

TECHNOSERVE BUSINESS SOLUTIONS TO POVERTY

Our Impact

2011 ANNUAL REPORT • OUR VISION • FINANCIAL RESULTS • GLOBAL IMPACT

OUR MISSION

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





Our Vision: We will be the most effective catalyst and partner for transformative, on the ground, market-based solutions to poverty.

TechnoServe traces its roots back to the village of Adidome, Ghana. In 1963, our founder Ed Bullard traveled there with his family for a year of volunteer service.

Ed was captivated by the spirit and character of the Ghanaian people. But he was appalled by the depth of poverty that surrounded him. A businessman, Ed understood that the contrast between this poverty and his own prosperity came not from any innate difference between himself and a poor Ghanaian farmer.

Instead, the hardworking men and women of the area struggled because they lacked the knowledge, skills and tools needed to lift themselves out of poverty. So in 1968, Ed launched TechnoServe as a different type of nonprofit, one that would help poor people by connecting them to information and market opportunities.

"All too often a charitable nonprofit organization is thought to be in the business of providing charity—that is, giving away money, food, clothing or housing," Ed later said. "If, however, a charitable organization can share know-how and knowledge, then the whole dynamic is changed. The recipient feels a sense of pride and accomplishment. And the donor feels a sense of mutual pride and partnership with the recipient."

BUILDING SKILLS AND FORGING PARTNERSHIPS

TechnoServe has grown and evolved in our 44 years, but Ed's vision remains at the core of everything we do. TechnoServe promotes business solutions to poverty by linking enterprising people to information,

partners and markets. Like Ed, we believe that private enterprise can transform lives.

TechnoServe's staff and volunteer consultants bring their business and technical expertise to bear on the challenge of creating economic growth that benefits poor communities. Our work begins with rigorous market analysis to identify growth opportunities in each of the countries where we operate. We build skills and forge partnerships, working across industries with everyone from smallholder farmers to multinational corporations. We act as a catalyst, generating economic momentum that lasts long after TechnoServe's role ends.

Take, for example, TechnoServe's work with the coffee industry in East Africa. Our analysis showed that the region had the right landscape and climate to meet the growing worldwide demand for specialty Arabica coffee. But smallholder farmers were largely using traditional practices to grow and process their coffee, resulting in low yields and poor quality.

With support from the Bill & Melinda Gates Foundation, TechnoServe worked with farmers in four countries to increase their incomes from coffee. Our business advisors helped develop farmer-owned wet mill businesses to produce high-quality washed coffee. We forged linkages between these businesses and sources of financing and other services. We delivered training to farmers that helped increase their yields. And we facilitated partnerships between producers and major international buyers.

LASTING IMPACT

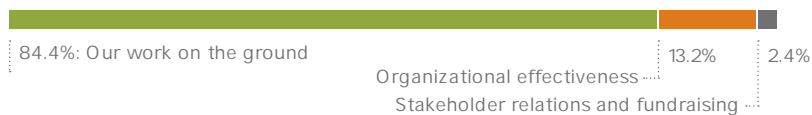
This comprehensive approach has delivered results: 180,000 smallholder farmers in East Africa have seen their coffee incomes increase and some 280 wet mill businesses are generating jobs and economic activity in rural communities. In the last coffee season, participating farmers earned 37 percent more income on coffee sold through TechnoServe-supported wet mill businesses. Local organizations are building on this progress to further develop the industry. The knowledge and partnerships are in place to ensure that coffee is a sustainable source of income and growth in the region for years to come.

We aim to deliver this type of lasting impact in everything we do. TechnoServe was founded on the belief that with hard work and equal access, people can lift themselves out of poverty. We will continue to deliver results that prove this to be true.

2011 AUDITED FINANCIAL HIGHLIGHTS

EFFICIENCY AND RESPONSIBILITY

We spend each dollar raised as follows:



<i>In thousands</i>	2011	2010
Program investment		
Program services	\$ 54,100	\$ 48,951
Support services	8,491	7,781
TOTAL PROGRAM INVESTMENT	\$ 62,591	\$ 56,732
Fundraising	1,555	1,584
TOTAL PROGRAM INVESTMENT AND FUNDRAISING	\$ 64,146	\$ 58,316
Support and revenue*		
Private funding	\$ 35,011	\$ 31,481
<i>Individuals</i>	3,596	3,628
<i>Foundations/Corporations</i>	31,415	27,852
Governments and multilateral organizations	20,781	20,600
Contributed services	3,312	3,681
Other	375	221
TOTAL SUPPORT AND REVENUE	\$ 59,479	\$ 55,983
Asset, liability and net asset summary		
Cash and cash equivalents	\$ 2,708	\$ 5,298
Cash and cash equivalents subject to donor restrictions	33,227	27,229
Other assets	11,810	11,081
Liabilities, deferred revenue and restricted net assets	44,690	38,850
FUND BALANCE	\$ 3,055	\$ 4,758

*Support and revenue categories have been changed for fiscal year 2010.

GOVERNANCE AND LEADERSHIP *

INTERNATIONAL BOARD

CHAIRMAN

Paul E. Tierney, Jr.
Managing Member
Development Capital
Partners & Aperture
Venture Partners

VICE CHAIRMAN

John B. Caron
Former President
Caron International

VICE CHAIRMAN

Peter A. Flaherty
Director Emeritus
McKinsey & Company,
Inc.
Managing Director
Arcon Partners, LLC

PRESIDENT

Bruce McNamer
President & CEO
TechnoServe, Inc.

TREASURER

Suzanne Nora Johnson
Former Vice Chairman
Goldman Sachs Group,
Inc.

SECRETARY

Jennifer Bullard Broggin
Director
Studio Broggin SA

Gerald Baldwin

Director
Peet's Coffee & Tea, Inc.

Thomas C. Barry

President & CEO
Zephyr Management, L.P.

Titus Brenninkmeijer

Founder
Solgenix LLC

Beth A. Brooke

Global Vice Chair
Ernst & Young LLP

Michael J. Bush

President & CEO
NTN Buzztime, Inc.

Robert B. Calhoun

Founder & Senior
Advisor
Monitor Clipper Partners

Okey Enelamah

CEO
African Capital Alliance

Bruce Heerema

Chairman & Co-CEO
Heritage Lace, Inc. (ret.)

Harvey Heller

President
Heller Bros. Packing
Company

Rachel Hines

Managing Director
J.P. Morgan & Co. (ret.)

Aedhmar Hynes

CEO
Text 100

Ali A. Mufuruki

Chairman & CEO
Infotech Investment
Group Ltd.

Meghan O'Sullivan

Jean Kirkpatrick
Professor of the Practice
of International Affairs
Harvard University

Michelle Peluso

Global Consumer Chief
Marketing & Internet
Officer
Citigroup Inc.

Kurt C. Peterson

Partner
Executive Committee
Reed Smith, LLP

John Phillips

Partner
Phillips & Cohen, LLP

Scott Portnoy

Corporate Vice
President
Cargill

Bonnie E. Raquet

Corporate Vice
President,
Corporate Affairs
Cargill (ret.)

Jerry A. Riessen

President
O.L.S. Energy

Paul Soros

Paul Soros Investments
LLC

EUROPEAN BOARD

CHAIR

**Michelle Crowe
Hernandez**

Founder & Managing
Director
Cadencia Advisors

SECRETARY

Robert Wiltshire
Buying Director
LDH (La Doria) Ltd.

Michael Davies

Managing Director,
Africa Division
Cargill (ret.)

Henry Tinsley

Chairman
Green & Blacks (ret.)

Dr. Pierre Van

Hoeylandt
Director
Nagode Group

*as of June 2012



TechnoServe helps build competitive farms, businesses and industries in dozens of the world's poorest countries. We are an international nonprofit that promotes business solutions to poverty by connecting enterprising people to information, partners and markets. We work to impart the skills and knowledge that help people create prosperity for their communities. With more than four decades of measurable results, we believe in the power of private enterprise to transform lives.



 **TechnoServe**
BUSINESS SOLUTIONS TO POVERTY
www.technoserve.org

Washington, DC
1120 19th Street, NW, 8th Floor
Washington, DC 20036
TEL: +1 202.785.4515

Europe
83 Victoria Street
London, SW 1H OHW
TEL: + 44 7931 691991