

# The first steps out of poverty

## Mission

To help the poorest people worldwide take the first steps out of poverty by providing seed capital grants, business training, and relevant support services essential to the launch or expansion of a microenterprise.

## Program

Trickle Up enables very poor individuals to take their first steps out of poverty. Through partnerships with community organizations, we provide business training, seed capital grants and ongoing support needed to launch a microenterprise. In order to qualify for the program, entrepreneurs complete a comprehensive business planning process, submit a business plan for approval, and become a member of a savings group or open an individual savings account. Trickle Up provides grants to our clients in order to focus our work with the poorest of the poor — people who are unable to obtain a microloan and have no other access to capital. We focus our support on the most economically vulnerable groups, particularly women, people affected by HIV/AIDS, and people with disabilities.

## Countries

**Africa:** Burkina Faso, Ethiopia, Niger, Mali, Uganda  
**Asia:** Cambodia, India, Nepal  
**Latin America & Caribbean:** Bolivia, Guatemala, Haiti, Honduras, Nicaragua  
**North America:** U.S.A.



## Impact

In fiscal year 2006, Trickle Up helped launch or expand 10,162 businesses. Each business directly supports six people. In 2006 these enterprises supported 60,972 people.

(Below figures are for fiscal year 2006.)

**92%**

of businesses continue after one year

**81%**

expand during the first year

**70%**

of entrepreneurs report increased food intake

**52%**

report more children in school

**71%**

of businesses are led by women

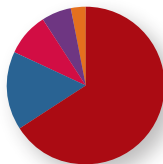
**10%**

of businesses are led by people affected by disabilities

## Efficiency

### Sources of Revenue

- 66% Individuals
- 16% Foundations
- 9% Corporations
- 6% Government/Multilateral
- 3% Other



### Expenses

- 86% Program Services
- 11% Fundraising
- 3% Management & General

