



**KickStart**   
The Tools to End Poverty ▲

# 2014 ANNUAL REPORT

*KickStart's mission is to get millions of people out of poverty quickly, cost-effectively and sustainably. And, in doing so, change the way the world fights poverty.*

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# A WELCOME

*from our* **CEO**



Dear Friends,

KickStart's impacts continued to grow in FY14 and with your dedicated support, a total of over 800,000 people have now lifted themselves out of poverty using KickStart's irrigation technologies! That's equivalent to the population of the city of San Francisco.

While we are proud of the progress, the truth is, we have only scratched the surface. Africa's population today is 1 billion people, but experts say it will grow to 4 billion by 2100. Already, the continent cannot feed itself; 30% of people go to bed hungry at night and half the population lives below the poverty line. However, with irrigation, all of this could change. Farmers who irrigate grow multiple crop cycles per year, get high yields and can harvest their crops in the long dry "hungry" seasons when food is scarce and prices are high.

Today only 4% of Africa's farmland is irrigated, but some 20 to 25 million smallholder farmers across the continent have access to a shallow water source on their farms. They could use MoneyMaker pumps to irrigate and sell enough crops to feed their family, start a business selling the surplus crops for profit, afford to send their children to school, lift their families out of poverty, control their destinies and feed the continent.

We now need to educate millions of additional farmers about the power of irrigation and greatly increase our impacts across Africa.

This year, we made good progress scaling our work in Zambia and Southern Africa with funding from the IKEA Foundation, but much more still needs to be done. We have learned a lot about what works, and this year we put in place a streamlined staffing structure, new ways of working and made progress on new technological and financing innovations that will enable us to launch an ambitious plan next year.

Looking back at FY14, we are proud of our increased impacts and geographic reach. We enabled 65,000 more people to climb out of poverty in the past year alone, and have prepared the organization for more cost-effective growth going forward. Without the support of all our donors and partners, none of this would have been possible.

Thank you all so much!

Best wishes,

A handwritten signature in black ink that reads "Martin Fisher". The signature is written in a cursive, slightly slanted style.

Martin Fisher, Ph.D.  
Co-Founder and CEO

# A LETTER FROM JOHN KINAGA, DIRECTOR *of* PROGRAMS & PARTNERSHIPS FOR AFRICA



Dear Friends,

Having worked at KickStart for the past 17 years in various operational leadership roles, I was excited when Martin asked me to head our operations as the new Director of Programs and Partnerships for Africa.

Beginning in 2005, I led the charge to establish what has evolved into KickStart's Global Institutional Partnerships (GIP) Program, and most recently, I oversaw the development of KickStart's expansion into Zambia and Southern Africa. Through the GIP program, KickStart has built significant partnerships with major NGOs working throughout sub-Saharan Africa and has expanded our impacts far beyond our country programs. The GIP program has proven to be one of KickStart's most cost-effective initiatives and it will play a key role in guiding our path forward.

This year, we right-sized our programs for increased cost-effectiveness and impacts. KickStart also began an in-depth strategic planning process to guide our growth to lift an additional 1 million people out of poverty. The foundation of the plan will consist of 3 pillars: building partnerships across Africa; making our products locally

available through private-sector supply chains; and the continued development and introduction of new high-impact irrigation technologies.

I am a firm believer in the power of irrigation and have witnessed firsthand how KickStart's technologies transform the lives of smallholder farmers. We know that the poor are extremely hard-working and entrepreneurial—they must be just to survive—and all they want and need is an opportunity to create a better life. For millions of farmers across Africa, our MoneyMaker pumps provide the opportunity to do just that—turn their farms from brown to green and transform their lives.

I am very proud of our success to date, and look forward to leading our programs across Africa toward wide-spread impacts.

Best regards and thanks to all of you for your support,

A handwritten signature in black ink, appearing to read 'John Kinaga', written over a white background.

John Kinaga  
Director of Programs and Partnerships for Africa





# MEASURING *OUR* IMPACT

KickStart's Impact Monitoring ensures that our MoneyMaker pumps do what they are built to do: empower farmers to lift themselves out of poverty. KickStart measures how much more money farmers earn when they use our pumps, as well as their ability to make improvements in their lives, from affording health-care and education, to improved food security and nutrition.

Collecting this information is challenging and time-consuming, but priceless. Many of the farmers live far off the main roads, and with no formal addresses, our enumerators travel long distances, using churches and schools for landmarks to find them.

Once enumerators track down farmers, they ask them about their income, health, diet, and family dynamics to establish baseline or "zero age" data soon after a farmer purchases a pump. After 18-24 months, and

again after 36-48 months from that initial visit, they return to farmers' homes to ask the same questions. This allows us to gain a clear understanding of how the MoneyMaker pump has impacted the farmer and their family.

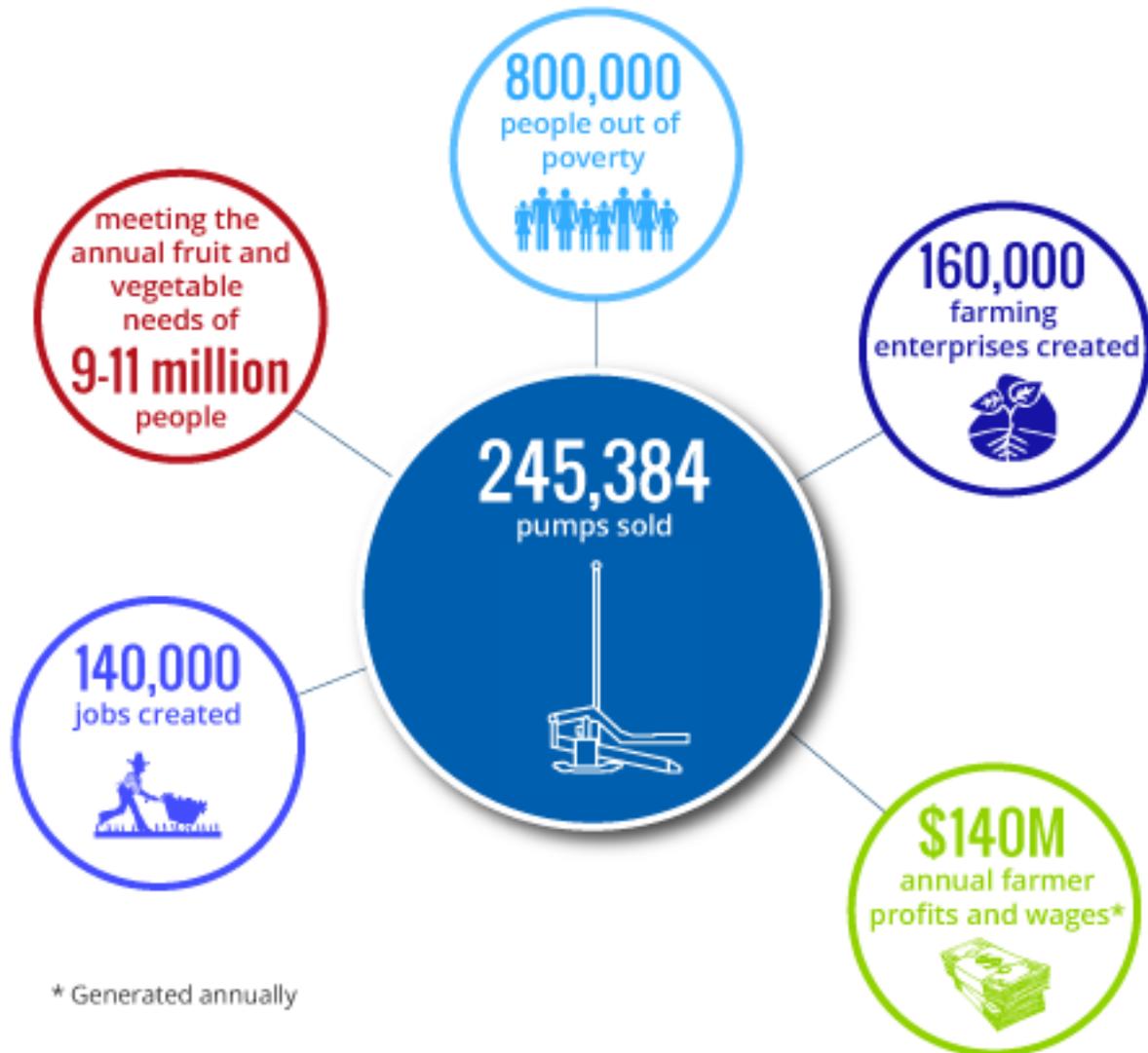
KickStart's most recent 36-month impact monitoring survey confirmed that farmers using our pumps on average earned an additional \$700 per year in new net-income from irrigation alone – nearly a 500% increase. Additionally, they increased their total net-annual farm income by over 400%. The extra income they earned through irrigation smoothed out their cash flow, stopped them from falling back into poverty in the dry season, and enabled them to invest in other income generating activities including expanding their farms and buying dairy cows.

KickStart is proud of our methodology and proven impacts. Monitoring impacts not only demon-

strates that our pumps empower people to improve their lives, but it also helps KickStart understand the changing needs of our farming families in order to serve them better.

KickStart's enumerators also survey farmers on what KickStart can do better and what other products or services they might want. This level of engagement helps build trust in the MoneyMaker brand, and the farmers' feedback then informs our continued development of new products, programs and outreach.

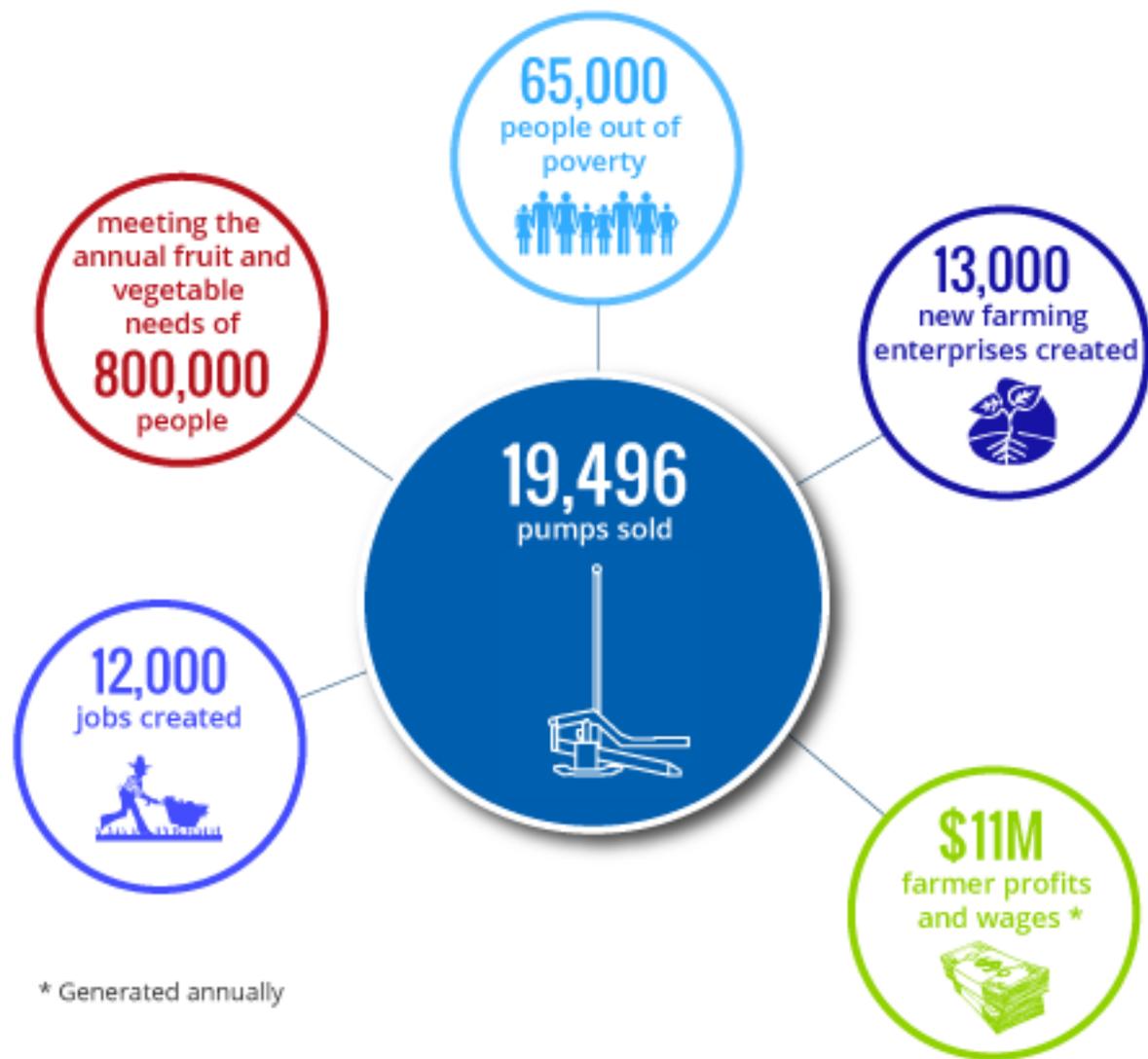
# CUMULATIVE IMPACTS



*At KickStart, we do not find it enough that an increasing number of poor households are acquiring and using Money-Maker pumps. It is important that we also track and measure the impacts the pumps have on the lives of farming families, and understand the real impacts of our work on poverty.*

**Dr. Beatrice Sakwa,**  
Director of Impact Evaluation & Monitoring

# FY 2014 IMPACTS





# INCOME & FOOD SECURITY

80% of the poor in sub-Saharan Africa are smallholder rural farmers. Only 4% of the farmland in sub-Saharan Africa is irrigated, and the vast majority of smallholders depend on unreliable rainfall. They all harvest at the same time, compete in the same markets, and consequently make very little profit. With an oversupply of food after the rain-fed harvest, between 15% and 50% of these crops spoil before they are eaten or sold. However, just a few months later, during the long dry seasons, there is little food or income, and the same farmers fall further into poverty, struggling to even feed their families.

KickStart's MoneyMaker pumps enable farmers to make their own rain. They put control into the farmers' hands, enabling them to decide when, what, and how often to grow. A recent study funded by the Rockefeller Foundation and conducted by Sokoine University in the Arusha area of Tanzania, found that farmers who bought MoneyMaker pumps increased both their crop production and their number of harvests per year. In the study, the number of farmers harvesting three times per year increased from 3% to 38%. Enabling farmers to harvest during the dry seasons not only provides food for their families and communities, but allows farmers to sell crops at higher margins when the supply is low and demand is high. It stabilizes their income fluctuation, stops them

from falling into poverty in the next dry season, and provides them more money to buy inputs for their rain-fed crops and to invest in other money-making activities.

Continuous impact monitoring studies have confirmed that the average farmer using our pumps increases their net-annual income through irrigation from \$150 to \$850 and increases their total net-annual farm incomes by 400%. For the first time, many families can send their children to school or to an improved school, afford proper healthcare, save money, and invest in other businesses to ensure they do not fall back into poverty.

To date, more than 160,000 farmers across Africa have used MoneyMaker pumps to start profitable farming businesses, which have enabled 800,000 people to take the first major step out of poverty. These farming families now generate \$140 million in profits and wages each year and grow enough produce to meet the fruit and vegetable needs of between 9 to 11 million people.



# EMPOWERING WOMEN

Women comprise the majority of the agricultural workforce in sub-Saharan Africa. However, they face a harsh reality as they have substantially less access than their male counterparts to agricultural technologies, farm inputs, land, capital, credit, and education. Bridging the gender gap and empowering women holds the potential for huge economic growth and transformative impacts for families across the continent.

KickStart is closing the gender gap and empowering women and entire families with our irrigation pumps. We do this by conducting women-focused outreach, partnering with organizations working with women farmers, and offering micro-financing solutions that enable more women to adopt pumps.

KickStart has developed and continues testing new pump financing programs in Kenya in an effort to reach a poorer segment of farmers and more female farmers. Both our Mobile Layaway program and our new Rent-to-Own programs have proven successful at increasing the number of women who adopt MoneyMaker pumps. This year, we found that 50% of farmers who

registered for a Rent-To-Own payment plan were women, compared to only 12-14% of buyers who purchase pumps with cash.

Women who adopt KickStart's pumps earn more income, have a greater say in financial and family decision making, and often reinvest their earnings back into their families with a higher propensity than men. Our efforts are helping women strengthen their positions within their households and their communities and enabling them to become successful entrepreneurs.



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# EVODIA PATRICE & EDIGAR BEREGE

With five children to raise, water to fetch, and food to cook, Evodia had little time to make money to provide financial support for her family. Though her responsibilities were critical to her family's wellbeing, this is considered a mere duty in Tanzania - a job with little appreciation.

Evodia's husband, Edigar, was a primary school teacher in the local village previously, then began to manage their small farm making \$180 per year. Even though his small income sustained the family only to live in poverty, he still claimed the position of breadwinner in the household, as is the case in most households in Tanzania.

Financial support far outweighs any other care or support for the family, leaving women disadvantaged to make decisions within the household, and forces them to fully depend on their husbands to buy everything from laundry soap to the food they eat - as was the case for Evodia. This cultural dogma makes it critical that women have opportunities to participate in money-making activities. With the little time Evodia had, she sold crops

from their small farm and saved for months. With support from her husband, she bought a MoneyMaker Max pump in July 2013 with hopes of a better life for herself, her husband, and her children. In less than a year, Edigar and Evodia's bucket irrigated one acre farm quickly turned into a two acre plot. Previously, they would harvest their small farm once a year, struggling to live off of the \$180 they earned from it.

Now, working together with the pump, they harvest twice per year, earning \$300 each harvest. This year, they have a projected income of \$600 - almost a 250% increase.







# CLIMATE CHANGE ADAPTATION

Climate change is an increasing threat across Africa and it disproportionately affects those who have done the least to cause it – smallholder farmers. Increasing variability of rainfall due to climate change is putting their very livelihoods at risk.

By enabling farmers to access water all year long with our irrigation pumps, KickStart helps smallholders reduce the risks they face as a result of ongoing climate change. No longer relying on natural weather patterns to grow crops, smallholder farmers who adopt MoneyMaker pumps are empowered to withstand erratic rainfall patterns, and safeguard their crops against future drought and other climatic emergencies.

With funding from the Rockefeller Foundation, Sokoine University of Agriculture in Tanzania looked at the impact of KickStart’s pumps on farmers in Northern Tanzania. It compared production of, and income from, horticultural crops such as tomatoes, kale, and Chinese cabbage (between 2008/09 and 2011/12) before and after the farmers bought a MoneyMaker pump.

The study uncovered that overall, practicing small-scale irrigation and using KickStart’s MoneyMaker pumps builds smallholder farmers’ resilience to climate change, enabling them to continue cultivating into the dry seasons and fair far better than their neighbors.

KickStart and the Barr Foundation partnered in part to help smallholders increase their resiliency to climate change and plant and grow tree seedlings to both promote soil health on their own farms, and aid in the reforestation of the Rift Valley region of Kenya. The number of farmers growing tree seedlings in the Barr project area increased from 82% at baseline to 92% in the 18-month follow-up.

Additionally, the average number of tree seedlings planted annually by these farmers increased from 148 per farmer at baseline to 413 per farmer in the follow-up survey.



# FARMER FRIENDLY FINANCING

Despite the proven benefits and relatively low cost of KickStart's pumps, they are still beyond the easy reach of many poor farmers. To meet this need, KickStart continued to explore new financing options to facilitate pump adoption for a larger segment of farmers.

This year, KickStart developed, piloted and tested a new Rent-to-Own (RTO) model and recruited over 150 farmers in Kenya to sign up for the service. We continued to refine and adjust the model based on farmer feedback and our analysis of the program's performance. In the final model, the farmer registers for the financing program and pays a small non-refundable fee in addition to a 20% deposit which counts as the first month's rent. They then use mobile money payments (prompted by SMS messages

and phone calls) to pay a 10% rental fee per month for the next 2 months, then larger and final payments in months 4 and 5, after they have started to harvest and sell their crops. The total price of the pump to the farmer covers the administrative costs and a risk adjusted premium to ensure that the service is sustainable. About 50% of participants in the RTO pilot have been women, indicating that it may be a key mechanism to empower more women to adopt MoneyMaker pumps and take up irrigation.

KickStart's Mobile Layaway service has also continued attracting new farmers this year who have used MPesa's mobile money platform to save money to purchase MoneyMaker pumps. Over 350 farmers have used this service since KickStart successfully piloted it two years

ago. From farmer feedback, we learned that there is still a general lack of trust in mobile savings in Kenya which offered some insight as to why the program has not spread more quickly. Similarly to the RTO model, Mobile Layaway has enabled more women to save up to purchase pumps and also provided opportunities for pump adoption among a poorer segment of farmers.

Last year, KickStart was awarded a grant from USAID's Development Innovation Ventures to further test both of these micro-financing innovations through a randomized control trial in Kenya. We will measure differences in up-take, the poverty levels and gender mix of the pump buyers using the different services, and the relative impacts of the pump



among these buyers depending on the purchase method. We launched this trial near the end of this year with researchers from Washington State University and we look forward to tracking its progress in FY 2015.

In addition to our in-house financing solutions, KickStart continues to explore partnerships with micro-finance institutions to offer financing alternatives to smallholder farmers. We were excited this year to establish a

partnership in Kenya with Small and Micro Enterprise Programme (SMEP), the 3rd largest microfinance institution in Kenya, and have continued to engage with other potential partners to open up new financing opportunities for farmers to acquire pumps.



# REACHING FARMERS *through* INNOVATION

KickStart is changing the way the world fights poverty, and with that comes a challenge. We sell never-before-seen, big-ticket items to some of the hardest-to-reach, poorest, and most risk-averse people in the world. They live far off the main road, they are reluctant to change the way they have been farming for generations, and convincing them to spend their hard-earned money is difficult. We call this the “Last Mile Challenge”.

To overcome the “Last Mile Challenge” KickStart has recognized that new, innovative solutions to marketing and distribution are necessary, and we constantly develop new ways to market and promote our tools. Recent examples include our increased work through partnerships, the development of our community ambassador’s model, and our agropreneurship training program.

## **Partnership Development**

KickStart launched our Global Institutional Partnerships (GIP) program in 2005 to expand our impact beyond our country programs. Through the GIP Program we partner with NGOs, CBOs, Governments and private sector players who already work with smallholders on the

ground across Africa, and we encourage them to incorporate irrigation and our pumps into their programs. Since its inception, the GIP Program has grown rapidly and today accounts for about half of our pumps sales.

Incorporating high-quality, low-cost irrigation pumps into the work of other organizations creates large and immediate impacts in programs that already work with farmers in Africa, and these partners achieve this with a low marginal cost. Based on our GIP programs success, KickStart is now putting more focus on working through these types of partnerships to significantly scale our impacts.

One of KickStart’s most significant partnerships is with Total LandCare (TLC) which serves as a prime example of how this aspect of our work has grown. We began the partnership in 2006, when TLC started incorporating our pumps into their programs with smallholder farmers. KickStart has worked closely with TLC staff, providing them with pump demonstrations and trainings to teach farmers how to use and maintain the pumps. To date, the partnership has enabled 22,000 farmers to adopt pumps and helped them to lift

their families out of poverty. “The impacts have been tremendous”, says TLC Co-Founder, Trent Bunderson. “Farmers are no longer reliant on increasingly unpredictable rains and can harvest several times per year instead of depending on a single rain-fed crop.”

### Community Ambassadors

In FY14, KickStart began piloting a Community Ambassador model in Kenya with the support of Greater Impact Foundation. Through this model, we identify respected community members who live in areas where we work and who believe in our products. We then appoint them as MoneyMaker Ambassadors. These ambassadors help to promote our pumps by organizing groups of farmers in their area to attend demonstrations and training on how to use the pumps. The community ambassador program has helped our field staff to reach many more farmers, and based on its success, we now plan to expand the program across Kenya and in our other country programs.

### Agropreneurship

KickStart and The Western Union Foundation partnered in 2013 to develop and pilot an

innovative farmer training program on business skills and agricultural best practices—or Agropreneurship. The goal of Agropreneurship training is to increase farmers’ understanding of the benefits of irrigation and their income potential through looking at farming as a business. The program also aims to ensure maximized impacts for individual farmers in terms of increased crop yields and income generation.

This year, KickStart trained 34 of its field representatives in Kenya on Agropreneurship, as well as its team leaders and sales managers. The training involved in-classroom lessons and field days during which representatives received hands-on instruction. KickStart’s agronomists trained the field reps on not only how to teach farmers to irrigate, but also how best to plant, cultivate and harvest their crops to maximize their yields and incomes. Since the training, these field reps have begun using their newly acquired knowledge to train farmers directly. Many field reps report that since the training, they are more confident to go out and train farmers on agricultural best practices, answer farmers’ questions, and that it has helped increase their ability to influence pump adoption.





# PRODUCT INTELLIGENCE & DEVELOPMENT

KickStart designs and promotes tools to end poverty. Our team of highly skilled engineers, designers and technicians develop new technologies and refine our existing products to ensure that we are continually meeting the needs of smallholder farmers. In January 2014, four members of the PID team who are based in Nairobi, Kenya traveled to San Francisco, CA for three weeks of personalized training and mentoring from Autodesk as part of their Technology Impact software donation program. The visit and trainings were made possible through the support of the Autodesk Foundation. During these trainings, KickStart's PID team learned to design, fabricate and test prototypes of new models more rapidly. The training has already catalyzed significant progress for technologies in KickStart's product pipeline, including:

**Solar Pump:** Solar electricity is getting cheaper every year, and it is only a matter of time before solar water pumps become an affordable method of irrigation for smallholder farmers in Africa. With this in mind, KickStart began developing and testing a low-cost solar powered irrigation pump that will enable farmers to pull water from

deeper depths than our existing human-powered MoneyMaker pumps using only energy from the sun. This year, KickStart developed and field tested a number of prototype solar powered pumps and made good progress on substantially lowering the costs compared to competing models on the market. Solar power, however, is still relatively expensive, and while our aim is to develop the lowest-cost solar pump, inevitably it will still be relatively expensive for most poor farmers.

To address the cost barrier, as KickStart refines its designs, we will continue exploring options to incorporate a remote shut-off mechanism into the pump design. This will allow KickStart to more easily facilitate financing on the product through a rent-to-own model, making the solar pump more accessible and affordable to poor farmers. KickStart is continuing to refine this technology and we plan to begin market testing our first solar pumps in FY15.

**Starter Pump:** KickStart began developing a new manually-powered pump model: the Starter Pump. This pump is being designed to target an even poorer segment of farmers than our current

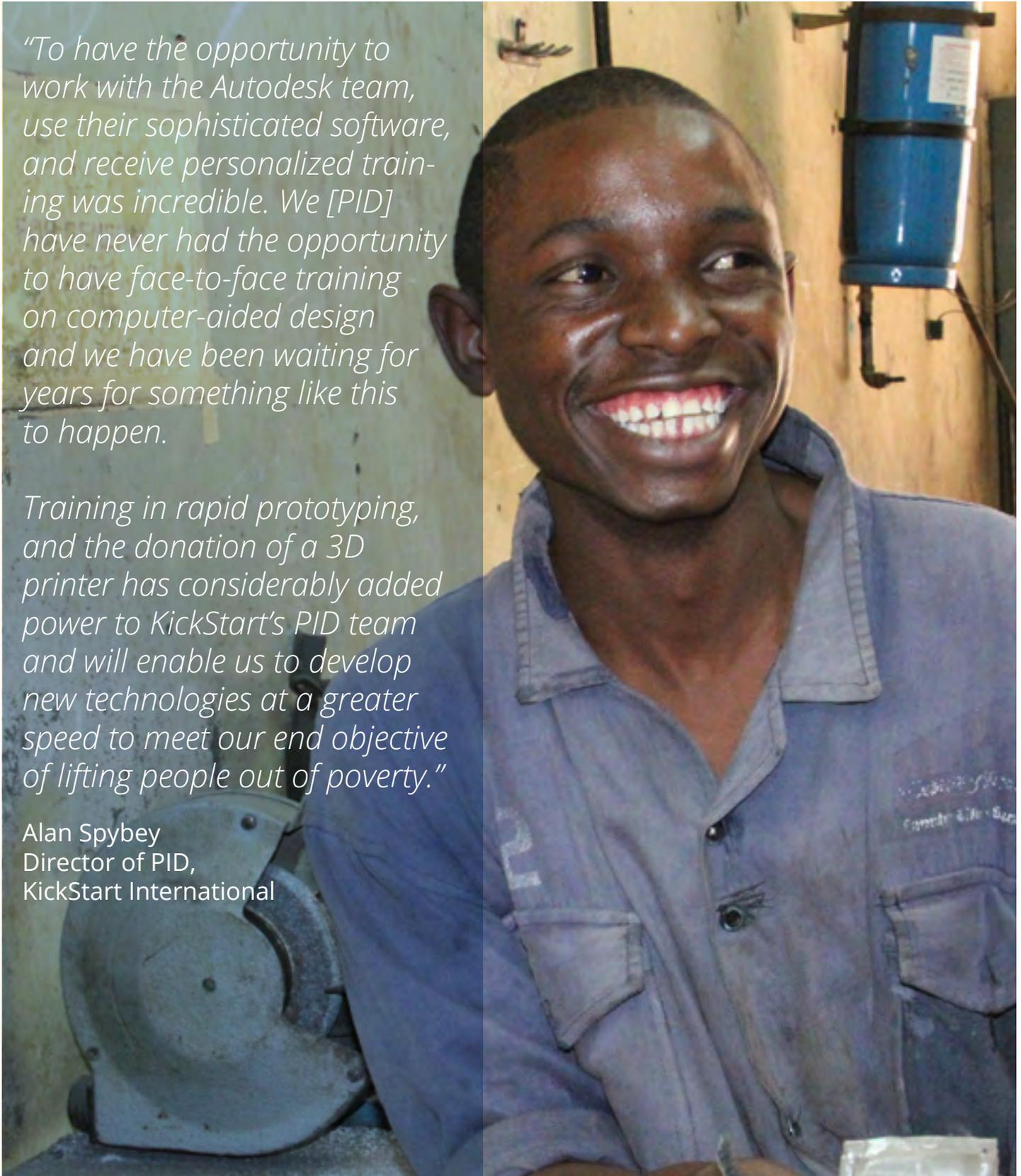
models. KickStart intends for it to retail for about half the cost of our lowest-cost pump, the Hip Pump. The Starter Pump will offer poor farmers an entree into irrigation. As they grow their farms and earn more money, these farmers will then have the opportunity to upgrade to the next level of

irrigation and farming. Though it is intended to be a very low-cost solution, the PID team is developing the Starter Pump to meet our rigorous durability and efficiency standards, and to still align with the rest of our design criteria.

*“To have the opportunity to work with the Autodesk team, use their sophisticated software, and receive personalized training was incredible. We [PID] have never had the opportunity to have face-to-face training on computer-aided design and we have been waiting for years for something like this to happen.*”

*Training in rapid prototyping, and the donation of a 3D printer has considerably added power to KickStart’s PID team and will enable us to develop new technologies at a greater speed to meet our end objective of lifting people out of poverty.”*

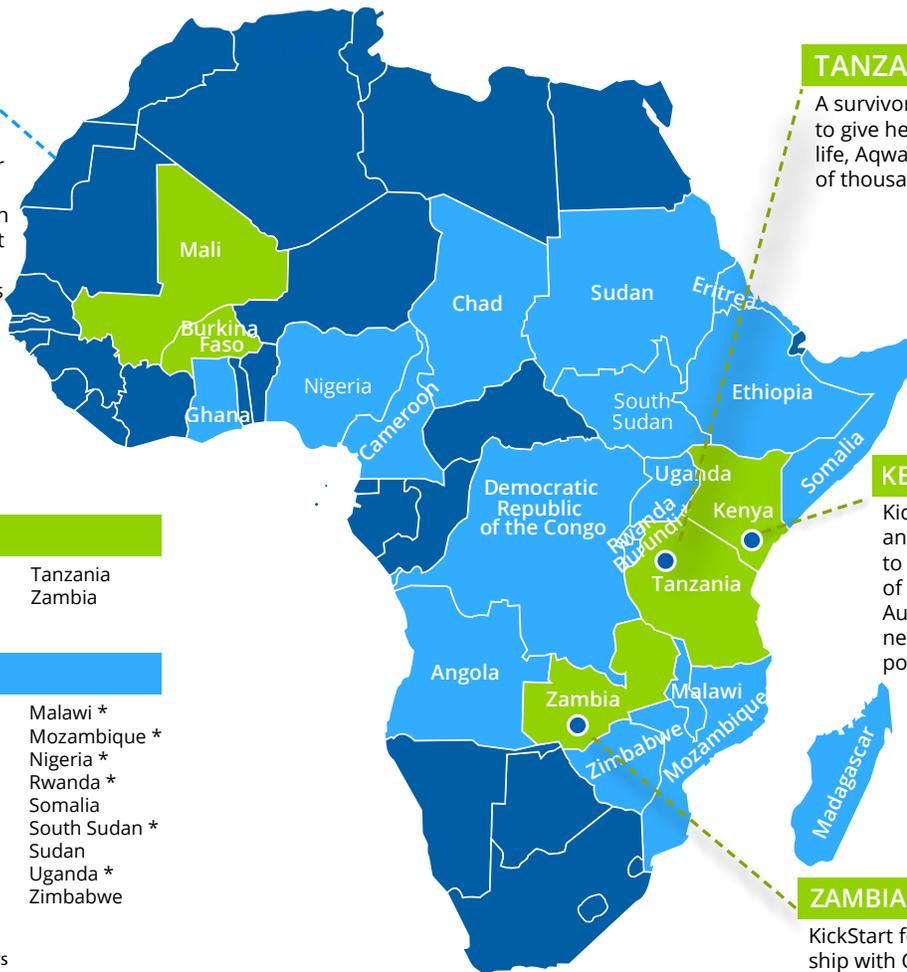
Alan Spybey  
Director of PID,  
KickStart International



# WHERE WE WORK

## ALL OF AFRICA

KickStart's Co-founder & CEO was invited to participate in the Bush Institute's African First Ladies Summit to share how our pumps empower women across Africa.



## TANZANIA

A survivor of abuse and determined to give her son and herself a better life, Aqwalina's story is just one of thousands.

## Country Programs

Burkina Faso	Tanzania
Kenya	Zambia
Mali	

## Partner Programs

Angola	Malawi *
Burundi *	Mozambique *
Cameroon	Nigeria *
Chad	Rwanda *
DR Congo *	Somalia
Ethiopia *	South Sudan *
Eritrea	Sudan
Ghana	Uganda *
Madagascar	Zimbabwe

\* Country with Distributors

## KENYA

KickStart's Product Intelligence and Development team traveled to San Francisco for three weeks of in-depth training from Autodesk to help develop new MoneyMaker tools for poor farmers

## ZAMBIA

KickStart forged an important partnership with COMACO in Zambia to give people the ability to make money through farming to support their families as an alternative to poaching.

## Country Programs

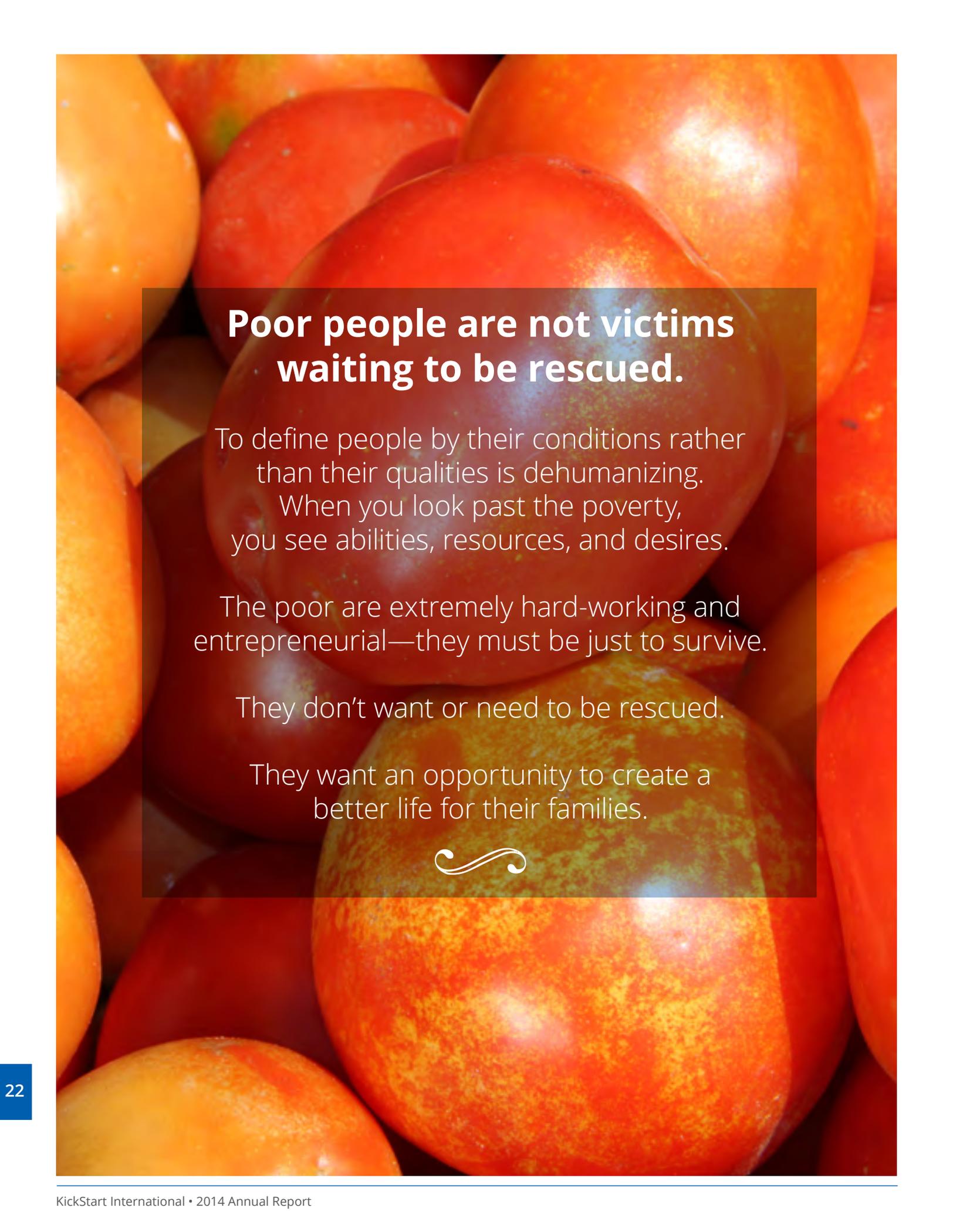
Across our 5 country programs, KickStart has local field agents that work on the ground conducting extensive marketing, education, and awareness-building activities among farmers to encourage irrigation and the adoption of our pumps. While KickStart builds the market demand, we also optimize a sustainable supply chain through a network of over 400 local, private sector dealer shops across these countries.

Creating sustainable local knowledge about irrigation, training farmers how to use the pumps, and establishing a local for-profit supply chain to sell the pumps and spare parts are the essential components of KickStart's work.

Together, this will create a long-term sustainable supply and demand for irrigation, and generate large-scale impacts for farming families.

## Partner Programs

KickStart's Global Institutional Partnerships (GIP) Program enables KickStart to expand our impacts in 18 other countries beyond our country programs. We do this by building partnerships with NGOs and CBOs who already work with smallholders on the ground. They incorporate our pumps into their programs, and whenever possible, purchase the pumps through local distributors and retailers.



**Poor people are not victims  
waiting to be rescued.**

To define people by their conditions rather than their qualities is dehumanizing.  
When you look past the poverty,  
you see abilities, resources, and desires.

The poor are extremely hard-working and entrepreneurial—they must be just to survive.

They don't want or need to be rescued.

They want an opportunity to create a  
better life for their families.



# SUPPORTERS

*African Management Services Company (AMSCO)*

*Alwaleed bin Talal Foundation*

*Andrew & Melora Balson Family Fund*

*Australian Agency for International Development (AU-  
SAID)*

*Autodesk Foundation*

*Barr Foundation*

*Bill and Melinda Gates Foundation*

*Brian Kopperl and Leslie Talmadge*

*Cardno Emerging Markets*

*Clif Bar Family Foundation*

*Deere & Company*

*EngenderHealth*

*Eucalyptus Foundation*

*ExxonMobil Foundation*

*Greater Impact Foundation*

*Guy Cogan*

*Hilary & Kevin Greene*

*IKEA Foundation*

*Imperial Tobacco*

*International Food Policy Research Institute (IFPRI) –  
GAAP (Gender Program)*

*International Initiative for Impact Evaluation (3ie)*

*Janji, LLC*

*Jasmine Social Investments*

*Johnson & Johnson*

*Joshua and Anita Bekenstein*

*Kenya Climate Innovation Centre (KICC)*

*Kevin & Laurie Carnahan*

*Laurie & Peter Thomsen*

*Margaret A. Cargill Foundation*

*May & Stanley Smith Charitable Trust*

*Monsanto*

*Mrs. Frances K. Geballe*

*Olivia White*

*Only The Brave Foundation*

*Planet Wheeler Foundation*

*Rockefeller Foundation*

*Salesforce.com Foundation*

*Segal Family Foundation*

*Skoll Foundation*

*SoSense*

*Technoserve*

*The Adventure Project*

*The Cynthia and George Mitchell Foundation*

*The French Embassy*

*The globalislocal Fund*

*The Hall STEPS Foundation*

*The Horace W. Goldsmith Foundation*

*The Mulago Foundation*

*The Pershing Square Foundation*

*The Royal Danish Embassy*

*The Skilling and Andrews Foundation*

*The Staples Trust*

*The West Foundation*

*United States Agency for International Development  
(USAID) Development Innovation Ventures (DIV)*

*United Way of the Bay Area*

*University of California San Francisco (UCSF)*

*US Department of State*

*Vanderbilt Family Foundation*

*Voxtra Foundation*

*Western Union Foundation*

*William Mayer and Diane Currier*

*William Miller*

*...Plus many, many other generous individual donors*

# PARTNERS

*Action Aid*

*ADPP in partnership with the  
ExxonMobil Foundation*

*Africare in partnership with the  
ExxonMobil Foundation*

*Agency for Technical Cooperation  
and Development*

*Alliance for Commodity Trade in  
Eastern and Southern Africa*

*Bangladesh Rural Advancement Committee (BRAC)*

*Caritas Internationalis*

*Catholic Relief Services (CRS)*

*Center for Research in Water Solutions*

*Clinton Foundation*

*Common Market for Eastern and  
Southern Africa*

*Concern Worldwide*

*Danish refugee council*

*Development Aid from People to People (DAPP)*

*Department for International Development (DFID)*

*Environment Africa Malawi*

*First Quantum Minerals*

*Food and Agriculture Organization of the  
United Nations (FAO)*

*Forum for Agricultural Research in Africa*

*Deutsche Gesellschaft für Internationale  
Zusammernarbeit (GIZ)*

*Heifer International*

*Helen Keller International*

*International Committee of the Red Cross (ICRC)*



*International Potato Centre*

*International Organization for Migration (IOM)*

*Japan International Tobacco*

*Lutheran World Foundation*

*Mercy Corps*

*Netherlands Embassy*

*Oxfam-Zambia*

*Plan International*

*Rural Infrastructure Development Programme*

*Samaritan Purse*

*Save the Children*

*Small and Micro Enterprise Programme (SMEP)*

*Solidarities International*

*Swedish Embassy*

*Tear Fund*

*Total Land Care (TLC)*

*United States Agency for International Development  
(USAID)*

*Vision Fund*

*Welt Hunger Hilfe (formerly German Agro Action)*

*World Food Program (WFP)*

*World Relief*

*World Vision*

*Worldwide Fund for Nature*

*And numerous other NGOs and CBOs*

# AWARDS & ACCOLADES



- 2014 Finalist for The University of Pennsylvania and Wharton School's Limpan Family Prize
- 2012 US State Department "Innovation Award for the Empowerment of Women and Girls"
- 2012 The Global Journal – KickStart listed among the "Top 100 Best NGOs in the World"
- 2011 CIO Magazine's Top 100 companies using Information and Communications Technology
- 2011 Forbes Magazine, Impact 30 List (World's leading social entrepreneurs)
- 2011 4-Star rating on Charity Navigator
- 2008 OneWorld's Person of the Year Award
- 2008 Lemelson-MIT Award for Sustainability
- 2008 Peter F. Drucker Award for Nonprofit Innovation
- 2008 Design News – 2008 Engineer of the Year
- 2007 Social Capitalist Award Fast Company Magazine & the Monitor Group
- 2006 Argosy Foundation and eTown E-Achievement Award
- 2005 Skoll Social Entrepreneur
- 2004 IDSA Gold Award
- 2003 Schwab Outstanding Social Entrepreneurs
- 2003 Beacon Prize for Creative Giving
- 2003 TIME, European Heroes
- 2003 AGFUND International Prize for Pioneering Development Projects
- 2003 Newsweek – Inventions That Will Change the World
- 2003 Gleitsman Award of Achievement
- 2002 San Jose Tech Museum Award

# RECENT PRESS

Alleviating Hunger and Poverty Through Irrigation  
*Business Fights Poverty*, June 2014

How a Water Pump is Changing the Lives of Farmers in Africa  
*Forbes*, March 2014

Changing the Game for Female Farmers  
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