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Form 990



Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

The organization may have to use a copy of this return to satisfy state reporting requirements

OMB No 1545-0047

2011

Open to Public Inspection

A For the 2011 calendar year, or tax year beginning 01-01-2011 and ending 12-31-2011

B Check if applicable

☒ Address change

☐ Name change

☐ Initial return

☐ Terminated

☐ Amended return

☐ Application pending

C Name of organization
TECHNOSERVE INC

Doing Business As

Number and street (or P O box if mail is not delivered to street address)Room/suite

1 MECHANIC STREET

City or town, state or country, and ZIP + 4
NORWALK, CT 06850

F Name and address of principal officer
BRUCE MCNAMER
1120 19TH ST NW 8TH FL
WASHINGTON,DC 20036

H(a) Is this a group return for affiliates?

☐ Yes ☒ No

H(b) Are all affiliates included?

☐ Yes ☐ No

If "No," attach a list (see instructions)

H(c) Group exemption number ▶

I Tax-exempt status

☒ 501(c)(3) ☐ 501(c) () ◀(insert no) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ WWW.TECHNOSERVE.ORG

K Form of organization

☒ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation 1969

M State of legal domicile NY

Part I	Summary						
Activities & Governance	1	Briefly describe the organization's mission or most significant activities TECHNOSERVE HELPS ENTREPRENEURIAL MEN AND WOMEN IN POOR RURAL AREAS OF THE DEVELOPING WORLD TO BUILD BUSINESSES THAT CREATE INCOME, OPPORTUNITY AND ECONOMIC GROWTH FOR THEIR FAMILIES, THEIR COMMUNITIES AND THEIR COUNTRIES					
	2	Check this box <input checked="" type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets					
	3	Number of voting members of the governing body (Part VI, line 1a)	3	26			
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	26			
	5	Total number of individuals employed in calendar year 2011 (Part V, line 2a)	5	147			
	6	Total number of volunteers (estimate if necessary)	6	137			
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0			
Revenue	b	Net unrelated business taxable income from Form 990-T, line 34	7b	0			
	8	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year			
			52,041,818	55,744,636			
			4,755	8,767			
			286,111	102,553			
			53,467	112,298			
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	52,386,151	55,968,254			
	13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	1,658,010	2,550,353			
	14	Benefits paid to or for members (Part IX, column (A), line 4)	0	0			
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	25,771,404	29,173,585			
Expenses	16a	Professional fundraising fees (Part IX, column (A), line 11e)	172,850	108,250			
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶1,418,396					
	17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	26,862,296	28,865,641			
	18	Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	54,464,560	60,697,829			
	19	Revenue less expenses Subtract line 18 from line 12	-2,078,409	-4,729,575			
	20	Total assets (Part X, line 16)	Beginning of Current Year	End of Year			
			43,608,703	47,744,610			
			33,686,407	42,396,091			
			9,922,296	5,348,519			
Net Assets or Fund Balances	21	Total liabilities (Part X, line 26)					
	22	Net assets or fund balances Subtract line 21 from line 20					

Part II

Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer

2012-08-15
Date

BRUCE MCNAMER CHIEF EXECUTIVE OFFICER
Type or print name and title

Paid Preparer's Use Only

Preparer's signature ▶ YONG ZHANG CPA

Date

Check if self-employed ☐

Preparer's taxpayer identification number (see instructions)
P01249785

Firm's name (or yours if self-employed), address, and ZIP + 4 ▶
MCGLADREY LLP
8000 TOWERS CRESCENT DR STE 500
VIENNA, VA 221826205

EIN ▶ 42-0714325
Phone no ▶ (703) 336-6400

May the IRS discuss this return with the preparer shown above? (see instructions)

☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

Cat No 11282Y

Form 990 (2011)

Part III

Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III

1

Briefly describe the organization's mission

TECHNOSERVE HELPS ENTREPRENEURIAL MEN AND WOMEN IN POOR RURAL AREAS OF THE DEVELOPING WORLD TO WORK TO BUILD BUSINESSES THAT CREATE INCOME, OPPORTUNITY AND ECONOMIC GROWTH FOR THEIR FAMILIES, THEIR COMMUNITIES AND THEIR COUNTRIES

2

Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?

Yes

No

If "Yes," describe these new services on Schedule O

3

Did the organization cease conducting, or make significant changes in how it conducts, any program services?

Yes

No

If "Yes," describe these changes on Schedule O

4

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a	(Code) (Expenses \$ 40,238,524 including grants of \$ 2,333,082) (Revenue \$ 8,767)
	SUB-SAHARAN AFRICACOTE D'IVOIRECOTE D'IVOIRE IS THE WORLD'S LARGEST PRODUCER AND EXPORTER OF COCOA BEANS AND A SIGNIFICANT PRODUCER AND EXPORTER OF CASHEWS, COFFEE AND PALM OIL, AND ROUGHLY 70 PERCENT OF THE POPULATION DEPENDS ON AGRICULTURE RELATED ACTIVITIES FOR THEIR LIVELIHOODS. CONSEQUENTLY, THE ECONOMY IS HIGHLY SENSITIVE TO FLUCTUATIONS IN INTERNATIONAL PRICES FOR THESE PRODUCTS. TECHNOSERVE IS WORKING WITH SMALL-SCALE CASHEW AND COCOA FARMERS TO HELP THEM SIGNIFICANTLY INCREASE THEIR INCOMES. ETHIOPIAETHIOPIA, CONSIDERED THE BIRTHPLACE OF COFFEE, HAS A CLIMATE AND TERRAIN WELL-SUITED FOR PRODUCING HIGH-QUALITY BEANS. COFFEE IS ONE OF THE COUNTRY'S PRINCIPAL EXPORTS AND AN IMPORTANT SOURCE OF INCOME FOR THOUSANDS OF SMALL-SCALE FARMERS. TECHNOSERVE WILL DRAW ON ITS FORTY YEARS OF EXPERIENCE WORKING WITH COFFEE FARMERS AROUND THE WORLD TO HELP FARMERS BOOST THEIR INCOMES BY EARNING PRICE PREMIUMS FOR HIGHER-QUALITY BEANS. GHANAGHANA, RICH IN NATURAL RESOURCES, RANKS AMONG THE UNITED STATES' TOP TRADING PARTNERS IN SUB-SAHARAN AFRICA. BUT MORE THAN HALF OF ITS PEOPLE STILL STRUGGLE TO GET BY, RELYING ONLY ON SUBSISTENCE FARMING, AND UNEMPLOYMENT REMAINS HIGH. TECHNOSERVE IS ADDRESSING THIS CHALLENGE BY HELPING FARMERS IMPROVE THE QUALITY AND QUANTITY OF THEIR CROPS, LINKING THEM TO BETTER MARKETS, AND TRAINING THEM IN BUSINESS SKILLS. WE ALSO WORK WITH BUSINESSES THAT BUY FROM FARMERS, TO MAKE THEM MORE EFFICIENT AND COMPETITIVE, INCREASE LOCAL EMPLOYMENT, AND CONTRIBUTE TO ECONOMIC GROWTH. ON A WIDER SCALE, TECHNOSERVE HELPS ASPIRING ENTREPRENEURS ACROSS A RANGE OF SECTORS TO BETTER DEVELOP THEIR BUSINESS IDEAS AND CONNECT WITH FINANCIERS. KENYA AGRICULTURE IS A MAINSTAY OF KENYA'S ECONOMY, AND THERE IS GROWING DEMAND FOR TROPICAL FRUITS AND OTHER FARM PRODUCTS IN URBAN AREAS WITHIN THE COUNTRY AND OVERSEAS. BUT MANY RURAL RESIDENTS STRUGGLE TO SUPPORT THEIR FAMILIES, LACKING THE MEANS TO EFFECTIVELY CATER TO THESE THRIVING MARKETS. ACROSS A NUMBER OF INDUSTRIES, TECHNOSERVE IS WORKING WITH AGRI-BUSINESSES AND DIRECTLY WITH FARMERS TO HELP THEM REACH THEIR POTENTIAL. WE ARE HELPING THEM TO PRODUCE MORE HIGHER-VALUE PRODUCTS, THUS CREATING JOBS AND INCREASING INCOMES. WE ARE ALSO PROMOTING THE GROWTH OF KENYA'S BUSINESS SECTOR THROUGH WIDE-SCALE ENTREPRENEURSHIP PROGRAMS AND BY HELPING PROMISING SMALL AND MEDIUM BUSINESSES GAIN ACCESS TO FINANCING. MOZAMBIQUEIN MOZAMBIQUE, TECHNOSERVE HAS BEEN PROVIDING TECHNICAL ASSISTANCE TO AGRIBUSINESSES IN SECTORS WITH HIGH GROWTH POTENTIAL SINCE 1998. TECHNOSERVE HAS HELPED CREATE A COMPETITIVE AND SUSTAINABLE COMMERCIAL AGRICULTURAL SECTOR THAT INVOLVES A LARGE NUMBER OF SMALL-SCALE RURAL PRODUCERS AS SUPPLIERS AND CREATES JOBS FOR THE RURAL POOR. OVER THE PAST FIVE YEARS, TECHNOSERVE-ASSISTED BUSINESSES IN MOZAMBIQUE HAVE GENERATED OVER \$76 MILLION IN REVENUE, PURCHASED RAW MATERIAL FROM MORE THAN 154,000 SMALLHOLDER PRODUCERS AND CREATED OVER 6,200 JOBS. NIGERIA SINCE REGISTERING AS A NIGERIAN NONPROFIT ORGANIZATION IN 2010, TECHNOSERVE HAS ENGAGED IN COLLABORATION WITH KEY PUBLIC AND PRIVATE PARTNERS TO BUILD A COMMON VISION FOR THE FUTURE OF AGRICULTURE IN NIGERIA. WE HAVE WORKED ACROSS SEVERAL SECTORS INCLUDING COCOA, POULTRY AND FEED GRAINS. WE HAVE EXECUTED PROJECTS FOR ADAMAWA STATE, UNILEVER AND THE BILL & MELINDA GATES FOUNDATION. RWANDA ONE OF AFRICA'S MOST DENSELY POPULATED AND LEAST URBANIZED COUNTRIES, RWANDA HAS FEW NATURAL RESOURCES AND MINIMAL INDUSTRY. HUNDREDS OF THOUSANDS OF RWANDANS DIED IN THE TRAGIC CIVIL WAR AND GENOCIDE OF THE 1990S, AND THE COUNTRY'S ECONOMY WAS DESTROYED. BUT IN RECENT YEARS HOPE AND OPPORTUNITY ARE BEGINNING TO REPLACE DESPAIR AND POVERTY. TECHNOSERVE IS WORKING WITH FARMERS IN THE COFFEE AND DAIRY SECTORS TO HELP THEM IMPROVE THE QUALITY OF THEIR PRODUCT AND ACCESS MORE LUCRATIVE MARKETS, INCREASING THEIR INCOMES AND CREATING A SUSTAINABLE BASE THAT WILL IMPROVE THE STANDARD OF LIVING FOR RWANDAN FAMILIES AND THEIR COMMUNITIES. SOUTH AFRICA DESPITE ITS WELL-DEVELOPED NATURAL RESOURCES, SOPHISTICATED INDUSTRIAL BASE AND MODERN INFRASTRUCTURE, SOUTH AFRICA SUFFERS FROM VERY HIGH UNEMPLOYMENT, EXTREME POVERTY AND OTHER REMNANTS OF THE APARTHEID ERA. THESE INCLUDE A POOR EDUCATIONAL SYSTEM AND LACK OF BUSINESS SKILLS, NETWORKS AND ENTREPRENEURIAL DRIVE AMONG GROUPS THAT WERE FORMALLY MARGINALIZED FROM THE MAINSTREAM ECONOMY. TECHNOSERVE'S VISION IS TO MAKE THE BENEFITS AND OPPORTUNITIES OF THE RAPIDLY EMERGING "DEVELOPED ECONOMY" ACCESSIBLE TO EVERYONE. SINCE 2003, WE HAVE BEEN SUPPORTING THE NATIONAL AGENDA OF BLACK ECONOMIC EMPOWERMENT BY HELPING PREVIOUSLY DISADVANTAGED PEOPLE GAIN THE SKILLS, INFORMATION AND RESOURCES THEY NEED TO CREATE NEW ECONOMIC OPPORTUNITIES. WE ARE HELPING ENTREPRENEURIAL PEOPLE TO DEVELOP NEW FARMS AND RAISE CAPITAL TO SUPPORT GROWTH IN SOME OF THE COUNTRY'S POOREST REGIONS. WE ARE ALSO PROMOTING THE OVERALL GROWTH OF SOUTH AFRICA'S INDIGENOUS BUSINESS SECTOR THROUGH ENTREPRENEURSHIP PROGRAMS AND BY NURTURING THE NEXT GENERATION OF YOUNG LEADERS. SWAZILANDIN THIS SMALL LANDLOCKED NATION, SOME 80 PERCENT OF THE PEOPLE STILL DEPEND ON SUBSISTENCE FARMING. VERY HIGH HIV/AIDS INFECTION RATES AND DECLINING REMITTANCES FROM WORKERS IN SOUTH AFRICA (PUTTING FURTHER FINANCIAL STRAIN ON SWAZIS) ADD TO ITS CHALLENGES, AND TO ITS 40 PERCENT UNEMPLOYMENT RATE. THE SMALL FORMAL ECONOMY IS DOMINATED BY LARGE FOREIGN FIRMS. IN 2006 TECHNOSERVE BEGAN WORKING TO INCREASE OPPORTUNITIES FOR INDIGENOUS ENTREPRENEURS AND EXPAND EMPLOYMENT AND INCOME OPPORTUNITIES THROUGH OUR SWAZILAND ENTERPRISE AND ENTREPRENEURSHIP PROGRAM (SWEEP), WHICH AIMS TO REVITALIZE THE SWAZI ECONOMY BY FOSTERING THE GROWTH OF SWAZI-OWNED SMALL AND MEDIUM ENTERPRISES. TANZANIAFOR MORE THAN 16 YEARS, TECHNOSERVE HAS BEEN WORKING IN TANZANIA WITH FARMERS, COOPERATIVES, SUPPLIERS AND PROCESSORS TO STRATEGICALLY DEVELOP COMPETITIVE RURAL INDUSTRIES AROUND KEY CROPS SUCH AS CASHEWS, COFFEE, TEA AND ARTEMISIA (AN HERB USED IN THE PRODUCTION OF THE MOST EFFECTIVE TREATMENT FOR MALARIA). THIS CONTINUES TO BE OUR PRIMARY FOCUS BECAUSE NEARLY 90 PERCENT OF TANZANIA'S RESIDENTS LIVE IN RURAL AREAS, WORK PRIMARILY IN THE AGRICULTURAL SECTOR, AND LACK ACCESS TO INFORMATION, TECHNOLOGY AND MARKETS. WE ARE HELPING FARMERS MAKE THE TRANSITION FROM SUBSISTENCE TO COMMERCIAL PRODUCTION, AND ASSISTING PROCESSORS TO IMPROVE THEIR OPERATIONS. WE ARE ALSO SUPPORTING THE DIVERSIFICATION OF TANZANIA'S ECONOMY THROUGH ENTREPRENEURSHIP PROGRAMS THAT EMPOWER MEN AND WOMEN TO CREATE THRIVING SMALL AND MEDIUM-SIZED ENTERPRISES IN A VARIETY OF SECTORS. UGANDAUGANDA HAS FERTILE LAND AND RELIABLE RAINFALL, BUT LAND OWNERSHIP AMBIGUITIES AND CIVIL STRIFE HAVE SLOWED DEVELOPMENT IN THE PAST. AN AMBITIOUS ECONOMIC REFORM PROGRAM HAS LED TO IMPRESSIVE GROWTH OVER THE PAST DECADE, BUT POVERTY, PARTICULARLY IN RURAL AREAS, REMAINS ENTRENCHED. AGRICULTURE EMPLOYS FOUR OUT OF FIVE UGANDAN WORKERS, BUT MOST SMALL FARMERS DO NOT PRODUCE AT STANDARD LEVELS OF QUALITY, AND LACK THE MARKETING EXPERTISE AND ACCESS TO FINANCING NEEDED TO REACH THE RAPIDLY GROWING URBAN MARKETS. TECHNOSERVE IS WORKING WITH FARMERS TO OVERCOME THESE CHALLENGES. IT IS ALSO RUNNING A WOMEN-FOCUSED ENTREPRENEURSHIP PROGRAM. ZAMBIAZAMBIA HAS EXPERIENCED ECONOMIC GROWTH IN RECENT YEARS, BUT A MAJORITY OF ITS POPULATION STILL LIVES BELOW THE POVERTY LINE. THE COUNTRY'S HEAVY DEPENDENCE ON MINING HAS PROMPTED THE GOVERNMENT TO DIVERSIFY THE COUNTRY'S ECONOMY. TECHNOSERVE IS HELPING TO STRENGTHEN ZAMBIA'S AGRICULTURAL SECTOR THROUGH A PROGRAM THAT AIMS TO BOOST SOY PRODUCTION AMONG SMALL-SCALE FARMERS. ZIMBABWEDESPITE ITS RICH NATURAL RESOURCES, ZIMBABWE'S ECONOMY HAS BEEN IN STEEP DECLINE DURING THE PAST DECADE. UNEMPLOYMENT IS ESTIMATED TO BE AS HIGH AS 95 PERCENT, AND ABOUT 1.7 MILLION ZIMBABWEANS LACK READY, RELIABLE ACCESS TO FOOD. BUT THE COUNTRY IS TAKING STEPS TOWARD A BRIGHTER FUTURE. TECHNOSERVE IS WORKING WITH ENTREPRENEURIAL MEN AND WOMEN IN ZIMBABWE TO CAPITALIZE ON THIS MOMENTUM AND PROMOTE SUSTAINABLE DEVELOPMENT. BY ASSISTING MEDIUM-SIZED AGRICULTURAL BUSINESSES, WE HOPE TO CREATE NEW JOBS AND INCOME OPPORTUNITIES FOR SMALL-SCALE FARMERS, DEMONSTRATING A NEW WAY FORWARD FOR ZIMBABWE'S AGRICULTURE INDUSTRY.
4b	(Code) (Expenses \$ 5,040,359 including grants of \$ 178,437) (Revenue \$)
	CENTRAL AMERICAN & CARIBBEANEL SALVADORWHEN COFFEE PRICES TUMBLED TO RECORD LOWS EARLIER THIS DECADE, THE LIVELIHOODS OF THOUSANDS OF CENTRAL AMERICAN FARMERS WERE SUDDENLY JEOPARDIZED. SO TECHNOSERVE IDENTIFIED A NEW OPPORTUNITY FOR THEM. HIGH-QUALITY COMMERCIAL AND SPECIALTY COFFEES THAT COULD FETCH PREMIUM PRICES IN THE CHANGING MARKET. WITH SUPPORT FROM THE INTER-AMERICAN DEVELOPMENT BANK, TECHNOSERVE LAUNCHED A PROGRAM IN 2004 TO HELP PRODUCERS IN THE REGION BECOME COMPETITIVE IN THESE GROWING MARKET SEGMENTS. TECHNOSERVE PARTNERED WITH NATIONAL ASSOCIATIONS IN EL SALVADOR, COSTA RICA, GUATEMALA, HONDURAS AND NICARAGUA TO PRODUCE TRAINING MANUALS, TRACEABILITY SOFTWARE AND A QUALITY MANAGEMENT SYSTEM. WE THEN WORKED WITH 12 COFFEE-PRODUCING GROUPS IN THOSE COUNTRIES TO SHOW THEM BEST PRACTICES THAT COULD SPREAD TO OTHER PRODUCERS IN THE REGION AND GENERATE JOBS, AS WELL AS HIGHER INCOMES FOR THE SMALL-SCALE FARMERS WHO SUPPLY THEM. OUR BUSINESS ADVISORS TRAINED THESE GROUPS ON THE NEW SOFTWARE AND HELPED THEM DIAGNOSE AND FIX WEAKNESSES IN THEIR PROCESSING SYSTEMS. THEY ALSO HELPED THEM ADOPT ENVIRONMENTALLY FRIENDLY METHODS FOR TREATING WASTEWATER AND PULP. GUATEMALAHAVING EMERGED FROM DECADES OF CIVIL WAR, GUATEMALA IS NOW IN A BETTER POSITION TO CAPITALIZE ON ITS SUBSTANTIAL NATURAL RESOURCES AND CLIMATIC ADVANTAGES. THE COUNTRY IS WELL-POSITIONED FOR GROWTH IN THE INCREASINGLY IMPORTANT AND PROFITABLE BIOFUEL INDUSTRY. TECHNOSERVE IS EXPLORING OPPORTUNITIES TO DEVELOP A BIOFUEL INDUSTRY AND IS ALSO HELPING SEVERAL EXISTING AGRICULTURAL BUSINESSES, WITH A VIEW TO GENERATING JOBS AND INCOMES FOR POOR RURAL PRODUCERS. MORE BROADLY, WE ARE ALSO RUNNING ENTREPRENEURSHIP PROGRAMS THAT EMPOWER PEOPLE TO CREATE THRIVING BUSINESSES IN A VARIETY OF SECTORS. HAITIHAITI'S DEVELOPMENT EFFORTS WERE DEALT A BLOW BY THE MASSIVE JANUARY 2010 EARTHQUAKE THAT HAD A DEVASTATING EFFECT ON THE CAPITAL, PORT-AU-PRINCE, AND SURROUNDING AREAS AND KILLED MORE THAN 200,000 PEOPLE. IN THE AFTERMATH OF THE QUAKE, TECHNOSERVE HAS JOINED THE COCA-COLA COMPANY AND OTHER PARTNERS TO HELP HAITIAN FARMERS CREATE A SUSTAINABLE MANGO INDUSTRY. AN ESTIMATED 100,000 SMALL-SCALE HAITIAN FARMERS GROW MANGOES, BUT FEW REALIZE THE FULL ECONOMIC VALUE OF THEIR FARMS, MAKING THE MANGO INDUSTRY A POTENTIAL BUILDING BLOCK IN HAITI'S LONG-TERM RECOVERY EFFORTS. TECHNOSERVE IS ALSO PART OF A CONSORTIUM WORKING TO IMPROVE ACCESS TO FINANCE FOR HAITI'S SMALL AND MEDIUM BUSINESSES. HONDURASIN THE EARLY 2000S, THE COCOA INDUSTRY IN HONDURAS WAS ON THE BRINK OF EXTINCTION. A DEVASTATING HURRICANE, DISEASES AND LOW COMMODITY PRICES COMBINED TO DRASTICALLY DIMINISH THE AREA UNDER COCOA CULTIVATION. BUT TECHNOSERVE SAW PROMISE IN THE INDUSTRY. HONDURAN FARMERS HAD ALWAYS SOLD THEIR COCOA INTO LOW-VALUE COMMODITY MARKETS, BUT THEY HAD THE POTENTIAL TO PRODUCE HIGH-QUALITY NATIVE VARIETIES. TECHNOSERVE DEVELOPED A STRATEGIC PLAN AND WORKED WITH PLAYERS ACROSS THE INDUSTRY TO REVIVE COCOA IN HONDURAS BY TARGETING THE SPECIALTY, FINE COCOA SECTOR. OUR ADVISORS HAVE HELPED FARMER GROUPS TO INTRODUCE NATIVE VARIETIES, IMPROVE THEIR PRODUCTION AND PROCESSING, AND CONNECT TO BUYERS OF FINE COCOA. TODAY, HONDURAS IS ON A SUSTAINABLE PATH TO BECOMING A COMPETITIVE SUPPLIER OF FINE COCOA, AND FARMERS POISED TO EARN HIGHER INCOMES. NICARAGUAIT'S A LONG WAY FROM THE POVERTY AND DEVASTATION OF CIVIL WAR TO PROSPERITY. IN NICARAGUA, TECHNOSERVE HAS HELPED A FARMING COOPERATIVE MAKE THAT JOURNEY BY HARNESSING THE POTENTIAL OF UNDERVALUED CROPS. THE JORGE SALAZAR COOPERATIVE, LOCATED IN THE NORTHERN MUNICIPALITY OF EL TUMA-LA DALIA, IS A COLLECTIVE OF 46 FARMERS - MOSTLY VETERANS OF NICARAGUA'S CIVIL WAR IN THE 1980S, WHICH DEVASTATED THE COUNTRY'S ECONOMY. IN AN EFFORT TO INCORPORATE EX-GUERILLAS BACK INTO CIVILIAN SOCIETY, TECHNOSERVE - WITH THE SUPPORT OF THE U.S. AGENCY FOR INTERNATIONAL DEVELOPMENT - WORKS TO HELP FARMER GROUPS DIVERSIFY THEIR CROPS, DEVELOP MARKETS, ESTABLISH LINKS TO FINANCING AND IMPROVE ORGANIZATION, ADMINISTRATION AND MARKETING. THE JORGE SALAZAR COOPERATIVE'S FARMERS FACED A CRISIS WHEN THE PRICE OF COFFEE SLUMPED IN THE EARLY 2000S. AT THE SAME TIME, THE VALUE OF MALANGA - A ROOT CROP THAT GROWS IN PUDDLES AND SWAMPS - ROSE AS THE TUBER FOUND A PLACE IN AMERICAN KITCHENS. IN PARTNERSHIP WITH VARIOUS ORGANIZATIONS, TECHNOSERVE HELPED THE COOPERATIVE TO INCREASE ITS YIELDS AND HARNESS THE BURGEONING POPULARITY OF MALANGA, CONNECTING JORGE SALAZAR'S FARMERS TO NEW MARKETS IN NEW YORK, LOS ANGELES AND MIAMI. THE FARMERS ALSO FORGED TIES WITH A GUATEMALAN COMPANY THAT USES THE COOPERATIVE'S MALANGA TO MAKE SNACK CHIPS FOR SALE IN GUATEMALA AND EL SALVADOR.
4c	(Code) (Expenses \$ 3,765,660 including grants of \$ 38,834) (Revenue \$)
	SOUTH AMERICACHILECHILE HAS A ROBUST AND DIVERSE NATIONAL ECONOMY, BUT ITS BENEFITS ARE FAR FROM EQUALLY DISTRIBUTED - NEARLY A FIFTH OF THE POPULATION LIVES BELOW THE POVERTY LINE. TO IMPROVE THE QUALITY OF LIFE FOR CHILEANS AT THE BOTTOM OF THE ECONOMIC PYRAMID, TECHNOSERVE, WITH THE SUPPORT OF THE INTER-AMERICAN DEVELOPMENT BANK, J.P. MORGAN, DUOC, D&S AND FUNDACION PRO BONO, IS DEVELOPING ITS SUCCESSFUL BUSINESS PLAN COMPETITION MODEL IN CHILE. THE PROGRAM IS HELPING EMERGING CHILEAN ENTREPRENEURS TURN GOOD IDEAS INTO THRIVING SMALL AND MEDIUM BUSINESSES THAT GENERATE JOBS AND MARKETS WHILE ALSO INCREASING THE SUPPLY OF HIGH-QUALITY, AFFORDABLE GOODS AND SERVICES FOR THE MAJORITY. THE EMPHASIS IS ON BUSINESSES IN THE FIELDS OF ENERGY, FOOD, HEALTH, HOUSING, BASIC SERVICES AND INFORMATION TECHNOLOGY. TECHNOSERVE, WITH THE SUPPORT OF MAJOR LOCAL COMPANIES, IS ALSO WORKING ON ECONOMIC DEVELOPMENT PLANS IN SOME OF CHILE'S MOST IMPOVERISHED RURAL COUNTIES. THE PROGRAM HAS ALREADY IDENTIFIED HIGH-POTENTIAL BUSINESS OPPORTUNITIES FOR ENTREPRENEURS IN THE AGRIBUSINESS AND TOURISM INDUSTRIES. COLOMBIADESPITE THE ONGOING CIVIL PROBLEMS IN COLOMBIA, AND A POVERTY RATE OF NEARLY 50 PERCENT, THERE ARE SEVERAL LOCAL PRODUCTS THAT ARE IN HIGH DEMAND AROUND THE WORLD, INCLUDING COFFEE. COLOMBIA IS THE WORLD'S SECOND-LARGEST COFFEE PRODUCER. HOWEVER, DUE TO A VARIETY OF FACTORS, INCLUDING SMALL FARM SIZES AND LOW-GRADE PROCESSING EQUIPMENT, MANY COFFEE FARMERS AREN'T PRODUCING UP TO THEIR POTENTIAL. TECHNOSERVE IS WORKING TO CHANGE THIS. WE ARE ALSO HELPING COLOMBIA'S ENTREPRENEURS TO DEVELOP BUSINESS IDEAS THAT TRANSLATE INTO OPPORTUNITIES FOR PEOPLE AT THE BOTTOM OF THE ECONOMIC PYRAMID THROUGH OUR SUCCESSFUL BUSINESS PLAN COMPETITION MODEL. PERUTECHNOSERVE IS WORKING WITH START-UP BUSINESSES THAT SUPPLY GOODS AND SERVICES TO MINING COMPANIES, HELPING FARMERS PRODUCE HIGHER-VALUE CROPS TO CAPITALIZE ON GOOD MARKET OPPORTUNITIES, AND RUNNING A BUSINESS TRAINING PROGRAM TO HELP ENTREPRENEURS BUILD ENTERPRISES THAT WILL STIMULATE BROADER ECONOMIC GROWTH. WE ARE ALSO FOSTERING CLOSE RELATIONSHIPS BETWEEN THE MINES, THE BUSINESSES AND THE GREATER COMMUNITY - CREATING A REPLICABLE MODEL OF INCLUSIVE LOCAL ECONOMIC DEVELOPMENT.
	(Code) (Expenses \$ 501,770 including grants of \$) (Revenue \$)
	SOUTH ASIAINDIASIXTY YEARS AFTER INDEPENDENCE, INDIA'S PROSPEROUS URBAN ECONOMY - BASED ON HIGH-TECH, MANUFACTURING, TEXTILES AND SERVICES - HAS CREATED NEW OPPORTUNITIES FOR MILLIONS. BUT MORE THAN 300 MILLION INDIANS CONTINUE TO LIVE IN ABJECT POVERTY, 75 PERCENT OF THEM RESIDING IN RURAL AREAS. TWO-THIRDS OF INDIA'S 1.1 BILLION PEOPLE DEPEND ON AGRICULTURE FOR THEIR INCOMES, PRIMARILY AT A SMALL-SCALE OR SUBSISTENCE LEVEL. TECHNOSERVE IS WORKING TO RAISE THE INCOMES OF ABOUT FIVE MILLION RURAL HOUSEHOLDS IN THE EIGHT POOREST STATES BY HELPING SET UP SUSTAINABLE CATTLE DEVELOPMENT CENTERS. WE ARE ALSO DEVELOPING A SOCIAL ENTERPRISE INCUBATION PROGRAM TO IDENTIFY AND PROMOTE SMALL AND MEDIUM ENTERPRISES IN THE NORTHERN KARNATAKA REGION WITH SUPPORT FROM THE DESHPANDE FOUNDATION.
	(Code) (Expenses \$ 1,242,016 including grants of \$) (Revenue \$)
	NORTH AMERICATECHNOSERVE PROMOTES BUSINESS SOLUTIONS TO POVERTY BY HELPING BUILD COMPETITIVE FARMS, BUSINESSES AND INDUSTRIES IN THE DEVELOPING WORLD. WE ARE AN INTERNATIONAL NONPROFIT THAT ENCOURAGES ECONOMIC GROWTH BY LINKING PEOPLE TO INFORMATION, NETWORKS AND MARKETS. OUR WORK IS ROOTED IN THE IDEA THAT WITH THE RIGHT SKILLS, KNOWLEDGE AND ACCESS, ENTERPRISING PEOPLE CAN CREATE ECONOMIC GROWTH THAT BENEFITS POOR FAMILIES AND COMMUNITIES. WITH MORE THAN FOUR DECADES OF MEASURABLE RESULTS, WE BELIEVE IN THE POWER OF PRIVATE ENTERPRISE TO TRANSFORM LIVES. TECHNOSERVE USES ITS BROAD SWATH OF ON-THE-GROUND EXPERIENCES TO INFORM OUR APPROACH AND METHODOLOGY. WE THEN TAKE THOSE REFINED APPROACHES AND METHODOLOGIES AND RE-APPLY THEM TO OUR PROJECT WORK ON THE GROUND. THIS PROVEN, EFFECTIVE APPROACH TO SEEDING ECONOMIC GROWTH IN DEVELOPING ECONOMIES IS INFORMED AND SUPPORTED BY OUR U.S.-BASED KNOWLEDGE MANAGEMENT INITIATIVE. THROUGH THIS WORK, TECHNOSERVE MAINTAINS A GROWING LIBRARY OF CASES STUDIES, IMPLEMENTATION TOOLS AND PROJECT PLANS, WHICH MAXIMIZES THE SPEED AT WHICH BEST PRACTICES ARE SHARED, ADAPTED AND IMPLEMENTED. THE KNOWLEDGE MANAGEMENT INITIATIVE FEEDS INTO OUR CAPACITY BUILDING WORK. OUR CAPACITY DEVELOPMENT TEAM WORKS IN EACH OF OUR REGIONS TO DISSEMINATE PROVEN METHODOLOGIES AND THE REFINEMENTS ON THESE METHODOLOGIES ARISING FROM OUR APPROACH. TECHNOSERVE'S WORK IN ENTREPRENEURSHIP IS LED BY A PRACTICE GROUP BASED IN THE UNITED STATES. IN THE PAST YEAR, OUR ENTREPRENEURSHIP WORK HAS FOCUSED ON BUILDING TOOL KITS FOR HELPING WOMEN OWNED BUSINESSES ACHIEVE STABILITY, RESILIENCY AND GROWTH.
4d	Other program services (Describe in Schedule O) (Expenses \$ 1,743,786 including grants of \$) (Revenue \$)
4e	Total program service expenses\$ 50,788,329

Form 990 (2011)

Part IV

Checklist of Required Schedules

		Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A.	Yes	
2	Is the organization required to complete Schedule B, Schedule of Contributors(see instructions)?	Yes	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I.		No
4	Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II.		No
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III.		No
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I.		No
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? If "Yes," complete Schedule D, Part II.		No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III.		No
9	Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV.		No
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V.		No
11	If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI.	Yes	
b	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII.		No
c	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII.		No
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX.		No
e	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X.	Yes	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X.	Yes	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI, XII, and XIII.	Yes	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional.		No
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E.		No
14a	Did the organization maintain an office, employees, or agents outside of the United States?	Yes	
b	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Part I.	Yes	
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the U S? If "Yes," complete Schedule F, Part II and IV.	Yes	
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the U S? If "Yes," complete Schedule F, Part III and IV.		No
17	Did the organization report a total of more than \$15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I.	Yes	
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II.	Yes	
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III.		No
20a	Did the organization operate one or more hospitals? If "Yes," complete Schedule H.		No
b	If "Yes" to line 20a, did the organization attach its audited financial statement to this return? Note. All Form 990 filers that operated one or more hospitals must attach audited financial statements.		
20b			

Part IV

Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	21		No
22	Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22		No
23	Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer questions 24b–24d and complete Schedule K. If "No," go to line 25</i>	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a		No
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b		No
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? <i>If "Yes," complete Schedule L, Part II</i>	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? <i>If "Yes," complete Schedule L, Part III</i>	27		No
28	Was the organization a party to a business transaction with one of the following parties? (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
a	A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28b		No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or owner? <i>If "Yes," complete Schedule L, Part IV</i>	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33		No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i>	34	Yes	
35a	Is any related organization a controlled entity of the filing organization within the meaning of section 512(b)(13)?	35a	Yes	
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b		No
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36		No
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes	

Part V Statements Regarding Other IRS Filings and Tax Compliance						
Check if Schedule O contains a response to any question in this Part V <input checked="" type="checkbox"/>						
		Yes	No			
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable. .	1a	92			
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.	1b	0			
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c	Yes			
2a	Enter the number of employees reported on Form W-3, <i>Transmittal of Wage and Tax Statements</i> filed for the calendar year ending with or within the year covered by this return.	2a	147			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).	2b	Yes			
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a				No
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O.	3b				
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account or securities account)?	4a	Yes			
b	CI, CO, ES, UK, GH, GT, HO, KE, MZ, NU, NU, WZ, PE, RW, SF, TZ, UG, ZA, IV, NI, ET, ZI, MX If "Yes," enter the name of the foreign country: _____ See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.					
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a				No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b				No
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c				
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?	6a				No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b				
7	Organizations that may receive deductible contributions under section 170(c).					
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a				No
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b				
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c				No
d	If "Yes," indicate the number of Forms 8282 filed during the year.	7d				
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e				No
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f				No
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g				
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h				
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?	8				
9	Sponsoring organizations maintaining donor advised funds.					
a	Did the organization make any taxable distributions under section 4966?	9a				
b	Did the organization make a distribution to a donor, donor advisor, or related person?	9b				
10	Section 501(c)(7) organizations. Enter					
a	Initiation fees and capital contributions included on Part VIII, line 12.	10a				
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.	10b				
11	Section 501(c)(12) organizations. Enter					
a	Gross income from members or shareholders.	11a				
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).	11b				
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a				
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.	12b				
13	Section 501(c)(29) qualified nonprofit health insurance issuers.					
a	Is the organization licensed to issue qualified health plans in more than one state? Note. All 501(c)(29) organizations must list in Schedule O each state in which they are licensed to issue qualified health plans, the amount of reserves required by each state, and the amount of reserves the organization allocated to each state.	13a				
b	Enter the aggregate amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.	13b				
c	Enter the aggregate amount of reserves on hand.	13c				
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a				No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.	14b				

Part VI

Governance, Management, and Disclosure

For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.
Check if Schedule O contains a response to any question in this Part VI

Section A. Governing Body and Management			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a26		
b	Enter the number of voting members included in line 1a, above, who are independent	1b26		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3		No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		No
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5		No
6	Did the organization have members or stockholders?	6	Yes	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a	Yes	
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b	Yes	
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following			
a	The governing body?	8a	Yes	
b	Each committee with authority to act on behalf of the governing body?	8b	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9		No

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		No
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	Yes	
b	Describe in Schedule O the process, if any, used by the organization to review the Form 990			
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes	
b	Were officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	Yes	
13	Did the organization have a written whistleblower policy?	13	Yes	
14	Did the organization have a written document retention and destruction policy?	14	Yes	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	Yes	
b	Other officers or key employees of the organization	15b	Yes	
	If "Yes," to line 15a or 15b, describe the process in Schedule O (see instructions)			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		No
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure	
17	List the States with which a copy of this Form 990 is required to be filed:AL, AK, AZ, AR, CA, CO, CT, DC, FL, GA, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI, WY
18	Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c) (3)s only) available for public inspection. Indicate how you made these available. Check all that apply. <input checked="" type="checkbox"/> Own website <input checked="" type="checkbox"/> Another's website <input checked="" type="checkbox"/> Upon request
19	Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public. See Additional Data Table.
20	State the name, physical address, and telephone number of the person who possesses the books and records of the organization: NINA PENA 1120 19TH STREET NW 8TH FL WASHINGTON, DC 20036 (202) 785-4515

Check if Schedule O contains a response to any question in this Part VII ☐

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons

☐ Check this box if neither the organization nor any related organizations compensated any current or former officer, director, or trustee

[illegible]

Part VII

1b	Sub-Total	▼			
c	Total from continuation sheets to Part VII, Section A	▼			
d	Total (add lines 1b and 1c)	▼	2,485,017	0	387,042

2 Total number of individuals (including but not limited to those listed in Item 1) who received more than \$100,000 of reportable compensation from the organization. 51

		Yes	No
3	Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>	3	No
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	4	Yes
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>	5	No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A)	(B)	(C)
Name and business address	Description of services	Compensation
MAL WARWICK ASSOCIATES 2550 NINTH STREET SUITE 103 BERKELEY, CA 94710	CONSULTING SERVICES	324,117
KRETER & ASSOCIATES 17505 BEAUVOIR BLVD DERWOOD, MD 20855	CONSULTING SERVICES	158,498
MCGLADREY & PULLEN LLP 5155 PAYSPHERE CIRCLE CHICAGO, IL 60674	AUDITING SERVICES	141,250
AGLAND INVESTMENT SERVICESINC 900 LARKSPUR LANDING CIRCLE SUITE LARKSPUR, CA 94939	CONSULTING SERVICES	105,750

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization 4

Part VIII

Statement of Revenue

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, gifts, grants and other similar amounts	1a	Federated campaigns . . .	1a				
	b	Membership dues	1b				
	c	Fundraising events	1c	675,708			
	d	Related organizations	1d				
	e	Government grants (contributions)	1e	16,088,132			
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	38,980,796			
	g	Noncash contributions included in lines 1a-1f \$ _____					
	h	Total. Add lines 1a-1f		55,744,636			
Program Service Revenue	2a	PROJECT FEES	Business Code 900099	8,767	8,767		
	b						
	c						
	d						
	e						
	f	All other program service revenue					
	g	Total. Add lines 2a-2f		8,767			
	Other Revenue	3	Investment income (including dividends, interest and other similar amounts)		102,748		
4		Income from investment of tax-exempt bond proceeds . .					
5		Royalties					
6a		Gross rents	(i) Real (ii) Personal				
b		Less rental expenses					
c		Rental income or (loss)					
d		Net rental income or (loss)					
7a		Gross amount from sales of assets other than inventory	(i) Securities (ii) Other	1,776,386			
b		Less cost or other basis and sales expenses		1,776,581			
c		Gain or (loss)		-195			
d		Net gain or (loss)		-195			-195
8a		Gross income from fundraising events (not including \$ 675,708 of contributions reported on line 1c) See Part IV, line 18	a	47,275			
b		Less direct expenses	b	136,817			
c		Net income or (loss) from fundraising events . .		-89,542			-89,542
9a		Gross income from gaming activities See Part IV, line 19	a				
b		Less direct expenses	b				
c		Net income or (loss) from gaming activities . .					
10a		Gross sales of inventory, less returns and allowances	a				
b		Less cost of goods sold . . .	b				
c		Net income or (loss) from sales of inventory . .					
Miscellaneous Revenue		Business Code					
11a	OTHER INCOME	900099	201,840			201,840	
b							
c							
d	All other revenue						
e	Total. Add lines 11a-11d		201,840				
12	Total revenue. See Instructions		55,968,254	8,767	0	214,851	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns
All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D)
Check if Schedule O contains a response to any question in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to governments and organizations in the United States See Part IV, line 21				
2	Grants and other assistance to individuals in the United States See Part IV, line 22				
3	Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16	2,550,353	2,550,353		
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	2,631,751	1,273,785	1,318,862	39,104
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7	Other salaries and wages	17,477,443	15,152,175	2,019,832	305,436
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	1,741,310	1,422,368	289,107	29,835
9	Other employee benefits	5,909,239	4,894,928	922,711	91,600
10	Payroll taxes	1,413,842	1,154,880	234,738	24,224
11	Fees for services (non-employees)				
a	Management				
b	Legal	212,954	136,443	76,511	
c	Accounting	260,584	108,308	152,276	
d	Lobbying				
e	Professional fundraising See Part IV, line 17	108,250			108,250
f	Investment management fees				
g	Other	8,845,489	7,233,851	927,318	684,320
12	Advertising and promotion	171,706	171,371	335	
13	Office expenses	2,995,571	2,339,968	613,193	42,410
14	Information technology	904,937	703,728	198,869	2,340
15	Royalties				
16	Occupancy	1,790,686	1,088,130	700,460	2,096
17	Travel	6,063,223	5,500,427	524,589	38,207
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings				
20	Interest				
21	Payments to affiliates				
22	Depreciation, depletion, and amortization	1,388,192	1,388,192		
23	Insurance				
24	Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24f If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O)				
a	AUTO EXPENSES	4,046,431	4,043,968	2,438	25
b	OTHER PASSTHROUGH EXPENS	2,185,868	1,625,454	509,865	50,549
c					
d					
e					
f	All other expenses				
25	Total functional expenses. Add lines 1 through 24f	60,697,829	50,788,329	8,491,104	1,418,396
26	Joint costs. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

Part X

Balance Sheet

					(A)		(B)
					Beginning of year		End of year
Assets	1	Cash—non-interest-bearing			22,643	1	23,650
	2	Savings and temporary cash investments			32,505,165	2	35,910,934
	3	Pledges and grants receivable, net			5,440,964	3	6,566,510
	4	Accounts receivable, net			912,852	4	386,570
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L				5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B). Complete Part II of Schedule L				6	
	7	Notes and loans receivable, net				7	
	8	Inventories for sale or use			161,488	8	435,171
	9	Prepaid expenses and deferred charges			1,690,410	9	1,352,050
	10a	Land, buildings, and equipment, cost or other basis. Complete Part VI of Schedule D	10a	8,385,227	2,702,878	10c	2,811,008
	b	Less accumulated depreciation	10b	5,574,219			
	11	Investments—publicly traded securities			2,090	11	0
	12	Investments—other securities. See Part IV, line 11			170,213	12	258,717
	13	Investments—program-related. See Part IV, line 11				13	
	14	Intangible assets				14	
	15	Other assets. See Part IV, line 11				15	
16	Total assets. Add lines 1 through 15 (must equal line 34)			43,608,703	16	47,744,610	
Liabilities	17	Accounts payable and accrued expenses			2,565,960	17	1,364,443
	18	Grants payable				18	
	19	Deferred revenue			28,126,782	19	37,789,645
	20	Tax-exempt bond liabilities				20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D				21	
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L				22	
	23	Secured mortgages and notes payable to unrelated third parties				23	
	24	Unsecured notes and loans payable to unrelated third parties				24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D			2,993,665	25	3,242,003
	26	Total liabilities. Add lines 17 through 25			33,686,407	26	42,396,091
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.						
	27	Unrestricted net assets			4,758,451	27	3,054,966
	28	Temporarily restricted net assets			5,163,845	28	2,293,553
	29	Permanently restricted net assets				29	
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 30 through 34.						
	30	Capital stock or trust principal, or current funds				30	
	31	Paid-in or capital surplus, or land, building or equipment fund				31	
	32	Retained earnings, endowment, accumulated income, or other funds				32	
	33	Total net assets or fund balances			9,922,296	33	5,348,519
	34	Total liabilities and net assets/fund balances			43,608,703	34	47,744,610

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	55,968,254
2	Total expenses (must equal Part IX, column (A), line 25)	2	60,697,829
3	Revenue less expenses Subtract line 2 from line 1	3	-4,729,575
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	9,922,296
5	Other changes in net assets or fund balances (explain in Schedule O)	5	155,798
6	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	5,348,519

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990 <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		No
b	Were the organization's financial statements audited by an independent accountant?	Yes	
c	If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	Yes	
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both <input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separated basis		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	Yes	
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits	Yes	

SCHEDULE A
(Form 990 or 990EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No 1545-0047

2011

Open to Public
Inspection

Name of the organization TECHNOSERVE INC	Employer identification number 13-2626135
---	--

Part I Reason for Public Charity Status (All organizations must complete this part.) See instructions

The organization is not a private foundation because it is (For lines 1 through 11, check only one box)

1

☐

A church, convention of churches, or association of churches **section 170(b)(1)(A)(i).**

2

☐

A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E)

3

☐

A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4

☐

A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state

5

☐

An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II)

6

☐

A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7

☒

An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi)** (Complete Part II)

8

☐

A community trust described in **section 170(b)(1)(A)(vi)** (Complete Part II)

9

☐

An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See **section 509(a)(2).** (Complete Part III)

10

☐

An organization organized and operated exclusively to test for public safety Se**section 509(a)(4).**

11

☐

An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2) See **section 509(a)(3).** Check the box that describes the type of supporting organization and complete lines 11e through 11h

a

☐

Type I

b

☐

Type II

c

☐

Type III - Functionally integrated

d

☐

Type III - Other

e

☐

By checking this box, I certify that the organization is not controlled directly or indirectly by one or more disqualified persons other than foundation managers and other than one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2)

f

☐

If the organization received a written determination from the IRS that it is a Type I, Type II or Type III supporting organization, check this box

g

☐

Since August 17, 2006, has the organization accepted any gift or contribution from any of the following persons?

(i)

a person who directly or indirectly controls, either alone or together with persons described in (ii) and (iii) below, the governing body of the the supported organization?

(ii)

a family member of a person described in (i) above?

(iii)

a 35% controlled entity of a person described in (i) or (ii) above?

h

☐

Provide the following information about the supported organization(s)

	Yes	No
11g(i)		
11g(ii)		
11g(iii)		

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1- 9 above or IRC section (see instructions))	(iv) Is the organization in col (i) listed in your governing document?		(v) Did you notify the organization in col (i) of your support?		(vi) Is the organization in col (i) organized in the U S ?		(vii) Amount of support?
			Yes	No	Yes	No	Yes	No	
Total									

Part II

Support Schedule for Organizations Described in IRC 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")	33,203,146	41,598,994	46,823,419	52,080,913	55,744,636	229,451,108
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 Total. Add lines 1 through 3	33,203,146	41,598,994	46,823,419	52,080,913	55,744,636	229,451,108
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						53,863,177
6 Public Support. Subtract line 5 from line 4						175,587,931

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
7 Amounts from line 4	33,203,146	41,598,994	46,823,419	52,080,913	55,744,636	229,451,108
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	91,987	49,144	268,135	255,376	102,748	767,390
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income (Explain in Part IV) Do not include gain or loss from the sale of capital assets			153,464	184,477	201,840	539,781
11 Total support (Add lines 7 through 10)						230,758,279

12 Gross receipts from related activities, etc (See instructions)

121,020,474

13 First Five Years If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and stop here

Section C. Computation of Public Support Percentage

14 Public Support Percentage for 2011 (line 6 column (f) divided by line 11 column (f))	14	76 090 %
15 Public Support Percentage for 2010 Schedule A, Part II, line 14	15	81 410 %

16a 33 1/3% support test—2011. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization

b 33 1/3% support test—2010. If the organization did not check the box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization

17a 10%-facts-and-circumstances test—2011. If the organization did not check a box on line 13, 16a, or 16b and line 14 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization

b 10%-facts-and-circumstances test—2010. If the organization did not check a box on line 13, 16a, 16b, or 17a and line 15 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization

18 Private Foundation If the organization did not check a box on line 13, 16a, 16b, 17a or 17b, check this box and see instructions

Part IIIPart III

Support Schedule for Organizations Described in IRC 509(a)(2)
(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support						
Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 Public Support (Subtract line 7c from line 6)						

Section B. Total Support						
Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
13 Total support (Add lines 9, 10c, 11 and 12.)						
14 First Five Years If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and stop here						

Section C. Computation of Public Support Percentage			
15 Public Support Percentage for 2011 (line 8 column (f) divided by line 13 column (f))	15		
16 Public support percentage from 2010 Schedule A, Part III, line 15	16		

Section D. Computation of Investment Income Percentage			
17 Investment income percentage for 2011 (line 10c column (f) divided by line 13 column (f))	17		
18 Investment income percentage from 2010 Schedule A, Part III, line 17	18		
19a 33 1/3% support tests—2011. If the organization did not check the box on line 14, and line 15 is more than 33 1/3% and line 17 is not more than 33 1/3%, check this box and stop here . The organization qualifies as a publicly supported organization			
b 33 1/3% support tests—2010. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and stop here . The organization qualifies as a publicly supported organization			
20 Private Foundation If the organization did not check a box on line 14, 19a or 19b, check this box and see instructions			

Part IV **Supplemental Information.** Supplemental Information. Complete this part to provide the explanation required by Part II, line 10; Part II, line 17a or 17b; or Part III, line 12. Also complete this part for any additional information. (See instructions).

Facts And Circumstances Test

Explanation

Additional Data

Software ID:
Software Version:
EIN: 13-2626135
Name: TECHNOSERVE INC

Form 990, Special Condition Description:

Special Condition Description

Form 990, Part III - 4 Program Service Accomplishments (See the Instructions)

4d. Other program services
<div>(Code) (Expenses \$ 501,770 including grants of \$) (Revenue \$)</div> <p>SOUTH ASIAINDIASIXTY YEARS AFTER INDEPENDENCE, INDIA'S PROSPEROUS URBAN ECONOMY - BASED ON HIGH-TECH, MANUFACTURING, TEXTILES AND SERVICES - HAS CREATED NEW OPPORTUNITIES FOR MILLIONS BUT MORE THAN 300 MILLION INDIANS CONTINUE TO LIVE IN ABJECT POVERTY, 75 PERCENT OF THEM RESIDING IN RURAL AREAS TWO-THIRDS OF INDIA'S 1 1 BILLION PEOPLE DEPEND ON AGRICULTURE FOR THEIR INCOMES, PRIMARILY AT A SMALL-SCALE OR SUBSISTENCE LEVEL TECHNOSERVE IS WORKING TO RAISE THE INCOMES OF ABOUT FIVE MILLION RURAL HOUSEHOLDS IN THE EIGHT POOREST STATES BY HELPING SET UP SUSTAINABLE CATTLE DEVELOPMENT CENTERS WE ARE ALSO DEVELOPING A SOCIAL ENTERPRISE INCUBATION PROGRAM TO IDENTIFY AND PROMOTE SMALL AND MEDIUM ENTERPRISES IN THE NORTHERN KARNATAKA REGION WITH SUPPORT FROM THE DESHPANDE FOUNDATION</p>
<div>(Code) (Expenses \$ 1,242,016 including grants of \$) (Revenue \$)</div> <p>NORTH AMERICATECHNOSERVE PROMOTES BUSINESS SOLUTIONS TO POVERTY BY HELPING BUILD COMPETITIVE FARMS, BUSINESSES AND INDUSTRIES IN THE DEVELOPING WORLD WE ARE AN INTERNATIONAL NONPROFIT THAT ENCOURAGES ECONOMIC GROWTH BY LINKING PEOPLE TO INFORMATION, NETWORKS AND MARKETS OUR WORK IS ROOTED IN THE IDEA THAT WITH THE RIGHT SKILLS, KNOWLEDGE AND ACCESS, ENTERPRISING PEOPLE CAN CREATE ECONOMIC GROWTH THAT BENEFITS POOR FAMILIES AND COMMUNITIES WITH MORE THAN FOUR DECADES OF MEASURABLE RESULTS, WE BELIEVE IN THE POWER OF PRIVATE ENTERPRISE TO TRANSFORM LIVES TECHNOSERVE USES ITS BROAD SWATH OF ON-THE-GROUND EXPERIENCES TO INFORM OUR APPROACH AND METHODOLOGY WE THEN TAKE THOSE REFINED APPROACHES AND METHODOLOGIES AND RE-APPLY THEM TO OUR PROJECT WORK ON THE GROUND THIS PROVEN, EFFECTIVE APPROACH TO SEEDING ECONOMIC GROWTH IN DEVELOPING ECONOMIES IS INFORMED AND SUPPORTED BY OUR US-BASED KNOWLEDGE MANAGEMENT INITIATIVE THROUGH THIS WORK, TECHNOSERVE MAINTAINS A GROWING LIBRARY OF CASES STUDIES, IMPLEMENTATION TOOLS AND PROJECT PLANS, WHICH MAXIMIZES THE SPEED AT WHICH BEST PRACTICES ARE SHARED, ADAPTED AND IMPLEMENTED THE KNOWLEDGE MANAGEMENT INITIATIVE FEEDS INTO OUR CAPACITY BUILDING WORK OUR CAPACITY DEVELOPMENT TEAM WORKS IN EACH OF OUR REGIONS TO DISSEMINATE PROVEN METHODOLOGIES AND THE REFINEMENTS ON THESE METHODOLOGIES ARISING FROM OUR APPROACH TECHNOSERVE'S WORK IN ENTREPRENEURSHIP IS LED BY A PRACTICE GROUP BASED IN THE UNITED STATES IN THE PAST YEAR, OUR ENTREPRENEURSHIP WORK HAS FOCUSES ON BUILDING TOOL KITS FOR HELPING WOMEN OWNED BUSINESSES ACHIEVE STABILITY, RESILIENCY AND GROWTH</p>

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099- MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
PAUL E TIERNEY CHAIRMAN	20 00	X		X				0	0	0
JOHN B CARON VICE CHARMAN	2 00	X		X				0	0	0
PETER A FLAHERTY VICE CHARMAN	2 00	X		X				0	0	0
JENNIFER BULLARD BROGGINI SECRETARY	2 00	X		X				0	0	0
SUSANNE NORA JOHNSON TREASURER	2 00	X		X				0	0	0
GERALD BALDWIN DIRECTOR	2 00	X						0	0	0
THOMAS C BARRY DIRECTOR	2 00	X						0	0	0
BETH A BROOKE DIRECTOR	2 00	X						0	0	0
MICHAEL J BUSH DIRECTOR	2 00	X						0	0	0
ROBERT B CALHOUN DIRECTOR	2 00	X						0	0	0
OKEY ENELAMAH DIRECTOR	2 00	X						0	0	0
HARVEY HELLER DIRECTOR	2 00	X						0	0	0
BRUCE HEEREMA DIRECTOR	2 00	X						0	0	0
AEDHMAR HYNES DIRECTOR	2 00	X						0	0	0
ALI A MUFURUKI DIRECTOR	2 00	X						0	0	0
JAMES C ORR DIRECTOR	2 00	X						0	0	0
ALAN PATRICOF DIRECTOR	2 00	X						0	0	0
MEGHAN O'SULLIVAN DIRECTOR	2 00	X						0	0	0
MICHELLE PELUSO DIRECTOR	2 00	X						0	0	0
KURT C PETERSON DIRECTOR	2 00	X						0	0	0
JOHN PHILLIPS DIRECTOR	2 00	X						0	0	0
SCOTT PORTNOY DIRECTOR	2 00	X						0	0	0
BONNIE E RAQUET DIRECTOR	2 00	X						0	0	0
JERRY A RIESSEN DIRECTOR	2 00	X						0	0	0
BRIAN SCHOFIELD DIRECTOR	2 00	X						0	0	0

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
PAUL SOROS DIRECTOR	2 00	X						0	0	0
BRUCE MCNAMER PRESIDENT & CEO	40 00			X				374,668	0	40,005
GEORGE SCHUTTER CFO (STARTING 05/23/11)	40 00			X				124,125	0	17,923
JAMES NEHMER CFO (ENDING 03/04/11)	40 00			X				124,135	0	7,775
TIMOTHY MCLELLAN COO	40 00				X			207,290	0	51,524
DAVID BROWNING SENIOR VP COFFEE INITIATIVE	40 00				X			204,830	0	27,649
SIMON WINTER SENIOR VP DEVELOPMENT	40 00				X			212,541	0	54,247
KEVIN HORAN VP OF HUMAN RESOURCES	40 00				X			168,474	0	30,440
BRENT HABIG REGIONAL DIRECTOR	40 00					X		279,593	0	37,193
JAKE WALTER COUNTRY DIRECTOR	40 00					X		200,443	0	31,535
HILLARY MILLER COUNTRY DIRECTOR	40 00					X		181,817	0	20,859
KINDRA HALVORSON REGIONAL DIRECTOR	40 00					X		192,624	0	35,428
NICHOLAS RAILSTON-BROWN COUNTRY DIRECTOR	40 00					X		214,477	0	32,464

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

► Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b
► Attach to Form 990. ► See separate instructions.

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization
TECHNOSERVE INC

Employer identification number
13-2626135

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year	
2	Aggregate contributions to (during year)	
3	Aggregate grants from (during year)	
4	Aggregate value at end of year	
5	Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? <div><input type="checkbox"/> Yes <input type="checkbox"/> No</div>	
6	Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit <div><input type="checkbox"/> Yes <input type="checkbox"/> No</div>	

Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1

Purpose(s) of conservation easements held by the organization (check all that apply)

☐ Preservation of land for public use (e g , recreation or pleasure)☐ Preservation of an historically importantly land area
☐ Protection of natural habitat☐ Preservation of a certified historic structure
☐ Preservation of open space

2

Complete lines 2a–2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

	Held at the End of the Year
a	Total number of conservation easements
b	Total acreage restricted by conservation easements
c	Number of conservation easements on a certified historic structure included in (a)
d	Number of conservation easements included in (c) acquired after 8/17/06

3

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable year ► _____

4

Number of states where property subject to conservation easement is located ► _____

5

Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?

☐ Yes ☐ No

6

Staff and volunteer hours devoted to monitoring, inspecting and enforcing conservation easements during the year ► _____

7

Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year
► \$ _____

8

Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and 170(h)(4)(B)(ii)?

☐ Yes ☐ No

9

In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a

If the organization elected, as permitted under SFAS 116, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items

b

If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i) Revenues included in Form 990, Part VIII, line 1

► \$ _____

(ii) Assets included in Form 990, Part X

► \$ _____

2

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 relating to these items

a

Revenues included in Form 990, Part VIII, line 1

► \$ _____

b

Assets included in Form 990, Part X

► \$ _____

For Privacy Act and Paperwork Reduction Act Notice, see the Intructions for Form 990

Cat No 52283D

Schedule D (Form 990) 2011

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

3

Using the organization's accession and other records, check any of the following that are a significant use of its collection items (check all that apply)

a

☐ Public exhibition

d

☐ Loan or exchange programs

b

☐ Scholarly research

e

☐ Other

c

☐ Preservation for future generations

4

Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV

5

During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?

☐ Yes

☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a

Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIV and complete the following table

	Amount
1c	
1d	
1e	
1f	

c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance

2a

Did the organization include an amount on Form 990, Part X, line 21?

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIV

Part V Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a)Current Year	(b)Prior Year	(c)Two Years Back	(d)Three Years Back	(e)Four Years Back
1a	Beginning of year balance				
b	Contributions				
c	Investment earnings or losses				
d	Grants or scholarships				
e	Other expenditures for facilities and programs				
f	Administrative expenses				
g	End of year balance				

2

Provide the estimated percentage of the year end balance held as

a

Board designated or quasi-endowment ▶

b

Permanent endowment ▶

c

Term endowment ▶

3a

Are there endowment funds not in the possession of the organization that are held and administered for the organization by

(i)

unrelated organizations

3a(i)

☐

☐

(ii)

related organizations

3a(ii)

☐

☐

b

If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?

3b

☐

☐

4

Describe in Part XIV the intended uses of the organization's endowment funds

Part VI Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b)Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings		556,339	139,476	416,863
c Leasehold improvements				
d Equipment		6,231,974	4,495,819	1,736,155
e Other		1,596,914	938,924	657,990
Total. Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).) ▶				2,811,008

Part XI

Reconciliation of Change in Net Assets from Form 990 to Financial Statements

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	55,968,254
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	60,697,829
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	-4,729,575
4	Net unrealized gains (losses) on investments	4	61,976
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV)	8	93,822
9	Total adjustments (net) Add lines 4 - 8	9	155,798
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	-4,573,777

Part XII

Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements	1	59,572,659
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12		
a	Net unrealized gains on investments	2a	61,976
b	Donated services and use of facilities	2b	3,311,790
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIV)	2d	230,639
e	Add lines 2a through 2d	2e	3,604,405
3	Subtract line 2e from line 1	3	55,968,254
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV)	4b	
c	Add lines 4a and 4b	4c	0
5	Total Revenue Add lines 3 and 4c. (This should equal Form 990, Part I, line 12)	5	55,968,254

Part XIII

Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements	1	64,146,436
2	Amounts included on line 1 but not on Form 990, Part IX, line 25		
a	Donated services and use of facilities	2a	3,311,790
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIV)	2d	136,817
e	Add lines 2a through 2d	2e	3,448,607
3	Subtract line 2e from line 1	3	60,697,829
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV)	4b	
c	Add lines 4a and 4b	4c	0
5	Total expenses Add lines 3 and 4c. (This should equal Form 990, Part I, line 18)	5	60,697,829

Part XIV

Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b. Also complete this part to provide any additional information.

Identifier	Return Reference	Explanation
DESCRIPTION OF UNCERTAIN TAX POSITIONS UNDER FIN 48	PART X	TECHNOSERVE IS EXEMPT FROM FEDERAL INCOME TAXES UNDER THE PROVISIONS OF SECTION 501(C)(3) OF THE INTERNAL REVENUE CODE. IN ADDITION, TECHNOSERVE HAS BEEN DETERMINED BY THE INTERNAL REVENUE SERVICE NOT TO BE A PRIVATE FOUNDATION INCOME, WHICH IS NOT RELATED TO ITS EXEMPT PURPOSE, LESS APPLICABLE DEDUCTIONS, IS SUBJECT TO FEDERAL AND STATE CORPORATE INCOME TAXES. TECHNOSERVE HAD NO UNRELATED BUSINESS INCOME FOR THE YEAR ENDED DECEMBER 31, 2011. MANAGEMENT HAS EVALUATED TECHNOSERVE'S TAX POSITIONS AND HAS CONCLUDED THAT TECHNOSERVE HAS TAKEN NO UNCERTAIN TAX POSITIONS THAT REQUIRE DISCLOSURE. TECHNOSERVE FILES TAX RETURNS IN THE U.S. FEDERAL AND WASHINGTON, D.C. JURISDICTIONS. GENERALLY, TECHNOSERVE IS NO LONGER SUBJECT TO U.S. FEDERAL OR STATE AND LOCAL INCOME TAX EXAMINATIONS BY TAX AUTHORITIES FOR YEARS BEFORE 2008.
PART XI, LINE 8 - OTHER ADJUSTMENTS		CURRENCY TRANSLATION ADJUSTMENT 93,822
PART XII, LINE 2D - OTHER ADJUSTMENTS		GAIN (OR LOSS) ON EXCHANGE 93,822 FUNDRAISING EXPENSE REPORTED ON PART VIII LINE 8B 136,817
PART XIII, LINE 2D - OTHER ADJUSTMENTS		FUNDRAISING EXPENSE REPORTED ON PART VIII LINE 8B 136,817

OMB No 1545-0047

Open to Public Inspection

▶ **Complete if the organization answered "Yes" to Form 990, Part IV, line 14b, 15, or 16.**
▶ **Attach to Form 990. ▶ See separate instructions.**

Employer identification number

13-2626135

3 Activities per Region (Use Part V if additional space is needed)

Schedule F (Form 990) 2011

[illegible]**Schedule F (Form 990) 2011**

Part III **Grants and Other Assistance to Individuals Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 16.
Use Part V if additional space is needed.

[illegible]

Part IV Foreign Forms

- 1

Was the organization a U S transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926 (see instructions for Form 926)*

☐

Yes

☒

No
- 2

Did the organization have an interest in a foreign trust during the tax year? *If " Yes," the organization may be required to file Form 3520 and/or Form 3520-A. (see instructions for Forms 3520 and 3520-A)*

☐

Yes

☒

No
- 3

Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons with respect to Certain Foreign Corporations. (see instructions for Form 5471)*

☐

Yes

☒

No
- 4

Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund. (see instructions for Form 8621)*

☐

Yes

☒

No
- 5

Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons with respect to Certain Foreign Partnerships. (see instructions for Form 8865)*

☐

Yes

☒

No
- 6

Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to file Form 5713, International Boycott Report (see instructions for Form 5713).*

☐

Yes

☒

No

Part V

Complete this part to provide the information (see instructions) required in Part I, line 2, and any additional information.

[illegible]

Additional Data

Software ID:

Software Version:

EIN: 13-2626135

Name: TECHNOSERVE INC

Form 990 Schedule F Part II - Grants or Entities Outside The United States

(a) Name of organization	(b) IRS code section and EIN(if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		CENTRAL AMERICA AND THE CARIBBEAN	OTHER PASS THROUGH AWARDS	80,556	CHECK			
		CENTRAL AMERICA AND THE CARIBBEAN	INTL NGO - SUB GRANTEE	28,546	CHECK			
		CENTRAL AMERICA AND THE CARIBBEAN	LOCAL NGO AND SUBGRANTS/AWARDS	69,335	CHECK			
		SOUTH AMERICA	BUSINESS PLAN COMPETITION AWARDS/PRIZES	1,308	WIRE TRANSFER			
		SOUTH AMERICA	BUSINESS PLAN COMPETITION AWARDS/PRIZES	9,064	WIRE TRANSFER			
		SOUTH AMERICA	BUSINESS PLAN COMPETITION AFTERCARE	2,403	WIRE TRANSFER			
		SOUTH AMERICA	AWARD PRIZES FOR BUSINESS PLAN COMPETITION	26,060	CHECK			
		SUB-SAHARAN AFRICA	BUSINESS PLAN COMPETITION AWARDS/PRIZES	358,378	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	BUSINESS PLAN COMPETITION AWARDS/PRIZES	15,737	CHECK			
		SUB-SAHARAN AFRICA	AWARD PRIZES FOR BUSINESS PLAN COMPETITION	18,973	CHECK			
		SUB-SAHARAN AFRICA	SEED CAPITAL - LOANS AND GRANTS TO FARMERS	1,282	CHECK			
		SUB-SAHARAN AFRICA	LOCAL NGO - SUBGRANT	19,556	CHECK			
		SUB-SAHARAN AFRICA	LOCAL INSTITUTION SUBGRANT	15,237	CHECK			
		SUB-SAHARAN AFRICA	LOCAL NGO AND SUBGRANTS/AWARDS	24,929	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	INTERNTIONAL NGO AND SUBGRANTS/AWARDS	482,295	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	BUSINESS PLAN COMPETITION AFTERCARE & SEED CAPITAL	20,390	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	LOCAL NGO SUBGRANT	51,718	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	SUBGRANTEE AND ADVANCE TO FARMERS	450,742	CHECK			
		SUB-SAHARAN AFRICA	LOCAL NGO SUB GRANTEE	8,730	CHECK			
		SUB-SAHARAN AFRICA	INTERNTIONAL NGO AND SUBGRANTS/AWARDS	174,000	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	INTERNTIONAL NGO AND SUBGRANTS/AWARDS	110,578	CHECK			
		SUB-SAHARAN AFRICA	LOCAL INSTITUTION SUBGRANTEE	20,000	CHECK			
		SUB-SAHARAN AFRICA	LOCAL INSTITUTION SUBGRANTEE	238,540	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	LOCAL NGO DAPP-ZW SUBGRANT	321,996	WIRE TRANSFER			

SCHEDULE G
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding
Fundraising or Gaming Activities

Complete if the organization answered "Yes" to Form 990, Part IV, lines 17, 18, or 19,
or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.
▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No 1545-0047

2011

Open to Public
Inspection

Name of the organization TECHNOSERVE INC	Employer identification number 13-2626135
---	--

Part I Fundraising Activities. Complete if the organization answered "Yes" to Form 990, Part IV, line 17.

- 1

Indicate whether the organization raised funds through any of the following activities. Check all that apply.
- a

☒

Mail solicitations

b

☒

Internet and e-mail solicitations

c

☐

Phone solicitations

d

☒

In-person solicitations

e

☒

Solicitation of non-government grants

f

☒

Solicitation of government grants

g

☒

Special fundraising events
- 2a

Did the organization have a written or oral agreement with any individual (including officers, directors, trustees or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services?

☒ Yes ☐ No
- b

If "Yes," list the ten highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization. Form 990-EZ filers are not required to complete this table.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions?		(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col (i)	(vi) Amount paid to (or retained by) organization
		Yes	No			
CAMY CALVE 152 W 57TH STREET 52TH FLOOR NEW YORK, NY 10019	GALA EVENT		No	722,983	60,000	662,983
MAL WARWICK 2550 NINTH STREET SUITE 103 BERKELEY, CA 94710	DIRECT MAIL CAMPAIGN		No	678,971	23,750	655,221
AB DATA LTD 600 ABDATA DRIVE MILWAUKEE, WI 53217	MAIL SOLICITATIONS		No	313,254	24,500	288,754
Total ▶				1,715,208	108,250	1,606,958

- 3

List all states in which the organization is registered or licensed to solicit funds or has been notified it is exempt from registration or licensing.
- AL, AK, AZ, AR, CA, CO, CT, DE, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI, WY

Part II Fundraising Events. Complete if the organization answered "Yes" to Form 990, Part IV, line 18, or reported more than \$15,000 on Form 990-EZ, line 6a. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other Events	(d) Total Events
		<u>DINNER/GALA</u> (event type)	 (event type)	 (total number)	(Add col (a) through col (c))
Revenue	1	Gross receipts	722,983		722,983
	2	Less Charitable contributions	675,708		675,708
	3	Gross income (line 1 minus line 2)	47,275		47,275
Direct Expenses	4	Cash prizes			
	5	Non-cash prizes	650		650
	6	Rent/facility costs			
	7	Food and beverages	59,555		59,555
	8	Entertainment	4,803		4,803
	9	Other direct expenses	71,809		71,809
	10	Direct expense summary Add lines 4 through 9 in column (d) ▶			
	11	Net income summary Combine lines 3 and 10 in column (d). ▶			
					(136,817)
					-89,542

Part III Gaming. Complete if the organization answered "Yes" to Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/Instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming
					(Add col (a) through col (c))
Revenue	1	Gross revenue			
Direct Expenses	2	Cash prizes			
	3	Non-cash prizes			
	4	Rent/facility costs			
	5	Other direct expenses			
	6	Volunteer labor <input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	7	Direct expense summary Add lines 2 through 5 in column (d) ▶			
	8	Net gaming income summary Combine lines 1 and 7 in column (d) ▶			
					()

9 Enter the state(s) in which the organization operates gaming activities _____

a Is the organization licensed to operate gaming activities in each of these states? ☐ Yes ☐ No

b If "No," Explain _____

10a Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year? ☐ Yes ☐ No

b If "Yes," Explain _____

- 11

Does the organization operate gaming activities with nonmembers?

Yes

No
- 12

Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity formed to administer charitable gaming?

Yes

No

13

Indicate the percentage of gaming activity operated in

a	The organization's facility	13a
b	An outside facility	13b

14

Provide the name and address of the person who prepares the organization's gaming/special events books and records

Name

Address

15a

Does the organization have a contract with a third party from whom the organization receives gaming revenue?

Yes

No

b

If "Yes," enter the amount of gaming revenue received by the organization \$ and the amount of gaming revenue retained by the third party \$

c

If "Yes," enter name and address

Name

Address

16

Gaming manager information

Name

Gaming manager compensation

\$

Description of services provided

Director/officer

Employee

Independent contractor

17

Mandatory distributions

a

Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license?

Yes

No

b

Enter the amount of distributions required under state law distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year \$

Part IV

Complete this part to provide additional information for responses to quuestion on Schedule G (see instructions.)

Identifier	ReturnReference	Explanation
COLUMN (V) PAYMENT TO FUNDRAISER	SCHEDULE G, PART I, LINE 2	AB DATA WAS RETAINED AS FUNDRAISING COUNSEL FOR TECHNOSERVE'S DIRECT MAIL PROGRAM ALL CONTRIBUTIONS ARE DELIVERED DIRECTLY TO TECHNOSERVE TECHNOSERVE PAYS AB DATA DIRECTLY FOR ITS ADVISORY SERVICES

Schedule J
(Form 990)

Compensation Information

OMB No 1545-0047

2011

Open to Public Inspection

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" to Form 990, Part IV, question 23.

▶ Attach to Form 990. ▶ See separate instructions.

Name of the organization
TECHNOSERVE INC

Employer identification number
13-2626135

Part I

Questions Regarding Compensation

		Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items		
	<div><div><input type="checkbox"/> First-class or charter travel</div><div><input checked="" type="checkbox"/> Housing allowance or residence for personal use</div><div><input type="checkbox"/> Travel for companions</div><div><input type="checkbox"/> Payments for business use of personal residence</div><div><input type="checkbox"/> Tax idemnification and gross-up payments</div><div><input type="checkbox"/> Health or social club dues or initiation fees</div><div><input type="checkbox"/> Discretionary spending account</div><div><input type="checkbox"/> Personal services (e g , maid, chauffeur, chef)</div></div>		
b	If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all the expenses described above? If "No," complete Part III to explain	1b	Yes
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?	2	Yes
3	Indicate which, if any, of the following the organization uses to establish the compensation of the organization's CEO/Executive Director Check all that apply		
	<div><div><input checked="" type="checkbox"/> Compensation committee</div><div><input type="checkbox"/> Written employment contract</div><div><input checked="" type="checkbox"/> Independent compensation consultant</div><div><input checked="" type="checkbox"/> Compensation survey or study</div><div><input type="checkbox"/> Form 990 of other organizations</div><div><input checked="" type="checkbox"/> Approval by the board or compensation committee</div></div>		
4	During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organization or a related organization		
a	Receive a severance payment or change-of-control payment?	4a	Yes
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b	No
c	Participate in, or receive payment from, an equity-based compensation arrangement?	4c	No
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III		
	Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.		
5	For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of		
a	The organization?	5a	No
b	Any related organization?	5b	No
	If "Yes," to line 5a or 5b, describe in Part III		
6	For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of		
a	The organization?	6a	No
b	Any related organization?	6b	No
	If "Yes," to line 6a or 6b, describe in Part III		
7	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III	7	No
8	Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regs section 53 4958-4(a)(3)? If "Yes," describe in Part III	8	No
9	If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53 4958-6(c)?	9	

Part II **Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use Schedule J-1 if additional space needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions on row (ii) Do not list any individuals that are not listed on Form 990, Part VII

Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, columns (D) and (E) for that individual

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) BRUCE MCNAMER	(i)	310,401	58,500	5,767	30,166	9,839	414,673	0
	(ii)	0	0	0	0	0	0	0
(2) TIMOTHY MCLELLAN	(i)	207,290	0	0	25,263	26,261	258,814	0
	(ii)	0	0	0	0	0	0	0
(3) DAVID BROWNING	(i)	204,830	0	0	23,575	4,074	232,479	0
	(ii)	0	0	0	0	0	0	0
(4) SIMON WINTER	(i)	212,541	0	0	26,197	28,050	266,788	0
	(ii)	0	0	0	0	0	0	0
(5) KEVIN HORAN	(i)	168,474	0	0	20,354	10,086	198,914	0
	(ii)	0	0	0	0	0	0	0
(6) BRENT HABIG	(i)	155,530	0	124,063	18,584	18,609	316,786	0
	(ii)	0	0	0	0	0	0	0
(7) JAKE WALTER	(i)	156,389	0	44,054	18,999	12,536	231,978	0
	(ii)	0	0	0	0	0	0	0
(8) HILLARY MILLER	(i)	115,181	0	66,636	13,957	6,902	202,676	0
	(ii)	0	0	0	0	0	0	0
(9) KINDRA HALVORSON	(i)	136,199	0	56,425	16,880	18,548	228,052	0
	(ii)	0	0	0	0	0	0	0
(10) NICHOLAS RAILSTON-BROWN	(i)	126,863	0	87,614	15,615	16,849	246,941	0
	(ii)	0	0	0	0	0	0	0

Part IIISupplemental Information

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 4c, 5a, 5b, 6a, 6b, 7, and 8. Also complete this part for any additional information.

Identifier	Return Reference	Explanation
	PART I, LINE 1A	TECHNOSERVE WILL PROVIDE APPROPRIATE AND REASONABLE HOUSING FOR STAFF. TECHNOSERVE WILL NOT COVER THE COSTS OF UTILITIES OR HOUSEHOLD HELP. TECHNOSERVE WILL DIRECTLY EMPLOY SECURITY STAFF AS APPROPRIATE. THE DIRECTOR OF HUMAN RESOURCES WILL DETERMINE A "REASONABLE" REIMBURSABLE AMOUNT FOR MONTHLY RENT BUT IT MAY NOT EXCEED 30% OF ANNUAL BASE SALARY OR, IF APPLICABLE, THE MAXIMUM USAID ALLOWANCE AT THAT LOCATION. ANY OTHER SPECIAL HOUSING COSTS WHICH MAY ARISE MUST BE APPROVED BY THE DIRECTOR OF HUMAN RESOURCES. US EXPATRIATES SHOULD NOTE THAT HOUSING ALLOWANCES ARE CONSIDERED EARNED INCOME AND ARE, THEREFORE, SUBJECT TO US SOCIAL SECURITY AND INCOME TAXES. BELOW ARE EMPLOYEES LISTED ON PART VII WHO RECEIVED HOUSING ALLOWANCE DURING THE YEAR: BRENT HABIG \$42,498; JOHN WALTER \$18,000; HILLARY MILLER \$36,000; KINDRA HALVORSON \$35,500; NICK RAILSTON-BROWN \$42,000.
	PART I, LINE 4A	JAMES NEHMER, CFO, RECEIVED SEVERANCE PAYMENT AT THE AMOUNT OF \$83,173, WHICH REPRESENTS 5 MONTHS OF SEVERANCE AGREED BETWEEN EMPLOYER AND EMPLOYEE UPON SEPARATION ON MARCH 4, 2011.

2011

Open to Public Inspection

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

Name of the organization TECHNOSERVE INC	Employer identification number 13-2626135
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Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 6	THE ORGANIZATION HAS A TOTAL OF 96 MEMBERS THERE ARE NO STOCKHOLDERS
	FORM 990, PART VI, SECTION A, LINE 7A	THE ORGANIZATION'S 96 MEMBER BASE HAS FULL VOTING RIGHTS AND MAY VOTE AND ELECT ONE OR MORE MEMBERS OF THE GOVERNING BODY
	FORM 990, PART VI, SECTION A, LINE 7B	ALL ITEMS OF GOVERNANCE ASSOCIATED WITH TECHNOSERVE ARE VOTED ON AND APPROVED BY ITS MEMBERSHIP THE MEMBERS ARE A PART OF THE GOVERNING BODY AS WELL
	FORM 990, PART VI, SECTION B, LINE 11	DRAFT 990 IS PROVIDED TO THE AUDIT COMMITTEE FOR REVIEW AND INPUT ONCE APPROVED BY THE AUDIT COMMITTEE THE 990 WILL BE DISTRIBUTED AND REVIEWED BY THE BOARD OF DIRECTORS
	FORM 990, PART VI, SECTION B, LINE 12C	ON AN ANNUAL BASIS ALL MEMBERS OF THE BOARD OF DIRECTORS AND SENIOR MANAGEMENT ARE REQUIRED TO MAKE DISCLOSURE OF ANY POSSIBLE CONFLICTS OF INTEREST THEY ARE ALSO REQUIRED TO SIGN THE CONFLICT OF INTEREST POLICY DISCLOSURE STATEMENT ANNUAL THE ORGANIZATION ALSO HAS A PROCESS FOR EMPLOYEES AND OUTSIDERS TO ALERT MANAGEMENT TO POSSIBLE CONFLICTS OF INTEREST
	FORM 990, PART VI, SECTION B, LINE 15	THE DIRECTOR OF HUMAN RESOURCES CONDUCTS REVIEWS OF COMPENSATION INCLUDING BENCHMARKING AGAINST OTHER NON-PROFIT ORGANIZATIONS SENIOR MANAGEMENT SALARIES AND INCREASES ARE PRESENTED TO AND SUBJECT TO APPROVAL BY THE COMPENSATION COMMITTEE OF THE BOARD OF DIRECTORS
	FORM 990, PART VI, SECTION C, LINE 19	GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS ARE MADE AVAILABLE TO THE PUBLIC UPON REQUEST
CHANGES IN NET ASSETS OR FUND BALANCES	FORM 990, PART XI, LINE 5	NET UNREALIZED GAINS ON INVESTMENTS 61,976 CURRENCY TRANSLATION ADJUSTMENT 93,822 TOTAL TO FORM 990, PART XI, LINE 5 155,798
	FORM 990, PART XII, LINE 2C	THE PROCESS FOR OVERSEEING THE AUDIT OF THE FINANCIAL STATEMENTS AND SELECTION OF AN INDEPENDENT ACCOUNTANT THAT AUDITED THE FINANCIAL STATEMENTS HAS BEEN CONSISTENT WITH PRIOR YEARS
TOTAL NUMBER OF INDIVIDUALS EMPLOYED IN CALENDAR YEAR 2011	FORM 990, PART I, LINE 5	TECHNOSERVE WORLDWIDE NUMBER OF EMPLOYEES DURING THE 2011 IS 949, PART I LINE 5 SHOWS 147, FOR WHICH THE ORGANIZATION HAS ISSUED CORRESPONDED W-2S

SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 33, 34, 35, 36, or 37.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization
TECHNOSERVE INC

Employer identification number
13-2626135

Part I

Identification of Disregarded Entities (Complete if the organization answered "Yes" on Form 990, Part IV, line 33.)

(a) Name, address, and EIN of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II

Identification of Related Tax-Exempt Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization	
						Yes	No
See Additional Data Table							

Part III

Identification of Related Organizations Taxable as a Partnership (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512- 514)	(f) Share of total income	(g) Share of end-of- year assets	(h) Disproportionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	

Part IV

Identification of Related Organizations Taxable as a Corporation or Trust (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership

Part V

Transactions With Related Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35, 35A, or 36.)

Note. Complete line 1 if any entity is listed in Parts II, III or IV

1

During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

a

Receipt of (i) interest (ii) annuities (iii) royalties (iv) rent from a controlled entity

b

Gift, grant, or capital contribution to related organization(s)

c

Gift, grant, or capital contribution from related organization(s)

d

Loans or loan guarantees to or for related organization(s)

e

Loans or loan guarantees by related organization(s)

f

Sale of assets to related organization(s)

g

Purchase of assets from related organization(s)

h

Exchange of assets with related organization(s)

i

Lease of facilities, equipment, or other assets to related organization(s)

j

Lease of facilities, equipment, or other assets from related organization(s)

k

Performance of services or membership or fundraising solicitations for related organization(s)

l

Performance of services or membership or fundraising solicitations by related organization(s)

m

Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)

n

Sharing of paid employees with related organization(s)

o

Reimbursement paid to related organization(s) for expenses

p

Reimbursement paid by related organization(s) for expenses

q

Other transfer of cash or property to related organization(s)

r

Other transfer of cash or property from related organization(s)

Yes

No

1a

1b

1c

1d

1e

1f

1g

1h

1i

1j

1k

1l

1m

1n

1o

1p

1q

1r

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds

(a) Name of other organization	(b) Transaction type(a-r)	(c) Amount involved	(d) Method of determining amount involved
(1)			
(2)			
(3)			
(4)			
(5)			
(6)			

Schedule R (Form 990) 2011

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

[illegible]

Part VII

Supplemental Information

Complete this part to provide additional information for responses to questions on Schedule R (see instructions)

Identifier	Return Reference	Explanation	
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Software ID:

Software Version:

EIN: 13-2626135

Name: TECHNOSERVE INC

Form 990, Schedule R, Part II - Identification of Related Tax-Exempt Organizations

(a) Name, address, and EIN of related organization	(b) Primary Activity	(c) Legal Domicile (State or Foreign Country)	(d) Exempt Code section	(e) Public charity status (if 501(c) (3))	(f) Direct Controlling Entity	g Section 512 (b)(13) controlled organization	
TECHNO NICARAUGUA OFIPLAZA EL RETIRO SUITE 537 ROTO MANAGUA NU	DEVELOPMENT	NU	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
TECHNOSERVE SWAZILAND 4TH FLOOR LILUNGA HOUSE SOMHOLO R MBABNE WZ	DEVELOPMENT	WZ	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
COMMUNITY ENTERPRISE DEVELOPMENT AND INVESTMENT TRUST 4TH FLOOR LILUNGA HOUSE SOMHOLO R MBABNE WZ	TRUST	WZ	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
TECHNOSERVE SOUTH AFRICA 13TH FLOOR METAL BOX BUILDING 25 O AUKLAND PARK SF	DEVELOPMENT	SF	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
FOUNDACION TECHNOSERVE CALLE 94 NO 16-09 NO 206 BOGATA CO	DEVELOPMENT	CO	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
MAPATO MRIKAU STREET PLOT 887 DAR ES SALAAM TZ	LOAN GUARANTEES	TZ	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
FUNDACION TECHNOSERVE CHILE AV APOQUINDO 3721 PISO 13 SANTIAGO CI	DEVELOPMENT	CI	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
TECHNOSERVE - COTE D'IVOIRE ABIDJAN PLATEAU 6 RUE PARIS VILLA ABJIJAN IV	DEVELOPMENT	IV	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
TECHNOSERVE SOLUTIONS TO POVERTY LTDGTE PLOT 1708A OLUGBOSI CLOSE OFF BISH NI	DEVELOPMENT	NI	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
TECHNOSERVE ZAMBIA LIMITED BASE OFFICE PARK PLOT 35184 ALICK ZA	DEVELOPMENT	ZA	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
TSERV SOLUCIONES PARA LA POBREZA AC PORFIRIO DIAZ NUM 102 COL DEL VALLE 03100 MX	DEVELOPMENT	MX	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	