



**BOUNTIFIELD**  
INTERNATIONAL



# 2021 Annual Report

July 2020 – June 2021

# Table of Contents

Letter from CEO.....	3
Vision and Mission.....	4
Governing and Advisory Boards.....	5
A Look Back at 40 Years of Innovation.....	6-7
Stories from the Field.....	8-9
Program Impact.....	10-12
Our Partners and Our Corporate Sponsors.....	13
Fiscal Year Financials.....	14
Our Donors.....	15



## Letter from CEO

Dear Friends of Bountifield,

I am pleased to share the annual report for our fiscal year ending in June 2021, during which we laid important groundwork in Senegal, Malawi and Kenya that has led us to new thinking on how we can move from technology to sustainable business models in Africa that can be replicated and scaled. We completed research in multiple value chains with nutritious, drought resistant crops, especially important considering the climate challenges we are facing.

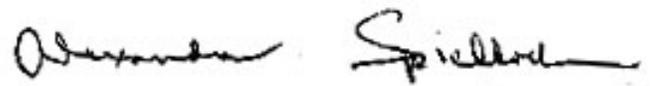
We have stayed the course through climate change and the COVID-19 pandemic. Not only that, but we got in the cracks and have results to show for it. I am proud of the Bountifield team and am grateful for all of you, our supporters, and your investment in our ability to achieve positive change.

In this report, you will read an exposé on Bountifield's 40 years of excellence. You will find the results from a four-year partnership with USAID Feed the Future in Senegal, during which we

provided women's groups with Bountifield tools and services to process crops and create nutritious, local food products. You will read about the research and training we conducted in Malawi with the McKnight Foundation to further technology adoption among smallholder farmers producing groundnuts. You will also learn about the impact we have had in Kenya through our Mavuno Bora project to develop small-scale fee-for-service businesses across the country with support from the van Lengerich Family and the Seeding the Future Foundation.

In my view, this organization has created a path for success that is new and exciting. All that we do is about saving and preserving more food, creating access for more people, particularly women and youth, with technology and business opportunity while learning along the way. There is no perfect recipe to international development work, however, Bountifield's achievements are incredibly timely. Our success and our learnings are entirely thanks to our donors, YOU, who believe in what we can do to make this world better. I am both humbled and thankful for the support you bring to Bountifield.

Thank you!



Alexandra Spieldoch  
CEO, Bountifield International



# Vision and Mission

## Vision

We envision an Africa free from hunger, poised to feed the world.

## Mission

We create opportunities across Africa for rural entrepreneurs with tools and services to efficiently process, save, and sell more food. Small businesses and farmers increase their incomes, more jobs are created, and Africa feeds herself and the world.



# Governing Board

- Todd Harper, Chair
- Bernhard van Lengerich, Vice Chair
- Al Sullivan, Treasurer
- Andrea Kajer, Secretary
- Renee Munro
- Lee Wallace, Former Chair
- Robert Wilcox



# Advisory Board



- |                      |                      |
|----------------------|----------------------|
| Dominique Battle     | Don Jacobson         |
| LaToya Jones Burrell | Lewis Kamiri         |
| Ronald Christenson   | Steve Kimes          |
| Steve Clarke         | Gerard Klein Essink  |
| Christina Connelly   | Meredith Kruger Kos  |
| Loralee Di Lorenzo   | David Krejci         |
| Louie Doering        | Scott Montgomery     |
| Brian Dotson         | Mark Ritchie         |
| Doug Dunlay          | Daniel Sopdie        |
| Donna Gies           | James Szarko         |
| Paul Healey          | Susan Cornell Wilkes |



## A Look Back at 40 Years of Innovation

It started with a simple vision: utilize skills of science and engineering to help farmers in developing countries overcome hunger, rise from poverty, and build hope. In 1981, George Ewing, together with Bob Nave and Emery Swanson, gathered a group of retired engineers and researchers who worked for Minnesota-based food companies like General Mills and Pillsbury to make this vision a reality. This was the start of Compatible Technology International (CTI) that would lead to decades of introducing small-scale technologies to farmers around the globe and continues today as Bountifield International.

For more than 40 years, Bountifield International has spearheaded small-scale postharvest technology projects in rural communities, benefiting more than a million people in over 50 countries along the way. The first project started with potato farmers in India to develop potato peelers, slicers and storage sheds. This project helped farmers with opportunities to not only preserve more of their food but to use tools that help them develop value-added products that could be sold for higher price points. This idea that simple tools can help to increase value and quality, reframing agriculture as a business for farmers has been central in much of the

programs and technology development throughout the years. From creating hot chocolate in Haiti to peanut butter in Malawi.

Through the decades, we have learned valuable lessons about what it means to have truly effective programs that have the potential for sustainable growth. Working with farmers around the globe there are challenges to overcome, including cultural and language barriers, environmental impacts, and gaps in technology for different crops. No single tool and not one programmatic approach can be used for the work that we do. But as we work in different countries, with different people, different crops and different technologies, we are continuing to learn and grow stronger in our approach to help us make the greatest impact in the lives of smallholder farmers.

While we may have changed our name and our approach since we first started, we have remained true to the vision of our founders: to reduce hunger and poverty by ensuring that postharvest tools are accessible, affordable and available to the rural poor. We continue to do all we can to reach those most in need and to create a path for sustainability and opportunity along the way.



# Highlights Through the Years

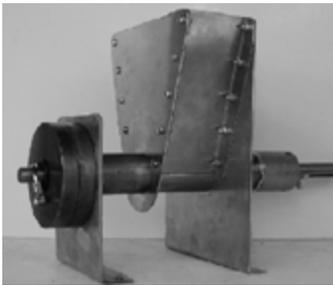


**1981**

Compatible Technology International (CTI) is founded by George Ewing, Bob Nave and Emery Swanson.

**1990's**

CTI begins developing a multi-crop grinder for producing value-added products. The grinder has evolved over the years to the current version, the Ewing VII, named for our founder.



**1980's**

CTI develops prototypes for potato storage and processing for farmers in India.



**2000's**

CTI introduces its grinder in Haiti, including an important partnership with Meds for Kids' Therapeutic Toddler Food program. In Haiti, CTI partners with engineers from the University of St. Thomas to develop prototypes for peeling, chipping and drying breadfruit.



**2010's**

In 2010, CTI starts a new program in Southern Africa, primarily focused on Malawi, with funding from the McKnight Foundation to develop and distribute tools to support the groundnut value chain. In the same year, CTI launched new research in Senegal to develop a pearl millet thresher.



**2017**

CTI receives funding from USAID's Feed the Future initiative to expand work in Senegal and commercialize postharvest innovation for the pearl millet value chain.

**2019**

CTI rebrands to Bountifield International.

**2020**

Bountifield launches the "Mavuno Bora" program in Kenya with funding from the van Lengerich Family and the Seeding the Future Foundation to develop a sustainable model for postharvest technology businesses that can be replicated and scaled across Africa.



## Stories from the Field

### One-to-Many: How one woman supports many farmers in her community

As a retired teacher, Jane recognized a need within her community for rural farmers in Western Kenya to reduce postharvest losses and increase their incomes. Seeing a gap in access to agricultural support services, she jumped at the opportunity to fill that void. Starting her business in 2013, she is an agri-commodity trader and service provider under the Farm to Market Alliance program that offers several services for farmers in Kisumu County. In addition, as a registered trader of sorghum for East African Breweries, she is a strong advocate for farmers to increase their sorghum acreage to supply grain for locally brewed beer and to increase their household incomes.



As an active participant in Bountifield's Mavuno Bora Program, Jane is a leading entrepreneur in successful growth of her postharvest fee-for-service business. With her SL-3 multi-crop thresher, she exemplifies Bountifield's one-to-many approach by transporting her machine from village to village to thresh sorghum for farmers who used to spend countless hours and money for laborers to process sorghum by hand. By networking far and wide, she has developed a healthy client base, and has increased her own income in the process.

Farmers who have enjoyed Jane's services sing praises of her marvelous work. They have seen for themselves how life-changing small-scale motorized equipment has been in reducing their labor on the farm. "I would have spent a week manually threshing my sorghum if not for Jane and I was amazed that the crop was ready for market within an hour," explained Elizabeth, a sorghum farmer who uses Jane's services.



James, another sorghum farmer, recognized the value of paying for Jane's threshing services from his past harvest experiences. "I used to lose as much as 20 bags per harvest due to spoilage before Jane came along." Both James and Elizabeth were so pleased with the service and the quality of the grain produced, they voluntarily increased their payments to Jane in recognition of the value she provides with her threshing business.

Because of the postharvest services provided, Jane has been able to mobilize more small-scale local farmers to plant more crops because threshing is now simpler and less laborious.

Last year, she expanded her business further with the purchase of two maize shellers and even

completed her loan repayments within one year. As she continues to grow, she also provides valuable opportunities for rural employment by hiring thresher operators and transporters in an area where jobs are scarce, especially for rural youth.

Jane recognizes how the thresher and sheller machines improve the quality of food produced for smallholder farmers and increase income within the community while also greatly reducing losses that arise from manual threshing.

"Thank you Bountifield for giving me this opportunity. As a woman entrepreneur it can be difficult, but I am glad to be encouraging other women to enter the agribusiness field with the same the support I have received."



# Senegal

As of May 2021, Bountifield wrapped up programs in Senegal. We are proud of all we were able to achieve through “Yombal mbojj” (Wolof for “making threshing easier”) under the USAID Feed the Future initiative which focused on utilizing postharvest tools to strengthen the millet value chain and developing agribusiness opportunities for women.

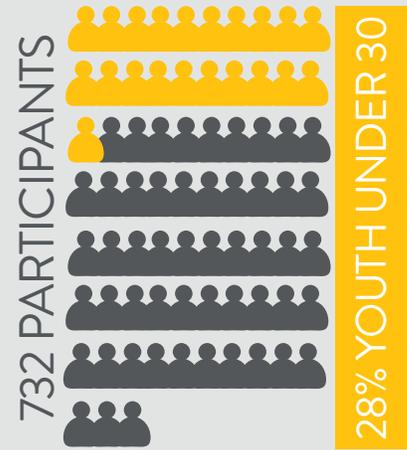
During our time in Senegal, we introduced new prototypes for threshing small grains. We established relationships with local manufacturers and distributors. We also optimized our designs in collaboration with African engineers to further the adoption potential of threshing technology in the millet producing region of the country.

In the final year of the ‘Yombal mbojj’ initiative, we helped women’s groups develop their business potential through value addition. We partnered with local agrodealers and the local Chamber of Commerce to help them access our multi-crop grinders and receive technical support and training. As a result, they saw their businesses take off by selling blended flours, peanut butter, biscuits, infant formula and more. They had access to technology for the first time and they were able to increase and diversify their incomes. Our time in Senegal culminated with a large Women’s Entrepreneurship Days event to provide technical and business training to rural women in Kaolack region.

As a follow on, Bountifield partnered with Montana State University’s (MSU) Food Product Development Lab to create a nutritious peanut bar for the local and national market. MSU and the women’s groups along with the African Development Bank are now working together to establish a formal food processing facility for increasing production and distribution in Senegal.



## WOMEN’S ENTREPRENEURSHIP DAYS EVENT



# 2,275 KG

MILLET THRESHED ACROSS



## 5 VILLAGES

## 5 WOMEN’S GROUPS TRAINED



## ON GRINDER USE, SAFETY & BUSINESS MANAGEMENT

# Malawi

In Malawi, we began work toward completing a final phase of activity with the McKnight Foundation to introduce groundnut technology to smallholder communities and to test business models that could be developed and scaled. At the end of the previous fiscal year, we had just opened the second of two Food Technology Centers (FTC). This second one was opened in Southern Malawi. We kicked off this year with a food safety training that took place with 300 farmers in attendance. This was followed up with aflatoxin training and business management training. We implemented new research to test business delivery and service provision at our Bountifield-sponsored Food Technology Centers (FTCs) in Central and Southern Malawi. We launched an assessment to compare Bountifield's manual groundnut sheller with another model in the market. We equipped rural entrepreneurs with motorized shellers as a fee-for-businesses. In addition, we worked on developing stronger data collection by introducing digital monitoring and evaluation (M&E) tools to streamline the collection process. We provided marketing materials for entrepreneurs and the FTCs to promote the tools they have available for shelling to other farmers in their communities.

9 machines deployed for testing

## 3 FOOD SAFETY & BUSINESS MANAGEMENT GROUP TRAININGS



750 FARMERS USED TOOLS AT THE FTC

62,000kg GROUNDNUTS PROCESSED

3,500 PEOPLE IMPACTED BY THE FTCS



# Kenya

Much of our learnings from Senegal and Malawi have been instrumental in guiding our work of deepening our model to support postharvest technology businesses that can reach more smallholder farmers. Last year we reported on the launch of the Mavuno Bora project, funded by the Seeding the Future Foundation and the van Lengerich family. We selected partners and designed our intervention to test a one-to-many approach: one micro-entrepreneur providing hundreds of farmers postharvest support through a fee-for-service business model. We kicked off the fiscal year by launching bootcamps for entrepreneurs with coaching and mentoring on business planning and financial management. By early 2021, we were already showing positive results. Farmers demonstrated their willingness to pay a small fee for processing services that save their time and labor. Entrepreneurs had enough revenue to begin paying back the loans they took out for their equipment. In fact, one woman entrepreneur paid her loan in full at the end of the first season. Most important, we were able to see the social impact – more food, more people with access, and more stability within local food markets. Due to our success, at the end of the fiscal year, we began the onboarding of an additional 30 entrepreneurs for the first wave of expansion of the project.

**17** ENTREPRENEURS  
SERVED

**4,369**  
FARMERS

**1:257**  
ENTREPRENEUR TO  
FARMER RATIO

**36,319**  
HOURS OF LABOR  
SAVED COLLECTIVELY

**21,845**  
PEOPLE IMPACTED

**30**  
NEW  
ENTREPRENEURS  
ONBOARDED



# Our Partners



# Our Corporate Sponsors



## Fiscal Year Financials

<i>Support and Revenue</i>	<i>Fiscal year ending 6/30/2021</i>
Contributions	\$833,855
Grants	\$489,516
In-Kind Contributions*	–
Special Event (net of expenses)	–
Product Sales	\$13,932
Investment and Other Income	\$7,349
<b>Total Support and Revenue</b>	<b>\$1,344,652</b>

<i>Expense</i>	
Program Services	\$1,036,934
Management and General	\$121,563
Fundraising	\$99,689
<b>Total Expense</b>	<b>\$1,258,186</b>

Change in Net Assets	\$72,968
<b>Total Net Assets</b>	<b>\$543,491</b>

\*In-Kind Contributions reflect the value of donated goods and services.

# Our Donors

## \$250,000 - \$500,000

USAID

The van Lengerich Family

## \$50,000 - \$100,000

General Mills Foundation

Vanguard Charitable

## \$25,001 - \$50,000

Seeding the Future Foundation

## \$10,001 - \$25,000

Zinpro Corporation

Christenson Family Charitable Fund, a Donor Advised Fund of the U.S. Charitable Gift Trust

The Peter C. Cornell Trust

James and Lois Hanko

The Grimm – Brown – Bequette – Townsend Fund

## \$5,001 - \$10,000

Gerard Klein Essink

The William D. Rhodes Foundation

RW Fulmer Family Charitable Fund at Schwab Charitable

John and Karen Larsen

John and Sallie March

Thomson Reuters

Guillaume and Liliane Bastiaens

## \$2,501 - \$5,000

James Szarko

Hanke/Rott Family Gift Fund

HRK Foundation

Frank Babka

Scott and DeDe Montgomery

Noah Bly

Demar Foundation Inc.

Todd Harper and Dawn Light

The Quaker Hill Foundation

Pomeroy Family Foundation

Don Jacobson

Schwab Charitable

Robert Wilcox and Louise Miner

## \$1,000- \$2,500

Robert and Polly McCrea

The DiLorenzo Fund

The Sullivan Family Fund at Schwab

Fred and Eleanor Winston – The Longview Foundation

Schwab Charitable

Paul and Patricia Amidon

Ken and Andrea Hjelm

Rosemary Kessler

Kuhrmeyer Family Foundation

The Grove United Methodist Church

Paul Healey and Becky Dankowski

Bob and Barbara Esse

Mike and Karel Helgeson

Dunlay Family Foundation

Donna Gies

Frank Dutke

Colleen Crowley

Revs Paul and Mary Arnold

David Krejci

Lewis and Anne Kamiri

Marilyn Dodge

Betsy Schopler

Jenni Lawrence

James Golz

Arthur Doten

Lee Wenzel

Robert and Polly McCrea Family Fund of The Minneapolis Foundation

Mary Bly

Janese Evans

Laurie and Marian McGaw

Joyce S. Prudden and Michael D. Shoop Family Fund of The Minneapolis Foundation



**BOUNTIFIELD**  
INTERNATIONAL

**Bountifield International**

729 Washington Avenue North, Suite 600  
Minneapolis, MN 55401

[info@Bountifield.org](mailto:info@Bountifield.org)  
+1 (651) 632-3912

[www.Bountifield.org](http://www.Bountifield.org)

*Bountifield International is a 501(c)(3) nonprofit.*