additional resources.

Grants: Upon final approval of the business plan, half of the grant amount is dispersed. Grants of \$100 are provided (\$700 in the United States). Three months after the first disbursement, the business plan is reviewed and, if the business is showing considerable potential, the entrepreneur receives the remainder of the grant.

Program Components cont.

Continued Training, Savings and Support:

Trickle Up provides ongoing training and support to assisted entrepreneurs. Saving is an integral part of Trickle Up and a variety of methods are used throughout the program. Savings plans and groups allow Trickle Up entrepreneurs to save, often for the first time in their lives, within the security of their own communities. Entrepreneurs are encouraged to use savings to reinvest in their businesses. Trickle Up also identifies and creates links with microfinance institutions so that entrepreneurs can access credit and further improve their businesses.

Results

- ◆ Total businesses supported since 1979: **138,951**.
- ◆ Total businesses supported in 2005: **8,673**.
- ◆ A Trickle Up business is the main source of income for **80%** of entrepreneurs supported in 2005.
- ◆ Approximately **95%** of the businesses supported in 2005 continued after one year and **80%** had expanded.
- ◆ **78%** of Trickle Up supported entrepreneurs in 2005 are female.
- ◆ Trickle Up has worked in over **120** countries since 1979.

