

ZAMORANO'S MISSION

Zamorano's mission is to provide the highest quality agricultural education through practical training, at the university level, to Latin American youth, with an emphasis on the life-enduring habits of honesty, hard work, personal discipline, and confidence in one's professional capacity. Zamorano graduates are taught to have the farmer's persistence, commercial viability, and a philosophical attitude so they will not abandon their mission as food producers as they move into careers in both public and private sectors.



ZAMORANO PRODUCES A QUALITY GRADUATE, SUPERIOR IN TRAINING AND DEDICATED TO HARD WORK. BECAUSE OF THIS, THE SCHOOL'S IMPACT ON THE ECONOMY OF THE REGION FAR EXCEEDS ITS RELATIVE SIZE OR THE NUMBER OF ALUMNI.

HISTORY OF ZAMORANO

The Escuela Agrícola Panamericana was established in 1941 as a Delaware non-profit corporation, with the strong support and commitment of a small group of private individuals who shared a vision of a private college making a major contribution to Latin America's development by providing a practical education in the agricultural sciences.

Founders of the School include the United Fruit Company, its then President, Samuel Zemurray and two other Directors, Thomas D. Cabot and Thomas Jefferson Coolidge. A fourth member of this team was Dr. Wilson Popenoe, a noted tropical horticulturalist and educator, who became the first Director of the School in 1942.

An area known as Zamorano, in the picturesque Yeguaré Valley of Honduras, was selected as the site for the school and the Escuela Agrícola Panamericana became known as the "Zamorano School."

Dr. Wilson Popenoe provided strong leadership to the school for the next 16 years. He designed the academic program based on the concept of "aprender haciendo" (learning by doing) and established Zamorano's basic philosophical principal of "labor omnia vincit" (work conquers all). This original blueprint still guides the school today.

Other early leaders who played key roles in shaping the history of Zamorano include: Doris Zemurray Stone, daughter of Samuel Zemurray, who played a crucial role in Zamorano's development as an early sponsor and former President of the Board of Trustees, and is considered Zamorano's "Madrina" by graduates of the College; Francisco De Sola, a Salvadorian industrialist and former President of the Board of Trustees; Dr. George Harrar, of the Rockefeller Foundation and former President of the Board of Trustees; Jorge Mejia, a leading banker in Latin America and Zamorano Trustee; Galo Plaza, a former President of Ecuador and Trustee of Zamorano; and Dr. J. Wayne Reitz, former President of the University of Florida and Zamorano Trustee.

From 1942 through 1979, Zamorano grew slowly. In 1979, the School began a period of extensive expansion. Graduates of the three year Agrónomo program increased from 55 to 110 a year. A new fourth year program was introduced in 1987 and now graduates an additional 60 students a year with the degree "Ingeniero Agrónomo." During this same period, Zamorano added thirty-two new



teaching positions and a total of 110 new courses and forty-five field lab modules. A larger and more sophisticated faculty has resulted in significantly expanded research activities with funding from corporations, governments and international organizations. Over 226,000 square feet of educational facilities and 1800 acres of new land have been added to the property of the school.

The School's Board of Trustees, composed of distinguished United States and Latin American citizens, sets policy for the institution. The Board is committed to making a superior private college education available to greater numbers of Latin youth and ensuring that future generations can benefit from Zamorano's emphasis on teaching initiative, strong work ethic and free market opportunities.



ZAMORANO'S CAMPUS IS LOCATED IN THE PICTURESQUE YEGUARE VALLEY OF HONDURAS.

ACADEMIC PROGRAM

Zamorano's academic program is designed to offer the student intensive hands-on training in a continuation of the founders' philosophy of "learning by doing."

Course work includes the practical and theoretical and is equally divided between the field and the classroom. In addition to classroom instruction, each student works under qualified instructors 4 hours a day, 6 days a week, logging more than 3000 hours each year in the field.

In an international "learning by doing" atmosphere, the student is given an excellent foundation in all aspects of tropical agriculture from research, production, and processing, to marketing and distribution of products.

Courses such as botany, physics, chemistry, mathematics, agricultural administration, management and engineering are part of Zamorano's curriculum. A great deal of emphasis is put on English as the second language since most of the scientific literature dealing with agriculture is written in this language.

The "Agrónomo" degree, a general degree in tropical agriculture, is given at the successful completion of 3 years at Zamorano. The "Ingeniero Agrónomo" degree, a specialized degree, requires an additional year of studies.

* The academic year is a disciplined, eleven month, in-residence program with an intensive dawn-to-dusk schedule of class work and field studies. Every student follows the same prescribed course of studies with electives being allowed only after the third year.

The first class of fifty-two "Ingenieros Agrónomos" graduated in April of 1988 with Bachelor of Science degrees in Agriculture. This degree requires the Zamorano 3rd year graduate to complete three post-graduate academic periods, totalling forty-eight credits. Students may specialize in Animal Sciences, Agricultural Economics, or Plant Sciences. A thesis covering original research must be presented and defended by each candidate.

Zamorano's reputation for providing strong

practical experience virtually guarantees students employment upon graduation. Those students wishing to continue their education are well received by graduate programs in United States and Latin American universities.

Extension services and non-formal educational opportunities have grown at Zamorano in recent years. In cooperation with government and private organizations, the College annually trains hundreds of technicians, farm managers, and small rural farmers in field demonstrations and in "short courses" taught at the new W.K. Kellogg Center.





ZAMORANO IS THE ONLY COLLEGE IN LATIN AMERICA TO MERIT A CHAPTER OF GAMMA SIGMA DELTA, THE HONOR SOCIETY IN AGRICULTURE EDUCATION AND RESEARCH FOR THE PROMOTION OF HIGH SCHOLARSHIP. STUDENTS AND PROFESSORS FROM ZAMORANO STUDY AND TEACH AT MANY U.S. UNIVERSITIES. AT FLORIDA AND KANSAS STATE UNIVERSITIES, ZAMORANO GRADUATES ARE OFFERED THE RESIDENT TUITION RATE INSTEAD OF THE HIGHER OUT-OF-STATE FEE.

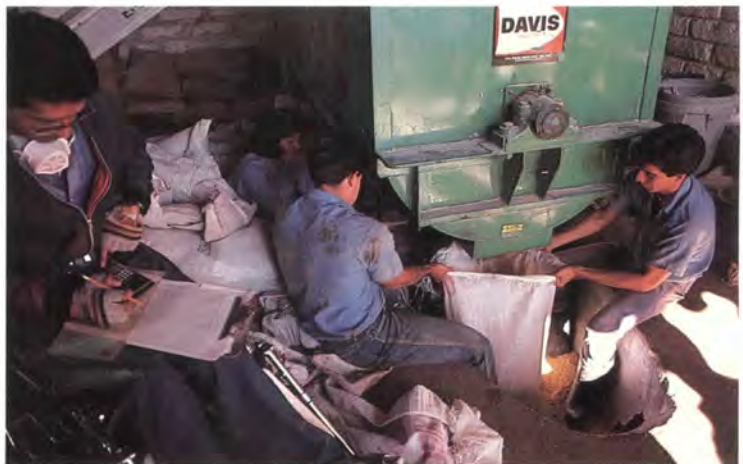
IMPORTANCE TO THE REGION

Agriculture in Central American countries represents an average of 80% of the region's gross production and provides employment to more than 45% of the economically active population. With the population growth rate of 2.5% per year in the region, the importance of increasing food production and distribution will increase.

Recognized contributions by Zamorano to the region are many:

- Protection of natural resources through training, extension and direct intervention;
- Creation of jobs through entrepreneurial ventures of Zamorano graduates;
- Modernization of farming methods through the development and introduction of appropriate technologies;
- Diversification of agricultural products produced in each Latin American country;
- Improved efficiency in agricultural production;
- Creation of new knowledge through agricultural research.

By offering the Zamorano education to an increased number of students, and by using extension courses to improve management of arable land, watersheds and forests, Zamorano hopes to be able to preserve the region's resources while at the same time expanding its economic potential.



ZAMORANO PRODUCES 22% OF ALL THE CERTIFIED SEED SOLD IN HONDURAS AND 50% OF ALL THE CERTIFIED CORN SEED. THIS INTERNAL PRODUCTIVE CAPACITY SAVES THE COUNTRY MILLIONS OF DOLLARS IN HARD CURRENCY.

INTERNATIONAL STUDENT BODY

Men and women from all over Latin America find a common ground of understanding at Zamorano. Rich and poor, rural and urban, they all wear the Zamorano work uniform, face the same opportunities, and live by the same rules. Through 13 national chapters of the Alumni Association, graduates continue to work together in support of the school long after they leave.



SUPPORTING ITSELF

In 1988, an impressive 29% of Zamorano's operating budget came from the sale of farm production. Excess production such as corn, milk, cheese and eggs is sold in nearby communities. Through the school's seed processing program, students produce over 22% of all certified seed used in Honduras.



MORE THAN 90% OF ALL FOOD CONSUMED IN THE STUDENT DINING HALL IS PRODUCED BY THE STUDENTS THEMSELVES.

ALUMNI

Superior accomplishments of Zamorano graduates attest to the success of the school's educational approach. The alumni list includes Ministers and Vice Ministers of Agriculture, Finance, and Education; Presidents and Deans of colleges; Directors of institutions, and leaders of cooperatives and agribusiness enterprises.

There are active Zamorano Alumni chapters in 13 Latin American countries. These chapters serve as an effective business network for Alumni, help recruit Zamorano students and assist in the placement of Zamorano graduates.

Zamorano recently embarked on a new program to involve alumni in the teaching and implementation of extension and visitor courses offered by the College. The first phase of the program asks graduates, living in Honduras, to work with small farmers to help them increase production and improve their storage, processing, and marketing of basic grains. This program provides training, introduces new technologies, produces field research, and stresses agro-ecology, reforestation, and water management. Zamorano also expects to assist alumni in establishing organizations similar to the 4-H and the Future Farmers of America at local secondary schools.



ZAMORANO NOW GRADUATES DOUBLE THE NUMBER OF STUDENTS IT DID IN 1979. THE COLLEGE IS COMMITTED TO THE STRONG CULTURAL DIVERSITY OF ITS STUDENT BODY.

ZAMORANO'S COMMITMENT TO THE ENVIRONMENT

The Central American isthmus is one of the world's richest ecosystems. Unfortunately, the pressures of expanding populations and weak economies are leading to destruction of forests, significant reduction in water resources, and deterioration of productive land resources. Depletion rates of forests, fisheries, soils and other natural resources are taking place at a pace which far exceeds the natural renewal rate.

The Yeguaré Valley, the home of Zamorano, is at ecological risk. Potable and irrigation water supplies are in jeopardy and are limiting factors to future manageable growth. The School is working to reverse current trends of ecological deterioration in the Valley. Protecting and expanding critical water availability has become a high priority for Zamorano.

During the annual dry season, uncontrolled forest fires in Honduras alone destroy in excess of \$3 million worth of potential forest products. It is an especially serious problem in the forests of the Yeguaré Valley surrounding the School.

In 1985, the Government of Honduras agreed to give Zamorano the complete responsibility for the operation of over 1,200 hectares of biological reserves extending from the School's campus into the hills of Mount Uyuca. The agreement requires Zamorano to maintain the watersheds and preserve the flora and fauna native to Honduras.

Zamorano students have planted more than 145,000 trees in the Valley during the last three years. Over 75 new species of trees have been planted, including drought resistant, fast growing soft woods, and a range of hardwoods. Zamorano hopes to use the Yeguaré Valley as a model of conservation for other parts of Honduras.

New programs are being developed to increase the School's efforts to ensure the conservation and management of soil, water and forestry resources. Zamorano hopes to expand the acreage of conservation land under sound management and to build a conservation data center for the region which would help to maintain a badly needed biological record.



ZAMORANO ACTIVELY PROMOTES SOUND ENVIRONMENTAL PRACTICES AND PROVIDES NECESSARY TRAINING IN THE RESTORATION OF THE INFRASTRUCTURE.

THE ENDOWMENT

Zamorano has recently finalized an agreement with the United States and Honduran Governments to establish a new endowment for the school in Honduras provided that matching funds can be obtained by Zamorano from the private sector. These new funds will supplement the existing endowment which is managed by the Trustees of the School.

The Endowment agreement calls for Zamorano to match 25% of the \$15 million gift with privately raised capital. Funds will be released over time as the private match is attained.

This new endowment will assist Zamorano in strengthening the present program and building toward a more financially secure future.



U.S., HONDURAN AND ZAMORANO OFFICIALS SIGN THE ENDOWMENT AGREEMENT AT THE PRESIDENTIAL PALACE IN NOVEMBER 1988.



FINANCIAL MANAGEMENT

The Board of Trustees of the Escuela Agricola Panamericana carefully monitors the financial planning and control aspects of Zamorano. Expenditures for the operations of the school, the farm, and for required capital improvements are funded from sources which are primarily private and independent. In recent years, endowment assets have grown and investments have been made in increasing the productive capacity of the School's farm facilities. Other potential income generating opportunities, consistent with the primary educational objectives of the School, have been explored and measured for long-term viability.



SELECTED FINANCIAL DATA

Operating Revenue and Expenses for Fiscal Year 1988

Revenue (US \$000)

Endowment Income	500	7%
Gifts and Grants	1,367	19%
Tuition	2,838	39%
Sale of Farm Products & Services	2,157	29%
Internally Produced Assets	468	6%
Total	\$7,330	

Expenses (US \$000)

Academic Departments	5,487	75%
Capital Expenditures	97	1%
Operation and Maintenance	661	9%
Administrative Support	1,085	15%
Total	\$7,330	

Zamorano draws its operational funds from several sources including tuition fees, income from an endowment fund, and the sale of seed and surplus agricultural produce grown at the school. A vital source of funds is donations from corporations, foundations and individuals.

DONORS

An impressive group of donors includes the governments of the United States and Germany, multinational corporations, citizens of Latin America and the United States, and support from several private foundations. Careful annual planning has assured the effective coordination of Zamorano projects and continued investment by both private and public agencies.

Official Donor List 1986-1988

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In the United States:
Ms. Kate Semerad
Vice President for External Affairs
Escuela Agrícola Panamericana
888 16th Street, N.W. Suite 300
Washington, D.C. 20006

In Latin America:
Dr. Simón Malo
Director
Escuela Agrícola Panamericana
Apartado 93
Tegucigalpa, Honduras, C.A.