

Overview



TechnoServe works with enterprising people in the developing world to build competitive farms, businesses and industries.

Our vision is to be the most effective catalyst and partner for transformative, on-the-ground, market-based solutions to poverty.

WHO WE ARE

TechnoServe is a nonprofit organization that develops business solutions to poverty by linking people to information, capital and markets. Our work is rooted in the idea that given the opportunity, hardworking men and women in even the poorest places can generate income, jobs and wealth for their families and communities. TechnoServe was founded in 1968 by American businessman Ed Bullard, who believed in the power of private enterprise to transform lives. Today, we work in poor communities in 29 countries throughout Africa, Latin America and Asia.

WHAT WE DO

TechnoServe helps grow strong markets that create income, jobs and wealth for poor people in the developing world. Our programs:

- **Develop Capacity**

We help individuals and communities acquire skills, share knowledge and apply the technologies needed to build successful farms and businesses.

Activities include entrepreneurship development, farmer training, managerial and employee training, intensive operational support, business plan competitions, and small and growing business accelerators.

- **Strengthen Market Connections**

We coordinate among industry players and connect emerging businesses and farms to the necessary capital, networks and suppliers to help them grow their businesses.

Activities include business and feasibility assessments, business planning, management consulting, supplier and market linkages, access to financial services, and technical and industry advice.

- **Improve the Business Environment**

We encourage self-sustaining economic activity by addressing the policies, information and incentives that help markets function better.

Activities include developing local business service providers, industry strategic planning, and policy and regulatory advice.



TechnoServe is fostering competitive businesses that generate jobs and income opportunities in Botswana and across the developing world.

OUR IMPACT IN 2016



\$196 m

increased revenue and wages



594,000

people and businesses who saw increased financial benefits as a result of our work



\$35 m

finance mobilized in loans and equity with TechnoServe's facilitation

3 million

men, women and children who benefited
(based on five people per household)

LASTING CHANGE

Since 1968, TechnoServe has helped to improve the lives of millions of people in more than 40 countries through efforts such as these:

East Africa | Youth Entrepreneurship

Faced with widespread unemployment, a growing number of rural youth in Africa are migrating to urban areas. Those who stay often lack the skills and knowledge to take advantage of available opportunities. TechnoServe is partnering with The MasterCard Foundation on the Strengthening Rural Youth Development through Enterprise (STRYDE) program to address youth unemployment and food insecurity in East Africa.

Launched in 2011, the first STRYDE program delivered training to more than 35,300 rural youth, with graduates increasing their incomes by an average of 133 percent. An expanded five-year STRYDE 2.0 initiative was launched in 2014 to create economic opportunities for 48,015 youth in Kenya, Rwanda, Tanzania and Uganda.

Honduras | Coffee and Bean Sectors

TechnoServe and its partners launched the Sustainable Agricultural Improvement project, or MAS in Spanish, to improve the livelihoods, food security and climate resilience of smallholder bean and coffee farmers in Honduras.

A four-year project funded by the U.S. Department of Agriculture's Food for Progress program, MAS benefitted more than 32,000 small-scale coffee and bean producers across more than 340 producer organizations in 2016. The project generates lasting impact by providing farmers with training in sustainable agronomic practices and linking them to high-quality inputs and formal markets, creating sustainable farms and economies that can support communities for generations to come. To date, MAS has contributed to a 54 percent average increase in productivity for both coffee and bean farmers, and the increased quality of their production has also led to new commercial agreements between the government and exporters.

WHAT MAKES US DISTINCT

- We use rigorous, fact-based market analysis and a flexible approach to problem solving, informed by decades of on-the-ground experience.
- We bring private-sector experience to development work through teams that combine business expertise with local knowledge, relationships and context.
- We work as a catalyst at all points in competitive markets, partnering with stakeholders including smallholder farmers, governments, donors and multinational corporations.
- We specialize in leveraging corporate partnerships to create shared value for all market participants.



PARTNERING FOR SUCCESS

Our success is due to the work of our talented business advisors and volunteers – many of them former management consultants or industry experts – as well as input from strategic partners. We receive funding from the public sector (such as the U.S. Agency for International Development and the Inter-American Development Bank), corporations (such as The Coca-Cola Company and General Mills), foundations (such as the Bill & Melinda Gates Foundation) and individuals. Together, we are building lasting solutions to poverty and transforming lives on a global scale.

HEADQUARTERS

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TECHNOSERVE
BUSINESS SOLUTIONS TO POVERTY