

THE WHITE HOUSE
WASHINGTON

June 18, 1997

Secretary Richard Riley
Department of Education
Washington, DC

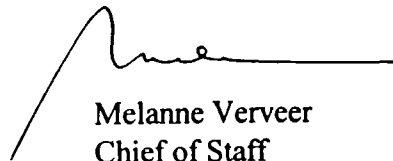
Dear Mr. Secretary:

I wanted to let you know that John Funderburk, a member of your staff who was for the last several months detailed to the First Lady's Office, has served here at the White House with distinction, dedication and good humor.

As you know, John has recently returned to the Department of Education to work directly for you. There are few people his age who are as committed to public service, hardworking, and talented. We will greatly miss John, but he could not be serving with a better mentor than our Secretary of Education.

On behalf of the First Lady and her staff, we thank you for his time with us and we envy your getting him back.

Sincerely yours,

A handwritten signature in black ink, appearing to read 'Melanne', with a long horizontal stroke extending to the right.

Melanne Verveer
Chief of Staff
Office of the First Lady

THE WHITE HOUSE
WASHINGTON

May 10, 1997

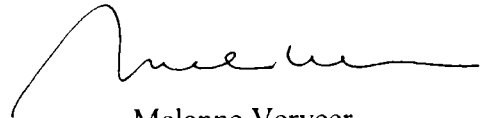
Mr. Peter Rosenstein
Executive Director
National Association for Gifted Children
1707 L Street, NW
Suite 550
Washington, DC 20036

Dear Mr. Rosenstein:

Thank you for your letter and for *Parenting for Higher Potential*, which Carl Anthony provided us for the First Lady.

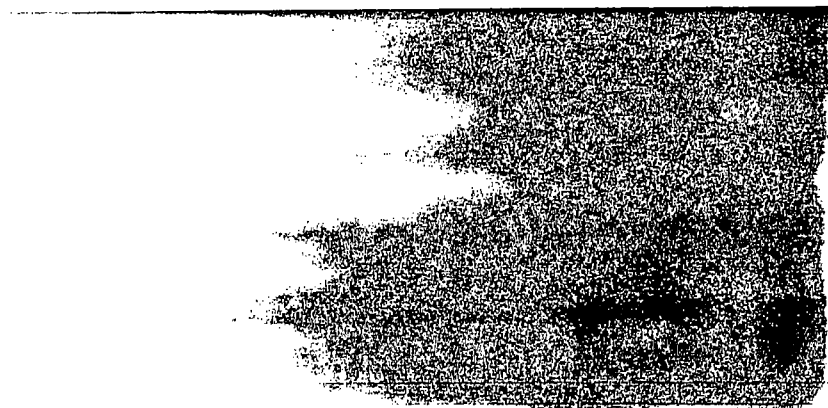
Thanks for writing and best wishes. I have included a copy of the remarks of the President and First Lady from the White House Conference on Early Childhood Development and Learning recently held at the White House.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Melanne Verveer', with a long, sweeping horizontal line extending to the right.

Melanne Verveer
Chief of Staff to
the First Lady

Encl.



R



National Association for Gifted Children

1707 L Street, N.W.
Suite 550
Washington, D.C. 20036
(202) 785-4268

**Peter D.
Rosenstein
Executive
Director**

DATE: April 11, 1997

TO: Carl Anthony

FROM: Peter D. Rosenstein
Executive Director 

RE: *PARENTING FOR HIGH POTENTIAL MAGAZINE*

Per our discussion, I would very much appreciate it if you would see that Mrs. Clinton receives a copy of *Parenting for High Potential*. Actually, the lead story in the March issue relates to the upcoming White House Conference on Early Childhood Development and Learning.



*We shall include
her remarks
from the
Conference.*

THE WHITE HOUSE
WASHINGTON

June 10, 1997

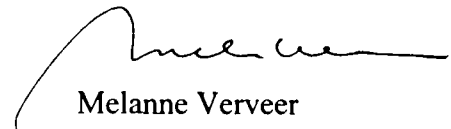
Ms. Susan Romanski
Program Officer for Africa
Trickle-Up Program
54 Riverside Drive
New York, NY 10024

Dear Ms. Romanski:

On behalf of Mrs. Clinton, thank you very much for your letter and materials on the Trickle Up Program. As you know, Mrs. Clinton addressed issues of economic development and assistance for women through micro-enterprise during her trip to Africa. The work being done by the Trickle Up Program is so vital and we are grateful for the materials.

I am enclosing a copy of Mrs. Clinton's remarks in Uganda. Thank you for writing and best wishes in your important work.

Sincerely,

A handwritten signature in black ink, appearing to read 'Melanne Verveer', with a long, sweeping horizontal line extending to the right.

Melanne Verveer
Chief of Staff to
the First Lady

Encl.

TRICKLE UP PROGRAM

MILDRED ROBBINS LEET
President

54 Riverside Drive, N.Y. N.Y. 10024
Phone (212) 873-6618 Fax (212) 873-4270



54 Riverside Drive • New York, NY 10024 • (212) 362-7958 • Fax: (212) 877-7464
e-mail: 73444.557@compuserve.com • WWW: <http://www.vita.org/trickle/trickle.html>

Founders and Presidents

*Glen Leet
*Mildred Robbins Leet

Executive Director
Suzan Habachy

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Liston Tatum

14 March, 1997

Ms. Pat Cicetti
Special Aid to Mrs. Hillary Clinton
The White House
Washington, D.C.

Dear Ms. Cicetti,

At the request of Mildred Robbins Leet please find enclosed a CNN video featuring Mildred Leet and the Trickle Up Program as well as our Africa Regional Report and a list of Coordinators who have been working with us for some time in Uganda.

Many thanks in advance for your help.

Sincerely,

Susan Romanski
Program Officer for Africa
Trickle Up Program

KT- Pam had asked
me to respond, but
I think it makes
more sense for you
or MJ to respond,
perhaps w/ remarks

of HRC in Africa.
Nicole

TIME

LOCAL HEROES

MARIO RUIZ FOR TIME



MILDRED LEET, 73, AND GLEN LEET, 88; NEW YORK CITY; international-development consultants
At an age when most people retire, these former U.N. officials have spent

their golden years running Trickle Up, a program they founded to launch businesses in underdeveloped areas. In the past 17 years, they have jump-started 52,000 enterprises in 113 countries by funneling grants directly to impoverished families. Says Mildred: "There is a way to end poverty by helping people help themselves up the economic ladder."



Trickle Up Program, Inc.
 54 Riverside Drive • NY, NY 10
 tel: 212-362-7958 • fax: 212-67
 e-mail: 73444.557@ccmpuser.
 1212NY, NY

January 7, 1997

FamilyCircle

people who make a difference

Diane MacFarlane desperately needed a job. The mother of a 5-year-old boy was pregnant when her marriage broke up and the restaurant where she worked as a manager closed. Her ex-husband was a truck driver, but with jobs few and far between, he couldn't offer her much help financially.

Nervous and emotionally wrought, Diane reluctantly went on public as-

FC not give small grants and allow that money to trickle up

A Few Dollars and a Dream

FC By Ann Maturro

sistance. But before her new baby boy was out of diapers, she started pounding the cold pavement in Lewiston, Maine. She thought the degree in business management she had recently earned would land her a job. "But no one wanted to take a chance on someone right out of school," says Diane of her search four years ago. "That's when I realized I didn't have to wait for someone to give me a job—I could create one for myself."

The solution to her problems literally fizzed beneath her nose. In Maine, distributors pay 8 cents for every bottle and can that is returned to them. Diane figured no training or special equipment would be necessary to collect and return containers for recycling. So with a small loan from a local development agency, Dyna-Mac's Redemption House opened in July 1993. Within a year, Diane was off welfare but barely making enough to repay the loan and feed her family.

"Then my mother asked if she could sell her handiwork at my redemption center," Diane says. The crocheted crafts sold so well that Diane decided to turn the extra space in her building into a crafts center.

Ann Maturro is an associate articles editor at FAMILY CIRCLE.

But where would she get the money to convert the area into a place for crafters to display their work?

Enter Trickle Up—a nonprofit international program designed to help people in need help themselves by starting or expanding small businesses. Trickle Up (TU) was born 18 years ago when a husband and wife, both with distinguished careers at the United Nations, became disenchanted by bureaucratic waste. Time and again, Glen and Mildred (Millie) Leet say they saw infusions of financial aid to developing countries squandered by corrupt officials and disorganized governments, never reaching the needy. In 1979 they took \$1,000 of their savings and experimented with a simple concept. Why not offer small grants directly to people interested in starting businesses and allow that money to trickle up from the bottom instead of down from the top?

"We felt there had to be a better way to reach the growing number of poor people," says Millie, who at 73 energetically devotes most of her day to the program she affectionately refers to as the couple's child. "But we wanted to do more than just give them money," adds Glen, 88, who

works alongside his wife. "We wanted to show them how to use their own skills to change their plight."

In February 1995 Diane MacFarlane used her TU money to build booths for 80 crafters, charging them up to \$45 per month in rent. "I turned a profit within six months, and I've finally got more control over my money," says the grateful entrepreneur

A Chance and a Challenge

The Leets have helped more than 280,000 needy people ▶▶▶▶▶▶▶▶



Trickle Up Program, Inc.
54 Riverside Drive, NY NY 10024
tel. 212-362-7958 fax. 212-8777-464
e-mail. 73444.557@compuserve.com
www.vtla.org/trickle.html

"Now I hold my head high when I walk in my home."

▶▶▶▶▶▶▶▶ From page 15

launch or expand 52,000 businesses in 114 countries. They learn of candidates through volunteer coordinators in community-based organizations such as the Peace Corps. The coordinators provide basic business training and hand out the checks.

The couple, who draw no salary and pay their own travel expenses, receive funding from corporations, but most of the TU money comes from individuals. "I remember a man on Social Security who sent monthly checks for \$2.34," Millie says. "For him that was an enormous sum, and for us an inspiring sacrifice."

With a staff of 13, TU operates out of the ground floor of the Leets' New York home. The amounts given seem ridiculously small—just \$100 to international entrepreneurs. But picture eking out a living in a remote area without running water, electricity, cars, telephones or much hope for the future. "One hundred dollars is still a lot of money in developing countries," says Millie sadly. "And in the former Soviet Union, it would take a working family months to make that much."

Many grant recipients abroad have little or no education, and their businesses are as varied as the countries in which they are established. On the West Indian island of Dominica, for instance, TU entrepreneurs make a tasty ginger wine and banana chips from local produce; women in the Philippines deliver their pineapple and mango jams to customers by canoe. A Cambodian man, who tragically lost an arm in a land-mine explosion, sends his children to school thanks to profits from the chicken and egg business he started. Well over two-thirds of the businesses TU has funded are still in operation.

The Leets, who met four years after their first spouses died, don't believe in fostering dependency. It's up to the entrepreneurs to draw up a business

plan, something TU coordinators often help with. Then TU sends a \$50 start-up check and a promise of another \$50 in three months if the person or group devotes a certain number of hours to the business, keeps records of the sales and reinvests 20 percent

of the profits. Upon receipt of a one-page progress report, the rest of the money is sent. After that, they're on their own. No more money. No exceptions. "It's our hope that they will quickly spread their wings and fly free from TU and from poverty," says Millie, who raised two daughters and is the grandmother of one.

In 1994 TU received a generous donation from Abraham & Straus (A&S)—a retail store that has since been purchased by Macy's and dissolved—to test the program in the United States. So far, TU/USA has helped 189 people, like Diane MacFarlane, expand existing enterprises. Since \$100 doesn't have the same impact here, TU offers American entrepreneurs \$500, paid out in two installments.

Some of the American beneficiaries include former welfare recipients: Charmaine Pascal and her husband, Leighton, used their TU grant money to purchase toys for their day-care center in Brooklyn; Clinton and Francesca Johnson started a bakery in their Harlem neighborhood, and two brothers in Pennsylvania made their fledgling car-washing business portable—and more profitable—by buying a secondhand generator.

It's far too difficult for poor people to start businesses in this country because of the way the welfare system works, say the Leets. "Once they start to make money,

their relief payments and health benefits are jeopardized," explains Glen, who wrote welfare legislation in the 1930's when the system was established. "The way to reform welfare is to allow people a year or two to earn some working capital before they're dropped from the public payroll."

Glen's no-nonsense suggestions for reform, coupled with the impressive work Trickle Up is doing, is gaining the great-grandfather of two a following on Capitol Hill. "The Secretary of Labor, the Secretary of Health and Human Services, and Senator Kennedy have responded enthusiastically to our ideas," says the dignified gentleman matter-of-factly. Trickle Up has impressed U.S. Senator Daniel Patrick Moynihan as well. "The Leets have done a tremendous amount of good work with their program," says the Senator from New York.

The Leets, however, are modest about the role they've played. "Trickle Up is just the spark that gets them going," says Millie humbly. Though there are many Trickle Up triumphs, Glen and Millie tell a favorite story about a woman in the Philippines who grows fruits and vegetables and sells them in a busy marketplace. Her income enabled the young woman to repair the family's broken-down home and move beyond mere survival to a place where she feels good about herself. "She told us, 'Now I walk through my door with my head high.'" ■



In war-ravaged Sierra Leone, this woman began a business making and selling woven mats.

Start a Business

Although Trickle Up cannot respond to individuals requesting aid, they do offer these ideas for starting small businesses:

● Custom car washing ● Lawn maintenance ● handyperson ● housecleaning ● moving and storage ● word processing ● newspaper delivery ● pet care/dog walking ● shopping service ● sewing/alterations ● catering/party help ● child or elder care ● laundry service.

Resources: ● For information on business skills training, call 1-800-UASK-SBA for a referral to your local Small Business Administration office. ● The National Association of Women Business Owners has tips and other free information. Call: 1-800-55NAWBO. ● The Consumer Information Center has two free publications: "Starting a Small Business" and "Running a Small Business." To order both, send your name and address to: Business Basics, Consumer Information Center, Pueblo, CO 81009. —A.M.



TRICKLE UP IN AFRICA

1995 REGIONAL REPORT

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<i>1995 Regional Report prepared by Susan Romanski, Charlie Russell, and Jeanette Dempsey with reports from Daniel Delehanty</i>	

EXECUTIVE SUMMARY

As the needs of the poor continue to grow around the world, the Trickle Up Program helps meet those needs by providing income-generating opportunities for low-income entrepreneurs to create micro-enterprises. In 1995, Trickle helped start or expand 3,654 businesses to improve the lives of 15,694 needy persons and their dependents in 26 African countries.

Africa is a continent faced with a number of complex problems, but these difficulties are not without hope. Over this past year, the Trickle Up Program has continued to make great strides in addressing some of the many problems faced by needy Africans. In Uganda, Trickle Up has been working to improve the lives of families stricken with AIDS by helping widows and orphans in Kampala and families living with HIV in the Jinja District. In Sierra Leone, Trickle Up is helping low-income entrepreneurs who have been displaced by political upheaval to rebuild their lives through their own creative ideas and initiatives. In Liberia, Trickle Up joined forces with the United Nations Volunteers and the United Nations Development Programme to reach the poor affected by years of civil war. This partnership enabled over 800 Liberians to be helped in 1995 and hundreds more of their children. In Ethiopia, Trickle Up is helping to make a difference in the lives of streetchildren by helping improve family income—getting children off the street and into school. These are a few examples of the work Trickle Up is doing in Africa. Trickle Up is truly making a difference in this developing continent.

The success Trickle Up has had in reaching the poorest would not be possible without the hard work and dedication of Trickle Up's Volunteer Coordinating Agencies. In 1995, Trickle Up worked in partnership with 156 active Coordinating Agencies in Africa. These Coordinating Agencies range from small, locally based grass-roots NGO's to larger international development organizations. Trickle Up links economic opportunities within the project areas of Coordinating Agencies. The Trickle Up process can enhance the work of many NGOs with expertise in areas such as literacy, health and civil society building. Regardless of the size or type of Coordinating Agency, they all share a common goal—to work in partnership with Trickle Up to improve the lives of the economically disadvantaged in their communities. Program results in 1995 demonstrated that they are achieving this goal through the initiation of the 3,654 micro-enterprises that they helped start or expand.

Of 15,694 entrepreneurs involved in income-generating activities throughout Africa in 1995, 61% are women and 49% are young people under age 27. Women and youth are typically over-represented among the poor, and Trickle Up is working to help them to create new sources of income for themselves and their families. Eighty-seven percent of the businesses reporting in 1995 stated that their Trickle Up business is their main source of income, demonstrating Trickle Up's role in generating income opportunities for disadvantaged Africans. In 1995, the first \$50 conditional seed capital utilized to start or expand a business yielded an average three-month profit figure of \$146 per business.

Trickle Up's largest programs in Africa include Liberia, Uganda, Sierra Leone, Ghana, Kenya, Madagascar, and Nigeria. The need for Trickle Up is greater than ever, and Trickle Up will continue to focus its efforts in 1996 on providing vulnerable groups throughout Africa with the means to create sustainable enterprises.

THE TRICKLE UP PROGRAM

THE MISSION

The mission of the Trickle Up Program is to help reduce poverty by encouraging the poor to start small businesses. Trickle Up aims to work with the very poor, by providing start-up conditional capital of US\$100 to help them start small enterprises. What makes Trickle Up unique is that local entrepreneurs use their *own* ideas to decide how to improve their lives by starting or expanding a business.

THE PROCESS

Trickle Up's selection process is simple yet effective in targeting needy groups. Entrepreneurs first prepare a Business Plan, and after three months of careful record keeping, they submit a Business Report for evaluation. Trickle Up utilizes local, field-based Coordinating Agencies accustomed to working with low-income people to evaluate each enterprise's viability, to administer seed capital, and periodically monitor the progress of the businesses. Coordinating Agencies may be indigenous non-governmental organizations (NGOs), church groups, or international organizations such as the United Nations Development Programme. By integrating its efforts with local Coordinators who are already working with the poor, Trickle Up helps ensure that the program reaches the most disadvantaged groups.

THE RESULTS

Through its innovative package of **seed capital** and practical **business training**, Trickle Up has helped create more than 52,000 businesses in 113 countries in the last 16 years. Trickle Up is unique because it focuses on disadvantaged people who are commonly by-passed by other development programs. These groups include many *women* and *youth* in Africa who have never held a formal job or earned money for the work they do; *displaced people* and *refugees* fleeing from persistent civil conflict on the continent; and groups affected by endemic diseases, such as *HIV*.

THE TRICKLE UP PROCESS: STEP BY STEP

Local organizations working with the very poor apply to become Trickle Up Coordinating Agencies. If they are approved, Coordinating Agencies will then identify families or groups of three or more who want to start or expand a business and accept the Trickle Up guidelines for receiving a conditional grant. The Coordinating Agency transfers capital from Trickle Up to each business and provides basic business training and on-going monitoring to business groups.

For the first \$50 conditional capital installment, the group must complete a **Business Plan**, a training tool which leads the group through the process of planning their business, from the choice of product or service, to marketing, profit expectancy and reinvesting. The group pledges to invest at least 1,000 hours of work in the enterprise, and to **save or reinvest at least 20% of their profits**.

Three months later, the group completes a **Business Report**, which records the sales, profits, hours worked and reinvestment rate of the business. The Business Report is certified by the Coordinator and sent to Trickle Up. If approved, the group receives the second \$50 conditional capital payment.

After one year from the starting date of the business, a **One-Year Update** is requested from the Coordinator to see if the business is continuing.

TARGETING VULNERABLE GROUPS

Trickle Up has had success in creating income for refugees and displaced persons, empowering women and families affected by disease, and promoting self-employment among young people.

- ◇ Persistent civil wars and conflict have caused thousands of people to be displaced from their homes, leaving them with little or no income. Helping persons in refugee camps and communities of displaced people start income-generating activities provides both immediate relief and long-term benefits. In the short term, the income they earn from their Trickle Up businesses helps assure their survival and enable them to meet their basic needs for food, clothing and other essentials. Small businesses can also benefit the entire community by providing access to essential goods and services. In the long term, small business programs like Trickle Up help build lasting business skills which are useful in rebuilding local economies ravaged by war or natural disaster, when *refugees* and *displaced people* are able to return to their homes.
- ◇ Trickle Up helps Africans affected by AIDS, whose number is reaching startling proportions. The program gives the opportunity for families of those stricken to increase their income and provide for health care and the basic needs of the family.
- ◇ Trickle Up helps *women* and *youth* generate their own income as a means of breaking the cycle of illiteracy, poverty and dependence, particularly among rural women and young people. A focus on youth encourages young people to create their own sources of income, giving people the opportunity to learn basic business skills and build their leadership skills. As women create new sources of income by owning and working in their own businesses, they are empowered to improve their own lives, and the welfare of their families.

AFRICA IN 1995

Throughout the 1990's, the common perception of Africa has been one of political instability and economic decline. While Africa suffers from immense hardships, it is also benefiting from developments which brighten prospects for the future:

- * Many countries have made tremendous strides towards peace after many years of civil war — Mozambique being the most outstanding example.
- * Social and economic equality was also prevalent in the demands of the Fourth World Conference on Women in Beijing, China. This highly profiled international conference highlighted the need for women to have more opportunities and be incorporated more fully in positions of economic and political power.
- * Private development is being encouraged in many African countries and has been undergoing significant growth over the past few years.

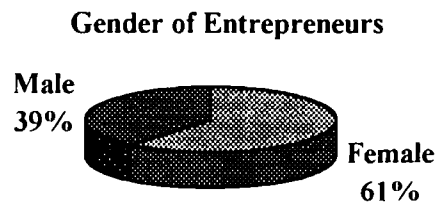
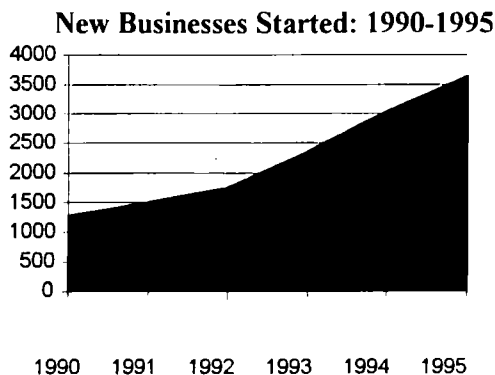
Even with such accomplishments, Africa faces enormous challenges. Socio-political factors, famine, and disease, such as the critical escalation of the HIV virus, are challenging the livelihoods of thousands of Africans. The implementation of structural adjustment programs in Africa also has adverse effects on many groups such as women and children. While these programs aim to make African economies fully competitive by implementing free market principles, the short-term results of these changes can be an increased number of unemployed coupled with rising prices for basic foodstuffs. This means that the poor often bear the heaviest burden of an economy in transformation.

One of the most important components of Africa's economy is its **small-scale entrepreneurs**. The products and services that they produce are well suited to the conditions of the developing economies, and they create jobs at a lower cost and use locally available resources. The formal sector in most African countries cannot absorb all job seekers. By fostering self-employment, Trickle Up is helping the poor become self-reliant amidst these economic changes.

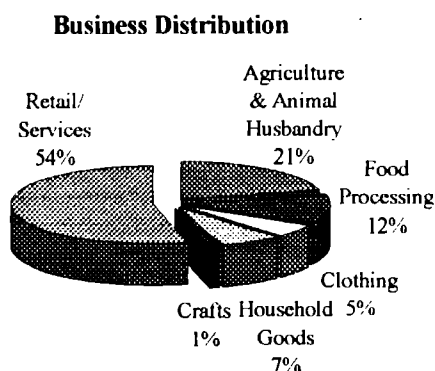
TRICKLE UP IN 1995

In 1995, Trickle Up helped start or expand 9,359 businesses around the world; 3,654 of these are in Africa. Given the growing number of those in need, Trickle Up continues to reach out to more people each year and offer them opportunity for self-employment.

In Africa this year, 15,694 entrepreneurs were engaged in Trickle Up businesses and 61% of these entrepreneurs are women. Sixty-two percent of the group leaders for these enterprises are women.



In 1995, 87% of business groups reported that their Trickle Up business is their main source of income, a key indicator for measuring self-employment. The majority of businesses started or expanded by Trickle Up entrepreneurs involve buying and selling basic provisions and providing services such as shoe and bicycle repair. These types of businesses are especially popular among refugees and displaced persons, as they often do not have land available to work on. The next largest percentage of business is farming and animal husbandry, providing the families of entrepreneurs with essential food.



Forty-nine percent of the entrepreneurs in 1995 were under the age of 27. In areas of crises and economic hardship, the need to provide youth with a hope for the future is imperative. Trickle Up gives young entrepreneurs the opportunity to develop their business skills. In particular, in 1995 Trickle Up has been making an effort to work with streetchildren, who are increasing in numbers by the day. With a combination of basic business training and seed capital, many of the unemployed youth in Africa are learning how to help themselves.

Coordinator Profile: Making a difference in the lives of the Youth through skills training

The Boy's Society of Sierra Leone is a Coordinating Agency working with disadvantaged youth, including streetchildren within Freetown. *The Boy's Society of Sierra Leone* headed by the Reverend Michael Samura, has a Skills Training Centre which is complemented by Trickle Up. Many Coordinating Agencies focus on the provision of technical skills training. The difficulty many of these programs face is that graduates of the training programs leave with skills and motivation but lacking seed capital. Trickle Up's combination of practical business training and seed capital are a logical step to help technical training graduates become self-employed. Trickle Up gives new entrepreneurs identified by the *Boy's Society Centre* a chance to complete an actual Business Plan and Report and receive seed capital for their activities. It is through this process that many young men in Freetown are given a chance to use their newly found skills productively by building a small business.

COORDINATING AGENCIES: PARTNERS IN DEVELOPMENT

A key component of Trickle Up's ability to reach the poor in a cost-effective manner lies in its partnership with Coordinating Agencies. Rather than duplicate the expensive administration and overhead costs involved in setting up field offices, Trickle Up works with agencies that are already in place and carrying out development work - and can benefit from Trickle Up's small business program. This partnership maximizes the effectiveness of the program and at the same time helps strengthen the capacity of the indigenous agencies to deliver cost-effective small business assistance to the poor.

The network of Coordinating Agencies in Africa is vast. Many indigenous organizations, NGO's, Peace Corps Volunteers, and United Nations Volunteers provide a broad range of field-based professionals who volunteer their services to Trickle Up. The diversity of local agencies enables Trickle Up entrepreneurs to benefit not only from seed capital and practical business skills, but from vocational training projects, environmental awareness, health care, or education. With their first hand experience in grass-roots development, Coordinators bring a high level of knowledge and commitment to the Trickle Up process.

PROGRAM HIGHLIGHTS

I. Institutional Partnerships: *The Expanded Trickle Up Program in Liberia*

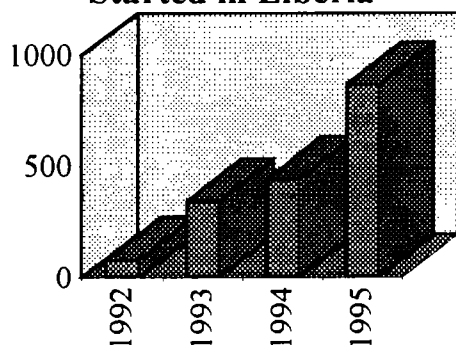
Liberia has suffered from the continuous re-emergence of civil war since 1990. Over half of the population of Liberia is displaced, and thousands have fled to neighboring nations as refugees. From the inception of the program in Liberia in February 1992, Trickle Up has contributed significantly to the lives of these victims of political chaos. By April of 1995, the Program had helped start or expand 210 businesses in Liberia. With the inception of the *Expanded Trickle Up Program in Liberia*, 656 additional businesses were created, making a total of 865 businesses in Liberia by the end of 1995.

The *Expanded Trickle Up Program in Liberia* is a cooperative project between Trickle Up, the United Nations Volunteers (UNV) and the United Nations Development Programme (UNDP). UNDP has provided \$50,000 in grants, which Trickle Up has pledged to match. UNV fielded a

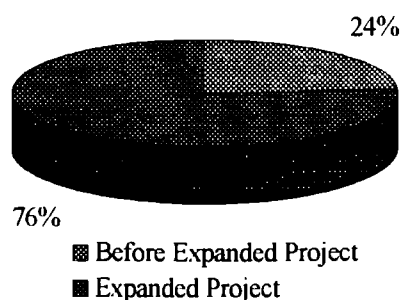
United Nations Volunteer for the project, who has monitored the program in Liberia, and built much needed institutional capacity among Liberian non-governmental organizations.¹

Trickle Up Businesses

Started in Liberia



1995 Businesses Started



With the seed capital and basic business training from Trickle Up, the displaced entrepreneurs launched small-scale businesses, giving them a source of livelihood and economic independence. For 99% of the business groups, the Trickle Up enterprise was their main source of income. Enterprises ranged from food production and processing, vending, manufacturing clothes, to handicrafts, and many other items. Sixty-one percent of the entrepreneurs in these businesses were women.

The Expanded Trickle Up Program in Liberia

Program Summary

	Number of Businesses	% under 27 years of age	% Female	% of family businesses
1995	656	71	61	93

Elizabeth N. Doe behind her pan of oranges with her children



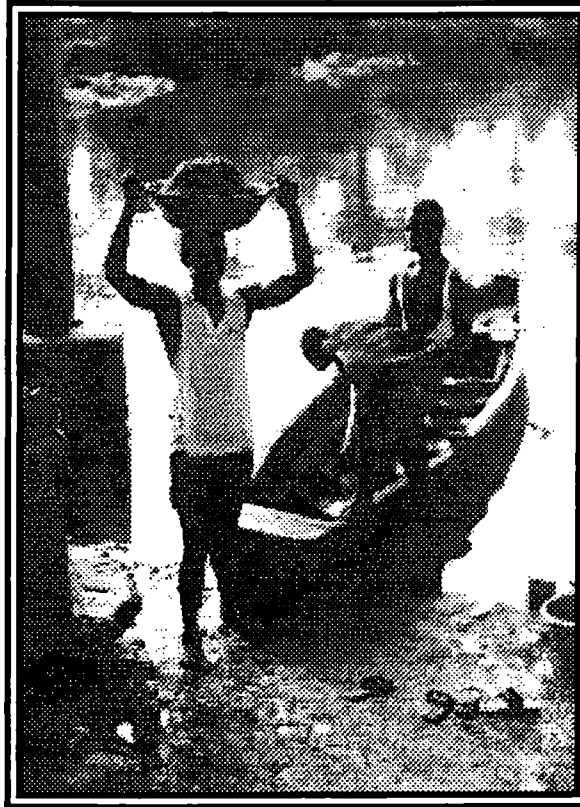
(LIB/CDA/SEON/49)

¹ Unfortunately, the work undertaken by the *Expanded Trickle Up Program in Liberia* during 1995 has been suspended due to the outbreak of hostilities on April 6, 1996

II. Amidst political chaos: *Private Enterprise in Sierra Leone*

Thousands of Sierra Leonens were killed in 1995 as rebel forces continued to terrorize the country, especially in rural areas. Large numbers of individuals and families were forced to flee and go into hiding as a result of attacks against their towns and villages. Even though many residents are optimistic that the election of a democratic government will end the fighting and restore peace, reconstruction will take many years. It is in this uncertain atmosphere that the Trickle Up Program is trying to make a difference. With the help of dedicated Coordinators in Sierra Leone, Trickle Up is creating opportunities to achieve self-employment and contributing to resettlement and reconstruction.

Displaced diamond miners from the war-torn East



(SIE/BSFA/BANG/17)

Profile of Coordinator working with Displaced people of Sierra Leone

Coordinator Joan Sumalia of the Malen Producers Cooperative works with displaced people in the village of Maka. Trickle Up began working with Ms. Sumalia in 1990, but the relationship was disrupted by a rebel incursion in 1991. In 1993, the Program tried again to help needy groups in this area. With Trickle Up funding, Ms. Sumalia and the Malen Producers Cooperative were able to attract additional funds for blacksmith training. Trickle Up's combination of practical business training and seed capital help technical training graduates to become self-employed. To date, 35 blacksmiths and 40 apprentices have participated in the training program. The program also benefited 175 dependents through additional income generated by the businesses. In the words of Ms. Sumalia, "The origins of these achievements can be traced in support of the Trickle Up Program dating back to 1990 when TUP became the first international funding agency to meet the small scale financial needs of both women and men of the Malen Producers Cooperative."

III. The AIDS epidemic: *Helping families in Uganda*

Since AIDS primarily affects people in their economically productive adult years, it has a powerful negative economic impact on families, productive enterprises and countries. Sickness or death within a family frequently leaves children orphaned and places additional burdens on the extended family as a traditional coping mechanism.

In Uganda, where the AIDS crisis is acute, Trickle Up has taken steps to assist HIV-stricken families and orphans. By offering opportunities for increased income, Trickle Up is helping families provide health care and medicine for those who are ill, as well as pay for the school fees and other basic needs of children and orphans.

Trickle Up is working with two successful NGOs in Uganda that focus on the AIDS problem. One Coordinating Agency is the *Aids Widow Orphans Family Support (AWOFS)*, run by Father Stephen Collins. AWOFS assists AIDS victims and their families, providing counseling and health care. In 1995, Father Collins helped to start 40 businesses, of which 50% were run by women. AIDS orphans can participate in a training program run by AWOFS, and are subsequently eligible to apply for Trickle Up seed capital to start a business.

Another Coordinating Agency is the *AIDS Care Outreach Team (TACOT)*. TACOT promotes community participation in caring for those already infected with the HIV virus and in reducing the spread of the virus through education and community mobilization. In 1995, TACOT helped to start or expand 60 businesses in the Jinga area such as retailing second-hand clothing and making local dishes. Seventy percent of these businesses are headed by women.

Trickle Up offers these agencies a way to help families with HIV stay economically productive and help affected families meet basic needs. These organizations also help people afflicted with HIV to feel better about themselves, because they are able to care for themselves and their families, and stay active and productive despite their illness.

IV. Focusing on the problems of Streetchildren: *Providing Alternatives in Ethiopia*

The United Nations estimates that there are over 150 million streetchildren in the world, and the number is rising rapidly.^{2*} About 40 percent of the streetchildren are actually homeless. The other 60 percent work on the streets to support their families and thus are unable to attend school. Africa is home to many of these streetchildren, and Ethiopia has thousands of streetchildren in its capital, Addis Ababa. Trickle Up is trying to help these children get off the streets and back into school.

In 1995, program activity flourished when a new Coordinating Agency, the *Forum on Streetchildren Ethiopia*, used Trickle Up's basic business training and seed capital to help streetchildren. Trickle Up businesses have become an integral part of the mission of the Forum, which seeks to bolster income levels among the families of high-risk children. The Forum submitted 112 Business Reports during 1995, which show encouraging results. Out of the 521 entrepreneurs working on these businesses, 52% were women. Approximately 10 people are being helped directly from each business started or expanded by the Trickle Up process.

² Pangaea Street Children World Wide Web Page (<http://www.tc.umn.edu/nlhome/m027/bonzi/kids/kids.htm>)



Trickle Up helps families support their children and get them off the streets

The Business Reports also demonstrated that each business worked an average of 1177 hours over 5.7 months. During this period, the average costs and sales for each business was \$175.24 and \$216.75 respectively, bringing an average profit of \$41.50 for each business group. In addition, the groups reinvested 23% of their profits in the business. One of the most positive results of this collaboration is that 99% of the 112 business groups are still continuing with their business and 41% have a bank account to accrue savings. Ninety-five percent of the businesses reported that the Trickle Up business was their *main source of income*. Coordinator Tedla Gebre Mariam hopes to start 100 new businesses in 1996 among the very poorest families who are not yet eligible for the Forum's savings and credit program.

V. Enterprise Zones: Multiplying the benefits of Trickle Up in Malawi

A Trickle Up Enterprise Zone is a concentration of 25 or more Trickle Up businesses in an area whose goal is to multiply the benefits of each business by improving the socio-economic conditions for the community as a whole. In 1995, new Enterprise Zones were created in Uganda and Malawi.

Malawi is one of the poorest countries in the world and rated in the bottom twenty of the United Nations Human Development Index (HDI). Only 41% of the population is estimated to be literate. Food shortages are endemic in rural areas, particularly among traditional farmers. Since 1988, Trickle Up has launched 386 businesses in Malawi, benefiting over 1,700 low-income entrepreneurs.

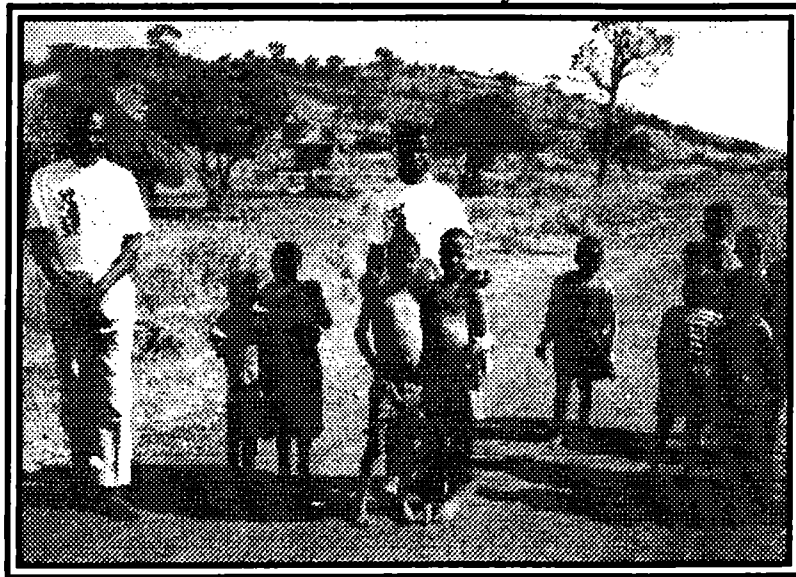
The Malawi Enterprise Zones are located in rural villages in the "Hills of Dowa" region, 70 kilometers northeast of Lilongwe. The majority of villagers in this region are subsistence farmers with extremely low incomes. They work small plots of land in a geographic area subject to drought and a three-month "lean" season every year. Per capita income levels are a mere \$2 a month for men and just over \$1 per month for women.

In rural Malawi, Enterprise Zones have increased food production, spurred community organizing, and led to the creation and utilization of local credit systems. In 1990 and 91, a total of 9 Enterprise Zones in different villages were started. These Enterprise Zones are still continuing after six years.

In 1995, 58 additional small family businesses were started in the Hills of Dowa. in the village of Chidothi. The majority of the small farming groups are growing high-yield hybrid maize. Maize is the staple of the national diet and is grown mainly by women. Nearly 50% of the participants in the Enterprise Zones are women. The first \$50 grant from Trickle Up is equal to the cost of the amount of seed and fertilizer necessary to cultivate two hectares of maize. Local leaders help identify the poorest villagers, such as widows, who receive the Trickle Up grant. Land is then allocated by the village leaders for them to use.

In 1995, the businesses reaped an average profit of \$158 per business. By providing poor villagers with opportunities for self-employment, income levels in participating villages have substantially increased. The average family income in the Enterprise Zones more than doubled during the program's first year of operation. The first-year installment of Trickle Up grants also facilitated the creation of four non-maize businesses: an irrigated vegetable garden, a hybrid poultry farm and two retail establishments.

Children in the Hills of Dowa



Major Benefits from a Small Investment

•**Agricultural Cooperation:** By combining the interests of all the farm businesses in an agricultural cooperative, the grant recipients were able to purchase supplies collectively. As a cooperative, they successfully bargained for lower buying prices on seeds and for higher selling prices on their harvested maize than they could have obtained through individual negotiation. The cooperative also arranged for the buyers to gather the maize in a central location near the villages, so farmers did not have to travel to distant markets.

•**Food Security: Improved Health and Welfare:** Maize storage bins have been full virtually all year round, providing food security for the first time in recent history. There is almost no need to sell precious crops grown on family plots for cash income. Health conditions have significantly improved due to the availability of clean drinking water from the community-built well.

•**Access to Credit:** Through cooperative efforts, villagers who rarely had enough collateral to even be considered credit worthy now have access to credit in their communities.

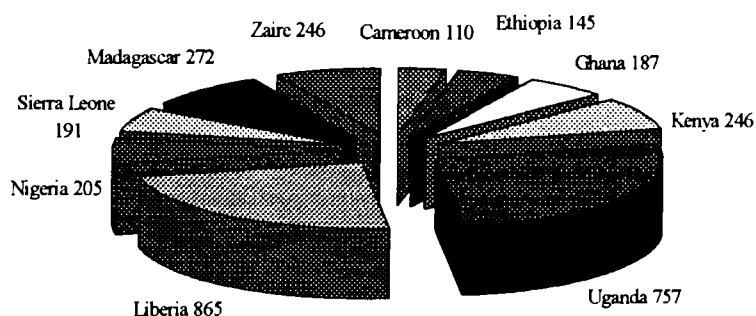
VI. Trickle Up Partnership with the Peace Corps: Example of São Tomé

In early 1995, Trickle Up began working in the poor islands of São Tomé and Príncipe through the dedicated efforts of 14 Peace Corps Volunteers. The Peace Corps places volunteers at the community level in order to foster grassroots development, so implementing the Trickle Up process can help a Volunteer's efforts to improve communities and spur people-centered development. Since the start of Trickle Up in 1979, Peace Corps Volunteers have served as Trickle Up Coordinators in over 40 countries.

In São Tomé most Volunteers are stationed in very poor communities, where the traditional way of making a living has been plantation work. Due to recent economic reforms, many local people in São Tomé and Príncipe have lost their jobs on the plantation. Many young people also face a bleak future and are flocking to cities to seek jobs which are scarce, and grow more scarce each month. Helping these same people not only provides self-employment, it also helps young people remain in their communities. In 1995, 25 businesses were started. The types of businesses display the ingenuity of the entrepreneurs, who utilize local resources, skills and Trickle Up's seed capital to launch businesses. Trickle Up businesses in São Tomé include small restaurants, bakeries, retail stores and carpentry.

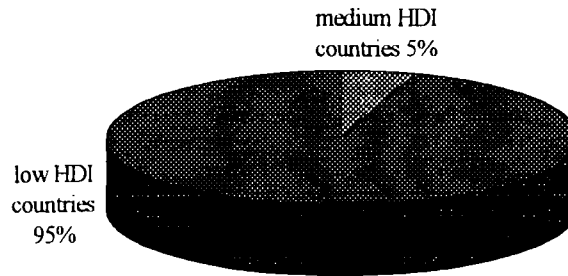
PROGRAM ACTIVITY BY COUNTRY IN 1995

**Countries with over 100 Businesses
started in 1995**



COUNTRY	NO. OF BUSINESSES	COUNTRY	NO. OF BUSINESSES
BENIN	7	MALI	31
BURK. FASO	21	NIGERIA	205
CAMEROON	110	RWANDA	10
COMOROS	2	SAO TOME	33
EGYPT	5	SENEGAL	21
ETHIOPIA	145	SIERRA LEONE	191
GHANA	187	SUDAN	63
IVORY COAST	10	TANZANIA	50
KENYA	246	TOGO	35
LESOTHO	8	UGANDA	757
LIBERIA	865	ZAIRE	246
MADAGASCAR	272	ZAMBIA	11
MALAWI	58	ZIMBABWE	65

Breakdown of businesses by UNDP Human Development Index



The United Nations Development Programme has created an index to measure human development by analyzing statistics such as a country's literacy rate, access to medical facilities, nutrition levels, sanitation, and other important factors. The above chart shows the percentage of Trickle Up businesses in countries of Africa that the United Nations has determined to have low or medium development. No countries in Africa have been designated as having a high human development ranking.

Sao Tome: Providing medical care through a Trickle Up Enterprise

Peace Corps Volunteer Glenn Tranowski is stationed in the rural town of Abade, a small community of subsistence farmers. Due to economic reforms and privatization, these former plantation workers now have their own small plot of land to farm, however, the government has cut back its health care. Abade is far from the nearest hospital, and lacks even basic medical supplies.

Recently, Glenn noticed a friend of his receiving treatment for a wound from a young health worker for a small fee. Glenn spoke with the health care worker, Sousa, who mentioned that he had learned basic first aid and simple health care while working as a nurse at a local hospital. Since moving to Abade, Sousa often treated local people, attending to their injuries and illness, but lacking medicines. Glenn told him about Trickle Up, and tossed out the idea of Sousa organizing a small business along the lines of the medical services he had been providing.

The rest of the story is best captured by Glenn. *"After thinking about the idea for a month or so, Sousa expressed interest in using the Trickle Up grant as seed money to buy medicine. I contacted the World Bank-subsidized national pharmacy called ENAMED and inquired if Sousa qualified to buy medicines at a reduced rate. He did. Armed with this information, we began planning the business.*

The plan began to take shape... We designed a form to keep track of spending and a requisition form for ENAMED. His family would help perform treatments by boiling water if necessary or doing any other simple chore required in the course of a treatment. Sousa intends to charge a price high enough to restock his supplies and gain a small profit. I figured this method would result in a sustainable operation, which could continue to provide a valuable service in Abade for a long time.

All in all, this business plan will hopefully produce many benefits: improved health care and extra cash for Sousa and his family. But what I found really exciting was a subtle attitude shift. During an introductory community meeting, Sousa described how he received funding and how he would carry out his business. The residents of Abade, formerly dependent on the state or plantation owners for their health care and well being, realized that the time had come to take care of themselves. Newly independent, they need to solve their own problems. Time will show the profitability of this business, but for me, it is already a success."

Snapshot: Long Time Friend and Coordinator of Trickle Up: Ajaga Nji

Dr. Ajaga Nji has been a Trickle Up Coordinator since 1982. Since that time he has helped to start or expand 351 businesses. Dr. Nji is a professor at the University of Dschang who has authored a paper entitled, "Small is Possible and Efficient: An Empirical Verification of the Impact of Size on the Utilization of Local Resources in Rural Development Projects in Cameroon." In this paper he notes that it takes approximately \$20,000 to create a job via the classical "trickle-down" approach to development, while the same \$20,000 used through the Trickle Up process can create 200 businesses, employing more than 1,000 people. Eight of the businesses under Dr. Nji's Coordination have received awards for continuing with their business for over 5 years, and some are reaching their tenth year of operation.

A good majority of the businesses Dr. Nji has helped start or expand in the northwest province have been animal husbandry businesses. Some businesses have changed their products due to various circumstances and many continue with their original product depending on the conditions in the market. Below are two examples of businesses that started as rabbit breeding enterprises—one started in 1982 and one started 13 years later, in 1995.

A group of teenagers in Dschang, started their rabbit-raising business with Trickle Up seed capital in 1982 because could not find a job after graduation. However, this enterprise was jeopardized when the mother rabbit killed her offspring. The group quickly switched to chicken raising after identifying a market niche for fresh eggs. With the profits, the group bought a bicycle, which enabled them to deliver eggs to their customers. Using the chicken droppings, the group enriched their soil and began growing and selling tomatoes and other vegetables. The profits enabled the group to expand further. They began renting a stall in the local market where they sold cosmetics and basic provisions. Each group member was able to bring home over \$40 a month, which went to provide food, health care and housing for themselves and their families. This group was able to find their niche in the marketplace and cohesive enough to stay together during the difficulties.

In 1995, Dr. Nji introduced the Trickle Up process to a group of students who were forced to drop out of school because their parents could not afford to pay their tuition. The group had decided to work together in order to raise enough money to pay school fees for the following year. With the help of Dr. Nji, the group became involved with a Trickle Up-funded rabbit producer in Dschang. The group volunteered to help feed and care for the rabbits to learn from the rabbit producer. In appreciation of their efforts, the group received 2 rabbits every three months to start their own rabbit business. When the group received their Trickle Up seed capital to buy the food and cages and additional rabbits for mating, the group said to Dr. Nji, "God is not sleeping."

PLANS FOR 1996

In 1996, expansion will be targeted for countries in Africa that have the lowest human development ranking and solid grassroots NGOs. Liberia and Uganda will continue to be "expanded impact" countries and efforts will be made to include **Sierra Leone, Mozambique and Angola** in this target group.

Because of the success of the *Expanded Trickle Up Program in Liberia*, we plan to continue our collaboration with the United Nations Development Programme in Liberia and hopefully expand our work with UNDP to other countries such as Uganda and Mozambique. These types of partnerships enable Trickle Up to reach the poorest on a larger scale as well as strengthen our Coordinator base.

Priority will continue to be given to agencies that work with **refugees/displaced persons, HIV-stricken families, and poor women and young people.**

TRICKLE UP PROGRAM LISTING OF ACTIVE COORDINATORS IN UGANDA

NAMES, ADDRESSES, PHONE NUMBERS AND BUSINESSES STARTED (WHERE AVAILABLE)

=====

AIDS Widows Orphans Family Support

Father Stephen Collins
AWOFS
Nsambya Home Care
P.O. Box 2912
Kampala
UGANDA

268691
267754

Number of Businesses: 30

AMREF

Mr. Kizito Kyolekedde
AMREF
P.O. 71
Luwero
UGANDA

041 250319
534475485

Number of Businesses: 55

BAPTIST UNION OF UGANDA

Mr. John Echeru
Baptist Union of Uganda
P.O. Box 467
Soroti
UGANDA

Number of Businesses: 226

TRICKLE UP PROGRAM LISTING OF ACTIVE COORDINATORS IN UGANDA

NAMES, ADDRESSES, PHONE NUMBERS AND BUSINESSES STARTED (WHERE AVAILABLE)

=====

CHILD RESTORATION OUTREACH

Ms. Ingrid Wilts
Child Restoration Outreach
P.O. Box 1610
Mbale
UGANDA

Number of Businesses: 85

CORNERSTONE DEVELOPMENT

Mr. Ndibassa Stone Kyambade
Cornerstone Development
P.O. Box 9242
Kampala
UGANDA

256-41-231-905
fax 258880

Number of Businesses: 135

Christian International Peace Service

Rev. John-Charles Eboru
CHIPS
P.O. Box 234
Soroti
UGANDA

Number of Businesses: 70

TRICKLE UP PROGRAM LISTING OF ACTIVE COORDINATORS IN UGANDA

NAMES, ADDRESSES, PHONE NUMBERS AND BUSINESSES STARTED (WHERE AVAILABLE)

=====

Church of Uganda - East Ankole Diocese

Ms. Elizabeth Patterson
East Ankole Diocese
P.O. Box 14
Mbarara
UGANDA

20042

Number of Businesses: 13

HANDS IN SERVICE

Mr. Timothy Kreutter
P.O. Box 9242
Kampala
UGANDA

Number of Businesses: 630

INDEPENDENT

Mr. David Thomforde
P.O. Box 715
Fort Portal
UGANDA

256 (493) 2502

Number of Businesses: 30

TRICKLE UP PROGRAM LISTING OF ACTIVE COORDINATORS IN UGANDA

NAMES, ADDRESSES, PHONE NUMBERS AND BUSINESSES STARTED (WHERE AVAILABLE)

=====

Kampala Archdiocese Social & Economic De

Ms. Apollonia Lugenwa
Kampala Archdiocese Social & Economic
Development Department
P.O. Box 14125
Kampala
UGANDA

268871
245441

Number of Businesses: 34

MMANZE CENTRE FOR RURAL DEV. & TRAINING

Mr. William Mulindwa
Mmanze Centre
Macerudet Project
P.O. Box 30151
Kampala
UGANDA

Number of Businesses: 80

Pentecostal Assemblies of God Churches

Mr. Francis Atwau
P.A.G. Churches/Development Office
Box 288
Soroti
UGANDA

Number of Businesses: 55

TRICKLE UP PROGRAM LISTING OF ACTIVE COORDINATORS IN UGANDA

NAMES, ADDRESSES, PHONE NUMBERS AND BUSINESSES STARTED (WHERE AVAILABLE)

=====

Ringili Demonstration Farm

Mr. Angus Murray
Angus Murray & David Onzima
Ringili Demonstration Farm
P.O. Box 424
Arua
UGANDA

Number of Businesses: 36

The AIDS Care Outreach Team

Mr. Samuel Gimanga Kisolo
The AIDS Care Outreach Team (TACOT)
c/o YWAM
P.O. Box 9245
Kampala
UGANDA

43-21740

Number of Businesses: 144

The AIDS Support Organisation

Ms. Lucy Mugisha Shillingi
Training & Counselling Manager
TASO
P.O. Box 10443
Kampala
UGANDA

231138/271752
256-41-251982

Number of Businesses: 10

TRICKLE UP PROGRAM LISTING OF ACTIVE COORDINATORS IN UGANDA

NAMES, ADDRESSES, PHONE NUMBERS AND BUSINESSES STARTED (WHERE AVAILABLE)

=====

The Boys' Brigade of Uganda

Rev. Dante Kashangirwe
The Boys' Brigade of Uganda
P.O. Box 14252
Kampala
UGANDA

270118 (KPL)
250922

Number of Businesses: 25

UGANDA DEVELOPMENT BANK

Ms. Alice Byenkya
Uganda Development Bank
P. O. Box 7210
Kampala
UGANDA

Number of Businesses: 155

Ways Project

Ms. Pros Balagadde
Ways Project
P.O. Box 30454
Kampala
UGANDA

256-41-273235
256-41-233027

THE WHITE HOUSE
WASHINGTON

May 25, 1997

Donnie Radcliffe
2795 Spout Lane
Lusby, MD 20657

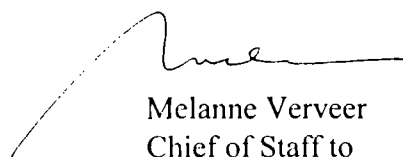
Dear Donnie:

Thank you very much for your letter exploring the idea to "Celebrate Reading with Hillary in Calvert County" that you discussed with me when we saw each other at the White House. I have forwarded your letter to Patti Solis Doyle, Director of Scheduling for the First Lady, and she will be in touch. However, I'm not sure if it will be possible this year.

It was wonderful to see you again. You look relaxed and your work on behalf of the library is so important.

Thanks for writing and best wishes.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Melanne', with a long, sweeping horizontal line extending to the right.

Melanne Verveer
Chief of Staff to
the First Lady

12

Donnie Radcliffe
2795 Spout Lane
Lusby, MD 20657
15 May 1997

Melanne Verveer
Chief of Staff
Office of the First Lady
OEOB Suite 100
The White House
Washington, D.C. 20500

Dear Melanne:

Hillary has convinced me that there's more than one road into that "Village" she has written about so eloquently. My colleagues and I on the Calvert County (MD) Library Board of Trustees want to invite her to travel one of those roads with us during what our county commissioners have declared the "Year of the Family".

We'd like to "Celebrate Reading with Hillary" at a fund-raising event where she would be both featured speaker and honoree. Besides benefiting our popular young readers program, it would also recognize the First Lady's leadership in encouraging parents--indeed, families--to read to and with children. While we like the idea of a September or October dinner, we will gladly work with you on a date, type of event and place most compatible with her schedule.

One way we might pay lasting tribute to her is to establish a collection called "The Hillary Rodham Clinton Collection for Young Readers," with titles from her suggested reading list. Also growing out of this might be a "Books for Babies" program enabling the library to provide introductory information plus Baby's First Book to parents of newborns at our local hospital.

Actually, the possibilities are endless in this small, still somewhat rural county where the library plays a major role in our cultural life. By saluting the First Lady, we will raise funds. We will also call attention to the growing need for a full-time children's librarian, expanded programs for children of all ages and additional equipment and materials to augment those programs.

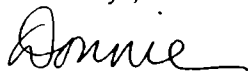
Some statistics about this library and its three branches surprised me when I joined the board in January, and they may also surprise you. Of the 63,202 people living in Calvert County in 1996, more than half, or 31,743, had library cards. And from 1980 to 1990, the library users increased one and a half times faster than the county population.

As for Calvert's history, Hillary might find it especially significant that from here, on St. Leonard's Creek, British troops launched their 1814 offensive to burn Washington--and the White House. She also might be interested to know that Calvert County is the birthplace of the only Maryland-born First Lady, Margaret Mackall Smith Taylor. (Her birthplace is also on St. Leonard's Creek, coincidentally, across from our house!)

If you think something can be worked out, how about joining me, a couple of other trustees and Library Director Pat Hofmann for lunch? We can take you to the Chesapeake Beach restaurant we have in mind for the tribute or meet you in Washington. In either case, the date and time are of your choosing.

As always, it was great to see you, to catch up on your new role, to meet your successor Ellen Lovell and to be so warmly received by Hillary. Her introduction of Carl's new book was terrific. I only wish I had had my tape recorder.

Best always,



Donnie Radcliffe
(410) 326-1577

THE WHITE HOUSE
WASHINGTON

May 21, 1997

Ms. Karen Ruckman
4530 Dexter Street, NW
Washington, DC 20007

Dear Karen:

Thank you for your letter and for Marcia Tinsley's resume which I have shared with colleagues here and at HHS. I am certain that she will receive full consideration. I will inform you if I hear of anything.

It was wonderful to hear from you. Hope all is well.

*Love to Alan
Susan*

Sincerely,


Melanne Verveer
Chief of Staff to
the First Lady

THE WHITE HOUSE
WASHINGTON

May 21, 1997

Mr. Kailas Rao
Chairman & President
INDUS, Inc.
777 East Wisconsin Avenue
Suite 1900
Milwaukee, WI 53202

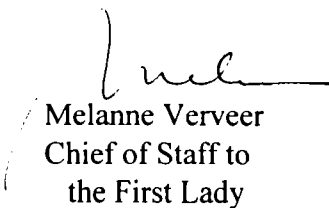
Dear Kailas:

Thank you very much for your letter and invitation to the First Lady to attend a fundraiser at your home on June 9, 1997.

Regrettably, Mrs. Clinton will be unable to attend but best wishes for a wonderful evening on behalf of UNICEF. Please convey our regards to your wife and we commend you both for your commitment on behalf of the world's children.

Thanks for writing and best wishes.

Sincerely,



Melanne Verveer
Chief of Staff to
the First Lady

INDUS, INC.

ALLIANCES FOR BUSINESS, TELECOMMUNICATIONS AND FRANCHISING

777 East Wisconsin Avenue
Suite 1900
Milwaukee, Wisconsin 53202
414-283-0080
Fax 414-283-0090

May 7, 1997

Ms. Melanne Verveer
Deputy Chief of Staff
to the First Lady
The White House
Washington, DC 20050

Regret

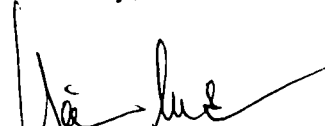
Dear Melanne:

Last fall, when we had lunch at the Hay-Adams hotel with Sue Bailey, we spoke of the possibility of Mrs. Clinton coming to Milwaukee for a UNICEF fund-raiser. I'm happy to tell you that my wife, Becky, and I will be hosting this fund-raiser on June 9, 1997 at our home.

Mrs. Clinton cares about children very much and her commitment to UNICEF is unwavering. This event in Milwaukee would offer Mrs. Clinton a prime opportunity to demonstrate her support to UNICEF and to our children. Becky and I would be delighted to have Mrs. Clinton and you as our guests for what will be a wonderful evening.

Melanne, I would sincerely appreciate your bringing this request to Mrs. Clinton. With the First Lady's compassionate interest in children's welfare, this event will prove to be an excellent use of Mrs. Clinton's very valuable time.

Sincerely,



Kailas J. Rao

Chairman and President

THE WHITE HOUSE
WASHINGTON

May 20, 1997

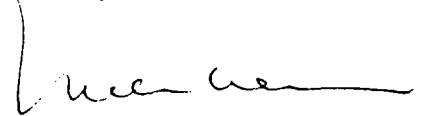
Ms. Doris Reeves-Lipscomb
Women's Liaison
Office of the Governor
The Capitol
Tallahassee, FL 32399-0001

Dear Ms. Reeves-Lipscomb:

Thank you very much for your letter and Mrs. Doris Weatherford's book, which I have passed along to the First Lady.

Thanks for writing and best wishes.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Melanne Verveer', with a long horizontal flourish extending to the right.

Melanne Verveer
Chief of Staff to
the First Lady



LAWTON CHILES
GOVERNOR

STATE OF FLORIDA

Office of the Governor

THE CAPITOL
TALLAHASSEE, FLORIDA 32399-0001

April 30, 1997

Melanne Verveer, Chief of Staff
for First Lady Hillary Rodham Clinton
Old Executive Office Building, Room 100
Washington, DC 20500

Dear Ms. Verveer:

A friend and colleague, Mrs. Doris Weatherford, asked me to transmit a book she has authored on the history of American women to Mrs. Clinton.

Doris is a friend of Governor Chiles and Lt. Governor MacKay and has long admired Mrs. Clinton and the President. In this book, she chronicles the role the Clintons have played in advancing the status of women. Doris is deeply grateful for the Clintons' support of women and their families and wants to ensure that their unwavering commitment is recognized and appreciated in American history.

Certainly, all of us in the Chiles/MacKay administration hold the same sentiments toward Mrs. Clinton and President Clinton. Now, Doris has given us this wonderful resource to cite their accomplishments on behalf of women. Would you please give Doris' book and letter to Mrs. Clinton? Doris has a dream of Mrs. Clinton holding this book in her hands and reading the letter; I want to help Doris realize this goal.

Thank you for helping our First Lady persevere and succeed magnificently in her job.

Sincerely,

Doris Reeves Lipscomb

Doris Reeves-Lipscomb
Women's Liaison

Enclosures

THE WHITE HOUSE
WASHINGTON

June 17, 1997

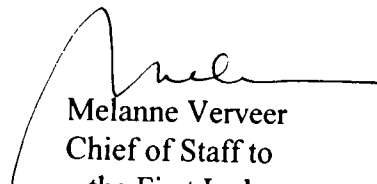
Ms. Patricia Blau Reuss
Senior Policy Analyst
NOW Legal Defense and Education Fund
119 Constitution Avenue, NE
Washington, DC 20002

Dear Pat:

Thank you very much for your letter and for forwarding Patty Roland's letter to the First Lady. We have acknowledged her letter directly. It was wonderful to hear from you and to see you at the Title IX event. It's good we "old timers" never give up.

Thanks for writing and best wishes.

Sincerely,



Melanne Verveer
Chief of Staff to
the First Lady

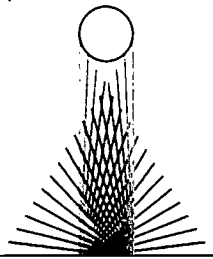
PATRÍCIA BLAU REUSS
SENIOR POLICY ANALYST

NOW LEGAL DEFENSE AND EDUCATION FUND

119 CONSTITUTION AVENUE, N.E.
WASHINGTON, D.C. 20002
TELEPHONE (202) 544-4470
FAX (202) 546-8605

99 HUDSON STREET
NEW YORK, NY 10013
TELEPHONE (212) 925-6635
FAX (212) 226-1066

CR 2



NOW LEGAL DEFENSE

AND EDUCATION FUND 119 CONSTITUTION AVENUE, N.E., WASHINGTON, D.C. 20002 (202) 544-4470 FAX (202) 546-8605

June 12, 1997

Melanne Verveer
Chief of Staff to the First Lady
Office of the First Lady
Room 100
Old Executive Office Building
Washington, D.C. 20500

Dear Melanne,

I am enclosing what I believe is a letter of praise for Mrs. Clinton and hope that you will turn it over to an appropriate staffer who handles her correspondence. I came upon it in a quite wonderful way. My two sisters and I were in McKenzie Bridge, Oregon (50 miles east of Eugene) last month, throwing a party for my father's eightieth birthday and one of the guests approached me with great awe. In a retirement community of expatriate California conservative fisherpeople, she happens to be one of the handful of Democrats and Hillary admirers and she had heard that I work here in WDC and have met the first lady.

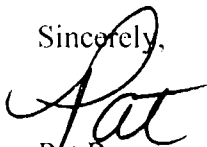
Even though I assured her that I didn't see Mrs. Clinton on a regular basis, she insisted that I take this letter and deliver it to the White House and as close to the hands of the First Lady as possible. Indeed, she left the party, drafted the letter and brought it to me the next day as I was packing to head home.

So, here's the letter from a true fan. I hope there is a form letter that can be personalized for her. We need all the support we can get out there in the wilds of the west.

I hope you are doing well. This city and the nation in general has certainly taken some peculiar turns since we worked together so long ago on the civil rights agenda. The only thing working right now is our efforts to end violence against women. Even the Republicans have put the word out to keep their hands off our programs and funding. So....we're writing another bill to see if we can capitalize on the momentary good will.

Let me know if there is anything I can do for you or your courageous boss.

Sincerely,


Pat Reuss

THE WHITE HOUSE
WASHINGTON

June 17, 1997

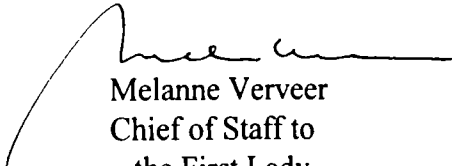
Ms. Patty Roland
P.O. Box 180
Blue River, OR 97413

Dear Ms. Roland:

On behalf of the First Lady, thank you very much for your kind letter and wonderful poem which Pat Reuss forwarded to us. She had wonderful things to say about you and we are grateful for your thoughtfulness, commitment and support.

Best wishes.

Sincerely,



Melanne Verveer
Chief of Staff to
the First Lady

May 25, 1997

Mrs. Hilary Clinton
1600 Pennsylvania Ave.
Washington D.C.

Dear Mrs Clinton;

It must be very disheartening for you & your family to have people in the U.S.Congress & the U.S. Senate who, for the past six years, have spent too much time, energy, and money, trying to discredit your good name.

This has gone on too long and needs to stop. This is America. The President and First Lady of the United States are positions that should be shown respect. You and your husband should not be treated as scapegoats for the negative feelings of those who are jealous. I feel there are people who are afraid of strong, educated women.

My prayers go out to Chelsey. It must be very painful for her to hear cruel things said about her parents.

There have been times I have felt stress from crisis, and from every day living. And I know stress can cause many physical illnesses. But some times there is no escaping the causes.

I would like to share a poem that has been a source of strength for me. "Step By Step" has been with me through many ordeals in life, and the loss of both of my parents. I hope it will also be helpful for you and Chelsey.

If there is something I can do to help you, please, do not hesitate to call me.

Sincerely Yours:

A handwritten signature in cursive script that reads "Patty Roland".

Patty Roland
PO Box 180
Blue River, Oregon 97413
(541) 822-3389

STEP BY STEP

He does not lead me year by year,
Or even day by day,
But step by step my path unfolds,
As the LORD directs my way.

Tomorrow's plans I do not know,
I only know this minute's,
But HE will say "THIS IS THE WAY
BY FAITH NOW WALK YE IN IT".

And I am glad that it is so,
Today's enough to bear,
And when tomorrow comes,
HIS grace shall far exceed it's care.

What need to worry then, or fret,
The GOD who gave his SON,
Holds all my moments in HIS hand,
And gives them one by one.

THE WHITE HOUSE
WASHINGTON

June 16, 1997

Ms. Kavita Ramdas
President/CEO
The Global Fund for Women
425 Sherman Avenue
Suite 300
Palo Alto, CA 94306-1823

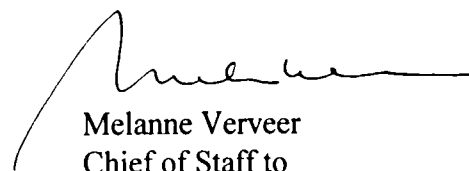
Dear Ms. Ramdas:

Thank you very much for your thoughtful letter and invitation to the First Lady to attend "10 Years of Women Transforming the World" on June 21, 1997.

Regrettably, Mrs. Clinton will be unable to attend due to a scheduling conflict that will keep her from coming to San Francisco on the day of your conference. She sends best wishes for a successful and productive event.

Thanks for writing and best wishes in your important work.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Melanne Verveer', with a long, sweeping horizontal line extending to the right.

Melanne Verveer
Chief of Staff to
the First Lady

The Global Fund for Women

425 Sherman Avenue, Suite 300
Palo Alto, California 94306-1823 USA
Telephone: 415 853 8305
Fax: 415 328-0384
e-mail: gfw@gfw.org

Ms. Melanne Verveer
Deputy Chief of Staff to the First Lady
The White House
1600 Pennsylvania Avenue, N.W
Washington, DC

June 11, 1997

Dear Melanne:

Greetings from the Global Fund for Women! I am sending an invitation and some information about the Global Fund for Women to you with a request that you please forward them to Mrs. Clinton. A year ago, you sent me a photograph taken of Mrs. Clinton and me at the Beijing U.N. Conference on Women! I was impressed with your high level of organization and the responsiveness to questions. I know you will make sure that that Mrs. Clinton receives them.

I have also left you a phone message and look forward to speaking to you at your convenience.

Thank you for your attention.

Sincerely,



Kavita N. Ramdas
President/CEO

*Melanne - this
is a day before
I faxed
you for
response*

125 Sherman Avenue, Suite 300
Palo Alto, California 94306-1823 USA
Telephone: 415 853-8305
Fax: 415 328-0384
e-mail: gfw@igc.apc.org

Mrs. Hilary Rodham Clinton
The White House
1600 Pennsylvania Avenue, N.W.
Washington, DC

June 11, 1997

Dear Mrs. Clinton:

Greetings from the Global Fund for Women! I am writing because I was so moved by your article in the June issue of Vogue magazine about Chelsea's and your recent trip to Africa. You probably do not remember me, but I had the honor of meeting you in Beijing on Sept. 6, 1995, at a small gathering of U.S. foundation staff who were attending the UN Conference on Women and the related NGO Forum. You were interested in how U.S. foundations could help move forward the Beijing agenda after the conference was over. I was then a program officer at the MacArthur Foundation in Chicago, working on issues of poverty and economic opportunity in this country. In September of 1996, almost a year later, I was privileged to accept the position of President and CEO of the Global Fund for Women, the only US based grant-making foundation exclusively focused on supporting women's organizations and women's rights overseas.

We know that this is very late notice, but I just realized that you and Chelsea might be in San Francisco at the same time that the Global Fund for Women celebrates its Tenth Anniversary. We would be delighted if you would like to join us on June 21, 1997, as we celebrate "10 Years of Women Transforming the World" and honor our founders, grantees, donors, and volunteers who make this work possible. We enclose some materials for your information. I also know that Chelsea will be coming to Stanford this fall and wanted to extend a warm invitation to her to become involved with the Global Fund, if she ever feels that campus life and Palo Alto seem too far removed from the rest of the world!

The Global Fund for Women was created almost 10 years ago by three women, Frances Kissling and Laura Lederer from the United States, and Anne Firth Murray of New Zealand. These women were transformed by the 1985 UN conference in Nairobi and convinced that issues like population growth, the destruction of the environment, and economic development could not be successfully addressed, unless and until, the voices of women were given a chance to be heard. The Global Fund is the outcome of that concern – a small, publicly funded charity that gave away just \$34,000 in its

first year of grant-making, we have now made a total of almost \$8 million in grants in support of 864 women's groups in over 120 countries around the world. The average size of a Global Fund grant is \$6,000.

As you note in your article, the strength and compassion of women in most communities is extraordinary. These are women who work to prevent female genital mutilation in Somalia and Uganda and dowry-related deaths in India. They struggle to support the true meaning of democracy from the interior of Mongolia to Cairo, Egypt. The organizations they have formed and created provide shelter for victims of domestic violence; maintain safe houses in times of war and civil strife; challenge and change legal systems; educate and strengthen girls to be able to make their own choices; provide skills training and micro-credit to build economic autonomy; offer advice on voluntary contraceptive use; and protect the earth's natural resources.

These are women's issues, but they are also the concern of all us who care about equality, justice, and democracy. The Global Fund for Women cares.

We know that you care too, not just about women's rights in this country, but human rights around the world. We deeply admire the courage and conviction that you have shown in the face of many challenges, and would welcome your interest and involvement with the work of the Global Fund for Women. We hope that you may be able to join us on June 21, the summer solstice! Your office can RSVP via telephone, fax, or email.

With warm wishes,

A handwritten signature in cursive script, reading "Kavita Nandini Ramdas". The signature is written in dark ink and is positioned above a horizontal line.

Kavita Nandini Ramdas
President

enclosures: annual report, newsletters, selected grants list, invitation

10 YEARS OF WOMEN
TRANSFORMING THE WORLD

OVER \$7 MILLION GIVEN

IN 1171 GRANTS

TO 864 WOMEN'S GROUPS

IN 120 COUNTRIES.

95 ADVISORS INTERNATIONALLY
MORE THAN 100 DEDICATED VOLUNTEERS
OVER 3000 INDIVIDUAL SUPPORTERS
150 INSTITUTIONAL DONORS

*Y*OUR SUPPORT MAKES THIS WORK POSSIBLE.
THANK YOU!

*W*OMEN

TRANSFORMING
THE WORLD

THE GLOBAL FUND FOR WOMEN'S
10TH ANNIVERSARY CELEBRATION

Dear Mrs. Clinton and Chelsea -

THE BOARD AND STAFF OF
THE GLOBAL FUND FOR WOMEN
INVITE YOU AND YOUR GUESTS TO A FESTIVE
EVENING HONORING FOUNDERS,
GRANTEES, DONORS AND FRIENDS.

ANNOUNCEMENT OF PARTNERSHIP AWARDS:
10 ORGANIZATIONS WILL RECEIVE \$10,000 EACH
TO SUPPORT EMERGING WOMEN'S GROUPS
IN EVERY REGION OF THE WORLD.

SPECIAL GUESTS INCLUDE OUR FOUNDERS:
ANNE FIRTH MURRAY, FOUNDING PRESIDENT
FRANCES KISSLING, CATHOLICS FOR A FREE CHOICE
LAURA LEDERER, CENTER ON SPEECH, EQUALITY AND HARM
&
BOARD MEMBERS AND GRANTEES

warm wishes -

Kavita Nandoo

ATURDAY, JUNE 21, 1997

SUMMER SOLSTICE

APPETIZERS AND BEVERAGES AT 6:30 P.M.
PROGRAM BEGINS AT 7:00 P.M.

METROPOLITAN CLUB
640 SUTTER ST.
SAN FRANCISCO

JOIN US FOR THE PREMIERE SCREENING OF
GIFTS OF A GARDEN GROWING:
A CELEBRATION OF THE FIRST TEN YEARS OF
THE GLOBAL FUND FOR WOMEN.

ENJOY DINNER AND DANCING
TO THE LIVE WORLD MUSIC
OF WILD MANGO

RSVP BY MAY 31

PHOTOCOPY
PRESERVATION



10 YEARS
OF WOMEN
TRANSFORMING
THE WORLD

Mrs Hilary Rodham Clinton
&
Chelsea Clinton

THE GLOBAL FUND FOR WOMEN
425 SHERMAN AVE, SUITE 300
PALO ALTO, CA 94306

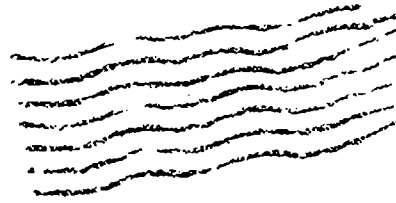
PHOTOCOPY
PRESERVATION

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Global Fund for Women Grants Awarded

November 1, 1996 - February 28, 1997

ADEFRA, Munich, Germany

ADEFRA is a national organization of black women in Germany which works toward ending prejudice, discrimination, racism and sexism and strengthening the position of black women in society. \$10,000.

Akina Mama wa Afrika, London, England

Akina Mama wa Afrika is an organization of African women living in England dedicated to "mobilizing, empowering, and sensitizing African women...and addressing issues that affect African women in the UK, Europe and Africa." \$10,000*.

Arab Women Solidarity Association (AWSA), Cairo, Egypt

The Arab Women Solidarity Association (AWSA) is a network throughout the Arab region working to "improve the status of women in the Arab countries and to link the cause for women to the economic, political, and cultural endeavors of the Arab peoples." The group is planning an international conference to be held in October 1997 in Cairo, "Women of the Arab World: Past Experiences and Future Horizons." \$10,000.

Asociación de Mujeres para la Democracia "Lil Milagro Ramírez," San Salvador, El Salvador

The Asociación de Mujeres para la Democracia "Lil Milagro Ramírez" is an organization dedicated to promoting participatory democracy and the economic, political, social, and cultural development of Salvadoran women. Through leadership training, gender consciousness raising, and educational activities, the group works to achieve a more equal society. \$7,000.

Association of Women with University Education, Yerevan, Armenia

The Association of Women with University Education is a national network working to ensure equality, democracy, and opportunities for women in the process of Armenia's political and economic reforms. The Association sponsors conferences, research, publications, and the development of its network of members and branch groups to promote the women's movement in Armenia as part of the process of societal change. \$8,000.

Association for Victims of Sexual Assault, Tel Aviv, Israel

The Association for Victims of Sexual Assault is a women's group committed to "improving the treatment of sexual assault survivors, through changing policies, directives, and operations within the police force, the legal system, and health and education departments." \$10,000.

Center for Women Leaders, Tashkent, Uzbekistan

The Center for Women Leaders is a new initiative by young women committed to "improving women's legal and socio-economic status in Uzbekistan." The group plans to coordinate a campaign on women's rights which will include television and radio programs. \$7,300.

Centre for Women's Studies, Zagreb, Croatia

Centre for Women's Studies is a women's group that "addresses questions concerning the social constructions of gender, women's access to various forms of power and knowledge, and the role of literature in women's studies curriculum." The group offers classes to women on a scholarship basis and raises awareness of women's issues in public forums. \$8,000.

Centro de Apoyo Aquelarre, Santo Domingo, Dominican Republic

The Centro de Apoyo Aquelarre is a group committed to improving the quality of life for women. They provide educational and support services to women in situations of violence and older women, and raise awareness in society about women's issues. \$10,000.

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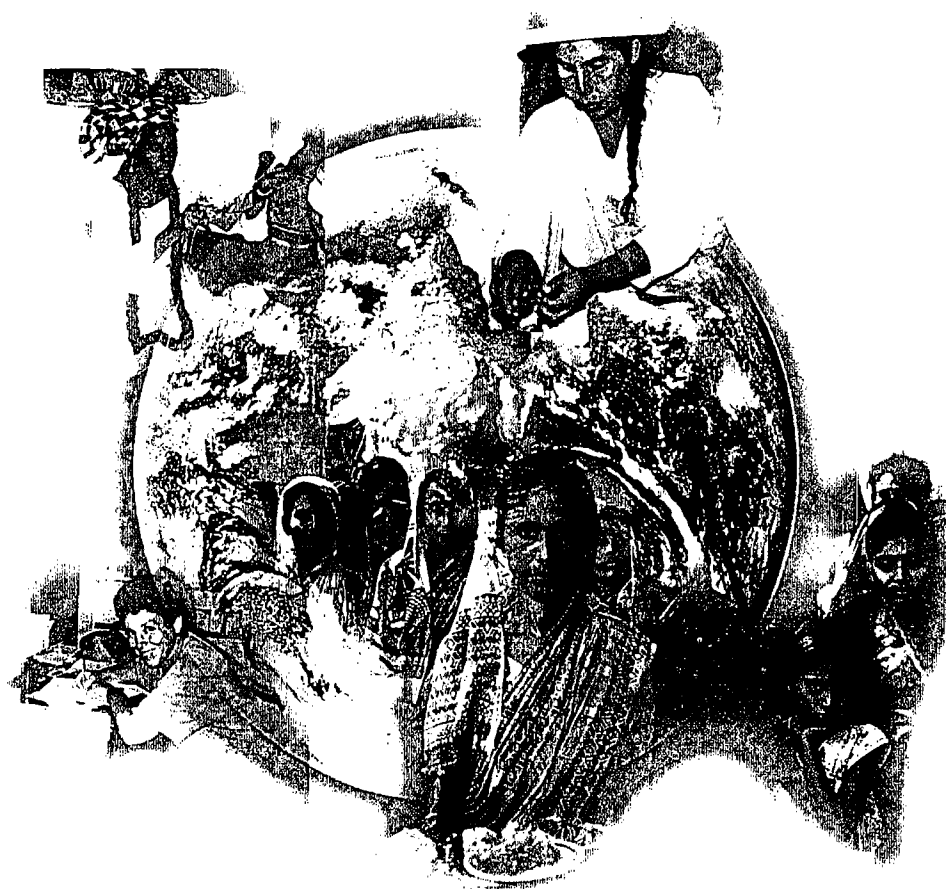
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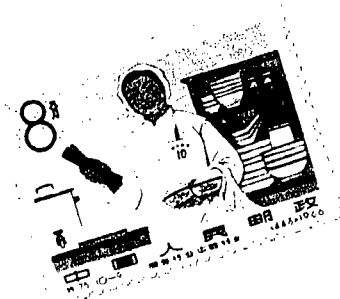
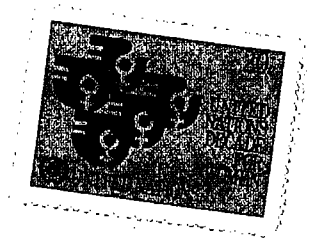
THE GLOBAL FUND FOR WOMEN

THE NINTH YEAR

1995-1996



Annual Report



THE GLOBAL FUND FOR WOMEN
 425 Sherman Avenue, Suite 300
 Palo Alto, CA 94306-1823, USA

Telephone: (415) 853-8305
 Fax: (415) 328-0384
 e-mail: gfw@igc.apc.org
<http://gfw@igc.apc.org/>

Global Fund for Women

Selected Grants

November 1, 1996 - February 28, 1997



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Instituto Kairo's, Iquitos, Peru A women's organization training indigenous Amazonian women as community health workers and "creating a new generation of women leaders." The group also reaches out to women around related issues such as literacy, the environment, and economic conditions "to demonstrate the vital links between health and social justice." \$8,000.

Kongadzem, Yaounde, Cameroon A women's group committed to "empowering women to take control of their reproductive health." The group coordinates women's health programs, self-help retreats, and raises awareness about AIDS, STD's, and teenage pregnancy. \$10,000.

Nisan Young Women Leaders, Tel Aviv, Israel A women's group dedicated to "the advancement of young women in Israel through innovative programs created to develop the leadership potential of Jewish and Arab Israeli young women, support their initiatives, and foster communication and cooperative partnerships among them." \$10,000.

Swayam, Calcutta, India A women's group committed to "empowering women victims of violence." The group operates a center that responds to women's needs in a "holistic" manner and provides counseling, medical and legal aid, and career placement services to women victims of violence. \$10,000.

Women's Group Development Programme of the National Council of Disabled Persons, Bulawayo, Zimbabwe This organization works to "mobilize and socially organize women with disabilities" in order to promote their rights and full integration into society. \$10,000.

* Special area-of-interest fund

NOTE: All grants are for general support unless otherwise noted.

Frequently Asked Questions About the Global Fund for Women

1. *When was the Global Fund formed? What have you accomplished?* The Global Fund began with an idea ten years ago. We have now given more than \$7 million in 1,171 grants to 710 women's groups in more than 120 countries working on female human rights issues, women's access to communications, and economic autonomy. The average grant size is \$6,022.

2. *Why was it necessary to create a new women's organization?* The Global Fund focuses on women because, even though women are at the center of their communities, they have been bypassed in most development programs. Women in poorer countries in particular have not been given the tools to be effective partners in addressing issues which affect them directly. The Global Fund was created to try to redress this imbalance, to assist women to become full partners with men in making positive changes in their communities. It is the only group in the U.S. that concentrates specifically on assisting women in other countries through the provision of flexible grants for sometimes controversial or emerging issues.

3. *Who governs the Global Fund?* The Global Fund is governed by a Board of Directors and an international Advisory Council of 95 people. Current Board members are: **Hope Chigudu**, of Uganda, founder of the Zimbabwe Women's Resource Centre and Network and consultant to the Danish Development Agency in Harare; **Esther Hewlett**, of the United States, feminist housewife and community volunteer; **Stina Katchadourian**, of Finland, writer, literary translator, and independent journalist; **June Hope Kingsley**, of the United States, Board member of the Urban League and Chair of the Boards of the Florence Crittenden Home, Travellers Aid, and the San Francisco Conservatory of Music; **Wu Qing**, of China, Associate Professor, Beijing Foreign Studies University; **Kavita N. Ramdas**, of India, President of the Global Fund for Women; **Marjan Sax**, of The Netherlands, director of Mama Cash (a Dutch women's foundation); **Mary Ann Stein**, of the United States, President of the Moriah Fund; **Rita Thapa**, of Nepal, consultant for the United Nations Women's Fund (UNIFEM) and UN Development Programme; **Lucia Pavia Ticzon**, of the Philippines, co-founder of the Women's Resource and Research Center and Board member of Isis International, Manila; and **Walteen Grady Truely**, of the United States, President/CEO of Women and Philanthropy.

4. *How do you decide on which groups to support?* The Global Fund operates with the conviction that women in their own settings know best how to address the issues facing them. This is why we rely heavily on our international network of Advisors. We ask for their comments on every request for support we receive. Their opinions about the groups and about the issues the groups address are shared with the Board members, who make the final decision about grants.

5. *What percentage of core program expenses is spent on administration?* Total overseas program expenditures are about 74% of our cash expenses. This program includes making grants to approximately 190 groups a year, supporting our Advisors' initiatives to network in their own regions, and our Advisory Council, Staff, and Board's direct involvement in the grantmaking process. The remaining 26% covers costs of education and outreach in this country (about 5%), fundraising (about 9%), and operations (about 12%).

6. *Are donations to the Global Fund tax deductible in the United States?* Yes.

May 1997

The Global Fund for Women, 425 Sherman Avenue, Suite 300, Palo Alto, California 94306

phone: (415) 853-8305; fax: (415) 328-0384; email: gfw@globalfundforwomen.org; www.globalfundforwomen.org

THE GLOBAL FUND FOR WOMEN

OUR STYLE OF GIVING



CONTEXT

❖ Women are the primary healthcare providers in the world; they constitute the majority of the agricultural workforce; and, buying for self and family, they are the largest group of consumers globally. In spite of their impressive contributions to society, women are often denied the opportunity to participate in making decisions that affect them. At The Global Fund for Women, we strongly believe that women's voices should be acknowledged and that initiatives to empower women should be supported. Women should have the chance not only to improve their own lives, but also to use their wisdom and experience to address universal concerns such as environmental degradation, poverty, population growth, and violence.

❖ Grassroots groups working for justice and opportunity for women understand the obstacles to empowerment in their communities and the means to overcome those obstacles. They usually require money to enable them to carry on their activities, and empathy and encouragement from like-minded people outside their organizations. The Global Fund for Women provides small, flexible grants and access to a supportive, international network of feminist groups and individuals.

FOCUS

❖ The Global Fund for Women's funding area is female human rights. Over the past nine and a half years, our understanding of this issue has broadened through letters from and discussions with women around the world. Women of all countries have highlighted poverty and violence as their major concerns, but in some regions, organizing efforts focus on literacy and economic independence for women while in other regions, reproductive rights and the eradication of rape and domestic abuse are seen as being foremost to women's survival.

CRITERIA

❖ The Global Fund's criteria for grantmaking are that: applicants be groups of women and not individuals; the groups be led by women and dedicated to women's empowerment; and the groups demonstrate a strategy for strengthening their work over time. We believe that this style of grantmaking allows our small grants (under \$10,000) to have a strong leveraging effect. The Global Fund provides project specific as well as general support to groups. The Global Fund primarily supports women's groups based outside the United States.

PROCESS

❖ In deciding which groups to fund, The Global Fund relies heavily on a worldwide network of ninety five advisors and eleven Board members who are knowledgeable about women's concerns and human rights in their regions. The advisory network brings valuable, local insights to the decisionmaking process, cuts operational costs, and reduces the need for staff to travel. This allows more money to be given to women's groups.

EVALUATION

❖ The Global Fund evaluates its work through a process which includes grantee self-evaluation and analyses of grantees' assessments. We believe that women themselves know best whether the assistance we provide has been effective. We ask grantees about accomplishments in terms of their goals and ask them to describe the strength and empowerment that women have gained from their work. This feedback gives us information to improve the management and administration of The Global Fund; information about concerns and issues related to The Fund's interests; and assurance that resources are used thoughtfully, efficiently, and with sensitivity.

THE GLOBAL FUND FOR WOMEN
425 SHERMAN AVE, SUITE 300
PALO ALTO, CA 94306
TEL. (415) 853-8305
FAX (415) 328-0384
GFW@IGC.APC.ORG

THE GLOBAL FUND FOR WOMEN WHERE WE ARE TODAY



❖ Since its founding in 1987, The Global Fund for Women has given \$6.7 million to seed, strengthen and link groups committed to the empowerment of women. The Fund has made 1124 grants to 838 groups in 120 countries. The average grant size is \$6,000.

LEADERSHIP

❖ This is an exciting time of transition and looking forward at The Global Fund for Women. In September, The Fund bid farewell to its founding president, Anne Firth Murray, and welcomed Kavita Nandini Ramdas as its new president. Kavita is an Indian citizen who has worked extensively with nonprofits in her native country. She is also a former program officer with the Community Initiatives Program at The John D. and Catherine T. MacArthur Foundation. She shares The Global Fund's commitment to women's rights and its mission to support social and economic justice worldwide.

The Global Fund's commitment to diversity is reflected in the Board of Directors, a group of eleven women representing both the global South and the global North. The Directors are:

Hope Chigudu, Zimbabwe; Esther Hewlett, United States; Stina Katchadourian, Finland; June Hope Kingsley, United States; Kavita N. Ramdas, India; Marjan Sax, Netherlands; Mary Ann Stein, United States; Rita Thapa, Nepal; Lucia Pavia Ticzon, Philippines; Walteen Grady Truely, United States; and Wu Qing, China.

HISTORY

❖ The Global Fund for Women began as an idea raised by three women over dinner a decade ago. Anne Firth Murray of New Zealand and Frances Kissling and Laura Lederer of the United States were attending a Council on Foundations meeting when they identified a critical gap in American giving: the need to support groups working for justice, respect, and opportunity for women. At the time, women's groups were struggling to ensure that women's voices were heard and that women were included in shaping the futures of their communities, yet there were no US based foundations that exclusively assisted overseas, women-led initiatives in human rights and development. With Dame Nita Barrow, Governor General of Barbados, the three women became founding board members of the Global Fund for Women in May 1987.

NEW DIRECTIONS

❖ The Global Fund for Women's Tenth Anniversary Year is a time of celebration and reflection over the network's growth, development and learning since those early days. In this tenth year, The Global Fund for Women is embracing new initiatives in response to what women say they need. The Fund will look more closely at issues relating to women's legal and civil rights, and at the challenges of reproductive rights for younger women and girls. It will introduce a new, exploratory grantmaking initiative focused on poverty and economic self sufficiency. Another new direction in programming is The Fund's support of emerging women's funds internationally, including women's funds in Nepal and Mexico.

In-depth news about The Global Fund for Women's programs, personnel, and history is available at the organization's award-winning Web site: <http://www.igc.apc.org/gfw/>.

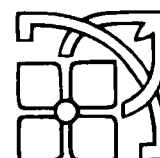
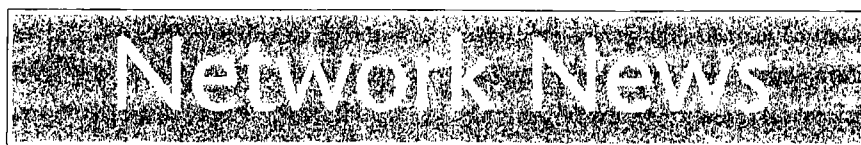
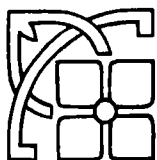
THE GLOBAL FUND FOR WOMEN
425 SHERMAN AVE, SUITE 300
PALO ALTO, CA 94306
TEL. (415) 853-8305
FAX (415) 328-0384
GFW@ IGC.APC.ORG

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APRIL 1997

This Edition ► LETTER FROM ANNE FIRTH MURRAY, DONOR AND VOLUNTEER NOTES, Staff Updates

PRESIDENT'S LETTER

Dear Friends:

Spring Greetings! I have just returned from an inspiring trip to Rio de Janeiro, Brazil, where I participated in the 8th International Women and Health Meeting along with many grantees, advisors, and former Global Fund board members. In Rio, I was reminded about the value of our commitment to flexible, non-bureaucratic grantmaking in support of women's rights.

The meeting sought to ensure that the challenges faced by grassroots women would be represented by the presence of activists from each region. The Global Fund for Women had provided a small grant in support of the conference, and many foundations had provided larger grants.

On the first day, I met Aissata, a woman from Mali, who was explaining the work of her organization. We were soon joined by other women activists from Africa. Although they were trying to concentrate on my questions, it was clear that they were preoccupied. After some hesitation, the women confided that, due to a misunderstanding with the organizing committee, they had no funding to attend the conference and were going to have to return that evening to their own countries of Niger, Mali, Mauritania, Benin, and Tanzania. The organizing committee was unable to pay for the costs of these women's stay in Rio. The total amount needed to cover the cost of their stay was the size of an average Global Fund grant, about \$6,000.

Many of these women had traveled for two days to get to Rio. The conference, as is often the case, already had very few African participants. Yet Africa is the continent with some of the world's most pressing social and economic needs—its activists for social change desperately need to be heard and to experience the solidarity of their sisters around the world.

My colleagues from larger foundations, who were present at the meeting, were concerned, but unable to intervene. Their foundations could not make such small grants, needed more time to review proposals, and did not have the flexibility to respond to this situation. As one of them said, "That is why we support the Global Fund!" Fortunately, the Global Fund and Mama Cash—a sister fund based in Holland and founded by Marjan Sax, a GFW board member—could and did respond. By making an emergency grant to the organizing committee, the Global Fund was able to ensure that Aissata, Mariama, Jitto, Irene, Mariam Baba, and Marie Therese could add their voices and wisdom to the meeting and take knowledge back to their countries.

The Global Fund exists to support women's groups like these, whose expertise, compassion, and courage is transforming communities across the world.

Kavita N. Ramdas

April 1997

GRANTMAKING UPDATE

In February and March, the Global Fund gave grants totaling \$335,246 to 42 groups around the world. Some highlights:

- Our grant to the **Arab Women Solidarity Association** in Egypt exemplifies our belief in the value of bringing women's groups together to learn from and support each other. AWSA is a network of Arab women working to "improve the status of women in Arab countries and to link the cause of women to the economic, political, and cultural endeavors of the Arab people." The \$10,000 grant will help support an international conference on "Women of the Arab World: Past Experiences and Future Horizons," which AWSA will host in Cairo in October 1997.
- The **Center for Women Leaders** in Uzbekistan is a new initiative by young women committed to "improving women's

Save the Date!

THE GLOBAL FUND FOR WOMEN'S 10TH ANNIVERSARY CELEBRATION

Join us on **Saturday, June 21**
at the Metropolitan Club in San Francisco
for a festive evening honoring founders,
grantees, donors and friends.

Further details in May.

*To volunteer to help with the party,
call the Global Fund at 415/853-8305.*

Global Fund for Women

Selected Grants

November 1, 1996 - February 28, 1997



Akina Mama wa Afrika, London, England

This organization was founded in 1985 by African women living in England who wanted to "create a space for African women to organize autonomously, identify issues of concern to them, and speak for themselves." The name translated from Swahili means "solidarity among African women." AMWA carries out a variety of activities, including providing community development and support services for African women living in the UK; publishing a journal; maintaining a resource center; and serving as "a forum where African women can have input into decisions which affect them in the community." They are also creating an African Women's Leadership Institute, a regional networking, information and training forum for young African women. \$10,000*.

Arab Women Solidarity Association, Cairo, Egypt

A network throughout the Arab region working to "improve the status of women in the Arab countries and to link the cause for women to the economic, political, and cultural endeavors of the Arab peoples." "Women in our countries live under laws which deprive them of most human rights, the right to paid work... the right to travel, to divorce, to the custody of their children," explains AWSA. "To talk of a democratic society without the active involvement of women is a negation of democracy." The group is planning an international conference to be held in October 1997 in Cairo, "Women of the Arab World: Past Experiences and Future Horizons." \$10,000.

Centre for Women's Studies, Zagreb, Croatia

This organization was established by a group of twelve women scholars and activists to "create the link between feminist theory and activism, by bringing together the long-term experiences of working with other women and sharing the knowledge from various areas of studies and feminist work." Its work "addresses questions concerning the social constructions of gender, women's access to various forms of power and knowledge, and the role of literature in women's studies curriculum." Since its inception, the center has coordinated fifteen courses on women's studies. The group hopes to offer lectures and workshops in women's human rights and women's role in reconciliation and peaceful programs in Croatia. It offers classes to women on a scholarship basis and raises awareness of women's issues in public forums. \$8,000.

Instituto Kairo's, Iquitos, Peru

This women's organization in the rural Amazonian region trains indigenous women as community health workers and works to create "a new generation of women leaders." The group helps women struggle against "the passivity which reigns in the face of poor health, repeated and unwanted pregnancies, high infant mortality, and the secondary effects of low self-esteem accompanying endemic illness." The group adds, "Women's choices for limiting or increasing their fertility have not been considered with respect by policymakers. Forced contraception [Norplant] and tubal ligations are being performed among women unaware...and they are suffering increased domestic abuse because their husbands suspect that they are using contraception in order to have affairs." The group also reaches out to women around related issues such as literacy, the environment, and economic conditions "to demonstrate the vital links between health and social justice." \$8,000.

Kongadzem, Yaounde, Cameroon

Kongadzem, which means *love for all*, is a twenty-year old community-based women's organization which brings together women from the Nso, Bui division of the Northwest province of Cameroon. The group was born "out of the desire and need for Nso women in Yaounde to build a community, to better know themselves and find solutions to common problems as housewives, mothers, and wage earners." They coordinate women's health programs "where women take control of their reproductive health by better understanding the functioning of their bodies and discontinuing the conspiracy of silence by teaching communicating skills to mothers and daughters, and fathers and daughters." They run a women's health information center and organize presentations on AIDS, teenage pregnancy, menstruation and menopause. \$10,000.

Nisan Young Women Leaders, Tel Aviv, Israel

A women's group founded to "create a core of Jewish and Arab Israeli young women trained as leaders, who are encouraged to act as agents of change, and work to impact Israeli society through action and advocacy." According to the group: "the month of *Nisan*, both in Hebrew and Arabic, inaugurates Spring, the season of new beginnings...our group taps new sources of leadership among the state's diverse young women." The group coordinates a leadership development program for women aged 15-17. The curriculum integrates instruction in leadership theory and skills with an examination of the status of women in Israel and the world. During the second semester, participants utilize what they learned in the first semester. Guided by mentors, each identifies and studies a problem affecting her community and suggests strategies to improve the situation. \$10,000.

Swayam, Calcutta, India

Swayam was established by two women concerned by "the increasing violence against women in our society." The group is committed to "empowering women victims of violence." They operate a center that responds to women's needs in a "holistic" manner and provides counseling, medical and legal aid, and career placement services to women victims of violence. The primary objectives of Swayam are to empower women victims of violence to be self-sufficient and economically independent; to inform and educate the community about violence against women; and to conduct training programs for women. \$10,000.

Women's Group Development Programme of the National Council of Disabled Persons, Bulawayo, Zimbabwe

This group was formed by women with disabilities because "women with disabilities suffered double discrimination in society based on gender and in particular disability." They work to "mobilize and socially organize women with disabilities" in order to promote their rights and full integration into society. Some of the WGDP's accomplishments include: a successful campaign to obtain child support for single mothers with disabilities from the fathers of their children; assisting women in court who have been sexually abused; convincing employers to offer employment opportunities for women with disabilities; and working with government agencies on issues affecting women with disabilities nationally. \$10,000.

* Special area-of-interest fund.

NOTE: All grants are for general support unless otherwise noted.

May 20, 1997

Mr. Ted Small
Holland & Knight
2100 Pennsylvania Avenue, NW
Suite 400
Washington, DC 20037

Dear Mr. Small:

On behalf of the First Lady, thank you for your thoughtful letter and for forwarding the wonderful letters from the second graders at Cleveland Tri-School Learning Academy. Mrs. Clinton has acknowledged them.

Thank you for your thoughtfulness and for your efforts on behalf of the children.

Sincerely,

Melanne Verveer
Chief of Staff to
the First Lady

Law Offices

HOLLAND & KNIGHT

A Registered Limited Liability Partnership

2100 Pennsylvania Avenue, N W
Suite 400
Washington, D.C. 20037-3202
202-955-3000
FAX 202-955-5564

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Lakeland	Washington, D.C.
Miami	West Palm Beach

April 22, 1997

Ted W. Small
202-457-7031

VIA HAND DELIVERY

First Lady Hillary Rodham Clinton
The White House
1600 Pennsylvania Avenue, NW
Washington, D.C. 20037

Re: Thank-you for your visit to **Cleveland Tri-School Learning Academy, Lower Campus B and Shaw Neighborhood.**

Dear Mrs. Clinton:

I am writing to thank you for visiting with us at Cleveland Tri-School Learning Academy, Lower Campus B on February 14, 1997. After weeks of attempting unsuccessfully to find just the right words, I delegated the task of expressing our appreciation to some young writers who are hardly ever at a loss for words. The attached envelope contains some very special thank you notes from the second graders who you met during the visit.

Expanding on their notes only briefly, we thank you for providing some much needed recognition for the teachers and administrators of Cleveland school, particularly Principal Annie Mair, who have worked hard for many years to develop a challenging learning environment for Shaw children. In conversations with teachers and administrators, I have noticed a renewed sense of dedication about their plans for the coming year. Several Cleveland parents have also commented how proud they were to watch television and read newspaper articles where their school was cited as a example of what is working well in the District of Columbia. Even our other non-profit clients in Shaw have interpreted your visit as a sign that their community building efforts are working and getting noticed in "high" places. In short, you have encouraged an entire community to continue working to rebuild Shaw into a place where it is safe for kids to learn and play.

In my role as chair of the ABA's Public Schools Committee, I also greatly appreciate your assistance in stimulating interest and issuing a challenge to other D.C. law firms to develop similar school partnerships. In the weeks following your visit to Cleveland, I have participated in two panel discussions on this

First Lady Hillary Rodham Clinton
April 22, 1997
Page 2

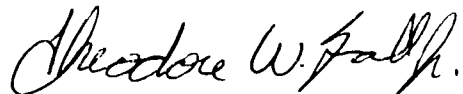
topic, one sponsored by the D.C. Bar and the other sponsored by the Washington Lawyers' Committee. Both were well-attended by lawyers as well as other professional organizations interested in obtaining some practical information about how they might meet your school partnership challenge. The project director at the Washington Lawyers' Committee, Iris Toyer, has already obtained commitments from several of these law firms that they will begin school partnerships. With this renewed interest and commitment, D.C. law firms have an opportunity to lead a movement for increasing lawyer involvement in public schools across the nation.

Lastly, on behalf of Holland & Knight's Community Services Team and the entire firm, we thank you for your kind words of support for our partnership with Cleveland school and our pro bono commitment to the larger Shaw community. We are working very hard to live up to your high praise by strengthening our relationships with Cleveland school and other Shaw groups. We hope to develop a model for law firms to combine their pro bono and community services commitments into partnerships with other neighborhoods. Their involvement would become one part of an integrated series of solutions to the complex problems of America's inner cities.

I very much enjoyed meeting you and also working with your assistant, Pauline Abernathy who worked so hard in the background to make this very inspiring event possible. As the children have so eloquently written in the enclosed thank-you cards, we look forward to you visiting again very soon.

Very truly yours,

HOLLAND & KNIGHT LLP

A handwritten signature in dark ink, appearing to read "Theodore W. Small". The signature is fluid and cursive, with the first name "Theodore" being more prominent.

Ted W. Small

Enclosures

cc: Pauline Abernathy (via facsimile)
The White House

TO: Hillary Rodham Clinton
FROM: Pauline Abernathy
CC: ✓ Melanne Verveer, Jen Klein
DATE: April 23, 1997
RE: Response to your challenge to D.C. law firms to partner with a D.C. public school

Before I left, I wanted to be sure you knew that D.C. law firms *are* responding to your call for them to partner with D.C. public schools. The Washington Lawyers' Committee says that *at least 12 new law firm-school partnerships are in the process of forming*, and that at least 8 other firms have expressed interest in forming one. The Lawyers' Committee attributes this outpouring directly to your visit to Cleveland Elementary School and your subsequent letter to the managing partners of D.C. law firms in February. Prior to your visit to Cleveland, Iris Toyer, who facilitates partnerships at the Lawyers' Committee and participated in the panel discussion at Cleveland, had been having a tough time enlisting the participation of additional law firms.

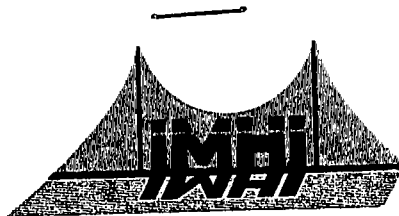
Iris is encouraging firms to partner with schools in NE and SE and with schools that do not have any partners, and is pleased that some are doing so. Hogan and Hartson is establishing a partnership with Spingarn High School in NE, and King & Spalding is establishing a partnership with Martin Luther King Elementary School in SE. Arnold and Porter is establishing a partnership at Garrison, the NW elementary school you visited with the President in February.

Attached are a letter you just received from Ted Small, the lawyer from Holland & Knight who moderated the panel discussion at Cleveland, and thank you notes from second graders at Cleveland. Ted says your letter to the law firms has won the managing partners' attention, and that the discussion has moved from whether to partner with a school, to how to do it. Over 30 firms attended a panel discussion last week sponsored by the Washington Lawyers' Committee to discuss how to partner with a school. General Becton was planning to attend, but had to attend a last minute City Council hearing instead.

The Washington Lawyers' Committee has invited you to speak at their annual awards luncheon on June 10th. The program will feature a tribute to law firms that have partnered with D.C. public schools, and the Lawyers' Committee believes your participation at the luncheon would help them secure commitments from additional law firms and help energize the firms.

I could not be more pleased with the response to your challenge. Based on the experience of the existing partnerships, I believe these additional partnerships have the potential to make a real difference in the lives of thousands of District children and in their communities. Bravo!

Attachments



Dedicated to Promoting
Mental Health

October 29, 1997

Dear Mrs. Verveer,

Our original letter to you, with the enclosed letter and packet for Mrs. Clinton, was unfortunately misdirected.

Please accept our apologies for any confusion this may have caused.

Suzanne Stutman

INSTITUTE FOR MENTAL HEALTH INITIATIVES

4545 42nd Street, N.W. Suite 311 Washington, D.C. 20016 (202) 364-7111

e-mail: INSTMHI@aol.com

Awards

Dialogue

@
Forum

Insights into Human Emotions for Creative Professionals
Published by the Institute for Mental Health Initiatives

IMHI

4545 42nd Street, NW, Suite 311
Washington, DC 20016
Tel (202) 364-7111 Fax (202) 363-3891
e-mail instmhi@aol.com

Basel

October 29, 1997

Mrs. Melanne Verveer
The White House
1600 Pennsylvania Avenue, NW
Washington, DC 20500

Dear Mrs. Verveer,

Enclosed is a letter and packet of information for Mrs. Clinton. Mr. Bill White in the Office of Public Liaison suggested we contact Mrs. Beauford, who in turn suggested we send this to you.

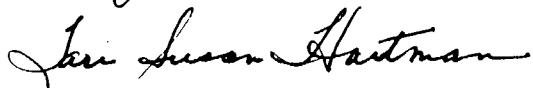
The Institute for Mental Health Initiatives (IMHI) is inviting Mrs. Clinton to participate in a forum to be held on December 11, 1997 in Los Angeles. Our organization has focused on bringing mental health information to the entertainment industry for fifteen years. The topic of this program is television characterizations of mature women (50+). We believe that Mrs. Clinton is in a unique position to exert a positive influence on how the television industry portrays women over fifty.

We have also extended an invitation to Tipper Gore. Mrs. Gore has been a contributor to our efforts over the years, and is on our Advisory Board.

Thank you for your help. If you have any questions, please contact me at 202-364-7111.

Very sincerely,


Suzanne Stutman, M.A., M.S.W., B.C.D.
President


Tari Susan Hartman
Development and Marketing Consultant

October 29, 1997

First Lady
Mrs. Hillary Rodham Clinton
The White House
1600 Pennsylvania Avenue
Washington, DC 20500

Dear Mrs. Clinton,

On December 11, 1997 the Institute for Mental Health Initiatives (IMHI) is hosting the 1997 *Dialogue* Awards and Forum at the Four Seasons Hotel in Los Angeles. This event will focus on how mature women (50+) are portrayed in the media. As you officially joined this remarkable group on October 26th, we would be delighted if you would participate in our program.

IMHI serves as a valuable resource to the entertainment industry on the full spectrum of mental health issues involving families. Our publication, *Dialogue*, is received by over 18,000 professionals and has won numerous awards. Past issues of *Dialogue* have explored the subjects of loss, violence prevention, hate and stereotyping, love and attachment and young fathers. The Summer 1997 issue on Mature Women is enclosed.

The Forum will take place on the morning of December 11th and will culminate in a luncheon presentation of the First Annual *Dialogue* Media Awards celebrating authentic depictions of the mature woman on television. The program includes a presentation by a highly respected psychologist, Harriet Lerner, Ph.D. (author of Dance of Anger and several other books), and a panel discussion focusing on integrating the issues raised by Dr. Lerner's presentation into current and future entertainment programming. Meryl Marshall, newly installed President of the Academy of Television Arts and Sciences (the first woman in ten years to hold that office), and Marie Wilson, President of the Ms. Foundation, will both be presenters at the Forum.

As the quintessential "mature woman" of today, your presence would be an invaluable contribution to our program. We hope you will join us on December 11th.

Thank you for your consideration. If your staff has questions, please contact me at 202/364-7111.

Sincerely,



Suzanne Stutman, M.A., M.S.W., B.C.D.
President

Encl.



Dedicated to Promoting
Mental Health

Suzanne Stutman, M.A., M.S.W., B.C.D.
President

INSTITUTE FOR MENTAL HEALTH INITIATIVES
4545 42nd Street, N.W. Suite 311 Washington, D.C. 20016 (202) 364-7111
e-mail: INSTMH@iol.com