



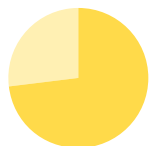
ANNUAL REPORT 2017

# Investment with Impact





# 46,783



34,296 women  
12,487 men

Number of people receiving a new plot of land through government programs supported by Landesa

*"At this age, a land title is a huge support to me. My daughters will also inherit something from me, and no longer have to live an insecure life," —Piari Devi, a widow and mother in the Indian state of Uttar Pradesh, became a landowner at the age of 65, thanks to a government land allocation program supported by Landesa.*





# 5

Number of national or state land law and policy changes influenced by Landesa. Each of these reforms has the potential to benefit **millions of families**.

*In India, a Model Agricultural Land Leasing Act will serve as a policy foundation for Indian states to legalize agricultural tenancy, a policy change with the potential to positively impact millions of tenant farmers.*





# 10,210

Number of government officials, service providers, practitioners, and key influencers who received training on land rights through Landesa programs.

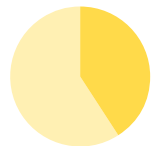
## More than 1 Million

Number of people who stand to enjoy stronger land rights as a result of these training programs.

*"It is because of the efforts of Landesa that I have been able to do something for the betterment and the development of single women and other landless families in our village. This is a matter of great pride for me." —Shyama Diwadi, Village Leader*



# 1,700,832



696,993 women  
1,003,839 men

Number of people who have an improved understanding of their land rights through legal land literacy and livelihoods trainings supported by Landesa.







## A Dream Come True

Lalla and Budni, both in their 60s, earned a modest living as agricultural laborers in a small village in Uttar Pradesh, India. But their means of livelihood — and their status in the community — changed when they received title to a plot of land through a state government program supported by Landesa.

*"We're very happy and proud," Lalla said.  
"When we held our patta, we were proud to  
be an agricultural landholder."*

# A Letter from the CEO



Chris Jochnick

**T**hroughout history, change has often happened in two ways: Gradually, then suddenly.

Movements for social change germinate in the minds and deeds of an impassioned and visionary few, slowly finding purchase among peers and likeminded individuals. But for every successful movement, there is a moment when they are propelled forward by a groundswell of support. Where once there was hard clay, their ideas now find freshly tilled soil. Seeds of change take root; the garden flourishes.

At Landesa, we believe the global movement for secure, durable, equitable land rights for all is in the midst of such a moment.

The signs are everywhere. We see them in the halls of the United Nations, where land rights have been woven into three of the goals of the UN 2030 Agenda, related to poverty, hunger, and gender equality. And at the top of Mt. Kilimanjaro, where grassroots activists ascended last fall to rally support for an African Union initiative to put more of the continent's land into the hands of women. And they can be found in the fields and rice paddies of India, China, and Myanmar, where

government officials, advised by Landesa, have adopted legal reforms and policies with the potential to strengthen land rights for millions of rural families.

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Landesa's team of professionals have contributed to programs and policies that have helped strengthen the land rights of more than 120 million families.

From our origins in the work of Professor Roy Prosterman to our founding as the world's first global NGO dedicated exclusively to land rights, Landesa has stood at the vanguard of the land rights movement. From the paddy fields of Myanmar to the plains of Tanzania, Landesa's team of professionals have contributed to programs and policies that have helped strengthen the land rights of more than 120 million families. As more learn about the transformative power of land rights to improve lives and livelihoods, we continue to attract new allies and supporters to this essential work.

In this report, I invite you to learn how Landesa continues to be a leader in the land rights movement. And I thank you for continuing to support and sustain our vision of a world free of poverty – a world where all can enjoy secure, legal land rights.

A handwritten signature in black ink, appearing to read 'Chris Jochnick', with a stylized, looping flourish at the end.

Chris Jochnick  
President and CEO





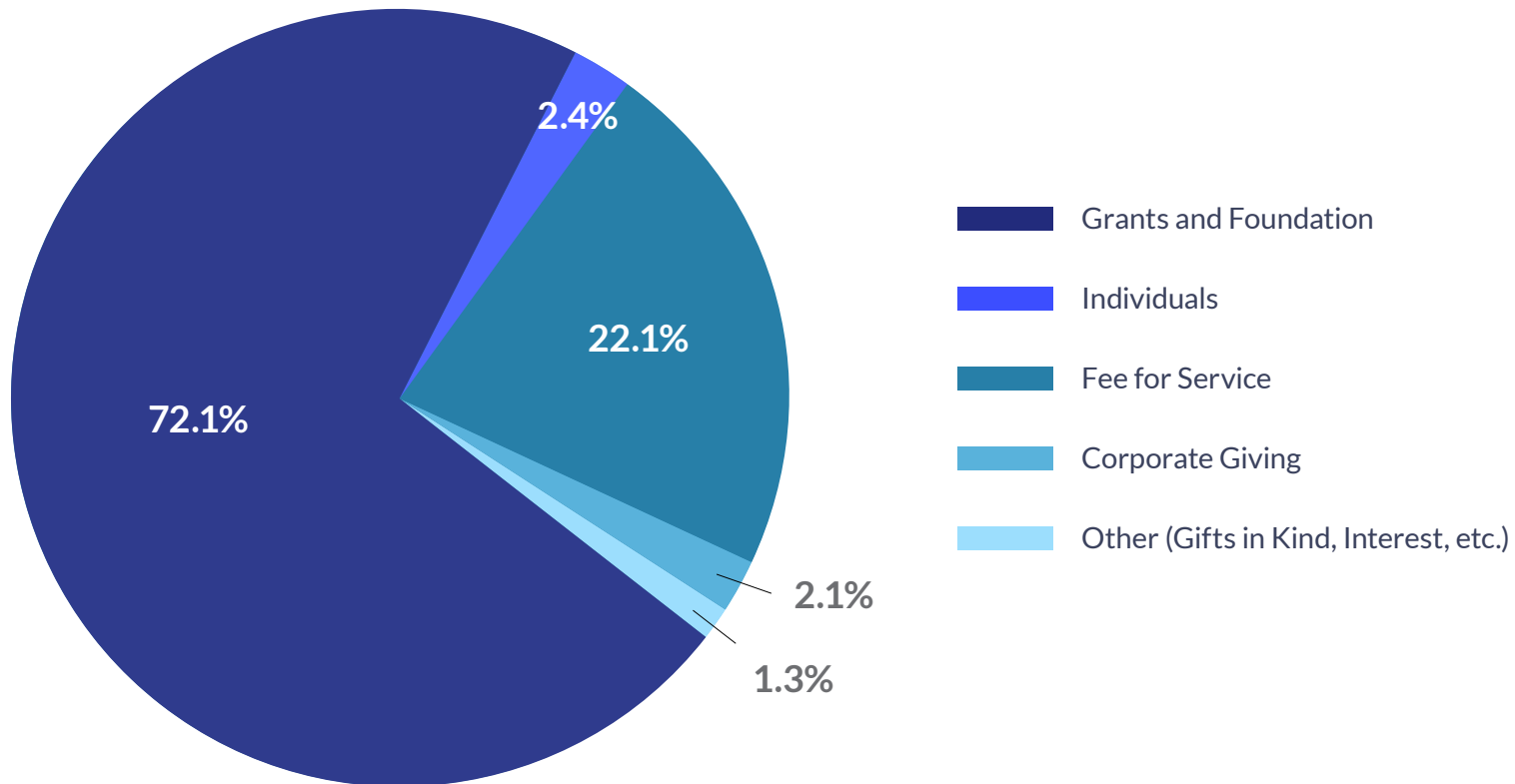
# Financials



# Total Revenue

\$10,876,610

## Revenue Sources (As a Percentage)

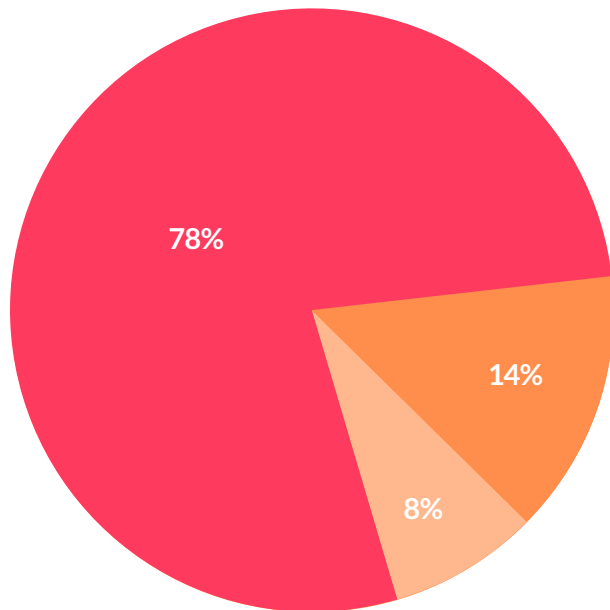




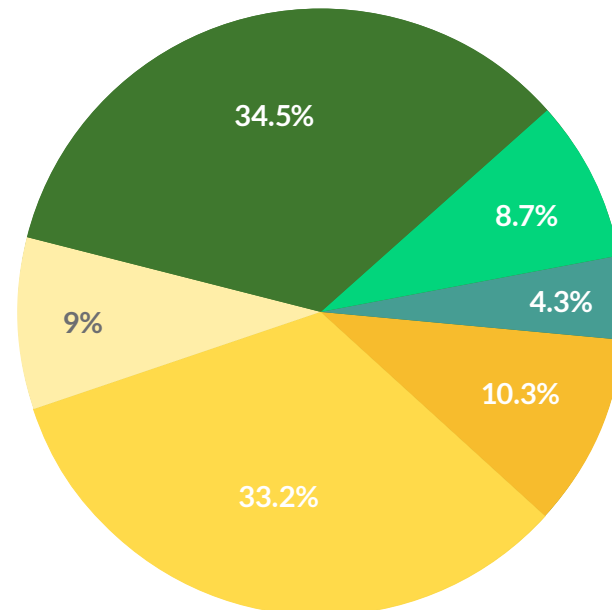
# Total Expenses

\$12,946,830

Functional Allocation of Expenses  
(As a Percentage)



By Program Area (As a Percentage)







Our Supporters



Thank you to all of the individual donors, foundations, corporations, and partners who made contributions in Fiscal Year 2017 (July 1, 2016–June 30, 2017). Your support makes our work possible.



Denotes a Gardeners for Growth monthly donor. We are grateful to this group for providing sustaining donations year-round.

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- Ford Foundation
- Bill & Melinda Gates Foundation
- Google Foundation
- IKEA Foundation
- King Philanthropies
- NoVo Foundation
- Omidyar Network
- River Star Foundation

### \$100,000 – \$999,999


- Anonymous
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Ann and Matthew Nimetz  
Kathleen Pierce (in memory of Douglas P. Beighle)  
The Seattle Foundation  
Lawrence Wilkinson





With its record of defining a focused mission and then delivering measurable results, Landesa exemplifies the promise of strategic leadership in the nonprofit sector. That's why, at King Philanthropies, we are proud to support Landesa's model for bringing opportunity to millions of the world's poorest—and in particular its effort to expand its proven model to new countries.



**Kim Starkey Jonker**

President and CEO, King Philanthropies

Landesa is proud to be featured as an exemplary organization in *Engine of Impact: The Essentials of Strategic Leadership in the Nonprofit Sector* by William F. Meehan III and Kim Starkey Jonker

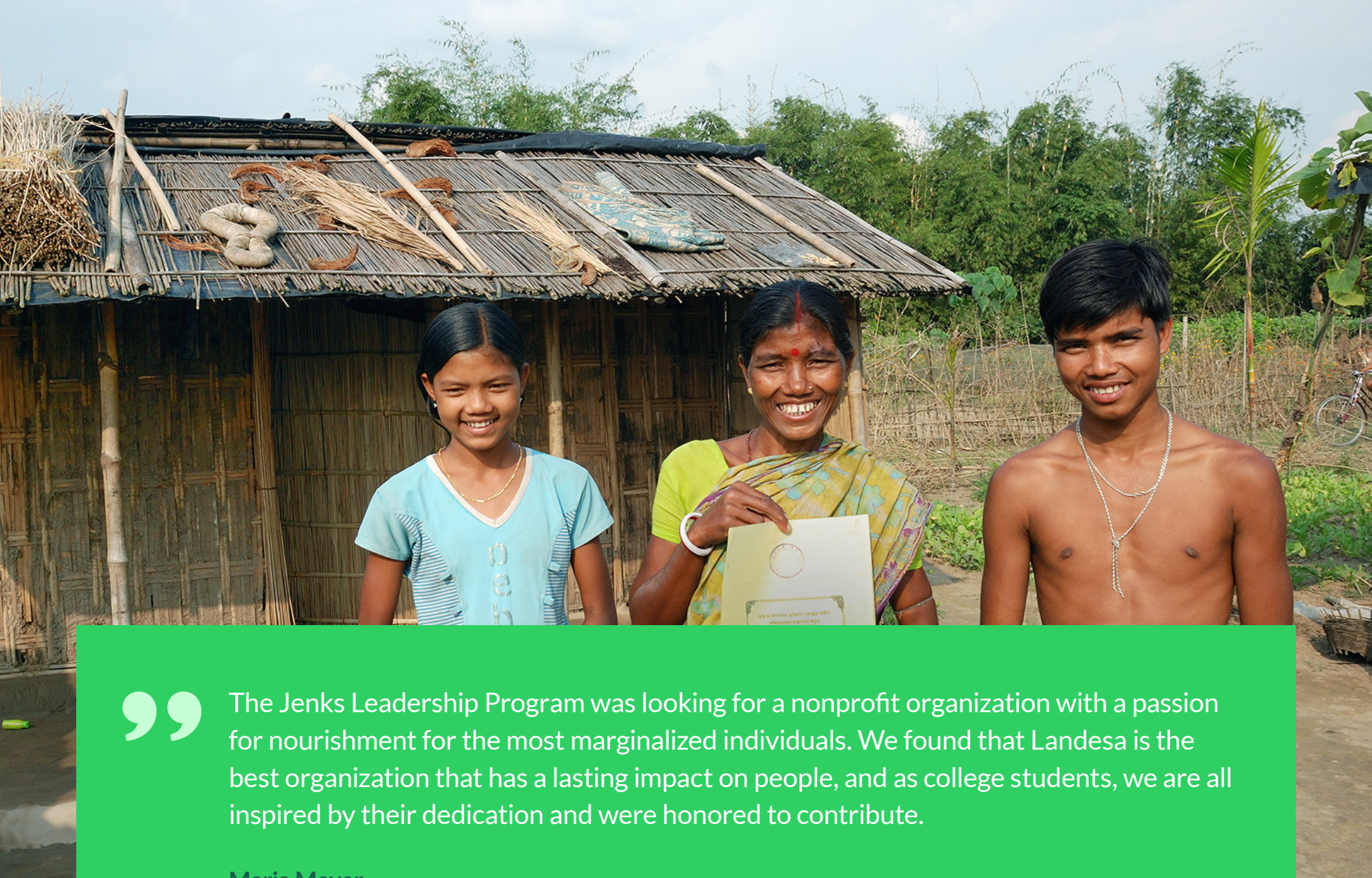


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“

The Jenks Leadership Program was looking for a nonprofit organization with a passion for nourishment for the most marginalized individuals. We found that Landesa is the best organization that has a lasting impact on people, and as college students, we are all inspired by their dedication and were honored to contribute.

**Maria Meyer**

Student of The Jenks Leadership Program at Boston College



## \$1,000-\$2,499

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I support Landesa as a monthly donor because they understand that working to improve policy is the only way to craft long-term, sustainable change.



**Adesuwa Agbonile**

Stanford University student




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