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Part III

Statement of Program Service Accomplishments

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

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1

Briefly describe the organization’s mission

WE WORK WITH ENTERPRISING PEOPLE IN THE DEVELOPING WORLD TO BUILD COMPETITIVE FARMS, BUSINESSES AND INDUSTRIES

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 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 \$ 47,786,514 including grants of \$ 2,201,830) (Revenue \$ 2,823)
SUB-SAHARAN AFRICA AFRICAMANY SMALLHOLDER FARMERS GROW STAPLE CROPS SUCH AS MAIZE, RICE AND BEANS FOR SUBSISTENCE BUT WITH HIGHER PRODUCTIVITY, A BUSINESS MINDSET AND AN ACCESSIBLE MARKET, THESE CROPS CAN OFFER AN INCOME OPPORTUNITY AS WELL AS WE FOCUS ON IMPROVING PRACTICES AT THE FARM LEVEL, WE ARE ALSO PROMOTING IMPROVED BUSINESS MODELS ACROSS ENTIRE SECTORS FROM THE FIELD TO THE END CONSUMER FOR EXAMPLE IN MOZAMBIQUE, WITH SUPPORT FROM THE DUTCH GOVERNMENT, WE ARE WORKING TO TRANSFORM THE SEED SYSTEM BY EMPOWERING LOCAL ENTREPRENEURS AND SMALL-SCALE COMMERCIAL FARMERS THIS EFFORT WILL HELP 3 MILLION SMALLHOLDER FARMERS TO DETERMINE THE RIGHT PRODUCTION STRATEGY FOR THEIR CIRCUMSTANCES WITH SUPPORT FROM THE ALLIANCE FOR A GREEN REVOLUTION IN AFRICA (AGRA), TECHNOSERVE IS HELPING TO BUILD A SUSTAINABLE WAREHOUSE SYSTEM THAT GIVES FARMERS A CHOICE TO SELL OR STORE THEIR CROPS OUR EFFORTS WILL ASSIST 20,000 SMALLHOLDER MAIZE AND RICE FARMERS IN TANZANIA TO REDUCE THEIR POST-HARVEST LOSSES AND OPERATE THEIR FARMS AS A BUSINESS TECHNOSERVE IS WORKING WITH PARTNERS IN FOOD SOLUTIONS - A NONPROFIT THAT DRAWS ON THE EXPERTISE OF VOLUNTEERS FROM GENERAL MILLS, CARGILL, DSM AND BUHLER - AND THE U S AGENCY FOR INTERNATIONAL DEVELOPMENT ACROSS SEVERAL AFRICAN COUNTRIES TO STRENGTHEN THE FOOD PROCESSING INDUSTRY, A CRITICAL MARKET FOR SMALLHOLDER-GROWN STAPLE CROPS EAST AFRICA STRIDING TOWARD ECONOMIC OPPORTUNITIES FOR YOUTH IN EAST AFRICA, WHERE THE AVERAGE AGE IS 18 AND YOUTH UNEMPLOYMENT IS A MAJOR ISSUE, YOUNG PEOPLE OFTEN LACK THE SKILLS AND KNOWLEDGE TO UNLOCK ECONOMIC OPPORTUNITIES TECHNOSERVE HAS PARTNERED WITH THE MASTERCARD FOUNDATION TO HELP 15,000 RURAL YOUNG MEN AND WOMEN TRANSITION TO ECONOMIC INDEPENDENCE IN KENYA, RWANDA AND UGANDA THE STRENGTHENING RURAL YOUTH DEVELOPMENT THROUGH ENTERPRISE (STRYDE) PROGRAM DELIVERS A COMPREHENSIVE PACKAGE OF SERVICES INCLUDING SKILLS TRAINING, BUSINESS DEVELOPMENT AND MENTORING THE CONFIDENCE AND KNOWLEDGE PARTICIPANTS GAIN FROM STRYDE HELPS THEM IDENTIFY AND CAPITALIZE ON OPPORTUNITIES GHANA HIGHER YIELDS, HIGHER INCOMES FROM MAIZE TECHNOSERVE IS COLLABORATING WITH AGRICULTURAL FIRM WIENCO AND THE MASARA N'ARZIKI ASSOCIATION TO HELP 24,000 SMALLHOLDER MAIZE FARMERS IN NORTHERN GHANA TRIPLE THEIR YIELDS AND INCREASE THEIR INCOMES ORGANIZED INTO FARMER BUSINESS GROUPS, THE PARTICIPANTS RECEIVE TARGETED TRAINING IN FARMING AND BUSINESS SKILLS THE PROGRAM AIMS TO DEVELOP THE MAIZE MARKET SYSTEM BY IMPROVING ACCESS TO CRITICAL SUPPLIES, FACILITATING ACCESS TO CREDIT, INCREASING PRODUCTIVITY AND CONNECTING FARMERS TO NEW MARKETS MOZAMBIQUE INTEGRATED RURAL DEVELOPMENT CREATES BROAD CHANGEAN INDUSTRY CAN DRIVE CHANGE ON A LARGE SCALE TECHNOSERVE IS SUPPORTING THE DEVELOPMENT OF A COMPETITIVE AND ENVIRONMENTALLY SUSTAINABLE PLANTATION FORESTRY SECTOR THAT WILL BRING A RANGE OF BENEFITS TO RURAL AREAS WITH SUPPORT FROM THE U S DEPARTMENT OF AGRICULTURE, WE ARE WORKING WITH SEVEN FORESTRY COMPANIES THAT PLAN TO PLANT 2 5 MILLION ACRES OF TREES AND EMPLOY MORE THAN 100,000 WORKERS IN MOZAMBIQUE THROUGH AN INTEGRATED APPROACH TO RURAL DEVELOPMENT, WE ALSO AIM TO TRANSFORM 10,000 SUBSISTENCE FARMERS INTO COMMERCIAL FARMERS, PROMOTE INVESTMENT IN THE GRAIN AND POULTRY INDUSTRIES, AND DEVELOP THE CAPACITY OF LOCAL GOVERNMENTS TO CATALYZE ECONOMIC DEVELOPMENT UGANDA LEARNING LESSONS WITH ENTERPRISING WOMENTHE WOMEN MEAN BUSINESS PROGRAM AIMS TO EMPOWER WOMEN IN UGANDA'S CENTRAL REGION WITH THE KNOWLEDGE AND SKILLS THEY NEED TO GROW THRIVING BUSINESSES NOW, IN THE PROGRAM'S SECOND PHASE, TECHNOSERVE IS WORKING TO UNDERSTAND HOW BEST TO SUPPORT ENTERPRISING WOMEN IN PARTNERSHIP WITH INNOVATIONS FOR POVERTY ACTION, WE ARE MEASURING THE IMPACT OF AN IN-DEPTH APPROACH THAT COMBINES CLASSROOM INSTRUCTION WITH INTENSIVE COACHING AND MENTORING THE STUDY WILL HELP TECHNOSERVE AND OTHERS UNDERSTAND HOW TO ACHIEVE THE GREATEST IMPACT AND COST EFFECTIVENESS ZIMBABWE INNOVATIONS REPRESENT AGRICULTURE'S FUTURE ZIMBABWE'S SMALLHOLDER FARMERS FACE CHALLENGES IN ACCESSING FINANCE AND MARKETS A TECHNOSERVE BUSINESS PLAN COMPETITION, AGRO INITIATIVE ZIMBABWE, AIMS TO BOOST THE COUNTRY'S AGRICULTURAL SECTOR BY SUPPORTING MEDIUM-SIZE BUSINESSES WITH INNOVATIVE IDEAS FOR INCLUDING SMALLHOLDER FARMERS IN THEIR SUPPLY CHAINS WE HAVE AWARDED CAPITAL PRIZES TO 12 PROMISING BUSINESSES, AND OUR BUSINESS ADVISORS ARE HELPING THESE FIRMS TO IMPLEMENT MODELS SUCH AS CONTRACT FARMING OR OUTGROWER SYSTEMS THAT CREATE OPPORTUNITIES FOR SMALL-SCALE FARMERS THESE BUSINESSES ARE A CATALYST FOR TRANSFORMING AGRICULTURE IN ZIMBABWE	

4b	(Code) (Expenses \$ 6,336,624 including grants of \$ 188,608) (Revenue \$)
CENTRAL AMERICAN & CARIBBEAN CENTRAL AMERICASMALLHOLDER FARMERS REACH NEW MARKET TECHNOSERVE IS HELPING SMALLHOLDER CENTRAL AMERICAN FARMERS INCREASE THEIR INCOMES, WITH SUPPORT FROM THE U S DEPARTMENT OF AGRICULTURE IN HONDURAS, WE ARE HELPING 9,000 FARMERS LEARN IMPROVED TECHNIQUES AND CONNECT TO BETTER MARKETS FOR BEANS AND SPECIALTY COFFEE THE PROGRAM WILL PROMOTE SUSTAINABLE ACCESS TO QUALITY BEAN SEEDS BY HELPING FARMERS ESTABLISH COMMUNITY SEED BANKS IN NICARAGUA, TECHNOSERVE IS ASSISTING 4,000 PRODUCERS OF LIVESTOCK - WHICH MORE THAN HALF OF RURAL NICARAGUANS DEPEND ON FOR THEIR LIVELIHOODS - TO IMPROVE MILK QUALITY, COW REPRODUCTIVE RATES AND RECORDKEEPING WE ARE HELPING MORE THAN 19,000 CATTLE PRODUCERS TO IMPLEMENT TRACEABILITY SYSTEMS THAT WILL ALLOW THEM TO REACH NEW MARKETS CENTRAL AMERICA/ WEST AFRICA A BOOST FOR PROMISING BUSINESSES TECHNOSERVE IS SUPPORTING SMALL AND GROWING BUSINESSES IN GUATEMALA, HONDURAS, NICARAGUA AND BURKINA FASO THROUGH A NEW BUSINESS ACCELERATOR PROGRAM, IMPULSA TU EMPRESA SUPPORTED BY THE ARGIDIUS FOUNDATION, THE PROGRAM WILL HELP MORE THAN 800 HIGH-POTENTIAL ENTERPRISES BOOST THEIR BUSINESS THROUGH BUSINESS PLAN COMPETITIONS, TRAINING, MENTORING, AND IMPROVED ACCESS TO CAPITAL AND MARKETS THE PROGRAM AIMS TO INCREASE SALES BY \$13 MILLION AND GENERATE 750 NEW JOBS ACROSS THE FOUR COUNTRIES HAITI CREDIT BRINGS HOPE TO MANGO FARMERS MANGO FARMERS OFTEN FEEL PRESSURE TO SELL THEIR FRUIT BEFORE IT IS RIPE, SACRIFICING MUCH OF ITS VALUE THE HAITI HOPE PROJECT - A PARTNERSHIP TO HELP 25,000 FARMERS DOUBLE THEIR FRUIT INCOME - IS HELPING TO FIND A SOLUTION HAITI HOPE BRINGS TOGETHER PUBLIC AND PRIVATE PARTNERS, INCLUDING THE U S AGENCY FOR INTERNATIONAL DEVELOPMENT, THE COCA-COLA COMPANY, THE MULTILATERAL INVESTMENT FUND, A MEMBER OF THE INTER-AMERICAN DEVELOPMENT BANK GROUP, AND TECHNOSERVE THE PROJECT IS PARTNERING WITH LOCAL FINANCIAL INSTITUTION SOGESOL TO IMPLEMENT A LOAN PROGRAM FOR FARMERS, WHO ARE LARGELY EXCLUDED FROM THE HAITIAN FINANCIAL SYSTEM SOME 1,400 FARMERS HAVE RECEIVED LOANS, AND THE PROGRAM AIMS TO ENROLL 7,500 BORROWERS BY 2015	

4c	(Code) (Expenses \$ 3,714,654 including grants of \$ 438,790) (Revenue \$)
SOUTH AMERICA PERUSUSTAINABLE SUPPORT FOR FARMS AND BUSINESSES WITH SUPPORT FROM THE U S AGENCY FOR INTERNATIONAL DEVELOPMENT, TECHNOSERVE IS HELPING COCOA AND COFFEE FARMERS IN SAN MARTIN TO INCREASE PRODUCTIVITY, IMPROVE THE QUALITY OF THEIR CROPS AND ADOPT PROCESSES TO ADD VALUE, SUCH AS ORGANIC CERTIFICATION OUR ADVISORS ALSO ARE PROMOTING SMALL BUSINESS GROWTH IN THESE INDUSTRIES CRITICALLY, WE ARE TRANSFERRING OUR PROVEN METHODOLOGIES FOR FARMER TRAINING AND ENTERPRISE DEVELOPMENT TO LOCAL INSTITUTIONS THIS ENSURES THE INDUSTRIES WILL CONTINUE TO EVOLVE AND IMPROVE AFTER TECHNOSERVE EXITS ANDEAN THE FOUR-YEAR ANDEAN BUSINESS PLAN COMPETITION SUCCESSFULLY CLOSED OUT IN DECEMBER 2012 IN TOTAL, 538 BUSINESSES IN BOLIVIA, CHILE, COLOMBIA, ECUADOR, PERU AND VENEZUELA RECEIVED CONSULTING SERVICES FROM TECHNOSERVE PARTICIPATING BUSINESSES GENERATED \$16 2 MILLION IN SALES DURING THE PROJECT, REPRESENTING A 342 PERCENT INCREASE IN SALES SINCE THEY STARTED TO RECEIVE SUPPORT FROM THE PROJECT	

	(Code) (Expenses \$ 1,201,867 including grants of \$ 29,695) (Revenue \$)
SOUTH ASIA INDIA NEW OPPORTUNITIES FOR TIBETANS IN EXILE TIBETANS LIVING IN EXILE IN INDIA AND NEPAL FACE MAJOR ECONOMIC CHALLENGES, INCLUDING A LACK OF EMPLOYMENT OPPORTUNITIES AND A GROWING NUMBER OF PEOPLE MOVING AWAY FROM SETTLEMENTS THE ECONOMIC DEVELOPMENT OF TIBETAN SETTLEMENTS (EDOTS) PROGRAM IS CREATING SUSTAINABLE LIVELIHOOD OPPORTUNITIES BY PROMOTING COMPETITIVE FARMS AND BUSINESSES WITH SUPPORT FROM THE U S AGENCY FOR INTERNATIONAL DEVELOPMENT, TECHNOSERVE IS TRAINING FARMERS IN ORGANIC PRODUCTION AND HELPING TO IMPROVE SUPPLY CHAINS FOR ORGANIC CROPS THE PROGRAM ALSO PROVIDES TRAINING AND SUPPORT TO 60 ENTREPRENEURS, ALONG WITH SKILLS TRAINING AND JOB-SEEKING SERVICES TO HELP 570 YOUNG TIBETANS FIND WORK	





















	(Code) (Expenses \$ 1,021,548 including grants of \$) (Revenue \$)
NORTH AMERICA KNOWLEDGE MANAGEMENTTECHNOSERVE'S GOAL FOR ITS KNOWLEDGE INITIATIVE IS TO IMPROVE THE IMPACT AND EFFECTIVENESS OF THE ORGANIZATION AND OF INDIVIDUAL STAFF MEMBERS THROUGH THE CAPTURE AND SHARING OF EXPERIENCE AND LEARNING ACROSS THE ORGANIZATION AT THE SAME TIME, TECHNOSERVE SEEKS TO INFLUENCE THE BEHAVIOR OF OTHER ORGANIZATIONS AND DONORS TOWARDS GREATER IMPACT AND EFFECTIVENESS IN 2012, TECHNOSERVE'S KNOWLEDGE INITIATIVE FOCUSED ON TWO PRIMARY ACTIVITIES 1) IMPROVING OUR GLOBAL KNOWLEDGE PLATFORM TO ENABLE STAFF WORLDWIDE TO FIND AND ACCESS NEEDED TOOLS AND RESOURCES, AND 2) PROMOTING PRACTICE GROUPS TO CREATE CONNECTIONS, SHARE KNOWLEDGE AND ENCOURAGE INNOVATION AROUND PRIORITY TOPICS SPECIFICALLY, TECHNOSERVE'S KNOWLEDGE PLATFORM, WAS REDESIGNED AND ROLLED OUT TO STAFF WORLDWIDE A NEW SHARED LIBRARIES SYSTEM WAS STRUCTURED AND KEY CONTENT WAS ADDED, INCLUDING SUCH ITEMS AS INDUSTRY STRATEGIC PLANS (ISPS), EVALUATIONS AND CASE STUDIES KEY CONTENT MANAGERS ACROSS THE ORGANIZATION WERE IDENTIFIED AND TRAINING AND SUPPORT TO THEM BEGAN ON HOW TO STRUCTURE AND ADD RESOURCES TO THE PLATFORM FOUR PRACTICE GROUPS BECAME OPERATIONAL IN 2012, FOCUSING ON GENDER, ACCESS TO FINANCE (A2F), ENTREPRENEURSHIP AND INFORMATION TECHNOLOGY FOR DEVELOPMENT (ICT4D) ALL FOUR PRACTICE GROUPS HELD REGULAR KNOWLEDGE SHARING WEBINARS WITH GLOBAL STAFF AND HAVE CREATED ROBUST SHARED LIBRARIES WITH TOOLS AND RESOURCES TWO ADDITIONAL PRACTICE GROUPS ARE UNDER DEVELOPMENT, FOCUSING ON YOUTH AND ENVIRONMENT TECHNOSERVE'S PRACTICE GROUP LEADERS AND OTHER STAFF ACTIVELY PARTICIPATE IN EXTERNAL CONFERENCES AND WORKSHOPS ON THESE TOPICS AND OTHERS TO SHARE OUR LEARNINGS AND CONTRIBUTE TO IMPROVING BEST PRACTICE IN THE BROADER INDUSTRY ENTREPRENEURSHIPAS PART OF THE TECHNOSERVE FIVE YEAR STRATEGIC PLANNING PROCESS WE REFRESHED OUR ENTREPRENEURSHIP STRATEGY WE REALIZED THAT TO SCALE OUR ENTREPRENEURSHIP WORK, WE NEED TO NOT ONLY FOCUS ON SMALL AND GROWING BUSINESSES (SGBS) BUT WE NEED TO ALSO HELP ENTREPRENEURS AT THE BOTTOM OF THE PYRAMID AND TO HELP BUILD LARGE BUSINESSES WHICH ARE AT THE TOP OF THE PYRAMID AND IN TURN CREATE A LARGE NUMBER OF GOOD JOBS FOR THOSE AT THE BOTTOM ON THE PYRAMID OVER THE NEXT 5 YEARS WE BELIEVE WE CAN SIGNIFICANTLY SCALE OUR ENTREPRENEURSHIP IMPACT BY IMPLEMENTING GROUND BREAKING INTERVENTIONS IN BOTH ENTERPRISE DEVELOPMENT AND ENTERPRISE CREATION FOR ENTREPRENEURS AND BUSINESS REGARDLESS OF THEIR POSITION IN THE PYRAMID WE ALSO SEE THE POTENTIAL FOR SIGNIFICANTLY MORE IMPACT BY PARTNERING WHERE POSSIBLE WITH LOCAL ORGANIZATIONS WHO CAN FIND AND TRAIN ENTREPRENEURS MORE COST EFFECTIVELY OR EFFICIENTLY THAN WE CAN WHICH WILL ALLOW US TO FOCUS OUR INTERVENTIONS ON LARGER, PRE-QUALIFIED BUSINESSES AS FOR 2012 WE SAW NEW SIGNIFICANT GROWTH PARTICULARLY IN THE AREAS OF WOMEN AND YOUTH FOR EXAMPLE A CURRENT ASSESSMENT OF THE TOTAL NUMBER OF ENTERPRISING WOMEN AND GIRLS ACROSS ALL OF OUR ENTREPRENEURSHIP PROJECTS DURING THE NEXT THREE YEARS NOW EXCEEDS 60,000 TECHNOSERVE'S ENTREPRENEURSHIP PRACTICE RAISES THE MAJORITY OF ITS FUNDING FROM CORPORATIONS AND FOUNDATIONS IN 2012 WE SAW INCREASED INTEREST AND FUNDING FROM LOCAL GOVERNMENTS DUE TO THEIR DESIRE TO IMPROVE THEIR ECONOMIC CLIMATE AND CREATE JOBS - ESPECIALLY AMONG VULNERABLE YOUNG PEOPLE	

4d	Other program services (Describe in Schedule O)
	(Expenses \$ 2,223,415 including grants of \$ 29,695) (Revenue \$)

4e	Total program service expenses ▶ 60,061,207
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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 	1 Yes	
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)? 	2 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	3	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	4	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	5	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 	6	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 	7	No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III 	8	No
9 Did the organization report an amount in Part X, line 21 for escrow or custodial account liability, 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 	9	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 	10	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. 	11a 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 	11b	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 	11c	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 	11d	No
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X 	11e 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 	11f Yes	
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII 	12a 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 and XII is optional 	12b	No
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	No
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a 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, Parts I and IV 	14b 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 United States? If "Yes," complete Schedule F, Parts II and IV 	15 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 United States? If "Yes," complete Schedule F, Parts III and IV 	16	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 (see instructions)	17 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 	18	No
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 	19	No
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a	No
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b	

Part IV

Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants and other assistance to any government or organization 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, line 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 lines 24b through 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, highest 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 employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <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 direct or indirect 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, Part II, III, or IV, and Part V, line 1</i>	34	Yes	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	Yes	
b	If 'Yes' to line 35a, 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 11b 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

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable	76	
1b	Enter the number of Forms W-2G included in line 1a Enter -0- if not applicable	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, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	154
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, securities account, or other financial 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 as charitable contributions?	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. See the instructions for additional information the organization must report on Schedule O	13a	
b	Enter the 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 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	27	
If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O			
1b	Enter the number of voting members included in line 1a, above, who are independent	27	
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
7b	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		
8a	The governing body?	8a	Yes
8b	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
10b	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
11b	Describe in Schedule O the process, if any, used by the organization to review this Form 990		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes
12b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes
12c	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?		
15a	The organization's CEO, Executive Director, or top management official	15a	Yes
15b	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
16b	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 <input type="checkbox"/> Other (explain in Schedule O)
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 during the tax year	
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 (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 all of the organization's **current** key employees, if any. See instructions for definition of "key employee."

- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations

- List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations

- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

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 organization compensated any current officer, director, or trustee

[illegible]

Part VII

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(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			
1b Sub-Total										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)							2,681,941	0	444,831	

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization ▶59

		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) Name and business address	(B) Description of services	(C) Compensation
DOBBIN INTERNATIONAL INC 11635 CHARTER OAK CT SIDE RESTON VA 20190	CONSULTING SERVICES	1,182,000
MAL WARWICK ASSOCIATES 2550 NINTH STREET SUITE 103 BERKELEY CA 94710	CONSULTING SERVICES	967,119
NEGUS ASSOCIATES 1725 I STREET NW STE 300-4 WASHINGTON DC 20006	CONSULTING SERVICES	234,227
MCGLADREY & PULLEN LLP 5155 PAYSHERE CIRCLE CHICAGO IL 60674	AUDITING SERVICES	124,970
KITE INC 102 WEST ROY ST SEATTLE WA 98119	CONSULTING SERVICES	116,085

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 ►6

Part VIII

Statement of Revenue

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

			(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			
	d	Related organizations	1d			
	e	Government grants (contributions)	1e	21,995,453		
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	46,642,850		
	g	Noncash contributions included in lines 1a-1f \$				
	h	Total. Add lines 1a-1f		68,638,303		
Program Service Revenue	2a	PROJECT FEES	Business Code 900099	2,823	2,823	
	b					
	c					
	d					
	e					
	f	All other program service revenue				
	g	Total. Add lines 2a-2f		2,823		
	Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		87,963	
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		
b		Less cost or other basis and sales expenses	751,613			
c		Gain or (loss)	665,725			
d		Net gain or (loss)	85,888		85,888	
8a		Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18	a			
b		Less direct expenses	b			
c		Net income or (loss) from fundraising events . .				
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	230,084		230,084	
b						
c						
d	All other revenue					
e	Total. Add lines 11a-11d		230,084			
12	Total revenue. See Instructions		69,045,061	2,823	0	403,935

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).

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.	2,858,923	2,858,923		
4	Benefits paid to or for members.				
5	Compensation of current officers, directors, trustees, and key employees.	2,340,649	1,411,153	927,263	2,233
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.	20,246,651	16,955,205	3,012,673	278,773
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).	2,052,344	1,668,818	357,993	25,533
9	Other employee benefits.	8,083,074	6,883,865	1,115,940	83,269
10	Payroll taxes.	1,431,298	1,163,828	249,663	17,807
11	Fees for services (non-employees):				
a	Management.				
b	Legal.	195,530	142,585	52,945	
c	Accounting.	247,461	103,363	144,098	
d	Lobbying.				
e	Professional fundraising services. See Part IV, line 17.	967,119			967,119
f	Investment management fees.				
g	Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O).	11,531,301	10,716,001	745,789	69,511
12	Advertising and promotion.	176,470	170,390	1,080	5,000
13	Office expenses.	2,712,395	2,218,341	466,532	27,522
14	Information technology.	1,052,404	833,467	218,937	
15	Royalties.				
16	Occupancy.	1,927,414	1,207,615	719,799	
17	Travel.	6,595,173	6,042,261	498,544	54,368
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.	1,046,925	1,036,559	10,366	
23	Insurance.				
24	Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O).				
a	OTHER PASSTHROUGH EXPENSES	3,776,616	3,323,775	407,830	45,011
b	AUTO EXPENSES	3,333,992	3,325,058	8,236	698
c					
d					
e	All other expenses				
25	Total functional expenses. Add lines 1 through 24e.	70,575,739	60,061,207	8,937,688	1,576,844
26	Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720).				

Part X

Balance Sheet

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

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				(A)		(B)
				Beginning of year		End of year
Assets	1	Cash—non-interest-bearing		23,650	1	21,264
	2	Savings and temporary cash investments		35,910,934	2	44,902,280
	3	Pledges and grants receivable, net		6,566,510	3	7,640,200
	4	Accounts receivable, net		386,570	4	763,880
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) Complete Part II of Schedule L			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use		435,171	8	417,771
	9	Prepaid expenses and deferred charges		1,352,050	9	1,146,176
	10a	Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	10a8,901,706			
	b	Less accumulated depreciation	10b6,811,414	2,811,008	10c	2,090,292
	11	Investments—publicly traded securities			11	
	12	Investments—other securities See Part IV, line 11		258,717	12	274,280
	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)		47,744,610	16	57,256,143
Liabilities	17	Accounts payable and accrued expenses		1,364,443	17	2,639,829
	18	Grants payable			18	
	19	Deferred revenue		37,789,645	19	47,122,156
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability Complete Part IV of Schedule D			21	
	22	Loans and other 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		3,242,003	25	3,742,625
	26	Total liabilities. Add lines 17 through 25		42,396,091	26	53,504,610
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.					
	27	Unrestricted net assets		3,054,966	27	1,976,471
	28	Temporarily restricted net assets		2,293,553	28	1,775,062
	29	Permanently restricted net assets			29	
	Organizations that do not follow SFAS 117 (ASC 958), 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		5,348,519	33	3,751,533
	34	Total liabilities and net assets/fund balances		47,744,610	34	57,256,143

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	69,045,061
2	Total expenses (must equal Part IX, column (A), line 25)	2	70,575,739
3	Revenue less expenses Subtract line 2 from line 1	3	-1,530,678
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	5,348,519
5	Net unrealized gains (losses) on investments	5	17,162
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	-83,470
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	3,751,533

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? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		No
2b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited 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 separate basis	Yes	
2c	If "Yes," to line 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	
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	
3b	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

2012

Open to Public
Inspection

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

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

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

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

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

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)

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

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)

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

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)

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

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

Type I Type II Type III - Functionally integrated Type III - Non-functionally integrated

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)

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

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 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?

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 monetary support
			Yes	No	Yes	No	Yes	No	
Total									

Part II

Support Schedule for Organizations Described in Sections 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) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")	41,598,994	46,823,419	52,080,913	55,744,636	68,638,303	264,886,265
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	41,598,994	46,823,419	52,080,913	55,744,636	68,638,303	264,886,265
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)						66,745,539
6 Public support. Subtract line 5 from line 4						198,140,726

Section B. Total Support						
Calendar year (or fiscal year beginning in) ▶	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
7 Amounts from line 4	41,598,994	46,823,419	52,080,913	55,744,636	68,638,303	264,886,265
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	49,144	268,135	255,376	102,748	87,963	763,366
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV.)		153,464	184,477	201,840	230,084	769,865
11 Total support (Add lines 7 through 10)						266,419,496
12 Gross receipts from related activities, etc. (see instructions)					12	802,620
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 2012 (line 6, column (f) divided by line 11, column (f))	<table><tr><td>14</td><td>74 370 %</td></tr><tr><td>15</td><td>76 090 %</td></tr></table>	14	74 370 %	15	76 090 %
14	74 370 %					
15	76 090 %					
15	Public support percentage for 2011 Schedule A, Part II, line 14					
16a	33 1/3% support test—2012. 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	<input type="checkbox"/>				
b	33 1/3% support test—2011. If the organization did not check a 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	<input type="checkbox"/>				
17a	10%-facts-and-circumstances test—2012. 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	<input type="checkbox"/>				
b	10%-facts-and-circumstances test—2011. 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	<input type="checkbox"/>				
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	<input type="checkbox"/>				

Part IIISupport Schedule for Organizations Described in Section 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) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(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) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(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 2012 (line 8, column (f) divided by line 13, column (f))	15	
16 Public support percentage from 2011 Schedule A, Part III, line 15	16	

Section D. Computation of Investment Income Percentage		
17 Investment income percentage for 2012 (line 10c, column (f) divided by line 13, column (f))	17	
18 Investment income percentage from 2011 Schedule A, Part III, line 17	18	
19a 33 1/3% support tests—2012. 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—2011. 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.** Complete this part to provide the explanations required by Part II, line 10; Part II, line 17a or 17b; and Part III, line 12. Also complete this part for any additional information. (See instructions).

Facts And Circumstances Test

Explanation

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

OMB No 1545-0047

2012

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 can 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 education)☐ Preservation of an historically important land area☐ Protection of natural habitat☐ Preservation of a certified historic structure☐ Preservation of open space

2

Complete lines 2a through 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, and not on a historic structure listed in the National Register

3

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax 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 section 170(h)(4)(B)(ii)?

☐ Yes☐ No

9

In Part XIII, 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 (ASC 958), 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 XIII, the text of the footnote to its financial statements that describes these items

b

If the organization elected, as permitted under SFAS 116 (ASC 958), 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 (ASC 958) relating to these items

a

Revenues included in Form 990, Part VIII, line 1

▶\$ _____

b

Assets included in Form 990, Part X

▶\$ _____

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Cat No 52283D

Schedule D (Form 990) 2012

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

3

Using the organization's acquisition, 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 XIII

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 XIII and complete the following table

c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance

	Amount
1c	
1d	
1e	
1f	

2a

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

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIII Check here if the explanation has been provided in Part XIII

☐

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

	(a)Current year	(b)Prior year	b (c)Two years back	(d)Three years back	(e)Four years back
1a	Beginning of year balance				
b	Contributions				
c	Net investment earnings, gains, and 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 current year end balance (line 1g, column (a)) held as

a

Board designated or quasi-endowment

b

Permanent endowment

c

Temporarily restricted endowment

The percentages in lines 2a, 2b, and 2c should equal 100%

3a

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

(i)

unrelated organizations

(ii)

related organizations

b

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

	Yes	No
3a(i)		
3a(ii)		
3b		

4

Describe in Part XIII 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	151,219	405,120
c	Leasehold improvements			
d	Equipment	6,678,024	5,766,313	911,711
e	Other	1,667,343	893,882	773,461
Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				2,090,292

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return				
1	Total revenue, gains, and other support per audited financial statements		1	74,364,135
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12			
a	Net unrealized gains on investments	2a	17,162	
b	Donated services and use of facilities	2b	5,268,220	
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII)	2d	33,692	
e	Add lines 2a through 2d		2e	5,319,074
3	Subtract line 2e from line 1		3	69,045,061
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 XIII)	4b		
c	Add lines 4a and 4b		4c	0
5	Total revenue Add lines 3 and 4c. (This must equal Form 990, Part I, line 12)		5	69,045,061

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return				
1	Total expenses and losses per audited financial statements		1	75,843,959
2	Amounts included on line 1 but not on Form 990, Part IX, line 25			
a	Donated services and use of facilities	2a	5,268,220	
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII)	2d		
e	Add lines 2a through 2d		2e	5,268,220
3	Subtract line 2e from line 1		3	70,575,739
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 XIII)	4b		
c	Add lines 4a and 4b		4c	0
5	Total expenses Add lines 3 and 4c. (This must equal Form 990, Part I, line 18)		5	70,575,739

Part XIII 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, line 2, Part XI, lines 2d and 4b, and Part XII, 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, LINE 2	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, 2012. 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 2009.
PART XI, LINE 2D - OTHER ADJUSTMENTS		GAIN (OR LOSS) ON EXCHANGE 33,692

SCHEDULE F
(Form 990)

Department of the Treasury
Internal Revenue Service

Statement of Activities Outside the United States

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

OMB No 1545-0047

2012

Open to Public
Inspection

Name of the organization
TECHNOSERVE INC

Employer identification number
13-2626135

Part I

General Information on Activities Outside the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 14b.

- 1 For grantmakers. Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☒ Yes ☐ No
- 2 For grantmakers. Describe in Part V the organization's procedures for monitoring the use of grant funds outside the United States.
- 3 Activites per Region (The following Part I, line 3 table can be duplicated if additional space is needed)

(a) Region	(b) Number of offices in the region	(c) Number of employees, agents, and independent contractors in region	(d) Activities conducted in region (by type) (e g , fundraising, program services, investments, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in region	(f) Total expenditures for and investments in region
CENTRAL AMERICA AND THE CARIBBEAN	5	72	PROGRAM SERVICE	AG ASSISTANCE	6,148,016
CENTRAL AMERICA AND THE CARIBBEAN			GRANTMAKING		188,608
NORTH AMERICA	3	76	PROGRAM SERVICE	AG ASSISTANCE	1,021,548
SOUTH AMERICA	4	36	PROGRAM SERVICE	AG ASSISTANCE	3,275,864
SOUTH AMERICA			GRANTMAKING		438,790
SOUTH ASIA	1	57	PROGRAM SERVICE	AG ASSISTANCE	1,172,172
SOUTH ASIA			GRANTMAKING		29,695
SUB-SAHARAN AFRICA	13	892	PROGRAM SERVICE	AG ASSISTANCE	45,584,683
SUB-SAHARAN AFRICA			GRANTMAKING		2,201,830
3a Sub-total	26	1,133			57,859,376
b Total from continuation sheets to Part I	0	0			2,201,830
c Totals (add lines 3a and 3b)	26	1,133			60,061,206

Part II **Grants and Other Assistance to Organizations or Entities Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 15, for any recipient who received more than \$5,000. Part II can be duplicated if additional space is needed.

[illegible]

2 Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter ► 28

3 Enter total number of other organizations or entities 0

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.
Part III can be duplicated 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, Return by a U.S. Transferor of Property to a Foreign Corporation (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, Annual Return to Report Transactions with Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U.S. Owner (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

Supplemental Information

Complete this part to provide the information required by Part I, line 2 (monitoring of funds); Part I, line 3, column (f) (accounting method; amounts of investments vs. expenditures per region); Part II, line 1 (accounting method); Part III (accounting method); and Part III, column (c) (estimated number of recipients), as applicable. Also complete this part to provide any additional information (see instructions).

[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	BPC AWARDS/PRIZES	55,000	CHECKS			
		CENTRAL AMERICA AND THE CARIBBEAN	BPC AFTER CARE	20,000	CHECKS			
		CENTRAL AMERICA AND THE CARIBBEAN	OTHER DISBURSEMENTS	50,645	CHECKS			
		CENTRAL AMERICA AND THE CARIBBEAN	LOCAL NGO'S	57,967	CHECKS			
		SOUTH AMERICA	BPC AWARDS/PRIZES	92,726	WIRE TRANSFER / CHECKS			
		SOUTH AMERICA	BPC AWARDS/PRIZES	29,842	CHECKS			
		SOUTH AMERICA	LOCAL INSTITUTIONS	316,222	CHECKS			
		SOUTH ASIA	SEED CAPITAL	9,695	CHECKS			
		SOUTH ASIA	INTERNATIONAL NGO'S	20,000	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	INTERNATIONAL NGO'S	17,390	CHECKS			
		SUB-SAHARAN AFRICA	BPC AWARDS/PRIZES	5,185	CHECK			
		SUB-SAHARAN AFRICA	OTHER DISBURSEMENTS	20,000	CHECK			
		SUB-SAHARAN AFRICA	LOCAL INSTITUTIONS	98,757	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	OTHER DISBURSEMENTS	25,000	CHECKS			
		SUB-SAHARAN AFRICA	INTERNATIONAL NGO'S	537,486	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	LOCAL NGO'S	7,496	CHECKS			
		SUB-SAHARAN AFRICA	SEED CAPITAL	8,856	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	OTHER DISBURSEMENTS	17,406	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	LOCAL INSTITUTIONS	29,976	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	SEED CAPITAL	147,864	CHECKS			
		SUB-SAHARAN AFRICA	LOCAL NGO'S	85,294	WIRE TRANSFER / CHECKS			
		SUB-SAHARAN AFRICA	INTERNATIONAL NGO'S	10,000	CHECKS			
		SUB-SAHARAN AFRICA	OTHER DISBURSEMENTS	63,643	CHECKS			
		SUB-SAHARAN AFRICA	INTERNATIONAL NGO'S	100,000	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	INTERNATIONAL NGO'S	642,623	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	SEED CAPITAL	168,103	CHECKS			
		SUB-SAHARAN AFRICA	LOCAL NGO'S	121,665	WIRE TRANSFER			
		SUB-SAHARAN AFRICA	LOCAL INSTITUTIONS	91,764	CHECKS			

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. Form 990-EZ filers are not required to complete this part.
▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No 1545-0047

2012

Open to Public
Inspection

Name of the organization TECHNOSERVE INC	Employer identification number 13-2626135
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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	<input checked="" type="checkbox"/> Mail solicitations	e	<input checked="" type="checkbox"/> Solicitation of non-government grants
b	<input checked="" type="checkbox"/> Internet and email solicitations	f	<input checked="" type="checkbox"/> Solicitation of government grants
c	<input type="checkbox"/> Phone solicitations	g	<input checked="" type="checkbox"/> Special fundraising events
d	<input checked="" type="checkbox"/> In-person solicitations		
- 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

(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			
MAL WARWICK 2550 NINTH STREET SUITE 103 BERKELEY, CA 94710	DIRECT MAIL CAMPAIGN		No	1,329,917	967,119	362,798
Total ▶				1,329,917	967,119	362,798

- 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 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other events	(d) Total events (add col (a) through col (c))
		(event type)	(event type)	(total number)	
Revenue	1	Gross receipts			
	2	Less Contributions . . .			
	3	Gross income (line 1 minus line 2)			
Direct Expenses	4	Cash prizes			
	5	Noncash prizes . . .			
	6	Rent/facility costs . . .			
	7	Food and beverages .			
	8	Entertainment			
	9	Other direct expenses .			
	10	Direct expense summary Add lines 4 through 9 in column (d) ▶			
	11	Net income summary Combine line 3, column (d), and line 10 ▶			

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			
	2	Cash prizes			
	3	Non-cash prizes			
	4	Rent/facility costs			
	5	Other direct expenses . . .			
Direct Expenses	6	Volunteer labor			
	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 _____

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 Enter 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 of the third party

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

Supplemental Information. Complete this part to provide the explanations required by Part I, line 2b, columns (iii) and (v), and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also complete this part to provide any additional information (see instructions).

Identifier	Return Reference	Explanation
COLUMN (V) PAYMENT TO FUNDRAISER	SCHEDULE G, PART I, LINE 2	MAL WARWICK WAS RETAINED AS FUNDRAISING COUNSEL FOR TECHNOSERVE'S DIRECT MAIL & PRINTING PROGRAM ALL CONTRIBUTIONS ARE DELIVERED DIRECTLY TO TECHNOSERVE TECHNOSERVE PAYS MAL WARWICK DIRECTLY FOR ITS ADVISORY AND PRINTING SERVICES

Schedule J
(Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

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.

OMB No 1545-0047

2012

Open to Public Inspection

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"/> Travel for companions</div><div><input checked="" type="checkbox"/> Tax idemnification and gross-up payments</div><div><input type="checkbox"/> Discretionary spending account</div><div><input checked="" type="checkbox"/> Housing allowance or residence for personal use</div><div><input type="checkbox"/> Payments for business use of personal residence</div><div><input type="checkbox"/> Health or social club dues or initiation fees</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 of 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 filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III. <div><div><input checked="" type="checkbox"/> Compensation committee</div><div><input checked="" type="checkbox"/> Independent compensation consultant</div><div><input type="checkbox"/> Form 990 of other organizations</div><div><input type="checkbox"/> Written employment contract</div><div><input checked="" type="checkbox"/> Compensation survey or study</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: <div><div>a Receive a severance payment or change-of-control payment?</div><div>b Participate in, or receive payment from, a supplemental nonqualified retirement plan?</div><div>c Participate in, or receive payment from, an equity-based compensation arrangement?</div></div> If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.	4a		No
		4b		No
		4c		No
5	Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9. 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: <div><div>a The organization?</div><div>b Any related organization?</div></div> If "Yes," to line 5a or 5b, describe in Part III.	5a		No
		5b		No
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: <div><div>a The organization?</div><div>b Any related organization?</div></div> If "Yes," to line 6a or 6b, describe in Part III.	6a		No
		6b		No
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 Regulations 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 duplicate copies if additional space is 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, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(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 as deferred in prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
See Additional Data Table								

Part IIISupplemental Information

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II
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 \$46,163 JOHN WALTER \$18,000 HILLARY MILLER \$37,750 KINDRA HALVORSON \$38,500 NICK RAILSTON-BROWN \$51,000 ANNUAL TRAVEL ALLOWANCE TECHNOSERVE WILL ASSIST THE ASSIGNEE (EXPATRIATE OR THIRD COUNTRY NATIONAL EMPLOYEE WORKING OVERSEAS) AND THEIR FAMILY RESIDING AT POST (UP TO A MAXIMUM AGE OF 18) WITH AN ANNUAL ALLOWANCE (TO ASSIST WITH ONE TRIP ONLY), SHOULD THEY DECIDE TO TAKE TIME AWAY FROM THEIR POST THIS ALLOWANCE IS PAID BASED ON ACTUAL EXPENSES INCURRED, UP TO CERTAIN LIMITS THE MAXIMUM ANNUAL REIMBURSABLE AMOUNT IS \$1750 PER ELIGIBLE ASSIGNEE AND/OR DEPENDENT THESE ALLOWANCES APPLY TO EITHER ECONOMY CLASS AIRFARE OR THE REIMBURSEMENT OF MILEAGE FOR ASSIGNEES LIKE OTHER ALLOWANCES, THIS PAYMENT MAY BE SUBJECT TO TAXATION

Software ID:

Software Version:

EIN: 13-2626135

Name: TECHNOSERVE INC

Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) 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 compensation				
BRUCE MCNAMER	(i)	324,260	56,025	690	30,000	9,419	420,394	0
	(ii)	0	0	0	0	0	0	0
GEORGE SCHUTTER	(i)	211,504	0	300	26,019	25,724	263,547	0
	(ii)	0	0	0	0	0	0	0
TIMOTHY MCLELLAN	(i)	213,931	0	450	26,149	24,378	264,908	0
	(ii)	0	0	0	0	0	0	0
DAVID BROWNING	(i)	212,913	0	450	25,632	3,000	241,995	0
	(ii)	0	0	0	0	0	0	0
SIMON WINTER	(i)	222,006	0	690	27,369	26,471	276,536	0
	(ii)	0	0	0	0	0	0	0
STACEY DAVES-OHLIN	(i)	151,658	0	450	18,918	26,170	197,196	0
	(ii)	0	0	0	0	0	0	0
BRENT HABIG	(i)	160,073	0	175,740	19,800	19,671	375,284	0
	(ii)	0	0	0	0	0	0	0
JOHN WALTER	(i)	163,721	0	100,903	20,041	13,053	297,718	0
	(ii)	0	0	0	0	0	0	0
KINDRA HALVORSON	(i)	160,605	0	81,455	19,024	19,661	280,745	0
	(ii)	0	0	0	0	0	0	0
NICHOLAS RAILSTON-BROWN	(i)	127,692	0	106,757	11,884	17,431	263,764	0
	(ii)	0	0	0	0	0	0	0
HILLARY MILLER	(i)	125,863	0	83,805	15,603	19,414	244,685	0
	(ii)	0	0	0	0	0	0	0

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.

OMB No 1545-0047

2012

Open to Public Inspection

Name of the organization
TECHNOSERVE INC

Employer identification number
13-2626135

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 REVIEWED 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
OTHER FEES	FORM 990, PART IX, LINE 11G	PROFESSIONAL SERVICES PROGRAM SERVICE EXPENSES 10,716,001 MANAGEMENT AND GENERAL EXPENSES 745,789 FUNDRAISING EXPENSES 69,511 TOTAL EXPENSES 11,531,301
CHANGES IN NET ASSETS OR FUND BALANCES	FORM 990, PART XI, LINE 9	CURRENCY TRANSLATION ADJUSTMENT -117,162 GAIN ON EXCHANGE 33,692
	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 2012	FORM 990, PART I, LINE 5	TECHNOSERVE WORLDWIDE NUMBER OF EMPLOYEES DURING THE 2012 IS 1,133, PART I LINE 5 SHOWS 154, 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

2012

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" to Form 990, Part IV, line 33.)					
(a) Name, address, and EIN (if applicable) 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" to 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 entity?	
						Yes	No
See Additional Data Table							

Part III

Identification of Related Organizations Taxable as a Partnership (Complete if the organization answered "Yes" to 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" to 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	(i) Section 512 (b)(13) controlled entity?	
								Yes	No

Part V

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

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

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 or (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 Dividends from related organization(s)

g Sale of assets to related organization(s)

h Purchase of assets from related organization(s)

i Exchange of assets with related organization(s)

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

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

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

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

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

o Sharing of paid employees with related organization(s)

p Reimbursement paid to related organization(s) for expenses

q Reimbursement paid by related organization(s) for expenses

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

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

Yes

No

1a

No

1b

No

1c

No

1d

No

1e

No

1f

No

1g

No

1h

No

1i

No

1j

No

1k

No

1l

No

1m

No

1n

No

1o

No

1p

No

1q

No

1r

No

1s

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-s)	(c) Amount involved	(d) Method of determining amount involved

Schedule R (Form 990) 2012

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	
(1) TECHNO NICARAGUA OFIPLAZA EL RETIRO SUITE 537 ROTO MANAGUA NU	DEVELOPMENT	NU	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
(2) TECHNOSERVE SWAZILAND 4TH FLOOR LILUNGA HOUSE SOMHOLO R MBABANE WZ	DEVELOPMENT	WZ	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
(3) COMMUNITY ENTERPRISE DEVELOPMENT AND INVESTMENT TRUST 4TH FLOOR LILUNGA HOUSE SOMHOLO R MBABANE WZ	TRUST	WZ	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
(4) TECHNOSERVE SOUTH AFRICA 13TH FLOOR METAL BOX BUILDING 25 O AUKLAND PARK SF	DEVELOPMENT	SF	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
(5) FOUNDACION TECHNOSERVE CALLE 94 NO 16-09 NO 206 BOGATA CO	DEVELOPMENT	CO	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
(6) MAPATO MRIKAU STREET PLOT 887 DAR ES SALAAM TZ	LOAN GUARANTEES	TZ	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
(7) FUNDACION TECHNOSERVE CHILE AV APOQUINDO 3721 PISO 13 SANTIAGO CI	DEVELOPMENT	CI	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
(8) TECHNOSERVE - COTE D'IVOIRE ABIDJAN PLATEAU 6 RUE PARIS VILLA ABIDJAN IV	DEVELOPMENT	IV	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
(9) TECHNOSERVE SOLUTIONS TO POVERTY LTDGTE PLOT 1708A OLUGBOSI CLOSE OFF BISH NI	DEVELOPMENT	NI	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
(10) TECHNOSERVE ZAMBIA LIMITED BASE OFFICE PARK PLOT 35184 ALICK ZA	DEVELOPMENT	ZA	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	
(11) TSERV SOLUCIONES PARA LA POBREZA AC PORFIRIO DIAZ NUM 102 COL DEL VALLE 03100 MX	DEVELOPMENT	MX	FOREIGN NGO	FOREIGN NGO	TECHNOSERVE INC	Yes	

Additional Data

Software ID:

Software Version:

EIN: 13-2626135

Name: TECHNOSERVE INC

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 (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(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	10 00	X		X				0	0	0
JOHN B CARON VICE CHAIRMAN	3 00	X		X				0	0	0
PETER A FLAHERTY VICE CHAIRMAN	2 50	X		X				0	0	0
JENNIFER BULLARD BROGGINI SECRETARY	3 00	X		X				0	0	0
SUSANNE NORA JOHNSON TREASURER	3 00	X		X				0	0	0
GERALD BALDWIN DIRECTOR	1 50	X						0	0	0
THOMAS C BARRY DIRECTOR	1 00	X						0	0	0
TITUS BRENNINKMEIJER DIRECTOR	1 00	X						0	0	0
BETH A BROOKE DIRECTOR	1 00	X						0	0	0
MICHAEL J BUSH DIRECTOR	2 50	X						0	0	0
ROBERT B CALHOUN DIRECTOR	1 00	X						0	0	0
ALAN COHEN DIRECTOR	1 00	X						0	0	0
LAURA CORB DIRECTOR	1 00	X						0	0	0
OKEY ENELAMAH DIRECTOR	1 00	X						0	0	0
HARVEY HELLER DIRECTOR	1 00	X						0	0	0
RACHEL HINES DIRECTOR	2 00	X						0	0	0
BRUCE HEEREMA DIRECTOR	2 00	X						0	0	0
AEDHMAR HYNES DIRECTOR	1 00	X						0	0	0
CHARLIE MOORE DIRECTOR	1 00	X						0	0	0
ALI A MUFURUKI DIRECTOR	1 00	X						0	0	0
MEGHAN O'SULLIVAN DIRECTOR	1 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	1 00	X						0	0	0
SCOTT PORTNOY DIRECTOR	1 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 (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(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			
BONNIE E RAQUET DIRECTOR	1 50	X						0	0	0
JERRY A RIESSEN DIRECTOR	1 50	X						0	0	0
BRUCE MCNAMER PRESIDENT & CEO	40 00			X				380,975	0	39,419
GEORGE SCHUTTER CFO	40 00			X				211,804	0	51,743
TIMOTHY MCLELLAN COO	40 00				X			214,381	0	50,527
DAVID BROWNING SENIOR VP COFFEE INITIATIV	40 00				X			213,363	0	28,632
SIMON WINTER SENIOR VP DEVELOPMENT	40 00				X			222,696	0	53,840
STACEY DAVES-OHLIN GENERAL COUNSEL	40 00				X			152,108	0	45,088
BRENT HABIG REGIONAL DIRECTOR	40 00					X		335,813	0	39,471
JOHN WALTER COUNTRY DIRECTOR	40 00					X		264,624	0	33,094
KINDRA HALVORSON REGIONAL DIRECTOR	40 00					X		242,060	0	38,685
NICHOLAS RAILSTON-BROWN COUNTRY DIRECTOR	40 00					X		234,449	0	29,315
HILLARY MILLER REGIONAL DIRECTOR	40 00					X		209,668	0	35,017