

WORLD

A Newsletter for Friends
and Supporters of TechnoServe
January 2017

LETTER FROM THE PRESIDENT



It's a new year and I'm glad you're on board with us as we continue to help millions of people in 29 countries. I want to remind you that your partnership

is key to our success: I'm excited to announce that we met our year-end matching gift challenge and so are able to help even more people in the year ahead!

In this issue, we share news of an exciting new venture with Partners in Food Solutions to combat "hidden hunger," a form of undernutrition, by helping local food companies add micronutrients during processing.

You will also read about how My Cashew Business training is expanding hope for Mozambican cashew farmers; how adding tomatoes to a garden can be life-changing; and how a loan guarantees the future of a young dairy farmer.

None of the successes you read about would have happened without your generous support. Since it's a new year, perhaps you'd like to consider joining Partners in Prosperity or exploring planned giving? You'll read about these and other ways to help on page 4.

I hope you enjoy this issue and again, thank you for being a committed TechnoServe supporter.

William Warshauer
President and CEO

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FOOD FORTIFICATION IS A PROVEN WAY TO IMPROVE NUTRITION.

BOBBY NEPTUNE

New Partnership Combats "Hidden Hunger"

AFRICA



TechnoServe and Partners in Food Solutions have launched the Strengthening African Processors for Food Fortification Project, a four-year initiative to combat "hidden hunger" in Nigeria, Kenya and Tanzania.

Hidden hunger, a form of undernutrition, affects millions of people in these countries and has been linked to numerous health and development issues that can prevent them from leading healthy, productive lives.

Fortifying food by adding micronutrients during processing is a proven way to make foods more nutritious. In fact, many governments are mandating it. Unfortunately, the impact of these mandates has been weakened due to processors' inability to effectively implement fortification processes.

The project will help food companies improve their capacity to produce and sell fortified foods for local markets by providing customized technical assistance to 94 processors throughout the three countries, and by providing smaller trainings to 200 additional companies. The focus will be on adding micronutrients to staple goods such as wheat and maize flour, edible oils, sugar, salt, and other commonly-used products to have the greatest impact on those at risk of hidden hunger.

Making food fortification an attractive business proposition for more African companies is vitally important for preventing malnutrition, and TechnoServe is proud to be a partner in this venture to combat hidden hunger and allow communities to reach their full potential.

Volunteer Spotlight



ERIC SILLMAN, LEFT, TECHNOSERVE'S FIRST VOLUNTEER CONSULTANT, AT A RECEPTION CELEBRATING THE PROGRAM'S 20TH ANNIVERSARY

At a reception for the volunteers, alumnus Eric Sillman recalled one farmer in particular, Alberto Mejía, from his first assignment in Peru.

"He lived in a very rural part of the country with his wife and six children in a one-room home that had a new zinc roof, and his fields had mango trees growing in them. I had never worked directly with someone in such poverty, but what was striking was the joy that he showed with his progress in life – a new zinc roof, school books for his kids, and a bicycle for his oldest child so she could attend school, and just a general sense of optimism about his future," Eric shared.

"Reading TechnoServe brochures and the like on how we increase incomes by \$200 a year is not really meaningful compared to seeing a beneficiary firsthand with school books for their child."

In 2016 alone, 64 volunteer consultants like Eric worked with TechnoServe field teams on 70 projects in 26 countries, contributing over 30,000 hours.

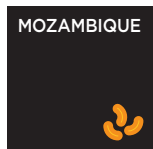
It is crucial partnerships between committed volunteers, generous donors, companies, foundations and others that help TechnoServe provide effective solutions to poverty.



to TechnoServe projects around the world.

TechnoServe's Volunteer Consultant Program recently celebrated 20 years of Volunteer Consultants. Volunteers are top business professionals who contribute their unique skills and expertise

Cashew Farmers Earn More



Alda Filoména Andre is a cashew farmer in Mozambique. She plants, tends and harvests her crop.

But she was missing out on an important stage: commercialization, the process of making a harvest available on the market.

TechnoServe's MozaCajú project trains cashew farmers like Alda to maximize their profits through My Cashew Business trainings. Promoters — trusted farmers in their communities — are trained, and then spread the knowledge to other farmers. The project has its own digital platform, which uses mobile technology to link farmers to buyers.



ALDA IS SELLING HER CASHEWS.

Hilário Valentim is a promoter. By negotiating with the buyer for the first time, Hilario earned around \$100 more for his harvest, a large sum in rural Mozambique. "I learned that the profit could be used for other investments, so much so that I bought two cattle that I will soon breed," said Hilario. "With cattle, I can have at least two liters of milk per day for my family, improving our health, especially for our children. I also bought two sheep."

Through My Cashew Business training Alda, Hilario and 23,000 other farmers can expand their own hopes for the future.

Healthy Vegetable Harvests

KENYA



It's not just the climate: The lack of high-quality seeds and other inputs are among the reasons why yields in Africa are lower than in other parts of the world.

Loice Beatrice Chai, a 56-year-old mother of seven and grandmother of seven, has struggled for years to make ends meet growing maize. Then Loice joined TechnoServe's Mavuno Zaidi, which means "more crops" in Swahili. The program teaches smallholder farmers to expand their crops by cultivating tomatoes and potatoes.

Loice was inspired by the training and could see an abundance of plump tomatoes in her future. She purchased 2,500 high-yielding tomato seeds suited to her climate.

After growing them in a nursery, Loice planted 1,500 seedlings on her rented farm and sold 1,000 to other farmers in her community.

In addition to agricultural practices, the project also taught Loice how to analyze her farm as a business. Loice is proud to say she expects to earn more than \$1,000 from her tomatoes this season. Over 80 percent of the revenue will be profit for Loice, allowing her to better feed her family and provide for their education. Tomato farming has been life-changing. Loice is already planning to expand her tomato crop, and hopes to buy land and move her family out of their rented premises.

Loice is not alone; 9,700 other Mavuno Zaidi participants have seen an average of 18 percent growth in net income after the first season.



LOICE AND HER TOMATOES

Financing a Future

NICARAGUA



Cristian Montenegro Oporta is a 21-year-old dairy farmer who lives in San Andres, Nicaragua. Dreaming

of a better future, Cristian joined TechnoServe's Ganadería Empresarial (GANE) project, with support from her mother, who watched Cristian's 30 cows while she participated in project trainings. After completing the training course, and with the help of TechnoServe, Cristian received a formal loan of \$900 to invest in improved livestock production techniques.

Cristian used her \$900 loan to implement the most important practices she learned in training. She purchased forage seeds and hired laborers to plant 10 hectares of improved pasture.



CRISTIAN WITH ONE OF HER COWS.

She used the remainder of the loan to purchase two new dairy cows. This investment increased Cristian's milk production substantially, and when drought struck Nicaragua, the new pastures helped her cattle to survive the dry spell.

Through GANE training, Cristian learned to manage her loan repayments which she says surprises some people because she is young. She is already thinking of applying for another loan, which she will use to purchase additional cattle. "For me, achieving financial independence is a wonderful thing. I like having my own money, and not having to work for someone else. I will do all that I can do to increase my capital. That way, I can guarantee my future."

New Year Planning Ideas

The new year is a great time to plan ahead. Perhaps you would like to join our monthly giving program Partners in Prosperity? Or, leave a lasting legacy through a planned gift? Both are excellent ways to further your support.

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.

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.

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."

SAVE THE DATE



Our first webinar of 2017 will be held in honor of International Women's Day on Wednesday, March 8th, 2017. For more information visit technoserve.org/events.

DONATE

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



For ten consecutive years, Charity Navigator has awarded TechnoServe its highest rating, putting the organization in the top 1 percent of all rated charities.

Paul E. Tierney, Jr., Chairman
William Warshauer, President and CEO

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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.