

WORLD

A Newsletter for Friends
and Supporters of TechnoServe
September 2017

LETTER FROM THE PRESIDENT



If you have been following the news like I have, you may have seen that U.S. foreign aid may be reduced, and are concerned about the impact that it will have on the people TechnoServe works with. While the eventual outcome of the budget is unknown, I do share those concerns.

And yet, I remain optimistic.

The collaborative efforts of nonprofits like TechnoServe and the private sector will continue to lift people out of poverty. On page two, you'll read about how nonprofits like TechnoServe are working in tandem with corporations to fight poverty despite foreign aid cuts.

In this issue, you'll read about how TechnoServe partnerships are giving enterprising men and women the strength to withstand foreign aid cuts. You'll see how innovation is helping improve the lives of farmers and entrepreneurs around the world. Whether it's artisanal cheese in Brazil...mangoes in Kenya...or customized fertilizer in Malawi...your support is changing lives.

While we innovate in the field, we innovate internally as well. We invite you to explore our new results portal explained to your right. It's just one way for us to continue to be transparent and accountable. We're doing well; in fact, on page four, you'll see how TechnoServe has been awarded 4 stars from Charity Navigator for the eleventh year in a row.

I hope you enjoy this issue. As you read, please remember it is your generous support that makes our work possible.

Thank you.

William Warshauer
President and CEO



FINANCIAL BENEFITS
\$196 million

BENEFICIARIES
594,000

PERCENT WOMEN
34 percent

FINANCE MOBILIZED
\$35 million

Explore Our New Results Portal

Introducing an exciting new way for you to see how your support of TechnoServe is having an impact! Our interactive results dashboard lets you explore and view regional, country and project-level impact.

YOUR IMPACT

In 2016, TechnoServe's work with farms, businesses and industries helped transform the lives of 3 million people* in 29 countries.

**based on five people per household*

➔ Visit our results portal at:
technoserve.org/impact

Simply click on a country or use the tabs to explore.



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Impact of Foreign Aid Cuts



INDIA YOUTH PROGRAM

GLOBAL



Early discussion of the 2018 Federal Budget has included proposals to cut the foreign aid budget

anywhere from seven to thirty percent and to eliminate certain programs. Any of these reductions could hamper the fight against global poverty. But it's worth remembering that there is another force out there that will maintain, and even increase, progress against poverty: business.

TechnoServe believes that by helping smallholder farmers and businesses access the information and capital needed to grow, they will be able to work themselves out of poverty.

The good news is that private sector investment in developing countries has been growing and will continue to do so. Collaborative efforts between TechnoServe and corporations are helping businesses grow

and expand, leading to job creation that provides income to help families pay for housing, educate their children, and access health care.

The middle class of poor countries is also growing. As the middle class grows, so does its needs for goods and services. This creates a market opportunity that can be filled by more small businesses.

And increasingly, corporations are buying from small farmers and entrepreneurs worldwide in an effort to strengthen their supply chains and reduce costs through local sourcing.

All of these forces combine to create a powerful engine of economic development that, when combined with the indomitable spirit of women and men in the developing world, can create a new prosperity that benefits individuals, families and whole communities.

Innovation Helps Mango Farmers

KENYA



Samuel Munguti held a handful of shriveled mangoes. He said, "This is how it always used to be. We

relied on the weather [to dry our mangoes], and sometimes, many times, it caused this."

Samuel is one of fifteen mango farmers in the Kambiti East Mango Self Help Group in central Kenya. They suffered from high rates of spoilage from disease and flies as their mangoes lay drying in the sun.

Then Kambiti joined TechnoServe-supported YieldWise. Patrick Sila, Chairman of Kambiti said, "They trained us on how to take care of our mango trees, how to prune, how to harvest and they taught us how to use these fly traps."

Frida Mbai, Chairlady of Kambiti, attended quality control trainings, where she learned about good hygienic practices, such as wearing a proper uniform and establishing handwashing stations.

TechnoServe also connected Kambiti with an innovative clean-energy company that provided them with a mobile power plant, which uses agricultural waste as fuel. Super-heated steam produced by this power plant dries the mangoes in nine hours versus forty-eight, decreasing the amount of loss during the drying process.

Now, with the help of the mango drying machine, Kambiti is producing mangoes for one of the largest providers of dried fruits in East Africa. "The demand is now more



SAMUEL, MANGO FARMER

than we produce," said Samuel. They are having to source from other farmers in the community to meet demand.

Kambiti now has its sights set on gaining certification in order to sell their dried mango on their own.

Say “Cheese!” A Success Story

BRAZIL



It's 3:00 in the morning in Minas Gerais State, Brazil and Nicinha is already up, in the barn milking her cows.

Next, Nicinha starts making cheese, 20 pieces per day. *“By midday, I've finished the production work, and I spend the afternoon cleaning, washing the vessels I've used and then feeding the cattle,” she said. “Following that, I prepare the products that I plan to sell at the next fair....The next day, I wake up at the same time and start all over again.”*

Making cheese is an art that was handed down through generations. However, while she still lives and works on the family farm, Nicinha is the first to grow the business. In fact, she is the first cheese producer in the region to officially certify her cheese for sale in formal markets. These strides are due to Nicinha's vision and determination, given a



NICINHA MAKING CHEESE

boost by TechnoServe's Crescer program, which focuses on creating and growing successful businesses and, by extension, building flourishing local economies.

For Nicinha, participating in Crescer has meant improving her process by recording her financial data and applying important new practices and technologies, such as using a

milking machine to increase efficiency. Since joining the program, she has increased milk productivity by 20 percent, and she now has 30 cows producing 280 liters a day. Sales have increased by 40 percent, and she has even been able to hire an employee. By further improving the quality of her cheese, she will gain access to even higher-end markets.

New Sampling Method Aids Farmers

MALAWI



A unique TechnoServe partnership aims to help farmers in Malawi grow more food.

TechnoServe is working with Meridian – one of the region's leading fertilizer producers and distributors – to increase farmers' yields. Good soil is an important part of successful farming and TechnoServe promotes the smart use of fertilizers to help enrich the soil and to reduce indiscriminate use of chemical fertilizers. In Malawi, smallholder farmers have been using the same fertilizer product for 30 years – and it has severely depleted the soil.

The project initiated a pilot of portable soil testing using an innovative method called “SoilDoc.”



MALAWIAN FARMER TESTING SOIL

SoilDoc allows field workers to conduct laboratory-grade tests without having to send samples out of the country, a drain on time and resources. The results of the tests are uploaded to a central website, and recommendations are sent back to the field agronomist to provide rapid advice for

smallholders on tailored fertilizer and organic inputs.

Over 2,000 soil samples were collected and tested, and advice on good agricultural practices was given to 6,000 smallholder farmers. The soil analyses also enabled Meridian to design new fertilizer blends to suit five of the most popular crops (maize, soya, groundnuts, cassava and sweet potato) in the regional soil.

Together, Meridian and TechnoServe are working towards the goal of delivering a holistic package of inputs and sound agronomic advice to farmers, increasing their yields and incomes while driving sales for Meridian, ensuring a winning situation for all.

Plan for the Future

How to Leave a Bequest

To leave a bequest to TechnoServe, please use the following language:

“I give, devise, and bequeath [insert amount or name of gift] to TechnoServe (EIN 132626135) located at 1120 19th Street NW, 8th Floor, Washington, DC 20036.”

11th
Consecutive
Year – 4 Stars
on Charity
Navigator



Planned Giving – What will your legacy be?

It can be lifting families out of poverty through a planned gift to TechnoServe. We offer many vehicles to do so, and some benefit you, too. Would you like to learn about which planned gifts are right for you? Please contact John Keightley, Vice President, Development and Communications, at jkeightley@tns.org or call 202-719-1308.

➔ Visit technoserve.org/planned-giving

Have you already included us in your plans?

We want to honor you! So please let us know. When you make a planned gift, you are honored as a member of the Ed Bullard Legacy Society. Ed Bullard founded TechnoServe, and you'll be helping to preserve his vision.

Partners in Prosperity – Monthly Giving

Your monthly support will help lift families out of poverty all year long. Many people prefer donating this way, and it saves our organization money by reducing the volume of mail we send. It takes just a minute to sign up as a monthly giver.

➔ Visit technoserve.org/monthly.

DONATE | To donate or learn about other ways to give, visit technoserve.org/donatenow.

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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 America's Charities. Contributions to TechnoServe are tax deductible to the extent permitted by law.