

Executive Summary

TECHNOSERVE ADDRESSES KEY DRIVERS OF POVERTY AS CAUSED BY YEARS OF CIVIL WAR

Since gaining independence in 1974, Mozambique has been a nation plagued with poverty. Fifty-four percent of the country lives in poverty. Mozambican poverty is driven by dependence on rural farming with poor farming conditions, limited access to resources, and most specifically, civil war.

TechnoServe effectively and efficiently works to combat the underlying drivers of poverty in Mozambique. As well, TechnoServe addresses the specific causes of Mozambican poverty through agricultural, alternative energy, and tourism industry revitalization efforts. TechnoServe has been the most effective in creating jobs, expanding markets, and aiding farmers in developing efficient and sustainable businesses.

GLOBAL STRATEGY IS TAILORED FOR EACH COUNTRY SERVED

TechnoServe's strategy to achieve Business Solutions to Rural Poverty relies on a three-step approach:

1. Empower entrepreneurs
2. Build businesses & industries
3. Transform lives

TechnoServe capitalizes on existing business ideas and creates opportunities for the poor to make sustainable businesses that will generate income and economic growth on family, community, and national levels. TechnoServe's entrepreneurship development and training programs educate thousands of youth and adults so they can start businesses and become community leaders. TechnoServe builds these businesses and industries by focusing on developing small and medium enterprises (SMEs). SMEs strengthen entire industries from the bottom up and reinforce the value chain, thus maximize impact.

Together with the U.S. Agency for International Development and the Confederation of Mozambique Business Associations, TechnoServe is launching a new program called *MozLink*. MozLink partners leading international executives with local entrepreneurs to help build and expand new businesses in Mozambique.

Economic success changes people's investment in their futures. Elevated expectations increase the possibility that farmers will send their children to school and buy the necessities to raise their standard of living. As farms and futures are built, the poor begin to seek the knowledge they need to continue to grow.

MOZAMBIQUE-SPECIFIC STRATEGY AIMS TO GENERATE HIGHER MARGINS

TechnoServe's programs in Mozambique focus on helping farmers produce more efficiently, encouraging the production of domestic alternative fuel sources, and reviving the tourism industry. These tailored solutions maximize the effectiveness of TechnoServe's resources and allow the firm's efforts to aid as many people as possible.

TechnoServe helps train Mozambicans how to properly cut, wash and package their bananas. Improved cultivation and handling techniques have quadrupled production and now the produce receives elevated prices at a new sales depot that TechnoServe established in Maputo. TechnoServe has also connected Mozambican bananas farmers with entrepreneurs who help package and transport the improved quality produce to new markets in Zimbabwe and South Africa.

TechnoServe works with Mozambicans to develop sources of biodiesel that have garnered greater worldwide demand, thus bringing additional income to hundreds of previously unemployed, impoverished Mozambicans.

TechnoServe is working to revitalize tourism by providing business plans, financing, and management programs to local entrepreneurs attempting to make the countries beach and port towns part of the greater South-African travel destination circuit.

MORE FREQUENT ASSESSMENT OF SMALL BUSINESS SUCCESS IS NEEDED

While TechnoServe is praised for the sustainability of its projects, we are uncertain whether the supposed established, small, entrepreneurial businesses and individuals are able to remain profitable in the long run. We recommend TechnoServe implement a system of increased communication with these small projects once they have left. Personal visits will best assess continued progress in Mozambican villages.