



Employees at the Green Resources nursery load tree seedlings for shipment to an agro-forestry plantation.

New Opportunities Take Root in Mozambique

Achissalia Alifa found her first formal job in 2010. The 35-year-old mother of five was part of the first team recruited to work at the tree nursery of the Green Resources forestry company in Mozambique's Nampula province.

Through her job, Achissalia has learned technical skills around planting and selecting tree seedlings, as well as the sense of responsibility and teamwork that comes from being part of a formal workplace. And her income is improving her family's standard of living.

"With my salary, we built a new house with bricks and a

zinc roof. I also have money to pay people to help on my farm," Achissalia said. "Before I started work, this was impossible."

TechnoServe is working to support this type of transformation for thousands of Mozambicans through the Agro-Forestry Village Program, supported by the U.S. Department of Agriculture. This program aims to develop a competitive and environmentally sustainable plantation forestry sector that will act as a catalyst for rural development.

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Nearly 80 percent of Mozambicans live on less than \$2 a day. In rural Mozambique, there are few opportunities for employment, and most households survive through small-scale or subsistence farming. Slash-and-burn farming practices are widespread, resulting in depleted soil and deforestation.

The Agro-Forestry Village Program is demonstrating a more environmentally and economically sustainable path for rural communities. In addition to developing the forestry industry, TechnoServe aims to transform 10,000 subsistence farmers into commercial farmers, promote investment in the grain and poultry industries and develop the capacity of local governments to drive economic development.

In partnership with seven forestry companies, we are working to change land-use patterns. New plantations are being established on degraded, abandoned farmlands and companies are assisting communities to develop more sustainable agricultural practices. By integrating agriculture and forestry, we are promoting approaches to farming that improve the soil and mitigate the effects of perpetual land burning.

The growing forestry industry is spurring the creation of new small businesses to support the sector. People like Achissalia now have the opportunity to find wage-paying

Promoting a Sustainable Industry

Over the past eight years, TechnoServe has been instrumental in increasing the number of plantation forestry companies in Mozambique from one to seven. In the next decade, these companies plan to invest more than \$4 billion in the country, plant 2.5 million acres of trees and employ more than 100,000 workers. In order to promote an environmentally sustainable forestry industry that benefits communities, TechnoServe is focusing on three main areas:



- Drafting and gaining consensus from environmental nonprofits, industry and government on FSC (Forestry Stewardship Council) standards for certification in Mozambique
- Creating and distributing detailed mapping data for strategic spatial planning by government, communities and industry in 11 forestry districts
- Introducing an innovative certification and audit system for forestry companies to consult with communities on land use.

work in nurseries, in saw and pulp mills, and in the construction of dams and other industry-related infrastructure.

The Agro-Forestry Village Program aims to create 5,000 jobs in the forestry, poultry and grain-processing industries, while transforming 10,000 subsistence plots into commercially-oriented farms growing crops such as soybeans, corn and groundnuts. In total, the program aims to break the cycle of poverty

for roughly 60,000 workers, farmers and their family members.

Our broader vision is that by 2050, about 7.4 million acres of Northern and Central Mozambique will be home to globally competitive clusters of forest plantations, forest conservation areas, smallholder grain and livestock farms, and processing companies, employing 300,000 people in the forestry sector and purchasing products from 300,000 small family farms. ●

In Memoriam: Darlene Brown

It is with great sadness that we acknowledge the passing of our colleague Darlene Brown on April 1, 2013. As director of donor relations, Darlene interacted with TechnoServe supporters like you every day, imbuing every contact with her passion and commitment to our mission. Being one of the longest serving TechnoServe staff members, Darlene was a font of institutional memory — both practical and humorous — and could always be counted on for flawless historical recall. She was gentle and kind. She had a wonderfully sly sense of humor. And though she was a great contributor to our work over her 25 years at TechnoServe, she never sought credit or the limelight. She humbly and efficiently did whatever needed to be done. We gratefully acknowledge that work and celebrate the spirit of Darlene. She will be greatly missed. ●



At the request of her family, donations can be made to TechnoServe as a tribute to Darlene and her tireless commitment to those we serve: technoserve.org/darlenebrown



ETHIOPIA

Protecting Water Resources

Coffee is the economic pillar of Ethiopia's Sidama Zone, but for the 20,000 people who depend on the area's Kolla River, coffee processing can threaten water quality and safety. During harvest season, workers at wet mills remove the flesh of the coffee cherry and ferment and wash the beans. The process produces a large volume of wastewater, some of which may return to the river untreated and pollute the water for those downstream. In partnership with Mother Parkers Tea & Coffee, TechnoServe is working with 17 wet mill operators in Sidama to implement a low-cost, sustainable approach to water treatment: vetiver grass wetlands. The deep roots of vetiver grass act as natural filters that suck up the wastewater, while the flat surface area speeds up the evaporation process. This innovative approach has the potential to become a model for wet mills across the country, improving quality of life and promoting a more sustainable and competitive coffee industry.

1.2 million

smallholder farmers in Ethiopia rely on coffee for their families' livelihoods



EAST AFRICA

Empowering Rural Youth

For most young people in rural communities in Africa, opportunities are scarce. Only 28 percent of Africa's labor force holds stable wage-paying jobs, and most of those are concentrated in urban areas. The Strengthening Rural Youth Development through Enterprise (STRYDE) program seeks to empower rural youth by helping 15,000 young men and women in Kenya, Rwanda and

Uganda transition to economic independence. A four-year partnership between TechnoServe and The MasterCard Foundation, STRYDE consists of a three-month training to help participants develop life, entrepreneurship and career skills, followed by a nine-month "after-care" phase. In its first 18 months, STRYDE has graduated 4,600 trainees, who have created more than 800 new businesses and gained more than 150 jobs. Trainers and community members alike have noted the participants' increased self-confidence, and the Government of Rwanda recently enlisted TechnoServe to integrate the STRYDE curriculum into a national youth empowerment program.



NICARAGUA

Enterprise Development

In a recent issue of this newsletter, we shared the story of Verónica Bucardo and Julio Baltodano, cofounders of the Nicaraguan textile and handbag manufacturer IKO Imagen. Seeking to expand their business, the young entrepreneurs applied to Impulsa Tu Empresa (ITE), a competitive new business accelerator program implemented by TechnoServe with support from the Argidius Foundation. IKO Imagen has since been selected into ITE as one of 70 Nicaraguan businesses to receive 10 months of mentoring and business development services. Verónica, Julio and other winning entrepreneurs attended a kickoff business summit in March, where they participated in a signing ceremony and a financial training. Similar kickoff events in Guatemala, Honduras and Burkina Faso honored 280 additional small and growing businesses selected for the first round of support. Over three years, the program aims to assist more than 800 businesses, increase their total revenue by more than \$13 million and create more than 750 new jobs in the four countries. ●



Branching Out

TechnoServe's work is rooted in the idea that hardworking men and women in even the poorest places can generate income, jobs and wealth for their families and communities. But first, they need access to economic opportunities.

Our cover story from Mozambique shows how business can spark this kind of change. TechnoServe is working to develop a competitive forestry industry, which is creating thousands of jobs — for many workers, their first formal job. And by promoting sustainable agriculture in the communities where they operate, the forestry companies can generate more opportunities.

It's an example of what can happen when we target change at the industry level. Growing industries create jobs on a large scale, and the benefits extend to suppliers and other supporting businesses. As a result, families and communities improve their standard of living.

Your donations set this process in motion. Thank you for your continued support of TechnoServe!

Bruce McNamer
PRESIDENT AND CEO

Women in Agriculture

“Women are increasingly on the front lines of the fight to sustain family farms. But pervasive discrimination, gender stereotypes and low social standing have frustrated these women’s rise out of poverty and hunger.”

OLIVIER DE SCHUTTER, UN Special Rapporteur on the Right to Food, Op-ed in *The New York Times*, March 3

43%

of farmers in developing countries are women, yet women are far less likely to own land than their male counterparts.

By ensuring that female farmers have access to the same resources as men, the number of undernourished people in the world could be reduced by 100 to 150 million.

GORDON CONWAY, *One Billion Hungry: Can We Feed the World?*

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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 Global Impact. Contributions to TechnoServe are tax deductible to the extent permitted by law.

OUR SUPPORTERS

Q&A: Emily West

Emily West is the Executive Director of the West Foundation and a member of TechnoServe’s Global Advisory Council. She also serves on the boards of Hesperian Health Guides and the Hoosier Salon. Emily resides in Indiana, where she tends and photographs a sizable perennial garden.

HOW DID YOU FIRST BECOME INVOLVED WITH TECHNOSERVE?

Our foundation has been supporting TechnoServe since 1978. I remember being at my grandmother’s house when [TechnoServe founder] Ed Bullard came to visit to ask for our support. We’re still supporting TechnoServe 25 years later because it offers a unique and strategic approach, not just to developing livelihoods, but to developing whole industries.

WHAT DO YOU THINK ARE THE GREATEST CHALLENGES FACING PEOPLE TRYING TO LIFT THEMSELVES OUT OF POVERTY?

The greatest challenge is the fact that there are many types of poverty apart from financial poverty — health, education, hope and spirit, to name



but a few. And they do not exist in silos. In order to address any one in a sustainable way, you must address them all.

HAVE YOU SEEN TECHNOSERVE’S WORK FIRSTHAND?

I traveled with TechnoServe to Tanzania in 2006 to visit a project our foundation was supporting to strengthen the tea industry. What really impressed me was the scope of TechnoServe’s work: training farmers and building coalitions at the grassroots level, supporting a local tea plantation at the enterprise level and advocating for better legislation at the national level to support the industry as a whole. ●

Support Our Work

Your generous support of TechnoServe helps enterprising men and women in the developing world improve their lives and secure a brighter future for their families. In addition to direct contributions, there are many giving options to choose from.

You can support our work by scheduling a recurring donation or by making memorial and tribute gifts, bequests, appreciated stock contributions or life income agreements (such as charitable gift annuities, charitable remainder trusts and pooled income funds).

To donate, or learn about other ways to give, call 800-99-WORKS or visit technoserve.org/donate.



TECHNOSERVE
BUSINESS SOLUTIONS TO POVERTY