Landesa

ANNUAL REPORT 2016:
INVESTMENT WITH IMPACT

"Land rights for the rural poor, especially for women, is critical to helping the poorest overcome their poverty and ensure that their children will be educated and live fulfilled lives."

Kofi Annan
Former UN Secretary General

WHAT WE ACCOMPLISHED TOGETHER THIS YEAR

There is no better investment in durable, systemic change.

$11.8 million

INVESTED IN OUR MISSION

8.1 million

LIVES CHANGED

With every **$1.50**, we were able to help strengthen land rights for one person.

RETURN ON INVESTMENT

PROGRESS ON THE GROUND Our year in pictures

Join us in celebrating the tenth anniversary of the micro-plot program and visit some of the first beneficiaries. See the long-term impact of our investment in this transformative model in this slideshow.

Shown is Manika Chandra and her children.

Over the last decade, more than 400,000 families have benefited.

Shown is Kamala Bairagi and her family.

Who are these families?

Shown is Putul Mondal and her family.

Often they were landless agricultural laborers, working long hours in fields owned by their landlord; children working alongside parents to maximize family income. Yet, no matter how hard they worked, they could not distance themselves from hunger and poverty because they lacked the most basic asset for the rural poor — a piece of land to call their own.

Today, they have a path out of poverty. They have invested their time, labor, and savings in their land. They are proud entrepreneurs, raising cows, goats, and hens. On their small patches of land shops, fish ponds, and lush kitchen gardens have taken root.

Shown is Marina Bibi and her family.

When Suchitra Dey and her husband, Ranjit, received a micro-plot of land, they planted a kitchen garden. The return on their investment has been extraordinary. Nearly a decade later, the garden keeps the family well fed and excess produce sold at market brings in about 1,000 rupees (about US $15) each month. This has given their family something that was previously unimaginable — savings.

When they first received a micro-plot of land, Suchitra and Ranjit could afford only the most basic shelter for their family. But as family finances improved they replaced the thatch roof and wicker walls with a sturdy roof and walls to shield the family from monsoon rains.

Likewise, the government has invested in their community, providing this small hamlet of new landowners with electricity and water service. Electricity allows the children to study at night and during the rainy season. And access to clean water, Suchitra says, has kept her children healthy.

“Today I am really proud to see that my daughter is continuing her education. I am sure she’ll be a support to me, as she is learning quite a many things. She’ll not have to face adversities in life as I had to. This small patch of land actually helped me to support my daughter’s education.” --Suchitra Dey

The new government in Myanmar is designing a land tenure reform program after seeing the success of the West Bengal micro-plot program. Punjab Province in Pakistan has replicated the micro-plot model after visiting the West Bengal program. Hundreds of thousands of families are investing their labor, savings, and hope in their land, an investment that will pay dividends for themselves, their children, and their communities.

A LETTER FROM THE CEO

Return on investment is a simple but powerful formula.

It guides investors to evaluate the efficiency and effectiveness of their investments.

It also guides Landesa's work.

For decades, Landesa has been driven to provide our supporters and partners with an outsized return on investment — a large and lasting impact for each dollar spent and hour worked.

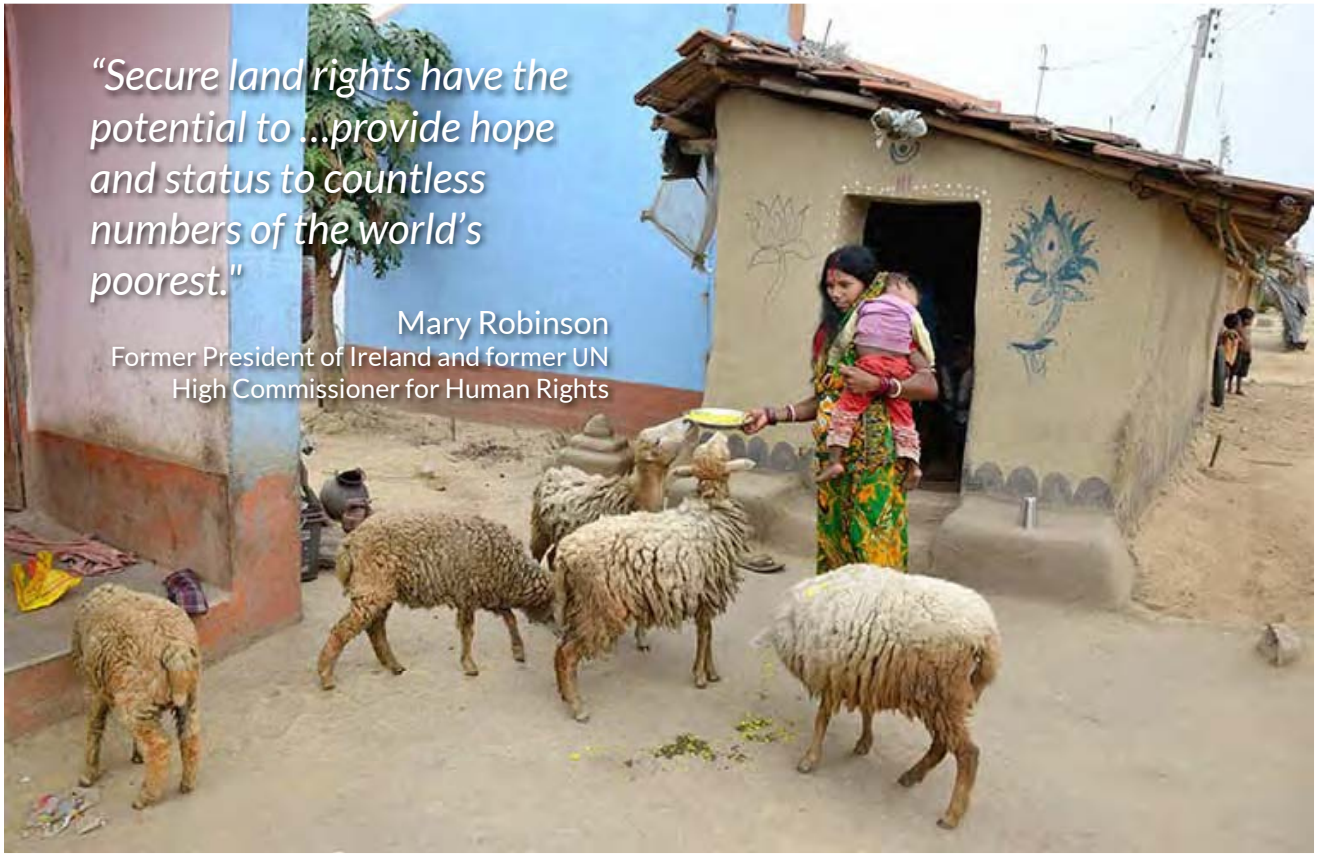
Fiscal Year 2016 was no different.

Landesa's long-term investments in partnerships and programs have helped strengthen land rights for 6.8 million women and 1.3 million men in the past year.

Using a return on investment lens for this year alone: roughly, for every $1.50 Landesa spent, we helped strengthen land rights for one woman or man — a change that provides opportunity, security, and a path to prosperity.

As remarkable as this may seem, it is in line with our historic performance, having helped strengthen land rights for more than 120 million families over the past 49 years.

We are able to achieve this impact because we partner with



governments to work toward results at scale. One law or government program can impact hundreds of thousands or millions of rural families who are eager to climb out of poverty but lack a critical foundation — secure rights to land. Our partnerships with other non-profits and progressive corporations to ensure they respect land rights in their policies and programs further amplify our impact.

All of our investments, from engagements with governments to innovative pilots launched with local communities, are designed with one thing in mind: Can we collaborate with local partners to create lasting, systemic change?

This drive towards maximizing sustainable impact informs which countries we work in, what project strategies we pursue, and which partners we work alongside.

Every quarter, we endeavor to measure progress and our contribution to it. We look at tangible short-term benefits as well as longer term, systemic change. Measuring progress in this way brings a host of challenges, but it is increasingly important that we can define a return on investment to make an effective case with governments, corporate actors, civil society allies, communities, and supporters like you.

We recognize that our numbers only tell part of the story and don't do justice to the transformation underway.

We know that when women and men have secure rights to land, they gain legal control over a valuable asset and the security, opportunity, and incentive to invest in that asset to increase their harvests and improve their lives. Research shows the ripple effect: better nutrition, educational outcomes, environmental sustainability, and a reduction in poverty. When women have more secure rights to land, it empowers them economically and gives them a voice within their household and their community.

In financial year 2016, the countries where we work committed more than US $80 million of their own money to land rights programs that Landesa helped design. That means for every $1 Landesa spent, partner governments spent more than $5 of their own scarce resources.

They did so because they see the highly leveraged, durable, and broad-reaching power of land rights. They recognize that secure rights to land are an essential foundation to a peaceful, sustainable, and prosperous society. They know that the stability and security land rights provide act as an enabler for the long-term success of other interventions including food security programs, health care programs, education programs, and conservation.

Consider just some of the highlights we achieved working with our

partners during this year.

In India, we helped the national government draft a model law for legalizing the leasing of farmland.

The model law allows the poor to do something many of us take for granted — legally rent land — providing critical access to farmland for millions of landless families. This new model law has already been adopted by one state and is being considered by several others.

In Myanmar, Landesa regularly briefed the new parliament on the importance of land rights, especially for women, and provided technical advice and support for Myanmar's first National Land Use Policy and historic land distribution program. The land distribution program, modeled in part on the Landesa-supported micro-plot program in West Bengal, India, will help Myanmar address a vexing problem: how to help the country's more than three million rural landless families trapped in extreme poverty.

In China, Landesa advised the central government on important policies that have now been adopted by every province across the nation — ensuring that women's names are included alongside men's names in land registries. And we worked with partners to advise Shandong Province in its landmark distribution of land titles to rural men and women.

In Ghana, Landesa advised the government on a new national land bill which will protect women's rights to privately held land. The bill also incorporates critical safeguards requiring traditional chiefs to consult and compensate farmers before using their land for development.

In Kenya, Landesa provided technical advice to the government on its historic Community Land Bill, which creates a striking break from the past by transferring ownership rights to land into the hands of the communities that live, work, and depend on the land. The new bill, signed into law in September 2016, can provide opportunity for an estimated 15 million rural Kenyans.

To see one illustration of return on investment, explore the accompanying slideshow and visit with Suchitra Dey, one of the first micro-plot beneficiaries.

Thank you for supporting Landesa and our efforts to promote a durable path out of poverty for millions of families.

Chris Jochnick | President and CEO

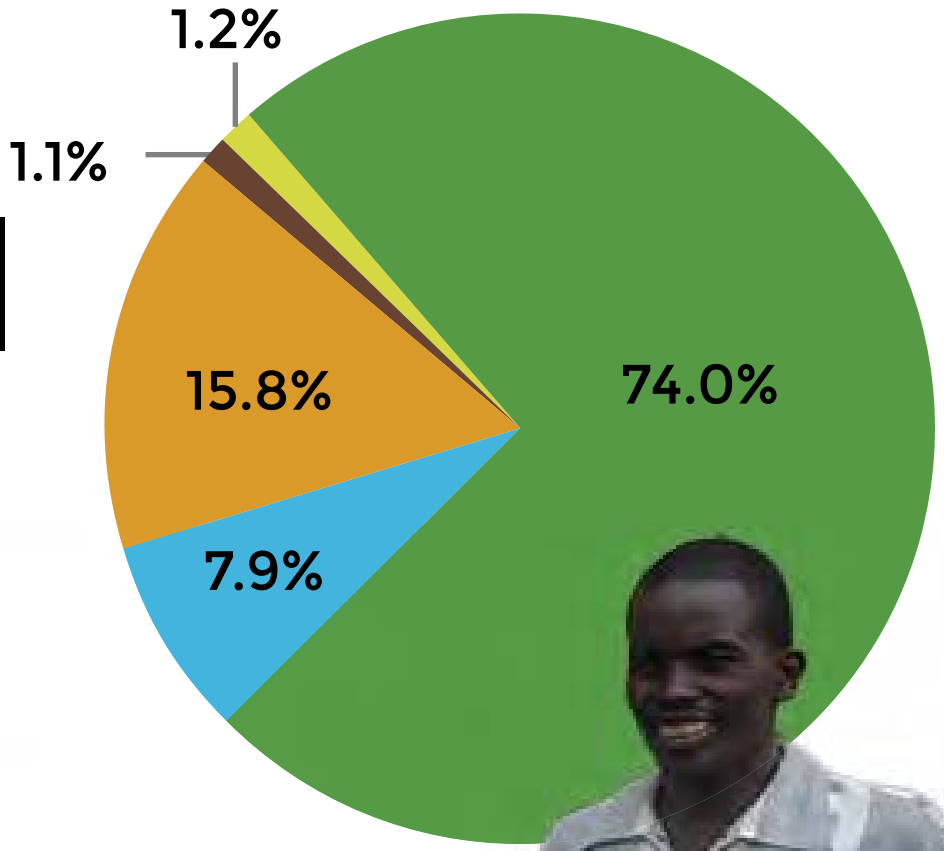
FINANCIALS

Support and Revenues

Total Revenues	$15,144,359

- GRANTS AND FOUNDATIONS
- INDIVIDUALS
- FEES FOR SERVICE
- CORPORATE GIVING
- OTHER

(GIFTS IN KIND, INTEREST)



FINANCIALS

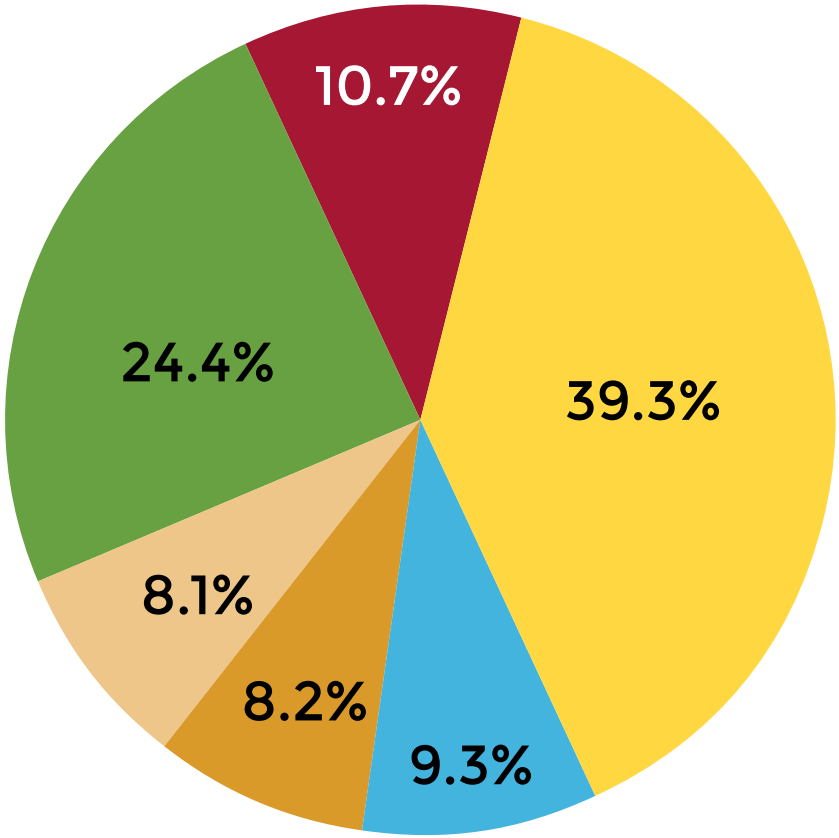
Functional Allocation of Expenses

Total Expenses	$11,841,758

Program Services: 80%

Management/General: 13%

Fundraising: 7%



- INDIA
- CHINA
- AFRICA
- GLOBAL ADVOCACY, COMMUNICATIONS AND LEARNING
- GLOBAL PROJECTS
- LANDESA CENTER FOR WOMEN'S LAND RIGHTS

THANK YOU TO OUR DONORS

Landesa is grateful for generous support from the following individuals, foundations, and others during fiscal year 2015-16. We appreciate the support of all of our donors, regardless of size, although limited space prevents us from listing all gifts.

OVER $1 MILLION

Bill & Melinda Gates Foundation
Conrad N. Hilton Foundation
DIKEA Foundation
Nike Foundation
NoVo Foundation
Omidyar Network
River Star Foundation

$100,000 - $99S9,999

Araceli and David Barclay
Bill and Paula Clapp
David Weekley Family Foundation
Ford Foundation
M. J. Murdock Charitable Trust
Moccasin Lake Foundation
New Field Foundation Fund of Tides Foundation
Open Road Alliance
Propel Capital
Ronald B. Rankin
Rights and Resources Group
Rockefeller Foundation
Stewardship Foundation

$25,000 - $99,999

Battery Powered
The Capital Group Companies Charitable Foundation
The David & Lucile Packard Foundation
Lenore Hanauer Foundation
Emilie and Doug Ogden/The North Ridge Foundation
PACCAR International
Jill and Bill Ruckelshaus
The Sahsen Fund
Darshana Shanbhag and Dilip Wagle

$10,000 - $24,999

Laura Lee Grace
The Greenbaum Foundation
Phil Harvey
James G. and Patricia E. Kern-Cardillo
Beverly and George Martin
Mike McGavick
Susan Moseley
Sally and Bill Neukom
Kathleen Pierce*
Vicki and Gary Reed
The Seattle Foundation
Lawrence Wilkinson

*Donation in memory of Douglas P. Beighle

$5,000 - $9,999

Maren Christensen
COSTCO Wholesale
Peter Curran
Brad Fresia
Janet W. Ketcham
Sara and Mark Kranwinkle
Andrea Lairson and Bob Gomulkiewicz
Sara and Andrew Litt
Nathan Myhrvold
Suri and Mala Raman
Seba Foundation
The Sister Fund
Elisabeth Wendt
Ann P. Wyckoff

$2,500 - $4,999

Leslie Decker
Elizabeth Roberts
Stephen Garratt
Donna M. Moniz
Joan Platt
Roy L. Prosterman
Michele Rosen
John Sabol

$2,499 - $1,000

Beverly Barnett
Judith E. Bendich
Alison M. Bettles and Ryan Glant
Janice D'Amato
Jesse Friedlander
Nancy Grout
Lynn C. Hall
Michael Harris
Randi Hedin
Jessica Houssian
Gwen Howard
Joan Hsiao and Jim Bromley
Tie Kim
Marty Krasney
Alida Latham
Mina Titi Liu and Eric Rosenblum
Christina Lockwood
Pamela McCabe
Liz McConnell
Eric Nelson
Sudheer Palyam
Posner-Wallace Foundation
Jennifer Potter and John Winton
Prairie Foundation
Stephen Propper
Jeff Riedinger
Kent Taylor
Steve Thomas
Jay Venkatesan
Maggie Walker

Landesa recognizes and thanks all donors who wished to remain anonymous.

Landesa™

Rural Development Institute

www.landesa.org/