

TechnoServe Overview

TechnoServe empowers people in the developing world to build businesses that break the cycle of poverty. Together with our donors and volunteers, we are creating practical, long-term solutions that lead to transformative change on a global scale.

WHO WE ARE

TechnoServe is a non-profit economic development organization. It was founded in 1968 by American businessman Ed Bullard, who believed that private enterprise has the power to transform people's lives, and that a hand up is better than a handout. We help entrepreneurs to build thriving, sustainable businesses that provide jobs, income and economic opportunities for poor people, enabling them to improve their lives and secure a better future for their families.

Our success is due to our talented business advisors and volunteers – many of them former management consultants or industry experts – as well as input from strategic corporate partners. We receive funding from the public sector (including the U.S. Agency for International Development and the Inter-American Development Bank), corporations (such as The Coca-Cola Company, J.P. Morgan and General Mills), foundations (such as the Bill & Melinda Gates Foundation) and individuals.

Together, we are creating practical, long-term solutions that lead to transformative change on a global scale.



In Colombia, TechnoServe is working with several coffee cooperatives to help farmers produce better-quality coffee and sell to more lucrative markets.

WHERE WE WORK

TechnoServe works in 26 countries in Africa, Asia and Latin America.

WHAT WE DO

TechnoServe focuses its efforts in three primary areas:

- **Empowering Entrepreneurs:** helping many enterprising men and women to develop the skills and resources they need to launch or expand businesses. Our business plan competitions and training programs also promote a broader culture of entrepreneurship.
- **Building Businesses and Industries:** working with high-impact entrepreneurs, especially those building small and medium enterprises, a key engine of economic growth. We also work with a full range of stakeholders – such as producers, processors, distributors, and vendors – along entire supply chains, to maximize the growth and impact of those industry sectors on the poor.
- **Improving the Business Environment:** To spur broader economic growth, TechnoServe seeks to promote a good overall business environment in countries where we work. We also work directly with financial institutions to improve small and medium enterprises' access to capital.

Impact

Since its inception in 1968, TechnoServe has helped to create or improve thousands of businesses, benefiting millions of people in more than 40 countries. We have also trained thousands of people in business and entrepreneurial skills. In 2009, TechnoServe improved the lives of nearly 1.4 million people, by working with hundreds of businesses that employed more than 53,900 people and bought products from more than 218,100 small-scale producers. But these numbers tell only part of the story. The real impact is in stories like these:



Gugu Happiness Maphanga at work in Swaziland.

- Helping a Swazi horticulture business to thrive enables packing plant employee Gugu Happiness Maphanga to afford food for her parents and siblings.
- Helping a Nicaraguan cooperative to grow and export coffee means a farmer with only an elementary school education, such as José Adán López, can plan to send his daughter to college.

ACCOLADES

The *Financial Times* rated TechnoServe one of the top five NGOs for corporate partnerships. TechnoServe has also been recognized as one of the world's "Outstanding Social Entrepreneurs" by the Schwab Foundation for Social Entrepreneurship, and as one of "America's 100 Best Charities" by *Worth* magazine. The organization has received the Presidential End Hunger Award from the U.S. Agency for International Development. Charity Navigator gives TechnoServe its highest rating.

SERVICES PROVIDED

Building Businesses

- Business needs and feasibility assessments
- Business planning
- Market linkages
- Capital raising
- Managerial and employee training
- Management consulting
- Technical advice
- Intensive operational support
- Farmer organization and support
- World-class business mentor linkages

Developing Entrepreneurs

- Entrepreneurship training
- Business plan competitions

Building Industries

- Market and industry research
- Industry strategic planning
- Supply chain organization
- Industry association development
- Policy analysis
- Advocacy support and training

Improving the Business Environment

- Capital access
- Leadership development
- Developing local business service providers

We have particular expertise in the following sectors:

- Agriculture (notably Artemisia, cashew, cocoa, coffee, cotton, dairy, horticulture, livestock and feed, and tea)
- Alternative energy
- Tourism