



# Fresh-Water MANAGEMENT Certification

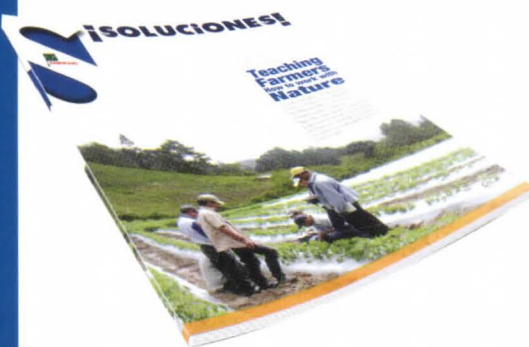
With funding from the Regional Program to Reduce Environmental Degradation (PREVDA) and the Coordination Center for the Prevention of Natural Disasters in Central America (CEPRENAC), a Zamorano team began teaching a water management certification course at Zamorano in late 2008. More than 60 individuals were enrolled from six Central American countries, and representing a variety of professions, including local and regional water technicians, government policy makers, environmental non-profit staff members, and healthcare workers. A central goal of the project was to train these individuals to become trainers themselves.

The certification program entailed a series of ten three-day modules given to each of 10 groups over the course of ten months. Consisting of lectures, discussions, lab work, and field trips, the Zamorano experts -- including DSEA professors and staff as well as math, physics and computing instructors -- provided the trainings on campus, via internet distance learning, and also on-site in the six countries with the help of local University partners.

The training covered basic hydrology, climate, atmosphere, rainfall and evaporation, water testing and measurement, geology, and the processes and formation of various water systems, as well as the required tools needed from the disciplines of math, physics, geometry, and statistics. Students learned how to identify point-source and non-point-source pollution, how to treat and remediate contaminated systems, and how to rehabilitate ecosystems. Lecture topics ranged from international and country-specific laws, treaties and policies regulating water resources to training in coalition building, conflict resolution, and methods in media relations. In all, students completed more than 400 hours of classroom and applied-learning activities.

On June 20, 2009, more than 200 people from Latin America and the United States gathered in Tegucigalpa to attend Zamorano's "First Latin American Women's Conference: Forging Strategies for Professional Success." The day-long event included speakers, panels, and discussions on topics ranging from personal histories to qualitative analysis of gender roles and trends. Sponsored by Zamorano University, the Women's Congress marked the culmination of a year of activities commemorating 25 years of women graduates at Zamorano. As Zamorano Board Member Kate Semerad related, "This event provided women with a forum for learning, building alliances, and discovering new strategies for success in the professional world."

## Further Reading: **iSOLUCIONES!**



In March 2009, Zamorano launched a new outreach magazine, *iSoluciones!*, a periodic publication that offers in-depth stories about our outreach and development projects. To read the first issue and learn about our flagship Integrated Pest Management program, PROMIPAC, please visit: [www.zamorano.edu/soluciones/eng/digital.html](http://www.zamorano.edu/soluciones/eng/digital.html)

# Our Supporters

Zamorano University offers an exceptional education to capable young people of Latin America, especially to those who could not otherwise afford it. More than 70 percent of our students are awarded scholarship support on the basis of need and academic merit, which would not be possible without the contributions we receive. Our partners and supporters unite with us in the belief that cultivating ambitious young minds is the best and surest way to promote a better and more prosperous future for Latin America.

In the past year, our regional partners included the governments of Ecuador, El Salvador, Guatemala, Honduras, and Panama, which combined provided hundreds of Zamorano scholarships for their young citizens. Each of these countries recognizes, as we do, that long-term sustainable development -- including food security and the successful management and protection of natural resources -- requires qualified and energetic guidance from the next generation, the leaders of tomorrow.

We are fortunate that individuals, corporations, foundations, non-governmental organizations, and governments spanning the globe contribute substantial money and other resources to Zamorano, both for scholarships and to support our general operating budget, ensuring that our work continues unabated and remains in the vanguard of academic excellence in Latin America. This support to Zamorano also makes certain that our fields, livestock, laboratories, and processing plants -- not to mention dormitories, classrooms, and offices -- have the infrastructure and equipment necessary to provide our students with the first-rate education and hands-on practical learning experience for which Zamorano has been famous for almost 70 years.

Our partners and supporters also join us in our outreach efforts, which help to alleviate major economic, financial, and environmental problems in the region's rural communities. The significant role we play in raising the quality of life in our neighboring communities, as well as throughout Latin America, would not be possible without the sustained cooperation and financial commitments of our partners, both regional and global.

On behalf of the entire Zamorano community we want to thank our friends, partners, and colleagues for their vision, dedication, and support. Zamorano would not have succeeded for so many years were it not for these alliances and collaborations. Our heartfelt thanks to all of you for your generous help and support.

Sincerely yours,

Francille M. Firebaugh  
Co-Chair  
Advancement Committee  
Board of Trustees

Alison Stone  
Co-Chair  
Advancement Committee  
Board of Trustees



## 17 scholarship BENEFICIARIES conclude their 3rd year; 25 new scholarships for SALVADORIANS

Last November, representatives of the Salvadorian Institute for Professional Education (INSAFORP) attended the dinner that is offered every year by the Academic Deanship for the scholarships beneficiaries from INSAFORP that conclude their first three years of studies at Zamorano. A total of 123 youths have benefitted from INSAFORP since 1998. A total of 74 more beneficiaries will join this select group in the next three years.



### Zamorano: Excellence and Quality

*Joining this institution has been the best thing that's ever happened to them. Some assured us that if they'd not been able to attend this university, it would be very likely that they would be working at the store in their house, or at their parents' parcels.*

**El Diario de Hoy**  
June 21, 2009



## PRORURAL Helps GUATEMALAN Youths from RURAL AREAS

In 2009 PRORURAL granted 25 scholarships to young people from municipalities in situations of extreme poverty. These service-oriented youths have great academic and leadership potential, but have financial limitations that would normally not allow them to attend college.

# All Donors Collaborators

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Government of the Dominican Republic/Ministry of Science & Technology

Government of Guatemala/Secretariat of Rural Development, PRORURAL

Government of Guatemala/Human Resources Endowment

**Government of Honduras/Central Bank of Honduras**

**Government of Honduras/Secretariat of Agriculture & Livestock**

Government of Mexico/Government of the State of Mexico, Secretariat of Agriculture & Livestock Development, (SEDAGRO)

Government of Panamá/Ministry of Economics & Finance

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**Alimentos Concentrados Nacionales (ALCON)**

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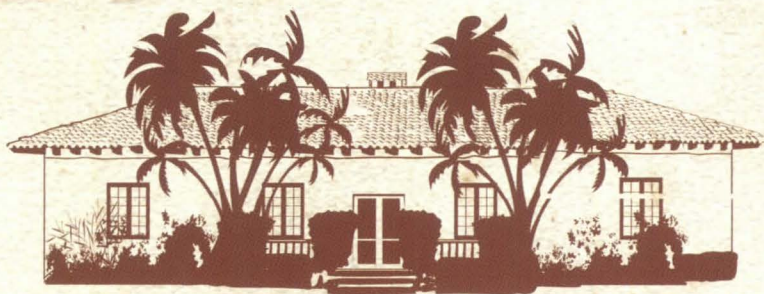
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**Bold = Donor for last 10 years**

*Italics= Zamorano Graduate*

\* = First Time Donor



## THE POPENOE SOCIETY

The Wilson Popenoe Society was created in 2009 to encourage alumni and friends to renew their Zamorano University ties by making yearly gifts to the unrestricted scholarship fund.

Named for Zamorano's founding director, Dr. Wilson Popenoe, a distinguished botanist, explorer and educator, the Society membership consists of supporters who make gifts of \$1,000 or more to the unrestricted scholarship fund in any given calendar year. Young alumni are invited to join at the special gift level of \$500.

More than 70 percent of Zamorano students rely on scholarships. These funds are available because of the loyal commitment and steadfast support of donors who share in our conviction that providing a strong undergraduate education to deserving young people is the best way to promote a better and more prosperous future for all Latin Americans.

The Wilson Popenoe Society honors the exceptional generosity of donors whose leadership giving helps sustain our abiding commitment to provide an education to young Latin Americans, regardless of nationality, religion, ethnic background, or economic status. Through their support, these donors play a crucial role in the lives of our students.

Members of The Wilson Popenoe Society receive special recognition and benefits, including invitations to special events on and off campus, opportunities for direct communication with select scholarship students, and exclusive bulletins from faculty and administrators.

### THE POPENOE SOCIETY GIVING LEVELS

Founder's Circle	\$15,000 and above
Chairman's Circle	\$7,500 - \$14,999
President's Circle	\$5,000 - \$7,499
Pioneer's Circle	\$2,500 - \$4,999
Leader's Circle	\$1,000 - \$2,499
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\* Young Alumni Leadership Giving (classes of 1990 onward)

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# Financial STATEMENTS



PBX (503) 2298-5757  
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auditoria@bdo.com.sv

Avenida Olímpica 3324  
San Salvador, El Salvador

## Independent Auditors' Report

To the Board of Directors of  
Escuela Agrícola Panamericana, Inc.

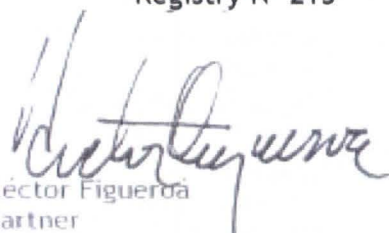
We have audited the accompanying statement of financial position of Escuela Agrícola Panamericana, Inc. (the "School") at December 31, 2009 and 2008, and the related statements of activities and cash flows for the year then ended and a summary of significant policies and other explanatory note. These financial statements are the responsibility of the School's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Escuela Agrícola Panamericana, Inc. At December 31, 2009, and the results of its operations and cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.



Figuerola Jiménez & Co., S.A.  
Registry N° 215

  
Héctor Figuerola  
Partner  
Registry N° 179



San Salvador, May 24, 2010.

Figuerola Jiménez & Co., Sociedad Anónima, debidamente constituida y registrada de acuerdo a las Leyes de El Salvador, es miembro de BDO Internacional Limited, una compañía limitada por garantía del Reino Unido, y forma parte de la red internacional BDO de empresas independientes asociadas. BDO es el nombre de la red BDO y de cada una de las empresas asociadas de BDO.

# Escuela Agrícola Panamericana

(A Delaware Not-for-profit Corporation)

## Statement of Activities

For the years ending December 31, 2009 and 2008

(Expressed in US Dollars)

		2009				2008
		Unrestricted	Temporarily restricted	Permanently Restricted	Total	Total
<b>Operating activities:</b>						
<b>Revenue</b>						
Student tuition and fees	US\$	14,279,491	-	-	14,279,491	13,568,921
Less: Financial aid and allowance		(3,165,220)	-	-	(3,165,220)	(3,365,120)
Net student tuition and fees		11,114,271	-	-	11,114,271	10,203,801
Sponsored activities						
Federal government grants and contracts		-	1,477,204	-	1,477,204	1,372,511
Private grants and contracts		1,008,872	2,071,582	-	3,080,454	5,018,182
Gifts and contributions		11,023	665,227	-	676,250	593,922
Endowment investment return designated for current operations (note 7)		1,937,410	-	-	1,937,410	1,826,361
Other investment income		100,257	-	-	100,257	93,966
Sales and services of educational activities		8,938,629	76,988	-	9,015,617	8,755,300
Auxiliary enterprises		894,703	-	-	894,703	1,028,662
Other income		792,725	238,650	-	1,031,375	918,830
		24,797,890	4,529,651	-	29,327,541	29,811,535
Net assets released from restrictions (note 17)		4,002,216	(4,002,216)	-	-	-
Total operating revenue		28,800,106	527,435	-	29,327,541	29,811,535
<b>Expenses</b>						
Education and general						
Instruction	US\$	5,844,285	-	-	5,844,285	5,940,201
Research		894,779	-	-	894,779	825,749
Public service		2,399,008	-	-	2,399,008	4,320,776
Academic support		7,124,462	-	-	7,124,462	6,851,046
Student services		3,144,732	-	-	3,144,732	3,005,798
Institutional support		5,422,008	-	-	5,422,008	5,060,077
Operation and maintenance		2,692,330	-	-	2,692,330	2,608,812
Total education and general expenses		27,521,604	-	-	27,521,604	28,612,459
Auxiliary enterprises		764,331	-	-	764,331	844,948
Total operating expenses (note 15)		28,285,935	-	-	28,285,935	29,457,407
Change in net assets from operations		514,171	527,435	-	1,041,606	354,128
<b>Non-operating activities</b>						
Severance provision	US\$	-	-	-	-	-
Net assets released for plant improvement		509,303	(509,303)	-	-	-
Capital gifts and facilities		196,453	-	-	196,453	56,701
Endowment investment return designated for plant improvements (note 7)		250,000	-	-	250,000	1,134,253
Endowment investment return in excess of amount appropriated for operations (note 7)		9,003,138	-	-	9,003,138	(21,324,528)
Contributions for endowment		469,477	-	-	469,477	692,653
Transfer of development funds		-	385,892	-	385,892	(83,570)
Sale of fixed-assets		48,681	-	-	48,681	-
Adjustments for translation of foreign currency		(47,001)	-	-	(47,001)	(380,061)
Transfers		-	-	-	-	-
Change in net assets from non-operations		10,430,051	(123,411)	-	10,306,640	(19,904,552)
Change in net assets		10,944,222	404,024	-	11,348,246	(19,550,424)
Net assets at beginning of year (note 16)		54,960,034	1,050,921	10,188,579	66,199,534	85,749,959
Net assets at end of year (note 16)	US\$	65,904,256	1,454,945	10,188,579	77,547,780	66,199,535

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# Dr. Norman Borlaug

## (1914-2009)

### A Zamorano Friend and Supporter

Dr. Norman Borlaug who, "helped provide bread for a hungry world" and won a Nobel Peace Prize in 1970 for his work breeding high-yield grain crops, died in 2009 at the age of 95. The Zamorano community mourned the passing of a man who was not only a world-renowned agricultural scientist but also a long-time friend, supporter, and role model.

Born in the United States in Cresno, Iowa, Dr. Borlaug attended the University of Minnesota where he earned a B.S. (1937), M.S. (1939), and Ph.D. (1942). During the 1940s, Dr. Borlaug travelled to Mexico as part of a Rockefeller Foundation program to help farmers improve their crops. His success in breeding what became known as "dwarf wheat" -- a disease resistant strain that quintupled the productivity of wheat fields -- averted famine and transformed Mexico into a self-sufficient food producing nation. This accomplishment was cited by the Nobel Peace Prize committee as what "saved a billion people from hunger" in India, Pakistan and other regions of the world. Later work led to similar advances with other grains, including rice and corn, and prompted many to credit Dr. Borlaug, as "the founder of the green revolution." In his later years, Dr. Borlaug embraced biotechnology as the tool that would transform agriculture in the 21st century.

It was while working in Mexico in the early 1940s that Dr. Borlaug first heard about the newly founded Panamerican Agricultural School, Zamorano. He visited on several occasions to consult with Zamorano's founding director, Dr. Wilson Popenoe, a famous botanist and plant explorer, and to observe first-hand the growth and progress of the school. Dr. Borlaug was keenly aware of the need for trained agricultural engineers and crop experts in Latin America and strongly supported the mission of Zamorano. Over the decades, when Dr. Borlaug traveled to Honduras he often visited campus and gave lectures, conducted classes, and supported Zamorano's many outreach efforts, including those in support of small farmers, bean and corn breeding, and



Dr. Simón Malo and Dr. Norman Borlaug at the Zemurray Building on Zamorano campus, circa 1991.

crop diversification practices. "Borlaug particularly liked meeting the students," explains Dr. Malo, then Zamorano president. "He thought Zamoranos were talented and hard-working, and he enjoyed giving them a 'master class' whenever he could."

From 1990 until late 1995, Dr. Borlaug served on Zamorano's Board of Trustees and visited the school several times a year. After his retirement as a trustee, Dr. Borlaug became a member of Zamorano's International Board of Advisors and continued to play an active role in the promotion of the school. Zamorano graduate Mario Nufio, a current Trustee, remembers Dr. Borlaug as a great believer in Zamorano's unique Learning-by-Doing approach. "He had a saying he often included when giving speeches: 'To make the earth produce you must get out into the fields, dirty your hands, and sweat with labor. This is the language that plants and animals understand.'" Dr. Borlaug appreciated that this belief is integral to Zamorano's teaching philosophy. It has helped to form many of our graduates who now work following in Borlaug's footsteps."

Today, 29 students attend Zamorano because of scholarships awarded by the Ryoichi Sasakawa/Norman Borlaug Scholarship Program, created by The Nippon Foundation in partnership with Zamorano. Also named for the founder of The Nippon Foundation, Ryoichi Sasakawa, the program has provided full scholarships to 129 Zamorano graduates since it began in 2002, many from the poorest communities in Latin America and Haiti. A special component of the program provides post-baccalaureate internships and has placed Zamoranos in Laos and Ethiopia to teach sustainable agricultural practices.

A great agricultural scientist and leader, Dr. Borlaug inspired all of Zamorano by his example. We proudly carry on his legacy of service and commitment to bettering the lives of the rural poor through education, research, and outreach programs. We will always remember this special friend.