Progress Report

2011 OUR VISION • COFFEE FARMERS BUILD BETTER LIVES • GLOBAL OVERVIEW • HOPE FOR HAITI
Now consider a different set of numbers. One. A single entrepreneur. Or ten. A 10-farm cooperative. Or fifty. A 50-person factory. These numbers may seem small. But this is where change begins. One entrepreneur’s vision transforms a community. The ten-farm cooperative opens a market to tens of thousands. That first factory sparks a whole new industry.

Since 1968, TechnoServe’s work has been guided by this vision. We empower people with the skills and knowledge they need to build strong enterprises. These businesses create income and economic opportunities that help lift families and communities out of poverty. And this work — unlike handouts — creates change that lasts long after TechnoServe’s assistance is complete.

In 2010, we continued to expand our footprint. We now have 900 employees working in more than 30 countries and we are targeting new industries and forging innovative partnerships. Our work is changing more lives than ever.

Like Bhawani Shankar, a soy farmer in India, who increased his productivity with TechnoServe’s assistance. He is using the extra income to send his children to better schools. Like Josefina Klinger, a Colombian entrepreneur, who worked with our advisors to improve her tourism business. Now, dozens of people in her community are enjoying new economic opportunities. And like Pascasie Mukagasana, a Rwandan farmer, who can afford nutritious food for her family after working with TechnoServe to improve the quality of her coffee.

These stories, and countless others like them, point to a brighter future for people in developing countries. TechnoServe’s future also looks bright. In the coming year, we plan to grow even further and innovate in new areas, such as food security, gender and the environment. This work will help transform millions of lives. But it all begins with one.
Brewing Good

Pascasie Mukagasana has known great hardship. She was separated from her children and her husband, Athanase Nzigiyimana, for a year following the 1994 Rwanda genocide. They reunited, only to lose a son to illness. In 1998, Athanase was wrongfully imprisoned for 10 years. Alone with her children, Pascasie struggled to feed her family.

Soon after Athanase’s release from prison, the couple began working with TechnoServe. Our advisors showed Pascasie and Athanase techniques for producing high-quality Arabica coffee, which commands a high price in the global marketplace.

Rebuilding Lives Through Coffee

Through coffee farming, Pascasie and Athanase are rebuilding their lives. Money from coffee has helped them feed their family, send their daughter to school and invest in their coffee fields for the long term.

“The higher income took us out of hunger,” Pascasie says. “With the money we will get, we will pay off debts and pay school fees.”

TechnoServe is helping to bring similar benefits to tens of thousands of other families. With the support of the Bill & Melinda Gates Foundation, our Coffee Initiative will empower 180,000 East African farmers over four years to improve the quality of their coffee and bring prosperity to their communities.

Our work is impacting farming families in Ethiopia, Kenya, Rwanda and Tanzania. We impart best practices in areas such as plant nutrition and pest management to promote high yields. Our advisors work with farmers to build and operate wet mills—processing stations that produce high-quality coffee beans. And we help farmers sell to the specialty buyers that supply the coffee shops and grocery stores in your neighborhood. With TechnoServe’s assistance, our clients are receiving, on average, 37 percent more income on coffee sold.

The Next Generation of Solutions

As we enter the fourth year of the program, TechnoServe is also providing innovations for the future. We are working with local banks to develop new financial mechanisms that give smallholder farmers access to loans. Across the program, we are introducing technologies that conserve scarce water resources and protect the environment for future generations. We are also developing a sophisticated set of social impact measures to ensure that we help people like Pascasie and Athanase lift themselves out of poverty for good.

TechnoServe hopes to expand this work to double coffee incomes for one million farmers by 2019. With the right knowledge, a coffee bean can change lives on a grand scale.
Nicaragua: Vegetables Foster Quality and Income

Eleni Rivas, president of the Tomatillo-Chayote-Légumes cooperative, talks about her success in breaking the cycle of extreme poverty. She started marketing small-scale vegetable farmers used outside producers' techniques and received a low price for their crops from large distributors. TechnoServe has helped these farmers improve the quality of their vegetables and connect to better markets. They are now selling their crops directly to Nicaragua's largest supermarket and earning more than ten times their previous income.

Today, Eleni earns enough to provide for her children with the education she never received.

Honduras: Growing High-Value Crops and Promoting Renewable Energy

TechnoServe is helping small-scale farmers to cultivate jatropha, a hearty plant used in biofuel production, along with other high-value crops. Together with local and international partners, we are working to connect 360 farmers with competitive, fast-growing agricultural markets. This program is helping to create employment and income in poor communities while also promoting renewable energy initiatives.

Venezuela: Nurturing Promising Entrepreneurs Through Business Plan Competitions

In partnership with Cargill, TechnoServe launched an entrepreneurship training and program to help developing micro-entrepreneurs succeed. The initiative is part of our regional strategy to improve the quality of business plan competitions. TechnoServe is identifying promising entrepreneurs and giving them the skills and support to grow their businesses—and their communities.

Chile: Promoting Economic Development through a Hydroponic Project

TechnoServe launched a partnership with a Chilean company to grow hydroponic lettuce in the Atacama Desert, the driest part of the Atacama Desert, and sell it to local restaurants. The project has helped local farmers improve the quality of their produce and connect to better markets.

Ghana: Creating New Opportunities for Women Farmers

In northern Ghana, TechnoServe is helping women farmers to earn sustainable incomes by collecting and processing shea nuts. With our assistance, these women have more than doubled their income, giving them money to send their children to school and keep their families fed year-round.

India: Smallholding Farmers Create Better Lives

Thousands of farmers in Rajasthan, one of India’s poorest states, are improving their lives through soy farming. TechnoServe is helping these farmers form sustainable business organizations and train them in agricultural best practices. People like Bhawani Shankar have seen the benefits: He has increased his yields by a third and is using the extra income to send his children to better schools.

East Africa: Supporting the Food Processing Industry

TechnoServe has joined General Mills to help transform the food processing sector in African countries by transferring technology and training local firms. The effort will help create jobs, increase the incomes of small-scale farmers and improve access to safer and nutritious foods. Supported by the U.S. Agency for International Development and General Mills’ Farmers to Food Solutions, the first stage of the program targets countries in Kenya, Tanzania, Ethiopia and Mozambique.

Zambia: Growing cotton for a better future

In Zambia, TechnoServe is helping farmers improve the quality of their cotton with technical assistance. Farmers are increasing the income of their businesses and demonstrating improvements in agricultural practices through competitive practices for producing cotton. The project is expected to reach 400,000 cotton farmers in Zambia.

Kenya: Dairy Plant Breathes Life into Community

In 2002, TechnoServe helped open the Nyaka Dairy cooling plant, a central station for farmers to sell their milk. With our assistance, the plant helped farmers improve their production and grow their incomes. Today, the Nyaka Dairy employs nearly 50 people, buys milk from 6,000 smallholder producers and pays the average milk price of $2.50 per liter. The plant has helped revitalize the town of Ntale.

“Thanks to the milk we sell at Nyaka, my business is blossoming,” says dairy farmer Joseph Wambugu. “But now people are telling their neighbors, ‘Nyaka is following.’”

Tanzania: Helping Cotton Producers Enter the Global Market

In Tanzania, TechnoServe is helping thousands of small-scale producers and has organized the first stage of the program targeting 400,000 cotton farmers in Tanzania.

South Africa: Growing Business Potential through Food Solutions

In South Africa, TechnoServe has helped small- and medium-sized businesses to develop their business plans and compete on international markets. The initiative is part of a broader effort to improve access to safe and nutritious foods. Supported by the Bill & Melinda Gates Foundation, the program is expected to reach 10,000 small-scale food businesses in South Africa.
的技术援助，帮助海地人打破过去几十年来困扰该国的经济下滑螺旋。海地人的平均收入不到2美元一天，饥饿和营养不良司空见惯——而2010年1月的地震让情况变得更糟。

**帮助海地经济复苏和重建**

**希望之光**

TechnoServe正在帮助海地人打破过去几十年来困扰该国的经济下滑螺旋。海地人的平均收入不到2美元一天，饥饿和营养不良司空见惯——而2010年1月的地震让情况变得更糟。

**但超过20万海地人拥有通往更美好未来的钥匙：后院的芒果树。**刚过地震后不久，TechnoServe就进入了合作伙伴关系，帮助海地人认识到他们高质量芒果的价值。

**海地希望帮助芒果农民**

海地希望项目汇集了政府和私人合作伙伴，包括可口可乐公司、克林顿·布什海地基金、美洲开发银行的多边投资基金和美国国际发展署（USAID）。海地希望将与25000名芒果农民合作，帮助他们在未来五年内将自己的芒果推向市场，并确保他们获得最高价格。

海地的芒果年产量约为5亿磅，但其中只有不到5%能进入利润丰厚的出口市场。通过适当的培训和市场连接，更多这些农民将使用他们的芒果树来创造可持续的收入。

我们从现有8个农民合作社开始合作，这些合作社有成千上万的小规模农民。我们的详细计划教农民如何更好地照顾他们的树木，生产出高品质的芒果，并满足出口要求。本地培训师——他们最了解自己的社区——将推出这些改进的做法。

海地希望的合作伙伴正在与芒果出口商和其他行业和政府利益相关者建立联系。我们计划与金融机构合作，为农民提供信贷，利用克林顿·布什海地基金提供的贷款担保。

**HIFIVE促进创业**

TechnoServe也是HIFIVE（海地综合金融推动价值链和企业）的合作伙伴，HIFIVE是美国国际发展署的一项倡议，旨在改善获得金融服务的途径。通过HIFIVE，我们正在与数百名海地企业家合作，帮助他们成为信用可靠的人。我们还启动了一项商业计划竞赛，建立在一项成功的模式上，该模式在过去的八年中帮助我们在18个国家为穷人创造了经济机会。

从最初的近400名企业家中，专家评委组选择了20名决赛选手，他们将获得种子基金和接踵而来的TechnoServe商务顾问的咨询服务。

通过这两个项目的共同努力，TechnoServe正在帮助海地人通过参与私营经济的益处来改善他们的社区。