



TechnoServe





This year's streamlined report highlights our accomplishments, financials and supporters. Our real impact, however, is told by the people whose lives we touch, and whose communities we help transform. We invite you to see their inspiring stories of success at www.technoserve.org.



www.TechnoServe.org





Mission

TechnoServe helps entrepreneurial men and women in poor rural areas of the developing world to build businesses that create income, opportunity and economic growth for their families, their communities and their countries.



A LETTER FROM OUR CHAIRMAN & PRESIDENT



Paul E. Tierney, Jr.



Bruce McNamer

Four decades after its humble beginnings in Ghana, TechnoServe is at the forefront of a movement that empowers people in the developing world to build businesses that break the cycle of poverty.

These thriving enterprises create jobs and other income sources for poor people on four continents. The result: brighter futures for more than a million men, women and children each year.

Our many loyal donors have enabled us to demonstrate the long-term transformative impact of this model. And now an increasing number of supporters — whether philanthropic organizations such as the Bill & Melinda Gates Foundation, or corporations such as Nestlé-Nespresso, or the many new individual donors listed in this annual report — are also recognizing the pragmatic and sustainable value of this work.

This support has enabled us to continue expanding our programs and their impact. In 2007 we worked with more clients in more countries than ever before, and launched new programs in Rwanda and India. This in turn benefited hundreds of thousands more people. We also laid the groundwork to replicate our business plan competitions in six South American countries over the next several years.

The bottom line is that your support is transforming the lives of families such as the Manquantes in Mozambique. They had been trapped in grinding poverty, struggling to afford even basic food and shelter. That is now changing, thanks to a TechnoServe program that is revitalizing the country's poultry industry by working with farmers, larger processors and other stakeholders. The thriving industry is creating jobs, raising incomes, and spurring the growth of supporting businesses in poor rural areas. This is putting more money in the pockets of thousands of people such as Celestino Manquante, enabling him and his wife to improve their home and send their children to school for the first time, so they can look forward to an even brighter future.

Stories like this illustrate the tangible, practical benefits that inspire our supporters and staff. You can read — and view — many more examples on our new web site, www.technoserve.org. They are all reminders that, working together, we CAN make a difference. We hope you will join us.

A handwritten signature in black ink that reads "Paul E. Tierney, Jr." in a cursive style.

Paul E. Tierney, Jr.
Chairman of the Board

A handwritten signature in black ink that reads "Bruce McNamer" in a cursive style.

Bruce McNamer
President and CEO

The TechnoServe Story

TechnoServe was founded in 1968 by Connecticut businessman Ed Bullard, to help hardworking people in the developing world lift themselves out of poverty. His work was guided by two core principles: the power of private enterprise to transform people's lives, and the lasting value of providing a hand up rather than a handout.

These principles have remained at the heart of TechnoServe's efforts, even as our work has evolved to focus on improving livelihoods on a larger scale, to transform entire communities and countries. Our programs revolve around helping people capitalize on good business opportunities that benefit the rural poor, by generating jobs and markets for their products and services.

We have particular expertise developing businesses and industries in the following sectors:

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

We provide the following services:

Developing Entrepreneurs:

- Entrepreneurship training
- Business plan competitions

Improving the Business Environment:

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

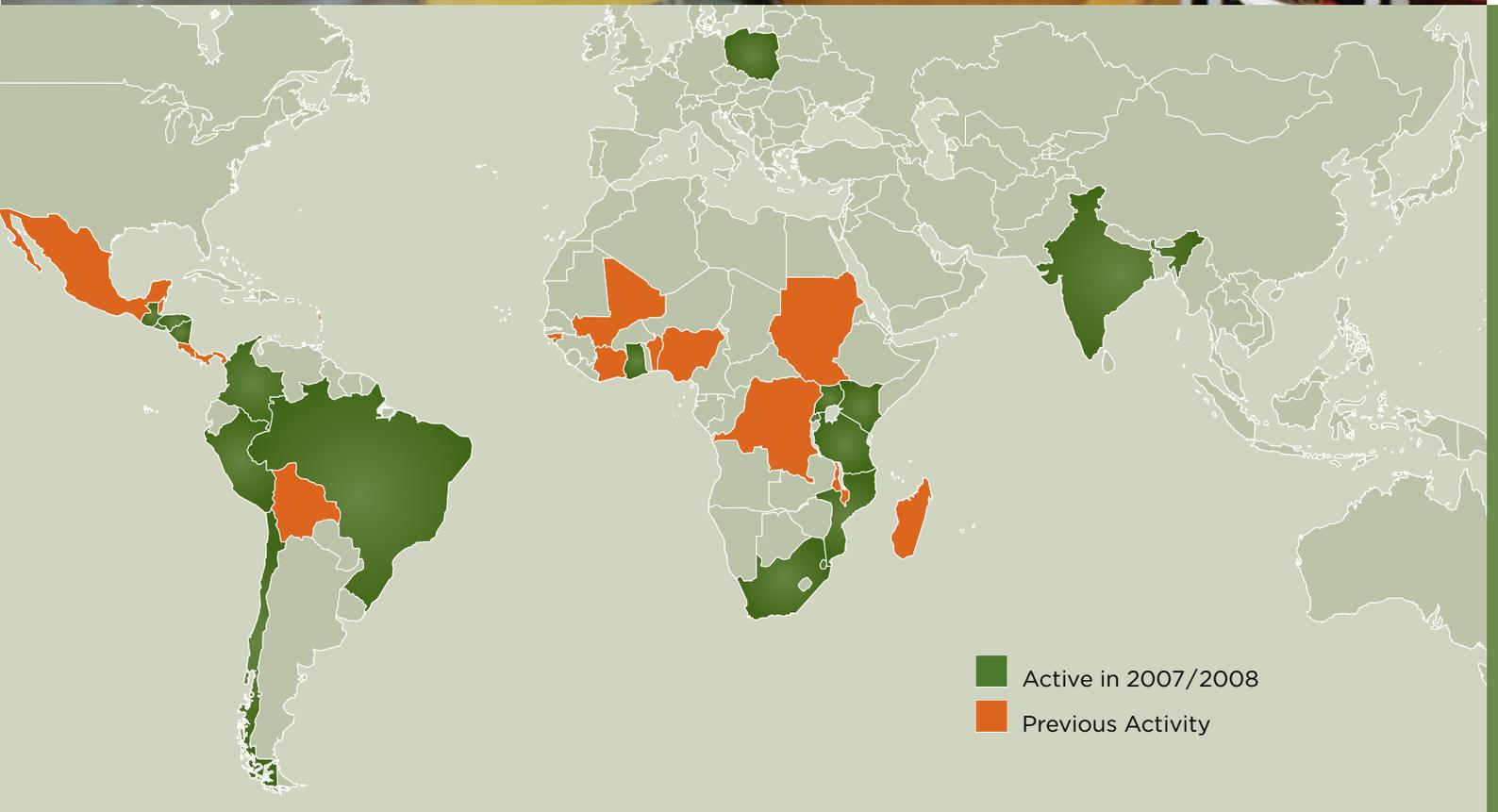
Building Businesses:

- 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

Building Industries:

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





Where We Work (Bold names indicate where we've worked in 2007 and beyond.)

AFRICA

- Benin
- Cote d'Ivoire
- Democratic Republic of Congo
- Ghana**
- Guinea-Bissau
- Kenya**
- Madagascar
- Malawi
- Mali

Mozambique

- Nigeria
- Rwanda**
- South Africa**
- Sudan
- Swaziland**
- Tanzania**
- Uganda**

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Mexico

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- Peru**

ASIA

- India**

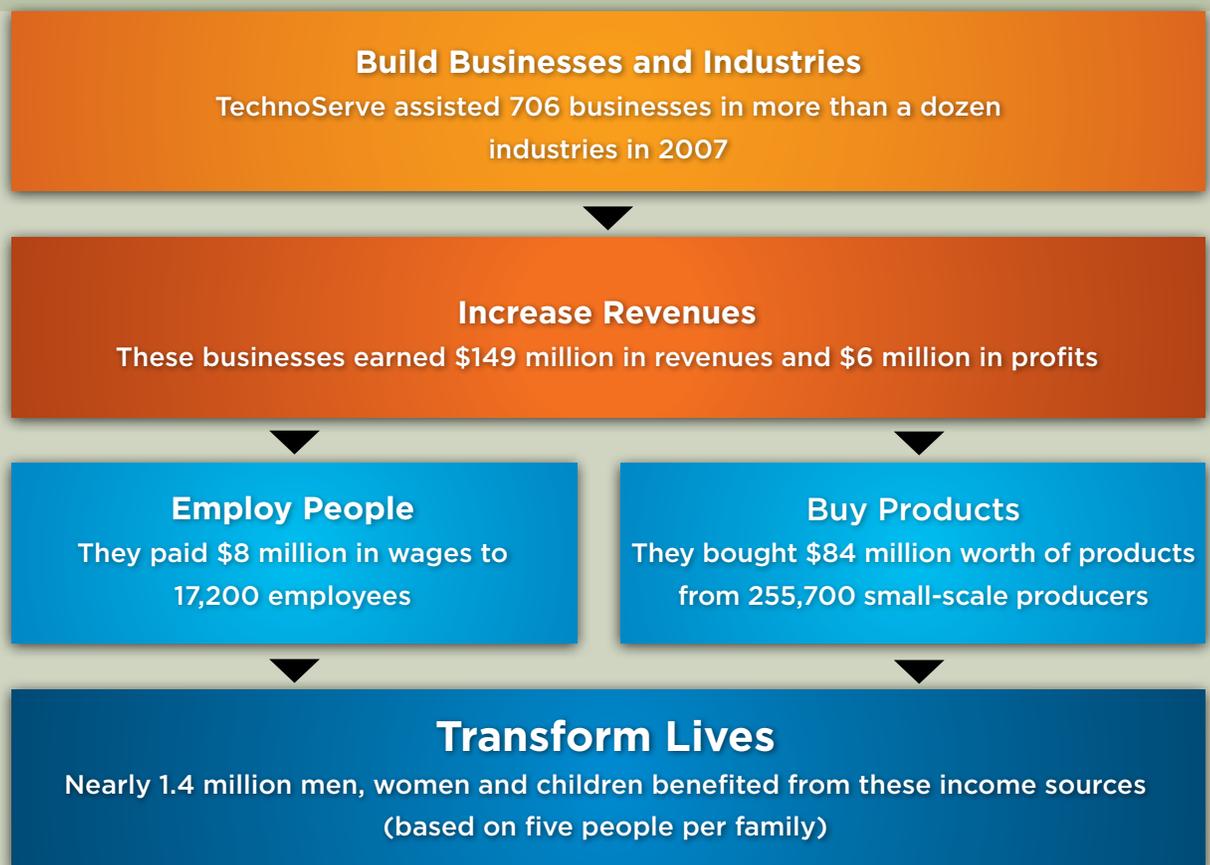
EASTERN EUROPE

- Poland***

*Affiliate

our impact 2007

Building Businesses and Industries – The Results:



Developing Entrepreneurs – The Results:

In 2007, TechnoServe's entrepreneurship development programs – including eight business plan competitions (BPCs) – trained more than 1,500 people in nine countries. Since 2002, TechnoServe has run 19 BPCs in Latin America and Africa; these have helped to launch or expand hundreds of businesses, enabling them to create thousands of new jobs.



Program Highlights

Nyala Dairy, a TechnoServe-assisted milk cooling and processing facility in central Kenya, served as a market for 3,700 local small-scale farmers. Many rural farmers lack reliable markets for their goods; TechnoServe's intervention means these families can now count on steady incomes. Nyala also acts as a business hub for the larger community, offering farmers access to finance, agricultural supplies and health information.



TechnoServe helped Carreta Quebrada, a Nicaraguan vegetable cooperative, to gain access to financing, link to buyers, improve their production and product handling, and adopt better technologies. As a result, the group bought more than \$420,000 worth of products from 40 local small-scale farmers and has become an important supplier of tomatoes, onions and other produce to a national supermarket chain. The farmers are investing their new incomes in home improvements, health care and education for their families.



Alimentos NutriNaturales, a woman-run enterprise that processes and sells Ramon-nut food products, was a finalist in TechnoServe/Guatemala's 2006 business plan competition. In 2007, TechnoServe worked more intensively with the business to help it grow. Improvements such as better equipment and an expanded product line enabled it to buy nuts from more than 300 local producers, the majority of them women who had never before earned any income. They can now afford education for their children (and themselves).



TechnoServe has been helping revitalize Mozambique's domestic poultry industry, focusing on increasing production, creating a safe food supply and making the industry more competitive. As a result of new government policies, a highly successful marketing campaign, linking small-scale farmers to larger processors, and other activities, some 7,300 farmers and 360 employees earned \$2.7 million. The industry is also expanding the market for tens of thousands of small-scale producers of feed grains.



snapshots of 2007





2007 Highlights

- We expanded our programs and impact, **benefiting nearly 50 percent more people** than the year before. We began working in **India, Brazil and Rwanda**, and laid the groundwork to launch programs in **Bolivia, Chile, Ecuador and Venezuela**. We also worked with more clients in more industries, such as jatropha and organic cotton. To implement these programs, we hired more staff, bringing the number of employees worldwide to more than 500.
- This was made possible by our **growing revenue**, which increased to \$36 million. This reflected increasing commitments from a wide range of new and existing donors, including a **growing number of grass-roots supporters**.
- We launched or expanded work with leading philanthropic partners. The **Bill & Melinda Gates Foundation** selected TechnoServe to design and run a \$47 million coffee initiative in East Africa that will build on our existing work. We also received a \$3 million organization-strengthening grant from **Google.org**.
- Corporate partners such as **Lenovo** and **J.P. Morgan** also strengthened their collaboration with us. In recognition of such efforts, a *Financial Times* special report named TechnoServe **one of the world's top five non-governmental organizations (NGOs) for business partnerships**.
- We launched a **new web site**, **www.technoserve.org**, reflecting our commitment to build awareness and broaden support for proven private-sector development approaches to addressing global poverty.

TechnoServe Members

As a membership organization, TechnoServe is made up of public members who meet annually, elect the Board of Directors, and provide advice to TechnoServe on a variety of matters. Members of the Board of Directors are also members of TechnoServe.

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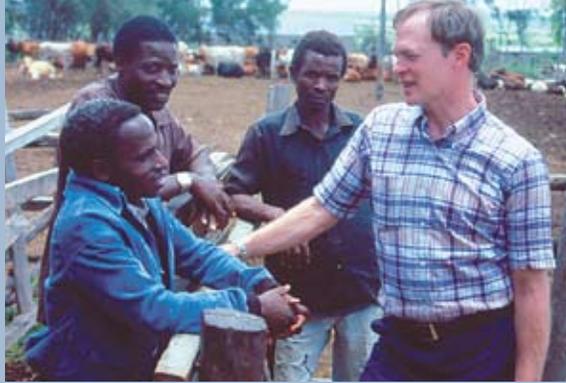
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Some special TechnoServe contributors include the organization in their estate plans, making deferred gifts through bequests, charitable trusts, endowments and life-income arrangements. They belong to the Ed Bullard Legacy Society, named for TechnoServe's founder. The society is chaired by his widow, Carol Bullard.

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Financial Highlights for 2007

Consolidated Statements of Financial Position

December 31, 2007

ASSETS	2007	2006
Cash and cash equivalents	\$ 13,249,787	\$ 11,781,334
Other assets	22,238,009	14,083,509
TOTAL ASSETS	\$ 35,487,796	\$ 25,864,843
LIABILITIES AND NET ASSETS		
Short-term Liabilities	4,280,710	2,532,296
Deferred grant revenue	23,261,268	15,882,963
Net assets	7,945,818	7,449,584
TOTAL LIABILITIES AND NET ASSETS	\$ 35,487,796	\$ 25,864,843

Statement of Activities

SUPPORT AND REVENUE		
U.S. Government Funding	\$ 14,822,921	\$ 12,547,534
Private Funding	11,694,046	11,140,982
Other Public Funding	6,548,995	5,303,056
Other Sources	600,304	479,831
Contributed services (volunteers' time)	1,672,188	1,547,100
TOTAL SUPPORT, REVENUE AND CONTRIBUTED SERVICES	\$ 35,338,454	\$ 31,018,503
EXPENSES		
Program Expenses	\$ 27,658,531	\$ 21,500,426
Management and General Expenses	2,645,759	2,402,772
Fundraising and Grant Solicitation	2,865,742	2,082,574
Contributed Services (volunteers' time)	1,672,188	1,547,100
TOTAL EXPENSES	\$ 34,842,220	\$ 27,532,872
CHANGE IN NET ASSETS	\$ 496,234	\$ 3,485,631

Complete audited financial statements are available upon written request

TechnoServe's Financial History



Board of Directors and Advisory Council*

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