



**COMPATIBLE
TECHNOLOGY**
INTERNATIONAL

2010 ANNUAL REPORT



Our Vision

A world in which all people have adequate nutritious food and clean water.

For nearly 30 years, nonprofit Compatible Technology International (CTI) has been helping people in developing countries pull themselves out of extreme poverty and hunger. By designing and distributing life-saving food and water devices, CTI provides the world's poorest populations with the tools they need to feed and support themselves.

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Dear Friends,

As we look back on 2010, we are thankful for the phenomenal support we've had from our donors, from whose compassion during the past year has given thousands of Nicaraguans clean drinking water, and communities around the world better nutrition and increased incomes. We're also thankful for our inventive volunteers, past and present, whose foresight has positioned CTI at the center of the future of international development.

Many experts are finally recognizing what CTI's volunteers and donors have long believed, that ***“helping the poorest small-holder farmers grow more crops and get them to market is the single most powerful lever for reducing hunger and poverty”***, as Bill Gates stated at the World Food Prize in Des Moines, IA in October 2009. Reflective of this new paradigm, development institutions and foundations, including The McKnight Foundation, are reaching out to CTI for simple tools that can raise the standard of living for the two-thirds of the world's poor who work in agriculture.

Our mission remains, with your support, to help rural communities become increasingly self sustainable. Together, we are empowering impoverished communities to free themselves from hunger and poverty. Thank you to our volunteers, supportive friends and partners, for an extraordinary year of growth and impact.



Roger Salway
CTI Executive Director

Gary Ballman
CTI Board Chair

Transforming Haiti from Dependency to Development



CTI volunteer Sam Usem visiting with orphans who were taken in by a member of the Sonje Ayiti women's co-op.

“This is not relief, but development and empowerment, thanks to Compatible Technology International.”

– Gabrielle Vincent, Country Director for Sonje Ayiti

The catastrophic earthquake that hit Haiti in January 2010 displaced more than a million people, with many of them fleeing to Haiti's countryside looking for food, water, and relief from the destruction. The influx of refugees has put added pressure on rural communities that were already struggling to feed themselves.

To help Haitians move from dependency to development, We are forging partnerships with organizations that complement our efforts to alleviate hunger and poverty. CTI is collaborating with Feed My Starving Children (FMSC), the Minnesota-based hunger relief organization, to identify communities near their partner feeding sites that can use simple, post harvest technologies to produce more nutritious food and generate incomes.



- At Northwest Haiti Christian Mission (NWHCM), CTI grinders have been made available to people in a number of communities, freeing them from a two to three hour walk to the nearest commercial miller. Communities typically grind corn and sorghum to use in their daily cooking.
- In Jeremie, a grinder was given to a family of 10 who had fled Port au Prince and had no means of support. They are now producing cornmeal and peanut paste, both for their own consumption and to sell in the market. The proceeds from the market sales enable the children to attend school and have hope for the future.
- A women's cooperative supported by the nonprofit, Sonje Ayiti, has created a micro-enterprise, "Cocoa d'Haiti", which uses CTI grinders to process roasted cocoa beans into chocolate. Prior to receiving the

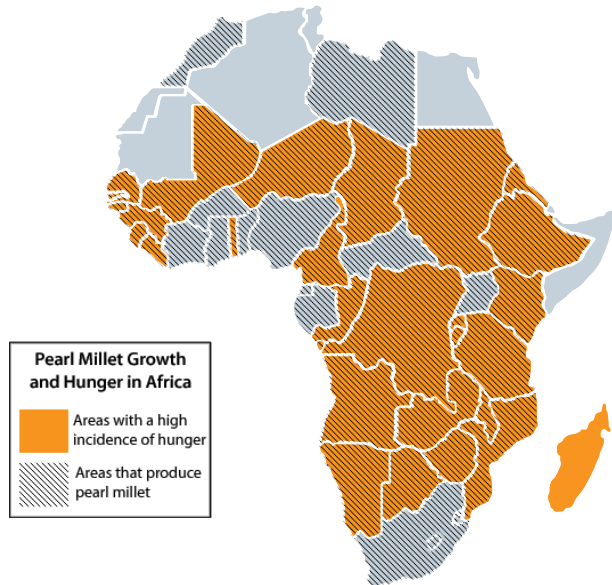
grinders, the women had to transport the beans to a commercial grinder, pay to have them ground, and then bring the cocoa paste back to their workshop. Now they are able to complete the entire process in one spot, saving the women both time and precious funds.

Thanks to these collaborations and the work of many skilled, compassionate and dedicated workers, the people of Haiti are being provided with the tools and training necessary to help lift them up out of the despair and sense of hopelessness that followed the devastating earthquake.

- **80%** of Haitians live in poverty
- Haiti imports between **57** and **80%** of its food
- Rural households in Haiti spend between **60** and **70%** of their income on food

Rescuing an “Orphan” Grain

CTI thresher & winnower doubles farmers’ pearl millet yield



For several years, Compatible Technology International has been developing a technology to help families, who depend on pearl millet, process their grain more efficiently. We are now just months away from having a field-ready version that could potentially be used by millions of farmers throughout Africa and Asia.

Unknown to many in the developed world, pearl millet is a highly-nutritious cereal grain that has adapted to thrive in climates with extreme heat and drought. Although millions of the world’s poorest populations depend on pearl millet for their livelihoods, it is often called a “lost” or “orphan” crop because little has been done to improve its production for subsistence farmers. In fact, impoverished pearl millet farmers lose much of their grain after harvest, when it is threshed, winnowed, and ground into flour by hand using rudimentary processing tools.

Left: Women thresh pearl millet by beating the stalks against the ground or breaking them apart with a mortar and pestle.

Right: The grain is separated from the chaff by winnowing in the wind. Next, flour is ground by hand in a mortar and pestle made from a hollowed-out log.

After all this effort, this process often results in as much as 60% of the harvest being lost.

In December 2009, we conducted a proof-of-concept trial of our thresher and winnower with farmers in Mali. The results were astonishing. Using the CTI thresher and winnower, we were able to capture 90% of the pearl millet harvest in less than an hour. This is akin to nearly doubling the yield with no additional input of seed, fertilizer or water—and doing it in a fraction of the time.

In early 2011, working with a variety of organizations on the ground, a dozen threshers and winnowers will be shipped to several countries in Africa, including Mali, Senegal and Tanzania for field testing. We are developing a micro-enterprise business model and looking for micro-finance partners to help us get these devices into as many farmers' hands as possible.



Demonstrating the thresher prototype in rural Mali.

Working together to provide safe drinking water

Communities in rural Nicaragua gain access to clean drinking water through chlorination technology



CTI Board Member, Jorge Fernandez, and employees of the Nicaragua Ministry of Health inspect a water tank equipped with a CTI chlorinator in rural Nicaragua.

The World Health Organization has stated that no intervention has greater overall impact upon national development and public health than the provision of safe drinking water and the proper disposal of human waste. The chlorination of drinking water sources that began in the early 20th century around the world has been a major advancement in human health, but one that has not yet reached many rural areas of the developing world. At the request of Nicaraguan nationals, in 1998 CTI developed the CTI-8, a simple water chlorination device designed to correct the badly contaminated water systems in rural areas of Nicaragua.

Since 2002, CTI has been placing CTI-8 units in Central Nicaragua, where untreated rural drinking water can cause severe gastrointestinal diseases and, at times, death. Currently we estimate that more than 20,000 people in more than 40 villages are receiving clean water. Our 3-year goals, which are supported by Pentair, Project

Redwood, R.C. Lilly Foundation, Rotary International Clubs and many individual donors, call for a significant expansion of service to benefit more than 60,000 people in 120 villages by June 2013.

Just as critical as the device itself, the support of local communities and government units in training, project supervision, and technical support, is a key success factor. We engage community water groups who pool their resources to pay for chlorine tablets needed to maintain the CTI-8. Our full-time Nicaraguan Project Manager drives this effort, coordinating a large number of local residents, technicians and resources, motivating ownership from the villages that benefit.



In rural Nicaragua, water is collected from rivers and streams into water tanks that are shared by communities. Without chlorination, untreated water can cause severe illness and death.

Improving Child Nutrition with Peanuts in Malawi and Tanzania

CTI awarded McKnight Foundation grant

In September 2009, The McKnight Foundation awarded CTI a four-year collaborative grant to enhance the child nutrition and livelihoods of rural households in Malawi and Tanzania through improvements in post-harvest peanut processing.

Malnutrition is a serious and widespread problem among children in Malawi and Tanzania. There is an urgent need for communities in these two southern African countries to develop nutritious foods using locally available crops such as peanuts. Grown throughout Malawi and Tanzania, peanuts are an excellent source of the protein, fats, and essential nutrients that children need to lead healthy and productive lives.

CTI will spend the next few years working to improve peanut production and economic security along with our partners at Sokoine University of Agriculture in Morogoro, Tanzania and the International Crop Research

Institute for the Semi-Arid Tropics in Chitedze, Malawi. CTI is leading the project with technical assistance from volunteers Steve Clarke and Bill Schafer, who are sharing their expertise in international development and food science to contribute to this project.

Rather than impose pre-defined solutions on rural communities, CTI and our partners feel it is important to hear first-hand from families in Malawi and Tanzania what their needs are. With the help of an expert in agricultural survey statistics, the team has spent the first year of the project formulating and conducting a nutritional and post-harvest equipment survey. Once statistically analyzed, these surveys will serve as the jumping off point for the work to be done in the following years.

Key Objectives of the McKnight Funded Project:

- Address nutritional needs of post-weaning children (6 month - 5 years)
- Identify the equipment needs of peanut farmers to improve their economic returns
- Transfer the technology developed to equipment fabricators in Malawi and Tanzania



Above: In a village outside Dodoma, Tanzania, a Public Health nurse weighs local children during her regular monthly visit. The weighing process is an important part of the ongoing monitoring of the nutritional health of young children.

Left: Peanuts are harvested and sorted by hand.



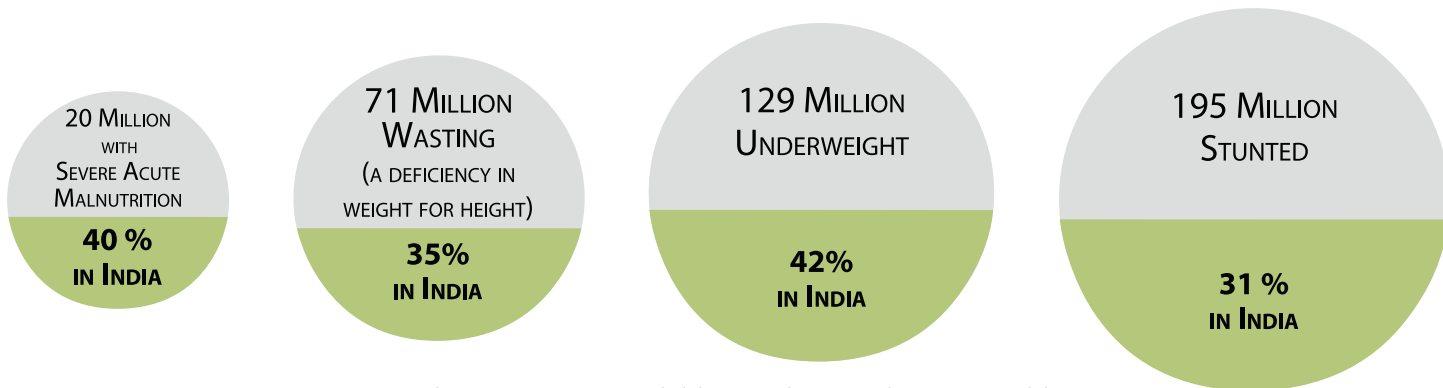
Combating Severe Acute Malnutrition in Indian Children

CTI works to meet UN Millennium Development Goal to reduce childhood mortality



Children often suffer the most from hunger, which is usually not just a lack of food, but a lack of a balanced diet including essential vitamins and minerals. In the worst cases, children will succumb to Severe Acute Malnutrition (SAM), where their bodies begin consuming their own tissues. If untreated, SAM results in death or permanent physical and mental stunting—perpetuating poverty and hunger for generations.

Until only a few years ago, SAM was treated—rather unsuccessfully—by hospitalization or dry food therapy, and only 25-40% of children survived. Miraculously, there has been a recent revolution in the treatment of SAM with the development of vitamin fortified, energy-dense food formulations—Ready to Use Therapeutic Foods (RUTFs). RUTFs rapidly put weight on malnourished children and are typically comprised of a mixture of ground peanuts, powdered milk, sugar, vegetable oil, and vitamins and minerals. With an 85% patient recovery rate,



Malnutrition Among Children in the Developing World*

RUTF treatment is simply the cheapest and most effective treatment in existence.

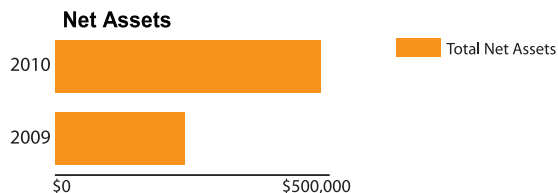
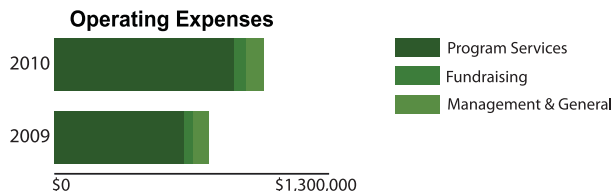
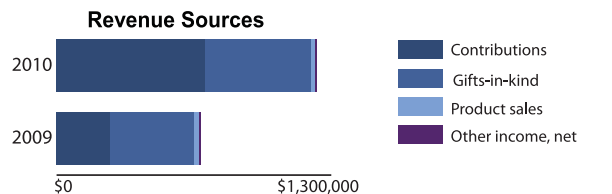
CTI engineers, nutritionists, and food scientists have developed an RUTF formulation composed of ingredients grown in India. With the appropriate training and supervision, the RUTF can be made in India with local ingredients and local workers. In the next year, CTI will establish pilot facilities in India to produce RUTF.

The product will be distributed through the Sion Hospital Group in Mumbai for formal clinical trials under the direction of recognized pediatricians. Once operational, the process will be scaled-out and the RUTF will be offered to thousands of severely malnourished children in India.

Sources: International Institute for Population Studies. National Family Health Survey (NFHS-3, 2005-06: India: Volume 1, Mumbai, IIPS.2007 and UNICEF (2009), "Tracking progress on child and maternal nutrition – a survival and development priority", UNICEF New York

Financial Highlights

Compatible Technology International prides itself on efficient and effective spending. Over 85% of our budget directly funds projects and programs for the developing world.



Revenue Sources	2009	2010
Contributions	\$253,800	\$702,649
Gifts-in-kind	\$397,001	\$502,065
Product sales	\$23,496	\$18,288
Other income, net	\$6,709	\$7,380
Total Revenue	\$681,006	\$1,230,382

Operating Expenses	2009	2010
Total program services	\$614,791	\$848,327
Fundraising	\$37,961	\$58,288
Management & general	\$78,658	\$80,870
Total Operating Expenses	\$731,410	\$987,485

Net Assets	2009	2010
Change in net assets from operations	\$(50,404)	\$242,897
Unrealized gain (loss) in beneficial interest in Assets held by Presbyterian Church (USA) Foundation	\$(37,143)	\$5,133
Change in net assets	\$(87,547)	\$248,030
Net assets – beginning of year	\$323,169	\$235,652
Net assets – end of the year	\$235,622	\$483,652

This financial report covers CTI activity and resources from July 1, 2009 through June 30, 2010.



Individual Support

CTI depends on the generous support of numerous individuals, foundations, and corporations that invest in simple solutions that have an enormous impact. See our website for a full list of contributors.

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Volunteering

CTI relies on an army of volunteers who donate their skills and energy to develop innovative technologies and carry out our programs. Please contact CTI to find out how you can share your time and resources to make a big difference in the lives of many.

For CTI's complete audited financials and a full list of contributors, visit: www.compatibletechnology.org/supportus/FinancialInfo.html



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