



# 2015 Impact Report



**TECHNOSERVE**  
BUSINESS SOLUTIONS TO POVERTY

## Measuring Our Impact

Our mission is to work with enterprising men and women in the developing world to build competitive farms, businesses and industries.

In 2015, TechnoServe implemented innovative projects in 29 countries around the world. We hold ourselves accountable for lasting, measurable impact, and we are proud to share the results of our work in the 2015 Impact Report.

At its heart, TechnoServe's work is about the people behind the data presented in these pages. By linking people to information, capital and markets, we help them create lasting prosperity for their families and communities.

That means that hardworking men and women like Alemu and Almaz — a coffee-farming couple from Bulbulu, Ethiopia — can sustainably grow their incomes and increase their resilience. Applying lessons they learned in TechnoServe's Farmer College, Alemu and Almaz have boosted their coffee yields, which has allowed them to pay for their daughter's degree in animal science and provide nutritious food to their extended family.



## 2015 by the Numbers



**\$75,300,000**

Additional revenue and wages



**319,000**

Farmers, businesses and employees benefiting directly from TechnoServe's work, improving the lives of an estimated **1.6 million household members**



**\$36,500,000**

Private sector investment in farms and businesses, as an indication of long-term growth

## We Are Committed to Rigorous Measurement



**\$75,300,000**

Additional revenue and wages

### How TechnoServe Measures Financial Benefits

AN EXAMPLE FROM IMPULSA TU EMPRESA (ITE)



TechnoServe recognizes the initiative and entrepreneurial nature of the men and women we support. We are careful to report only the revenue and wages that were catalyzed by our work.

For example, we take a measured approach to calculating the impact of Impulsa Tu Empresa (ITE), a business accelerator project in Central America. In 2015, businesses supported by ITE generated **\$15.9 million** in revenue. These businesses existed prior to joining ITE, so we identify the portion of revenue that is new since the project started, or **\$6.1 million**. We know that there are reasons these businesses would have seen growth without our assistance — the entrepreneurs' own initiative, market forces and other factors — so we count only the portion of new revenue resulting from our work, or **\$2.1 million**, toward our impact.

We perform a similar calculation to measure the financial benefits we've catalyzed for all our projects. In 2015, we helped farmers, businesses and employees generate **\$75.3 million**.

We are similarly deliberate when we calculate who has benefited directly from our work. We report the number of farmers, businesses and employees for whom we have evidence of increased revenue or a new job as a result of our support. In 2015, we improved the livelihoods of **319,000** people.

We estimate that our projects reached a total of **1.5 million** people, including farmers supplying TechnoServe-supported businesses and employees of those businesses, who are also likely better off from our work. These gains are difficult to measure rigorously, so we do not include them in our impact.

### How TechnoServe Counts Beneficiaries



## We Benefit Farmers and Businesses, We Create New Jobs



### Higher Revenue for Farmers

Agriculture is the main source of income for 70 percent of people living in poverty around the world. We support farmers to adopt best practices and connect to markets and suppliers to increase their incomes.



### Higher Revenue for Businesses

We help entrepreneurs build and expand businesses. These businesses are engines of growth in their communities: they create jobs, source from local producers, and provide key products and services.



### New Jobs and Wages

We target sectors with potential to create jobs on a large scale in poor communities. New jobs on farms and in businesses create much needed wages.



#### Financial Benefits of Direct Beneficiaries



**\$38,800,000**

**312,000 farmers**



**\$33,800,000**

**4,000 businesses**



**\$2,700,000**

**3,000 new jobs**



## We Promote Gender Equality



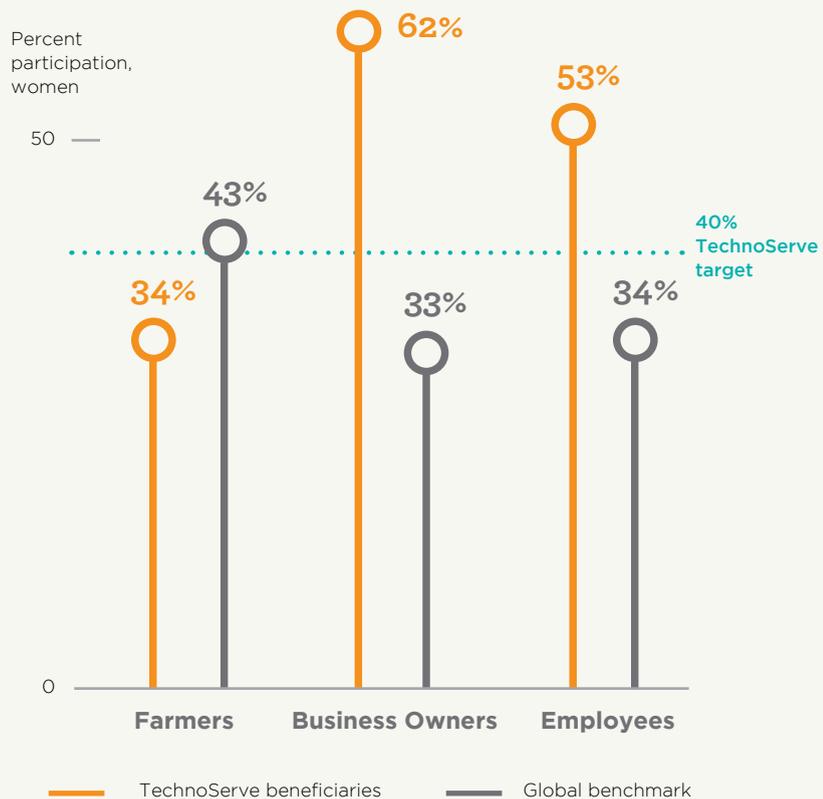
**34%**  
**Women**

110,000 beneficiaries

TechnoServe is committed to increasing gender equality through our work. Engaging, empowering and benefiting women is critical for transformative impact.

We aspire to have women comprise 40 percent of our beneficiaries by 2017. With **34 percent**, or 110,000 women beneficiaries in 2015, we are well on our way to that target. Achieving our goal will ensure that we support women in proportion to the number of women farmers, business owners and employees globally.

### Women's Inclusion in TechnoServe Projects and the Global Labor Force



Sources for global benchmarks: FAO, IFC, World Bank



### Empowering Women as Leaders

Mizinala Lutolo is the chairperson of the Mababu Farmer Business Group which is part of TechnoServe's Cocoa Quality and Market Access project in Tanzania. She has worked to enable female participation in Mababu, including making membership easier for widows. Having leaders like Mizinala helps to ensure that issues affecting female farmers — who made up 42 percent of the project's beneficiaries in 2015 — can be addressed.

"Despite the challenges I am facing, I believe that I will inspire fellow women in my community to take leadership positions in their groups," Mizinala says.

## We Create Lasting Change



**\$36,500,000**

Private sector investment

We hold ourselves accountable for creating sustained impact, which means the benefits of each project continue long after TechnoServe's involvement ends. Private sector investment, including loans and equity in the farms, businesses and industries we support, demonstrates the market's confidence in these players and enables them to drive real and lasting change after we are gone.



### Private Sector Investment that TechnoServe Facilitated



**Farmers**  
**\$16,700,000**



**Businesses**  
**\$19,800,000**

#### Investing in Farms

In Honduras, the Sustainable Agricultural Improvement project, or MAS, is working to facilitate access to finance for smallholder coffee and bean producers. In 2015, the project leveraged more than **\$6 million** in private sector investment for over 2,200 farmers, allowing them to buy inputs such as bean seed varieties that are more resistant to drought or fertilizer that can help prevent coffee leaf rust.

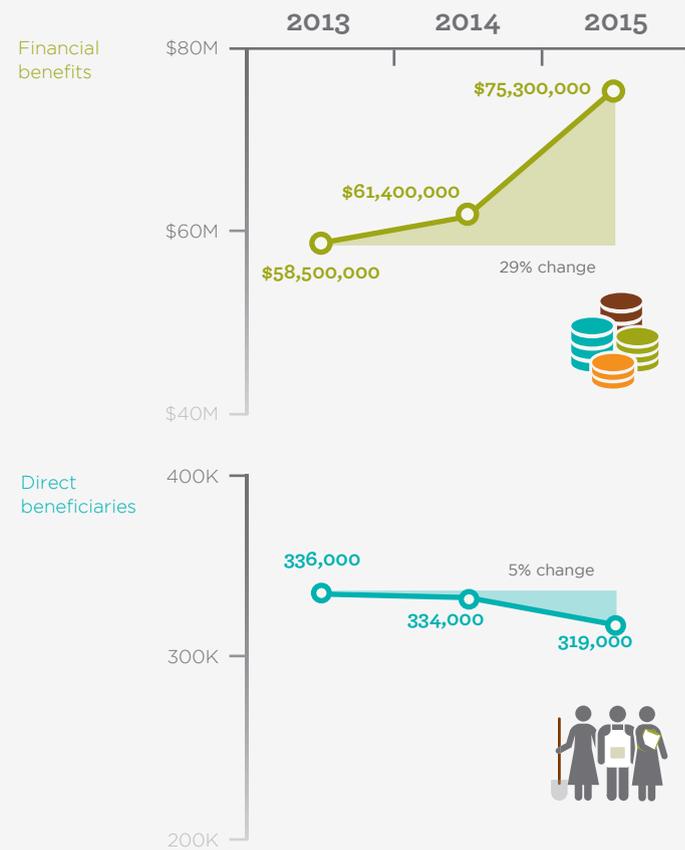
#### Investing in Businesses

As part of our alliance with Partners in Food Solutions, TechnoServe mobilized more than **\$2.1 million** in financing for African food processors in 2015. This critical capital allows food companies to invest in better equipment for fortification, construct new production facilities, and develop new products to support nutrition and long-term growth in the region.

## We Deliver Scaled Impact

TechnoServe catalyzes new revenue and wages for a substantial number of enterprising men and women. The number of beneficiaries has remained relatively stable over the past three years while we see a trend toward greater additional revenue and wages. We aspire to further increase the number of beneficiaries and their financial benefits.

### TechnoServe's Impact Over Time



# Our Regional Impact

## Latin America and the Caribbean



## West Africa



## East Africa



## Asia



## Southern Africa



### KEY



TechnoServe works with enterprising people in the developing world to build competitive farms, businesses and industries. We are a nonprofit organization that develops business solutions to poverty by linking people to information, capital and markets. Our work is rooted in the idea that given the opportunity, hardworking men and women in even the poorest places can generate income, jobs and wealth for their families and communities. With nearly five decades of proven results, we believe in the power of private enterprise to transform lives.

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