



EnterpriseWorks/VITA

Fighting Poverty With Profit

EWV 2006 Impacts

Overall Results

EnterpriseWorks/VITA's (EWV) 2006 impacts include data from 32 projects in 13 countries of Africa and Asia. In 2006, EWV's portfolio generated over 17 million dollars in total monetary benefits, providing economic benefits to over 2.2 million men, women and children in some of the most disadvantaged countries of the world. Project beneficiaries and total monetary benefits are reported for EWV's five primary program areas and are generated from detailed data collection which tracks the type of beneficiary (male versus female, owner, worker, part-time, full time, etc.) as well as the nature of the economic activity and intervention (technology, marketing, management, and other improvements).

The Impact Tracking System

EWV takes a comprehensive approach to the monitoring and evaluation of each project. The process begins with a value chain study of the target area context, which assists in project design and formulating anticipated results. Midterm impact studies and final evaluations give feedback that can be used to improve project strategy and provide lessons learned for staff in other regions or program areas. To complement these more typical evaluation activities, EWV created an innovative annual impact tracking tool. This instrument, called the Impact Tracking System (ITS) measures the results for all the projects in the portfolio using a standard set of indicators, allowing for comparison and aggregation across projects, geographic regions, and program areas. 2006 marks the 13th year EWV has been measuring impacts across its projects worldwide using its Impact Tracking System.

Project Beneficiaries: Project beneficiaries include the economic participants that have gained employment, expanded businesses, and had documented cash savings and income from increased productivity. Also included are household members who benefit from the increased incomes or savings generated by the economic participants.

Total Monetary Benefits (TMB): The amount of *increased* net income and cash savings to enterprises, small producers and technology consumers. EWV's TMB measure captures what economic impacts have been generated as a direct output of the project interventions. The figures noted are annual not cumulative.

	Total Monetary Benefits	Economic Beneficiaries	People Trained
Energy	\$9,121,309	1,484,640	123,960
Agriculture (non-tree crops)	\$2,071,367	211,022	456
Natural Products/NRM	\$5,543,408	523,608	517
Tree Crops	\$724,656	47,246	2,960
Water & Sanitation	\$104,521	2,496	113
Other	\$128,028	2,324	200
Portfolio Total	\$17,693,287	2,271,336	128,206

Beyond the Economics

While the ITS primarily measures the economic benefits of EWV's interventions, there are numerous other social, health and environmental impacts that are derived from EWV project interventions that are also captured in the monitoring and evaluation aspects of the ITS system. EWV recognizes that these non-economic impacts can be just as important, or more important to families, enterprises, and national economies. Below are selected highlights of the non-economic benefits that were derived from EWV's project portfolio in 2006.

Water Technologies Support Improved Health

Currently more than 1.1 billion people in the world do not have access to safe water. The resulting negative impacts on health and sanitation are a major factor in developing countries' continuing cycle of poverty. Due to the enormity of the problem and the high cost of developing most potable water sources, EWV has been promoting low-cost solutions to improve access to safe water for both irrigation and human consumption using techniques that do not require costly imported machinery. These solutions include low-cost manually drilled wells, locally made pumps and water filters. Local, small-scale businesses are trained and equipped to provide products and services that will enable more people to have access to quality potable water at an affordable price. EWV's irrigation technology and enterprise promotion to support locally produced equipment and installation means millions of farmers have intensified food production, which provides much needed vitamin rich fruits and vegetables to local households.



Reliable access to clean water decreases illness and increases food security

Enterprise Skill Training Increases Investment in Agricultural Businesses

Producers often report spending portions of their profits from increased production on agricultural inputs such as seeds, fertilizers, pesticides, plows and other tools, land, animals, and irrigation equipment. These inputs are not only used for activities related to EWV's projects, but for subsistence and cash crop farming. Reinvestment in agriculture demonstrates the interest of participants in the activities and their desire to continue achieving greater economic returns, thus contributing to the ultimate sustainability of the projects. Participating entrepreneurs acquire business skills through training sessions and advice from project staff, and they often are able to use these skills in starting up new businesses.



Entrepreneurs acquire valuable business skills through training sessions

Cost/Benefit Analysis

For each dollar of direct project funds invested, EWV generated US\$7.34 dollars in **increased income** for beneficiaries - a 700% return on the investment made by project donors. In addition to the quantified income gains, EWV projects also conserved biodiversity, reforested denuded lands and reduced incidence of waterborne and air quality related illnesses, all of which contribute to the improved livelihood status of EWV's beneficiaries.

For More Information

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