

# WORLD

A Newsletter for Friends  
and Supporters of TechnoServe  
March 2015

## LETTER FROM THE PRESIDENT



TechnoServe believes that women's economic empowerment is critical to combating poverty. Women spend 90 percent of their income on things such as food, medicine and education that directly benefit their families. These benefits, in turn, ripple through communities and across generations. That is why we are committed to engaging and benefiting women in all of our programs. But there is much work to be done. Women and girls in the developing world continue to face tremendous discrimination and barriers to success. Let's work together to ensure that they have the knowledge, resources and opportunities they need to create a better future for themselves, their families and their communities. On behalf of all of us at TechnoServe — and the women and men we work with — thank you for your generous support!

William Warshauer  
President and CEO

“Only **1 percent** of the charities we rate have received at least nine consecutive 4-star evaluations, indicating that TechnoServe outperforms most other charities in America.”

KEN BERGER  
PRESIDENT AND CEO, CHARITY NAVIGATOR

TechnoServe is proud to earn Charity Navigator's highest rating of four stars once again, reflecting our commitment to transparency and accountability.



● LINET ADHIAMBO (ENTREPRENEUR, KENYA)

## Leading by Example

Growing up in Mukuru, an urban slum in Nairobi, Kenya, Linet Adhiambo witnessed poverty, violence, disease and hardship all around her. “The environment I grew up in was very harsh. Many of my friends were involved in risky behavior that saw them drop out of school,” she says.

Against these odds, Linet completed her secondary education and charted her own course. In 2013, she joined TechnoServe's Young Women in Enterprise (YWE) program, where she developed the skills and confidence to start a small fruit business. Linet uses her income to help support six siblings, and she has plans for expansion. “I want my shop to be a one stop health shop,” she says.

At 22, Linet is doing more than providing for her family and promoting better nutrition in her community — she's mentoring other vulnerable girls. With guidance from TechnoServe, Linet and five other YWE alumnae have formed a community-based organization that empowers girls ages 14 to 19 to pursue safe and productive economic opportunities. Linet is teaching the young participants essential life skills, business concepts and financial literacy. Her personal success inspires the girls to follow their own dreams.

With your support, we can help empower more young women like Linet to become agents of change.

# Our Supporters: Emma Dorn



*Emma Dorn became a TechnoServe supporter in 2001, after serving as a Volunteer Consultant in Tanzania. She is currently an independent development consultant and previously worked at McKinsey and Company and at Millennium Promise. Emma lives in Los Altos, California, with her husband and three kids.*

**Q: Why do you support TechnoServe?**

Firstly, I am attracted to TechnoServe’s unique way of working. Since the industrial revolution, the main forces lifting people out of poverty have been increased productivity and economic growth, and TechnoServe is one of the few nonprofits taking this approach. I believe in having a diversified portfolio, even in giving. So along with supporting health and education nonprofits, I support this approach of empowering people by stimulating business, which enables them to afford their own health and education. Secondly, I served as a Volunteer Consultant with TechnoServe for a year, so I feel that I trust the organization and its people. Coming from a background that mixes for-profit and nonprofit, I identify with the leadership and staff.



**Q: What prompted you to donate on a monthly basis?**

Having worked in nonprofits I know that one of the biggest challenges is overhead expenses to ensure the continuity of programs. I was the interim director of a small nonprofit, and we struggled to persuade folks to cover the basic costs of the central office — everyone wanted their money to go to programs on the ground in Africa. But no organization runs well without consistent leadership and strong systems and processes. Since that experience, I have always tried to give unrestricted funding on a monthly basis, trusting that the organizations that I give to can best allocate my dollars. It also makes my life easier as I can calculate my giving targets at the beginning of the year.

## Support Our Work Join the Sustainer Program

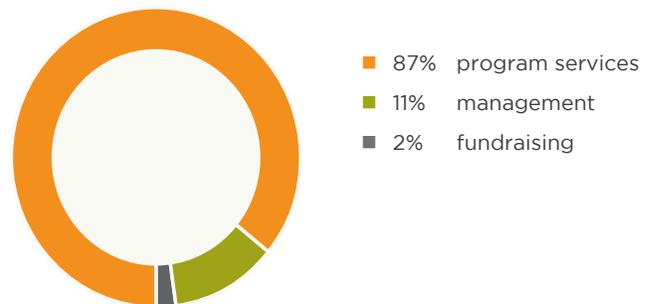
TechnoServe’s new Sustainer Program gives donors the opportunity to support our mission with convenient, automatic donations drawn on a monthly basis.

Automatic donations reduce fundraising and administrative costs, allowing more resources to reach hardworking individuals, families and communities across the developing world.

To learn more or to start your recurring donation today, call 800-99-WORKS or visit [donate.technoserve.org/recurring](http://donate.technoserve.org/recurring).

**YOUR SUPPORT AT WORK**

How we spend every dollar raised:



Paul E. Tierney, Jr., Chairman  
William Warshauer, President and CEO

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Since its inception in 1968, TechnoServe’s work to create business solutions to poverty has benefited millions of people in more than 40 countries. TechnoServe is a private, nonsectarian, nonprofit organization, as defined by IRS code section 501(c)(3). TechnoServe is a member of Global Impact. Contributions to TechnoServe are tax deductible to the extent permitted by law.

