



Annual Report 2016 - 17

# Trickle Up India





## Foreword

What is a breakout opportunity? It's the prospect of achieving a transformative ambition. It makes your heart race and your palms sweat. It's big, even life-changing.

For women and families living in extreme poverty, a breakout opportunity comes from gaining the financial skills and acumen that can turn a smart idea into a reliable income. It's the ability to send your children to school and to a doctor when they are ill. It's eliminating the worry of providing your family's next meal. It's raising your voice when you've always been silent. It's defying a long legacy of poverty and exclusion. For many women in India, the breakout opportunity was Trickle Up.

Inspired by women who fought poverty hard with every opportunity they got, our founders Glen and Mildred Robbins Leet started Trickle Up 37 years ago. They knew that, with a modest seed capital grant and the skills and confidence to use it effectively, women could realize the dream of a better life.

With each Trickle Up business benefiting an average of five people, we estimate that we've touched more than a million lives since 1979. Our methods have evolved with the times, but unchanged is our focus on people living in conditions of extreme poverty, vulnerability, and marginalization. A recent three-year study in India found that women in our program gained steady, reliable incomes and productive assets; saved more; and could afford more and better food.

In addition to fostering a breakout opportunity for those women and their families in 2016, we realized several breakout opportunities for Trickle Up as an organization. They will accelerate our growth as we aim to reach our next million people within the next five years.

In 2016, we began a project that will put smartphones and solar chargers in the hands of at least 1,800 women in rural villages in India and give them state-of-the-art mobile computing and communication power. With customized applications for business and agriculture advice, weather and market updates, and other information, this project will help us develop tools and techniques that can benefit women around the world. Our primary partners on this initiative are Tata Communications and the Tata Trust.

The economic development core of Trickle Up's program is a powerful platform for addressing an array of needs.

None of this would be possible without your loyal support and generosity. You make it possible for women living in ultra-poverty to declare themselves self-reliant and educate their children, breaking a cycle of extreme poverty their families have confronted for generations. It's your continued support that inspires us to dream big and reach more people than ever before. When we look forward, we are motivated by the possibility of a world free of extreme poverty within a generation.



# Contents

Foreword	01
About Us	03
In Partnership with TATA Communications	05
Program Impact	07
Story of Change from M-Powered	09
Balance Sheet (as at 31 March, 2017)	10
Statement of Profit and Loss (2016-17)	11
Details of Staff Remuneration	12

# Our Vision

A world where no one lives in extreme poverty and vulnerability.

# Our Mission

Trickle Up helps people in extreme poverty and vulnerability advance their economic and social well-being.

# Our Objectives

Trickle Up drives large-scale change by partnering with governments, global institutions, and local organizations, specializing in serving highly vulnerable populations: women, people with disabilities, refugees and other forcibly displaced people, indigenous populations, and youth.

Trickle Up is a catalyst for transformational change – both for households and the institutionalized policies and practices that support their exit from extreme poverty.

Trickle Up never stops improving. Building on 40 years of experience and enduring mission, Trickle Up constantly pursues ways to improve program quality, develop innovations that can improve outcomes and cost-effectiveness, and adapt to local conditions.



# In Partnership with TATA Communications

In partnership with TATA Communications, the 'M-POWERED' Project (Mobile Connections to Promote Women's Economic Development) was conceptualized to make significant and replicable contributions to eradicate extreme poverty by providing extremely poor women with access to appropriate mobile technologies. This would enhance their access to information and services, and at the same time enable major anti-poverty programs to be more efficient, effective, and responsive to the needs of women and their households.

**Project Goal:** The goal of this project is to make a significant and replicable contribution to eradicate extreme poverty by providing extremely poor women with access to appropriate mobile technologies in order to enhance their access to information and services, while at the same time enabling major anti-poverty programs to be more efficient, effective and responsive to the needs of these women and their households.

**Project Objective 1:** Increase extremely poor households' access to information that will enable greater financial and social inclusion and sustainable livelihood development (with spark grant support to 1,800 participants).

**Project Objective 2:** Increase the responsiveness and accountability of government and other providers to the needs of extremely poor households by increasing their access to real-time data about these needs and strengthening households' ability to provide input and feedback about services provided.

## The Process

Before the launch of the M-POWERED project, the following activities were undertaken: selection of ultra-poor project participants, formation of SHGs and development of individual livelihood plans with project participants in Odisha. The process of opening bank accounts was started and is ongoing. Participants also received training on livelihood activities. Convergence with different departments to provide participants with livelihood support and access to government social protection schemes began before the launch of the M-POWERED project. The livelihood initiative has been started from May 2016 whereas grant disbursement to the project participants of Odisha and Jharkhand under this project has been started from July 2016.

Trickle Up has also undertaken the following activities to ensure that participants develop sustainable livelihoods:

- Credit linkage of SHGs with OLM/JSLPS supported Pro Poor investment Fund (PIIF)/Community investment Fund (CIF) and bank linkage to ensure the promotion of diversified livelihood activities and scale-up of livelihood activities
- Handholding and coaching of participants throughout the project. This support is provided through household visits at the participant level and weekly group meetings at the SHG level which cover the promotion of livelihood activities and generate awareness on social issues like government schemes and services
- Ensuring participants' access to different financial services and social assistance programs/government schemes by sharing information and facilitating access to pension schemes, health schemes, etc.
- Following up on livelihood activities and tracking progress of project participants



Participant using her mobile phone in Manoharpur (Jharkhand)

## Outcomes

**1748**

active project participants organized into 454 self-help groups

**68**

SHGs with ultra-poor participants received a Revolving Fund

**1005**

participants have initiated their livelihood activities

**38**

SHGs with ultra-poor participants received a CIF Fund

**1800**

participants have livelihood plans

**30**

SHGs are linked with banks

**72%**

participants have started to earn income

**1434**

participants have opened their bank accounts



Mungli training other project participants

## Story of Change from M-POWERED

Mungli Lohar was married into a large family where she was responsible for taking care of two of her brother-in-laws and two sister-in-laws along with her aging father-in law. Mungli belonged to a small family before she married her husband, Gura, and he, too had many family responsibilities. Caring for her in-laws kept Mungli in the home and unable to engage socially or pursue economic opportunities.

But, in 2016, Mungli joined Trickle Up as a project participant and she began to branch out on her own. A key component of Trickle Up's approach is to help participants make connections with others outside their household and encourage broader social inclusion. Mungli became a member of the Maskal Self-Help Group, a safe place to save, access credit, and share advice with other women in her community. She also received a grant of INR 3,000 to start a livelihood and, with the advice of her coach, decided to buy two ducks and one goat. She also bought stock and supplies to open up a fast food shop at the bus stop in Chotanagra.

Her membership with the group helped her to network and promote her food stall. Initially, she was only able to break even or saw little income. To improve her business, she used her new M-Powered smart phone and its POP app to learn and access the information she needed to make more informed decisions about her business. Now, her food has become so popular, she has begun supplying it to her SHG during breaks from their regular

meetings. The trend has caught on, and she now takes orders and delivers her food to other SHGs in and around her village during their meetings or training sessions.

Today, Mungli runs the food business with Gura's help. With their earnings, she has purchased a bicycle that Gura uses to deliver food faster to keep up with demand. In a place where many women are often known only as the wives of their husbands, Mungli proudly observes that Gura is known to be Mungli's husband in the village. She feels empowered and her skills and comfort using her M-Powered phone has led to her nomination to be one of the eleven "Smart Sakhis," or ambassadors for the smartphone program in her community.

Now, apart from her work with her food business, Mungli trains other participants in her village on how to use a smartphone, from navigation to using the PoP app. She is encouraging with her words and has set an example for the community, challenging others to come forward, learn, and join the revolution of change.

**"I sometimes feel if I did not take charge of the situation and keep raising it each day, maybe today I would be just any other woman. But I stood up for myself, I worked hard, followed a plan, and now I am a leader in the community. I feel confident and independent. Life gave me one chance and I made the best use of it," says Mungli.**

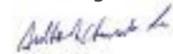
# Balance Sheet as on 31 March, 2017

I.	Particulars	Note. No	As on 31 March, 2017		As on 31 March, 2016	
			Amount (INR)	Amount (INR)	Amount (INR)	Amount (INR)
<b>I.</b>	<b>EQUITY AND LIABILITIES</b>					
1.	<b>Shareholders' Funds</b>			<b>78,925</b>		<b>59,192</b>
	(a) Share Capital	3.1	2,00,000		2,00,000	
	(b) Reserves and Surplus	3.2	-1,21,075		1,40,808	
2.	<b>Current Liabilities</b>	3.3		<b>31,156,244</b>		<b>11,500</b>
	(a) Grant Received in advance		31,132,644		11,500	
	(b) Short Term Provision - Auditors remuneration payable		23,600			
	<b>Total</b>			<b>31,235,169</b>		<b>70,692</b>
<b>II.</b>	<b>ASSETS</b>					
1.	<b>Non-Current Assets</b>			<b>2,05,316</b>		<b>39,765</b>
	<b>(a) Fixed Assets</b>	3.4	<b>85,433</b>		<b>0</b>	
	(i) Tangible Assets		1,34,136		0	
	Less: Depreciation		-48,703		0	
	<b>(b) Long-Term Loans and Advances</b>		<b>1,00,000</b>		<b>0</b>	
	Security Deposits		1,00,000		0	
	<b>(c) Other Non-Current Assets</b>		<b>19,883</b>		<b>39,765</b>	
	Pre-Operative Expenses		19,883		39,765	
2.	<b>Current Assets</b>	3.5		<b>3,10,29,853</b>		<b>30,927</b>
	(a) Current Investments		28,000,000		0	
	(b) Cash and Cash Equivalents		1,325,354		30,927	
	(c) Other Current Assets		1,704,499		0	
	<b>Total</b>			<b>1,56,09,612</b>		<b>3,12,35,169</b>

SIGNIFICANT ACCOUNTING POLICIES & NOTES ON ACCOUNT - 3.9

Signed in terms of our report of even date annexed

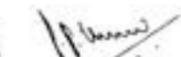
For A.S. Gupta & Company  
Chartered Accountants  
Firm Reg. No : 302077E

  
CA. S. C. Sen  
Partner  
Membership No. : 013679



For and On behalf of the Board

  
Amalendu Pal  
Director - DIN : 02661899

  
Prabhakar Varma Penumetsa  
Director - DIN : 02934281

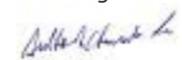
Place: Kolkata, India  
Date : 28 August 2017

# Statement of Profit and Loss for the year ended 31<sup>st</sup> March, 2017

Particulars	Note. No	As on 31	
		March, 2017	March, 2016
<b>I REVENUE FROM OPERATION</b>	3.6		
a) Donation / Grants		80,29,490	12,200
b) Other Income		5,99,683	1,814
<b>III TOTAL REVENUE</b>		<b>86,29,632</b>	<b>14,014</b>
<b>IV EXPENSES</b>			
a) Program Expenses	3.7	48,61,610	-
b) Operation Expenses	3.8	37,48,289	41,382
<b>V TOTAL EXPENSES</b>		<b>86,09,899</b>	<b>41,382</b>
<b>VI Profit/(Loss) before Extra Ordinary Items and Tax (III - V)</b>		19,733	-27,368
<b>VII Tax Expenses</b>		-	-
<b>VIII Profit/(Loss) for the period from continuing Operation (VI - VII)</b>		19,733	-27,368
<b>IX Profit/(Loss) for the period</b>		<b>19,733</b>	<b>-27,368</b>

Signed in terms of our report of even date annexed

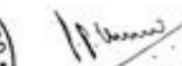
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For and On behalf of the Board

  
Amalendu Pal  
Director - DIN : 02661899

  
Prabhakar Varma Penumetsa  
Director - DIN : 02934281

Place: Kolkata, India  
Date : 28 August 2017

# Staff Remuneration and Air Travel Expenses

## Staff Remuneration

Slabs of gross monthly salary (INR) plus benefits paid to staff	No. of Male Staff	No. of Female Staff	Total Staff
< 5000	0	0	0
5001 – 10000	0	0	0
10001 – 25000	0	0	1
25001 – 50000	0	0	0
50000 <	2	2	4

Name	Designation	Year of joining	Gross Monthly Salary Plus Benefits	Remarks
Udita Ghosh Sarkar	Director - Programs	2016	INR 126,354	Highest paid staff and Head
Mukesh Dubey	Program Coordinator	2017	INR 58,980	Lowest paid staff

## Staff, Board & Advisory Council Lists

- Prabhakar Varma Penumetsa (Director)
- Amalendu Pal (Director)

*No remuneration and reimbursement have been given to any board member.*





4/2 Orient Row, 2<sup>nd</sup> Floor, Park Circus, Kolkata - 700017, West Bengal, India.

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