

ZAMORANO



Preparing Leaders for the Sustainable Development of Latin America



offers students, professionals, businesses and development organizations the

Zamorano is a community that continues to embrace change; a community whose fundamental nature promotes possibility and growth.



Frederick Q. Falck

Dear Friends and Colleagues:

Zamorano is a community that continues to embrace change; a community whose fundamental nature promotes possibility and growth. The powerful combination of classroom study with practical experience in the field offers students and faculty the opportunity to balance theory with problem solving in today's world. Zamorano graduates return to their countries of origin with the skills and commitment to make a difference as they employ the latest technology in agricultural practices, marketing in the global economy and rural development.

The photographs that follow capture the excitement that is felt on campus. A recent visitor told me that students at Zamorano impressed him in a manner that is all but lost on other campuses that he regularly visits. He perceived a sense of community whose mission and promise draws us all back to this beautiful setting. I share this passion — at Zamorano the students' productive attitude is infectious and invigorating and accomplishment is tangible.

On behalf of the Board of Trustees I urge you to consider the possibilities Zamorano offers. Please join us in supporting this dynamic community; empower future Zamorano graduates and programs to create progress in their communities and countries throughout the Americas.

Sincerely,

A handwritten signature in black ink, appearing to read 'F. Falck'.

Frederick Q. Falck

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MISSION

Zamorano develops leaders through rigorous education programs based on academic excellence, Learning-by-Doing, values and character development, entrepreneurship, and Pan Americanism; and contributes to the region's economic development through applied research and outreach activities which support its education programs.

VISION

Zamorano will be recognized as a leading Latin American university for the quality and impact of its education, applied research and outreach programs on the development of sustainable and globally competitive agricultural and food industries, conservation and responsible management of natural resources, and rural transformation and poverty reduction.

BIBLIOTECA WILSON POPINCE
ESUELA AGRICOLA PANAMERICANA
APARTADO 88
TUNUNABTA HONDURAS

to build a better Latin America



Dear Reader,

It is an honor for me to introduce a unique Latin American institution. Zamorano, founded in 1942, is a private, international, non-profit university based in Honduras and known throughout the Americas for the quality, leadership and impact of its more than 5,000 graduates. Zamorano offers teaching, research and outreach programs focused on the sustainable development of globally competitive agricultural and food industries; conservation and responsible management of natural resources and biodiversity; and poverty reduction and the transformation of the rural sector. The university's four undergraduate degree programs feature, in addition to world-class academic excellence, Zamorano's hallmark "Learning-by-Doing" practical education component, and a structured student environment designed to develop the qualities of leadership, personal responsibility and self-discipline. Zamorano also conducts an extensive applied research and outreach program in its areas of expertise which contributes to the development process while simultaneously offering further learning opportunities for its students.

Zamorano has a faculty of approximately 70 professionals, many of whom have terminal degrees in their respective fields; and approximately 900 students, of whom approximately one third are women, drawn from most of the nations of Latin America.

Zamorano offers students, professionals, businesses and development organizations the chance to build a better Latin America.

We welcome all those who wish to associate themselves with this unique institution that works with an applied focus and a transforming vision.

Cordially,



Dr. Kenneth L. Hoadley



Dr. Kenneth L. Hoadley

Zamorano is a private, international, non-profit university based in Honduras and known throughout the Americas for the quality, leadership and impact of its more than 5,000 graduates.

FOUNDED
IN 1942

PLANTING THE SEEDS

*Learning-by-Doing,
an innovative
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program.*

THE BEGINNINGS

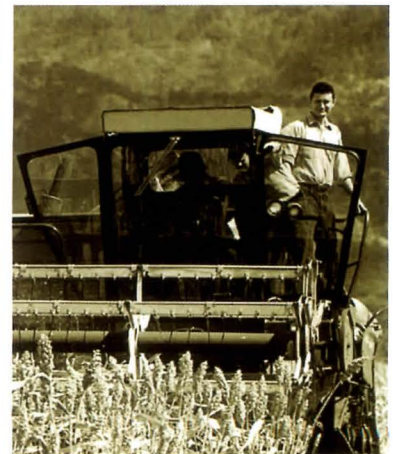
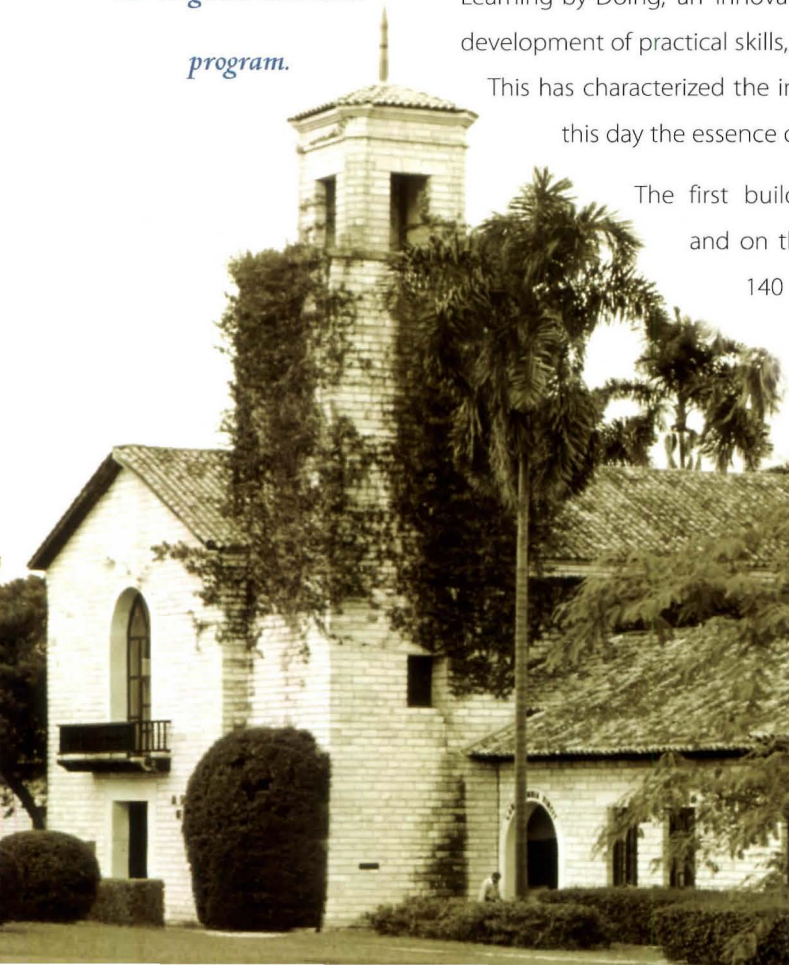
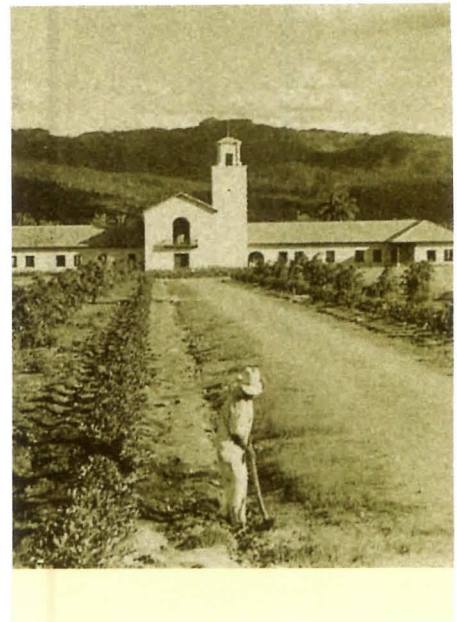
Zamorano, known formally as the Panamerican Agricultural School, was founded in 1942 in the Yeguaré Valley, located some 30 kilometers from Tegucigalpa, the capital of Honduras.

The visionary Samuel Zemurray, and the first Director General, Wilson Popenoe, sought to make a contribution to Central America. They established an agricultural school to educate young people with potential, capable of contributing to the development of their countries.

Learning-by-Doing, an innovative approach to education based on the development of practical skills, formed the basis of the academic program.

This has characterized the institution from its founding and remains to this day the essence of the Zamorano educational experience.

The first buildings were erected at the end of 1941 and on the 12th of October, 1942, the first group of 140 students arrived at Zamorano to mark the beginning of the formal academic program.



CULTIVATING THE DREAM

ZAMORANO TODAY

Zamorano is a private university with excellent infrastructure, covering almost 7,000 hectares. The institution has maintained its original philosophy in which young people strengthen their values, develop their character and self confidence, and actively “learn to learn.”

The academic program responds to the main challenges of an evermore global Latin America. It strives continually to promote student diversity, and provide opportunities for young people from diverse socio-economic and cultural backgrounds. More than 65% of its students receive significant financial support.

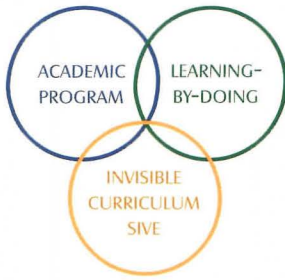
An important aspect of Zamorano is its extension of activities beyond the boundaries of campus. Zamorano’s outreach program reflects a strong desire to contribute in a concrete way to the development of Latin America. The Institution is recognized for its ability to present creative solutions that generate tangible impact in many of the most marginal communities of the region.

*Zamorano is a modern university and still
conserves its fundamental principle of
Labor Omnia Vincit
— work conquers all —*

*The institution
has maintained its
original philosophy
in which young people
strengthen their values,
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and actively
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ZAMORANO'S EDUCATIONAL MODEL



Zamorano offers a university education that integrates a strong academic program, Learning-by-Doing, applied research and outreach, and a formative “invisible curriculum”.

Zamorano offers a university education that integrates a strong academic program, Learning-by-Doing, applied research and outreach, and a formative “invisible curriculum”. It is the unique integration of these components that differentiates Zamorano from other centers of higher education.

During the four-year **academic program** students live and study on campus. Their permanent presence is considered vital to their integral formation. The program is supported by large areas of land under agricultural production, processing plants, and modern laboratories, including tissue-culture, molecular biology and plant breeding facilities. The Institution has more than 120 highly qualified academic and practical teaching staff from 17 countries.

Learning-by-Doing is the acquisition of practical knowledge through experiential learning. This occurs in a diverse set of professional environments that reflect the reality of the modern workplace. Zamorano provides a wide range of opportunities for Learning-by-Doing including six on-campus business enterprises (known as University Enterprises), laboratory facilities, applied research and outreach projects, and internships.

The University Enterprises are vertically-integrated businesses that provide a wealth of opportunities for Learning-by-Doing in crop and animal production, processing and commercialization.

Through its extensive **outreach and applied research programs**, Zamorano students and faculty work beyond the campus to provide practical solutions to the development challenges of Latin America.

The **invisible curriculum** is the sum of all the students’ out-of-classroom experiences. The Student Life System (known as SIVE by its Spanish acronym) is an important component of the invisible curriculum, through which student living is organized and integrated with the on-campus community, and student well-being is promoted.



THE ACADEMIC PROGRAM

Zamorano has over 5,000 graduates from 20 countries. Its academic program is characterized by a student-centered approach to teaching, which places the responsibility for learning on the student.

The program consists of a two-year core curriculum. In the third year of study, students choose one of four specializations. In their final year, they complete a graduation project or thesis, which permits them to integrate the skills and knowledge they have developed at Zamorano. In addition, students spend one trimester in an internship either at an off-campus business or organization, or at Zamorano.



ZAMORANO GRADUATES BECOME LEADERS THROUGH A WELL BALANCED EDUCATION

THE ACADEMIC PROGRAM

- Agribusiness Management
- Agricultural Science and Production
- Agroindustry
- Socioeconomic Development & Environment

LEARNING-BY-DOING

- Crop Production
- Animal Production
- Processing Plants
- Commercialization

(SIVE) THE INVISIBLE CURRICULUM

Structured, value driven environment that fosters positive work-ethic, and sound decision making.



ZAMORANO GRADUATES ARE:

- Capable of resolving problems and making decisions
- Socially responsible
- Respectful of others and of their surroundings
- Committed to ongoing personal and professional development

ESCUELA WILSON POPINOS
 ESCUELA AGRICOLA PANAMERICANA
 APARTADO 88
 TECUNGALPA HONDURAS

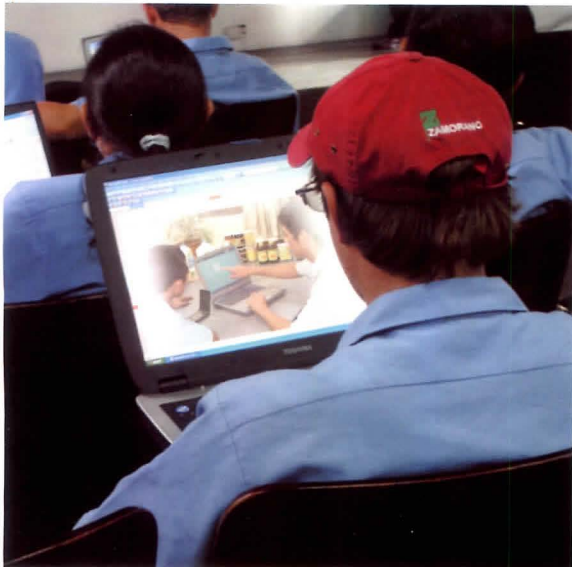


Globalization and increased competition demand that Latin American businesses interpret market signals, and define and implement strategic adjustments to identify new and improved opportunities for products in the agricultural sector.

- This Program prepares professionals capable of managing human, financial and productive resources, while identifying emerging opportunities in local and international markets. Graduates are trained to create, develop and administer innovative and profitable businesses.

PROFESSIONAL CAPABILITIES

- Implement financial and budget analysis
- Resolve quality problems
- Identify and analyze different organizational structures
- Determine the financial viability of investments
- Identify business related problems and offer solutions
- Develop market and product profiles
- Understand macro-level policies and interpret their likely effect on business
- Determine the supply of and demand for products
- Define and analyze marketing channels



Agricultural production systems must be more intensive, integrated and specialized. At the same time, agricultural produce must be healthier, and generated by operations that are friendly to the environment, as well as socially responsible.

- This Program prepares professionals capable of administering sustainable production processes, while improving efficiency levels under different commercial and environmental conditions.

PROFESSIONAL CAPABILITIES

- Produce healthy food and non-food products, including fibers and industrial oils.
- Participate in applied research
- Conduct technical consultancies
- Establish businesses to provide goods and services to the agricultural sector
- Understand and develop agro-industrial value-added chains
- Identify potential markets and business opportunities for technology development



The reality of today's global markets demands not only greater efficiency in agricultural production, but also the transformation of primary agricultural products to add value.

- This Program prepares professionals capable of applying diverse scientific knowledge to the processing and marketing of agro-industrial products. The program engenders an entrepreneurial focus and encourages environmental responsibility.

PROFESSIONAL CAPABILITIES

- ✎ Transform agricultural and livestock raw materials into value added products
- ✎ Develop and promote agro-industrial enterprises
- ✎ Develop new products
- ✎ Manage and control quality of raw materials, transformation processes and finished products
- ✎ Promote food safety and security
- ✎ Market food products and agricultural and livestock non-consumables
- ✎ Implement research or agro-industrial investment projects
- ✎ Contribute to the development of the rural agro-industrial sector
- ✎ Coordinate and provide advice to agro-industrial projects and programs



There is a growing global concern regarding environmental degradation and poverty. Themes such as water scarcity, local governance, poverty mitigation and environmental management continue to be priorities.

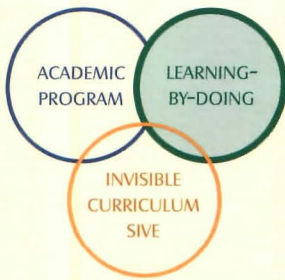
- This Program prepares professionals capable of responding in an integrated fashion to the problems of development and the environment. Graduates are able to help improve the quality of life in rural communities; sustain natural resources; design and manage projects, and develop markets for environmental products and services.

PROFESSIONAL CAPABILITIES

- ✎ Analyze information in order to interpret development tendencies
- ✎ Integrate knowledge in order to promote initiatives that link economic development, social equity and environmental sustainability
- ✎ Design, plan and manage projects efficiently
- ✎ Propose actions to mitigate the effects of human activity on the environment
- ✎ Motivate, organize and promote local development
- ✎ Manage conflicts between diverse interest groups and facilitate the negotiation of solutions
- ✎ Maintain and transmit a sense of ethics and social commitment



LEARNING-BY-DOING



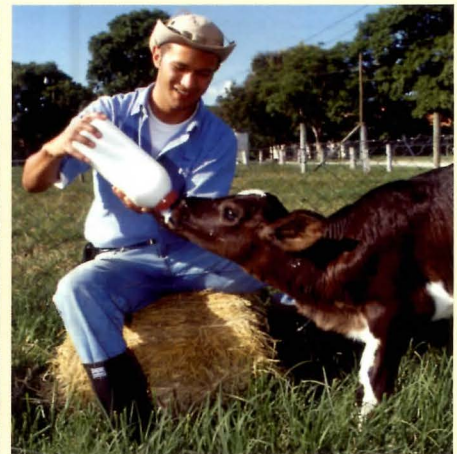
Learning-by-Doing at Zamorano is a multi-faceted experience, undertaken largely within fourteen educational business units known as University Enterprises. In these units students assume the role of professionals, managing and participating in activities related to basic crop and animal production, business administration, human resource management, research and technology innovation, social development and environmental mitigation.

University Enterprises are divided into four groups:

The Zamorano business enterprises are organized in value and service chains that allow students to develop technical skills, acquire knowledge and establish criteria, with a global, entrepreneurial and integrated vision.



Crop production



Animal production



Processing plants



Commercialization

CROP PRODUCTION

Crop production units include Horticulture (intensive and extensive vegetable production, ornamentals and plant propagation, seedling production); Fruit production; Grain seed production; and Forestry. Students are exposed to the basic agronomic practices in each unit, including land preparation and irrigation practices taught at the Machinery and Irrigation unit.

ANIMAL PRODUCTION

These units include Dairy cattle; Beef cattle and Swine production. Students learn the best production and animal husbandry practices and are exposed to different breeds in each species. Our Dairy cattle herd and Swine operation unit are considered commercial size operations with 500 and 820 head each. Our Beef cattle operation consists of 125 purebred head of Brahman.

PROCESSING PLANTS

Our **processing plant** units are the key in the integrated production chain approach that Zamorano uses in its Learning-by-Doing program. There are five processing operations.

The **Dairy plant** is a semi-commercial unit with state of the art equipment that processes between 8,000 and 9,000 liters of milk per day.

The **Meat plant** processes 160 swine and 60 cattle per month.



The **Vegetable and Fruit processing unit**, the **Post Harvest plant** and the **Honey processing unit** constitute the third group of plants where vegetables, fruits and honey are transformed into value added products.

The **Feed concentrate and the Seed processing plants** are the fourth group of plants where feed concentrate and basic grain seeds like beans, sorghum and corn are produced for internal and external customers.

The **Wood processing plant** is the fifth unit in the processing area. Students harvest the wood from our natural and cultivated timber areas and learn to transform the raw wood into timber/lumber products.

COMMERCIALIZATION

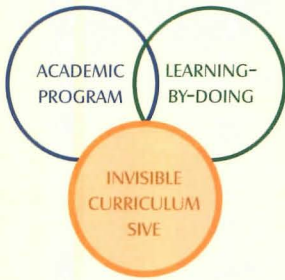
This is the final unit in the value chain. This unit **sells products** internally to our small supermarket,



the cafeteria and the student dining hall and externally to important supermarket chains, hotels and restaurants in Tegucigalpa, San Pedro Sula and Comayagua.



THE INVISIBLE CURRICULUM (SIVE)



“Zamorano’s invisible curriculum distinguishes it from other universities in that it provides numerous opportunities outside the classroom for students to develop skills and abilities as well as strengthen their character and values”.



*Dr. Daniel Meyer, Ph.D.
Director of General Curriculum,
Professor of Biology and
Aquaculture.*

One of the key elements that continues to characterize Zamorano is its distinctive formation system, which guarantees that the out-of-classroom experience has a profound and lasting impact on the students.

The Zamorano graduate is known for discipline, a sense of responsibility, integrity and work ethic. These qualities are engendered through the invisible curriculum via demanding classroom and work schedules; a code of conduct that emphasizes personal discipline and responsibility to the community; and by a university environment characterized by order, cleanliness and high standards for personal performance and achievement.

A formal component of the invisible curriculum is the Student Life System (SIVE) that seeks to improve the quality of student life through the organization of residences, the coordination of extracurricular activities such as cultural and sports groups, and the reinforcement of good study habits.

SIVE thus strengthens leadership, encourages solidarity and promotes well-being.



Outreach refers to a diverse set of activities undertaken by Zamorano in conjunction with a wide variety of international donors, in support of local and regional development. These include applied research and training, extension, technology transfer, and institutional and community strengthening.

Each year Zamorano staff and students work beyond the campus, in programs designed to strengthen stakeholder skills and capabilities, reducing vulnerability, improving the livelihoods of rural communities, and promoting regional competitiveness.

Not only does outreach generate practical solutions to important development challenges, but it also strengthens the intrinsic links between academia and society; an important institutional goal of Zamorano.

HOW IS ZAMORANO OUTREACH DIFFERENT ?

Zamorano Outreach combines the intellectual capability traditionally found in universities, with the practical knowledge, hands-on implementation and ability to generate community-level impact. Zamorano outreach activities are carried out by faculty, staff and students, linking creative thinking with effective field-level implementation. The participation of students in these programs is particularly important because it allows Zamorano to develop human capital in critical professional areas, as they gain practical experiences in leading positive change in communities and sectors.

AREAS OF OUTREACH

Zamorano has undertaken outreach activities for more than 20 years. Since the 1980's, the institutional focus has diversified considerably and today Zamorano

implements a broad set of initiatives in areas such as: natural resource management, human capital formation, economic and business development, biodiversity, applied agriculture research and local institutional development.

ZAMORANO'S OUTREACH GUIDING PRINCIPLES

- Demand driver, responding to the needs of society
- Avoid paternalism and promotes self-development
- Generate concrete and measurable results
- Combine technological innovation with an emphasis on entrepreneurship
- Promote improved environmental management
- Involve the private sector wherever possible
- Strengthen decentralization and local initiatives
- Emphasize Learning-by-Doing in all training activities



*Zamorano's
commitment to society
extends far beyond
the campus:
it is reflected in
its outreach to rural
communities of
Latin America*

INTEGRATED CROP MANAGEMENT

The Central America Integrated Pest Management Program (PROMIPAC) responds to the demands of farmers and society in El Salvador, Honduras and Nicaragua to manage crops and their pests to increase food quantity, quality and family incomes, while minimizing human health and environmental damage. The project utilizes the Farmer Field School methodology, working with 80 partner organization extension agents, researchers, trainers and teachers. In turn, they work with more than 20,000 small and medium farmers to better understand crop pests, their ecology, and the potential risks and benefits of control tactics and practices. Value-added, food safety and quality, as well as local, regional and international markets now constitute the project focus.

SMALL/MEDIUM-SIZE AGRIBUSINESS COMPETITIVENESS

The Rural Business Development Project (PROEMPRESA) assists Honduran rural businesses increase their profitability through optimization of production and acquiring expertise in marketing, processing and quality control, while being environmentally responsible. The project continues to support more than 100 enterprises, training more than 1,500 of its members and working with 300 young business people in nine areas throughout Honduras. Special emphasis is placed on gender-based diversification of roles in the rural economy, assisting women's groups to achieve greater success in their businesses.

AQUACULTURE

Zamorano helps to create a network of NGOs for the advancement of aquaculture in partnership with the Universities of Auburn and Georgia (U.S.A.) and the Honduran Sustainable Development Network. The project trains technicians and experts in the breeding, processing and marketing of tilapia. It includes the establishment of an interactive website to provide technical support, disseminate information, share experiences and foster communication among groups involved in aquaculture. This

builds on a 20-year Zamorano program that has been a major force in developing the aquaculture industry in Honduras and the region.

REGIONAL WATERSHED MANAGEMENT

Zamorano's significant experience in water and watershed management, in Honduras and Nicaragua, originated from the USAID post-hurricane Mitch reconstruction program. Today Zamorano continues to demonstrate leadership in this area in projects which stress best management practices for water conservation and their application by farmers in critical watershed areas. This includes improved governance capacity of municipalities to carry out improvements in water quality monitoring, municipal investments and revenue collection (including payment for environmental services) in a transparent manner; in-depth inventory and analysis of actual and projected conditions of water resources and their administration as well as equipping community, municipality and water board leaders with the skills necessary to develop and implement watershed management plans. A total of sixty watershed plans will be developed and made operative between 2005 and 2008.

STRENGTHENING RURAL HIGH SCHOOL EDUCATION

Zamorano works with high schools in seven Central American countries to improve the quality of education. Linkages between formal education and rural development are being strengthened, thus improving the relevance and impact of high schools in rural areas. Project components include curriculum reform, administrative strengthening, human capital formation, monitoring and evaluation.



ZAMORANO CENTER FOR ENTREPRENEURSHIP (ZCE)

Founded in 2004, the ZCE empowers young Latin American leaders and entrepreneurs to realize their business goals. This is carried out by teaching and in situ training in businesses, high schools and rural communities; ZCE helps others to transform business aspirations into profitable businesses.



BIODIVERSITY CENTER

The Regional Biodiversity Institute (IRBIO), incorporated by the Central American Environment and Development Commission (CCAD), in June 2005, and managed by Zamorano, integrates efforts to conserve and advance biodiversity in Central America. Founding countries are Guatemala, Belize, Honduras, El Salvador, Nicaragua, Costa Rica and Panama; working together to ensure the future of Central American biodiversity today and tomorrow.

e-LEARNING CENTER

Originating from a collaborative project between the University of Florida, the Indiana Higher Education Telecommunications System (IHETS), and Zamorano, this Center is creating the technological learning culture within Zamorano by connecting students, faculty, alumni and clients seamlessly to the global community; enhancing teaching, research, outreach, learning, information-sharing and decision-making.





AGEAP INTERNATIONAL

The Zamorano Graduate Association (AGEAP International) is the official organization representing Zamorano graduates. It exists to foster the spirit of panamericanism and strengthen the bonds of cooperation and fellowship amongst its members.

It is organized around national associations, represented by an international Board, and works to promote Zamorano's regional profile, identify students and potential sources of scholarship support, and provide professional mentoring and placement for recent graduates.

AGEAP has chapters in the following countries:

- ✦ Bolivia
- ✦ Colombia
- ✦ Costa Rica
- ✦ Dominican Republic
- ✦ Ecuador
- ✦ El Salvador
- ✦ Guatemala
- ✦ Honduras
- ✦ Nicaragua
- ✦ Panama
- ✦ USA

The greatest evidence of Zamorano excellence resides in its graduates, nearly 5,500 in total. Hailing from over 25 countries and residing throughout Central and South America and worldwide, the Zamorano graduates are known for dedication, innovative ideas, hard work, success, superior ethics and values.

JOIN FORCES
WITH A LEADER

GET INVOLVED IN ZAMORANO



Zamorano is a non-profit organization registered in the State of Delaware, USA. It is recognized by the Internal Revenue Service as a (501)-(c)-(3) organization. In many countries in Latin America fiscal benefits exist for individuals, businesses and organizations that provide support to Zamorano.

Zamorano has grown over the years thanks to many supporters and friends from around the world. We encourage you to become involved in this dynamic center of higher learning.

🌿 **Student scholarship support:** Empowers outstanding youth from limited-resource families to develop the technical skills, leadership capabilities and entrepreneurial outlook they need to succeed. Create a scholarship or contribute to an existing scholarship fund.

🌿 **Annual Gifts:** Zamorano appreciates gifts of support for annual use. Specific priorities include Woman's Leadership, Learning-by-Doing, Technology in Education and Student Life.

🌿 **Endowed Gifts:** Endowed gifts sustain the future of Zamorano. Help us preserve tradition and ensure the future of a Zamorano education by contributing to an array of established endowed funds which grow and render benefits in perpetuity.

🌿 **Planned Gifts:** Zamorano is honored to accept bequests, trusts, and other forms of planned giving. Please make Zamorano part of your legacy.

🌿 **Internships:** Create a direct impact on a student's future by providing an opportunity for a Zamorano fourth year student to intern at your company/organization.

**For more information,
please contact us at:
wdc@zamorano.edu.**





w w w . z a m o r a n o . e d u

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Non-Discrimination policy:

Zamorano does not discriminate on the basis ethnic origin, color religion, sex, or nationality in the administration of its educational and admission policies, financial aid programs, extracurricular or other activities.