

TechnoServe Overview



TechnoServe works with enterprising people in the developing world to build competitive farms, businesses and industries. Our vision is to be the most effective catalyst and partner for transformative, on-the-ground, market-based solutions to poverty.

WHO WE ARE

TechnoServe is 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. TechnoServe was founded in 1968 by American businessman Ed Bullard, who believed in the power of private enterprise to transform lives. Today, we work in poor communities in 30 countries throughout Africa, Latin America and Asia.

WHAT WE DO

TechnoServe helps grow strong markets that create income, jobs and wealth for poor people in the developing world. Our programs:

- **Develop Capacity**

We help individuals and communities acquire skills, share knowledge and apply the technologies needed to build successful farms and businesses.

Activities include entrepreneurship development, farmer training, managerial and employee training, intensive operational support, business plan competitions, and small and growing business accelerators.

- **Strengthen Market Connections**

We coordinate among industry players and connect emerging businesses and farms to capital, networks and suppliers.

Activities include business and feasibility assessments, business planning, management consulting, supplier and market linkages, access to financial services, and technical and industry advice.

- **Improve the Business Environment**

We encourage self-sustaining economic activity by addressing the policies, information and incentives that help markets function better.

Activities include developing local business service providers, industry strategic planning, and policy and regulatory advice.



TechnoServe is working with cashew farmers in Mozambique to re-build a thriving industry.

OUR IMPACT IN 2014

333,700

farmers, businesses and employees benefiting directly from TechnoServe's work



\$61.4m

increase in revenues and wages for farmers, businesses and employees



\$23.8m

in financing to farmers and businesses



1.7 million

men, women and children who benefited
(based on five people per family)

REAL IMPACT

Since 1968, TechnoServe has helped to improve the lives of millions of people in more than 40 countries through efforts such as these:

East Africa | Youth Entrepreneurship

Faced with widespread unemployment, a growing number of rural youth in Africa are migrating to urban areas. Those who stay often lack the skills and knowledge to take advantage of available opportunities. TechnoServe is partnering with The MasterCard Foundation on the Strengthening Rural Youth Development through Enterprise (STRYDE) program to address youth unemployment and food insecurity in East Africa.

Launched in 2011, the first STRYDE program has provided training to more than 15,000 rural youth and helped participants increase their incomes by an average of 233 percent. An expanded STRYDE 2.0 initiative will create economic opportunities for 48,000 youth in Kenya, Rwanda, Tanzania and Uganda over the next five years.

Haiti | Mangoes

In 2010, TechnoServe and its partners launched the Haiti Hope Project to double the mango incomes of 25,000 Haitian farmers and contribute to the country's economic growth by revitalizing the mango industry. A five-year, \$9.5 million public-private partnership among businesses, multilateral development institutions, the U.S. Government and nonprofits, Haiti Hope seeks to create sustainable economic opportunities for Haitian mango farmers and their families.

Through Haiti Hope, TechnoServe is providing smallholder mango farmers with agronomy and marketing training, and connecting them to lucrative international markets. As a result, the price that farmers receive for each mango has risen by an average of 60 to 80 percent. The project is prioritizing women's participation, with female farmers representing nearly half of the 27,000 farmers enrolled and a third of the leadership in newly-created producer business groups.

WHAT MAKES US DISTINCT

- We use rigorous, fact-based market analysis and a flexible approach to problem solving, informed by decades of on-the-ground experience.
- We bring private-sector experience to development work through teams that combine business expertise with local knowledge, relationships and context.
- We work as a catalyst at all points in competitive markets, partnering with stakeholders including smallholder farmers, governments, donors and multinational corporations.
- We specialize in leveraging corporate partnerships to create shared value for all market participants.

HEADQUARTERS

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technoserve.org



PARTNERING FOR SUCCESS

Our success is due to the work of our talented business advisors and volunteers – many of them former management consultants or industry experts – as well as input from strategic partners. We receive funding from the public sector (such as the U.S. Agency for International Development and the Inter-American Development Bank), corporations (such as The Coca-Cola Company and General Mills), foundations (such as the Bill & Melinda Gates Foundation) and individuals. Together, we are building lasting solutions to poverty and transforming lives on a global scale.



TECHNOSERVE
BUSINESS SOLUTIONS TO POVERTY