

SOWING THE SEEDS OF SUCCESS

LANDESA FISCAL YEAR 2013 ANNUAL REPORT

Learn how Landesa and its partners are building an equitable, sustainable, and secure world.

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REDUCING POVERTY

Budhubari, a young widow with three young children, didn't see how she could possibly earn enough money to feed her children and pay their school fees.

Her neighbor showed her the way.

The neighbor, a Community Resource Person (CRP) trained through a partnership between Landesa and the government of Odisha, helped Budhubari apply for legal ownership over the government land she and her husband had farmed.

As a landowner, Budhubari gained access to government agricultural extension services such as agricultural training and subsidized seeds. Now, her two acres of beans, papaya, and corn fill her cooking pot and the excess, sold at market, pays school fees.

"When food was a daily struggle, education for my children was next to impossible," Budhubari

explains. "Now, I don't have to worry about the future of my children anymore."

Landesa designed and piloted the innovative CRP model to help the state government quickly and efficiently grant title to landless families who have lived on and cultivated government land for years. More than 80,000 families have already benefited.

Drawn from the same remote rural communities they serve, CRPs act as a bridge between the landless poor and government officials. As trusted neighbors, CRPs are able to identify landless families and provide them with the information and assistance that can change their lives.

Odisha, in partnership with Landesa, is currently expanding the program to reach seven districts, including some of the poorest and most inaccessible areas in the state. Another 300,000 families are expected to benefit.



EMPOWERING WOMEN

Nareyio Kuyo's remarkable journey began in 2010.

In that year, Kenya adopted a new constitution that promised women unprecedented rights and protections, including the right to own land. But in Nareyio's remote community in the Rift Valley, such rights were little known or understood.

To help ensure that rural women like Nareyio can exercise their new rights, Landesa and USAID launched the Justice Project.

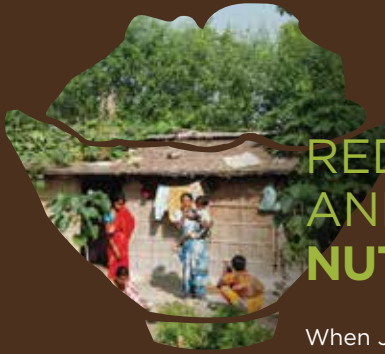
During months of training and dialogue led by Landesa, traditional tribal elders and community leaders in Nareyio's village learned about the new constitution. Over time, the elders and leaders began to see how equal rights for women in their communities enhanced the welfare of the whole community. They developed a code of conduct to ensure women enjoyed equal rights and encouraged women to take a more active role in family and community decisions.

The result: women are finding their voices. They are making decisions, starting businesses, and more than a dozen women, including Nareyio, have been elected to join the community's panel of tribal elders who mediate disputes and often serve as the highest ranking local authority.

"We never had women elders before. Previously, any time a woman attempted to speak out at a public meeting, even if the case involved her own children, she would be ordered to shut up," said Nareyio. "Now women are recognized as human beings. I can have a say in my family. What could make a woman happier?"

Landesa is now advising the Kenyan Ministry of Lands in its ambitious efforts to rewrite the country's outdated land laws and exploring ways to expand the Justice Project.





REDUCING HUNGER AND IMPROVING NUTRITION

When Jharna Sarkar's husband disappeared, it was only the beginning of her troubles. Soon after, her in-laws demanded the family house and land for themselves.

Without formal title to her land, Jharna had no choice but to leave. She and her son took up an itinerant life. They eked out a living on the margins of society, endlessly searching for work that might fill their bellies and provide a way out of their desperate lives.

Then Jharna received title to a micro-plot of land through a partnership between the government of West Bengal and Landesa. Now, on a plot of land about the size of a tennis court, Jharna and her son grow lentils, radishes, leafy vegetables, papayas, pumpkins, and spices such as chili, ginger, and turmeric.

Jharna grows enough food to feed herself and her son, frequently producing enough to share with neighbors and even sell in the market for additional income.

"I have my own place where I can sleep," said Jharna. "It's a good feeling to have a roof above my head."

Across India, more than 450,000 formerly destitute and landless rural families have received micro-plots of land through partnerships between the government and Landesa. The state of West Bengal's micro-plot program has been so successful that it is now the government's flagship poverty alleviation program. Continuing its partnership with Landesa, the state government plans to provide micro-plots to another 100,000 families in the next two years.

IMPROVING EDUCATION

Rakhi lives in an area of West Bengal, India where girls eat last and least. Girls are pulled out of school early to take care of their siblings or married off before they would even be old enough to drive in the U.S.

When she was 15, Rakhi's parents told her they could no longer afford to support her studies and pulled her from school.

Rakhi, a promising and determined student who had just passed the examination to enter high school, found another way.

She enrolled, along with 8,000 girls like her, in Landesa's Security for Girls Through Land Project. The program aims to keep girls like Rakhi in school and reduce their vulnerability to child marriage and trafficking by giving them land-based skills and knowledge of their land rights.

Through the project, Rakhi learned about her rights to own and inherit land and received training in intensive organic gardening skills. With that knowledge, Rakhi planted a kitchen garden on her parents' small plot of land — in an area no bigger than two parking spaces.

By the time she was 17, Rakhi was not only putting food on the table, she was also back in the classroom. The tiny plot, full of spinach and gourds, was feeding her family, paying her school fees, and demonstrating her abilities and value to her parents and wider community.

Rakhi and the other girls in the program are 25% more likely to stay in school.

The project, a partnership between Landesa and the Indian government, is currently expanding to reach more than 35,000 girls over the next year.



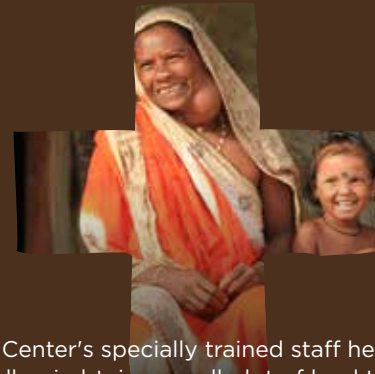
IMPROVING HEALTH

Having suddenly become a widow, Kandhuni Pradhan was determined to take care of herself and her five children.

Then she felt the lump in her throat.

Kandhuni had developed a goiter as a result of her poor diet. However, without formal title to land, proof of residency, or identity documents, she could not access the local government's free medical services and was unable to raise the necessary funds to pay for a doctor's visit. Poor nutrition left her feeling increasingly weak and unable to provide for her family.

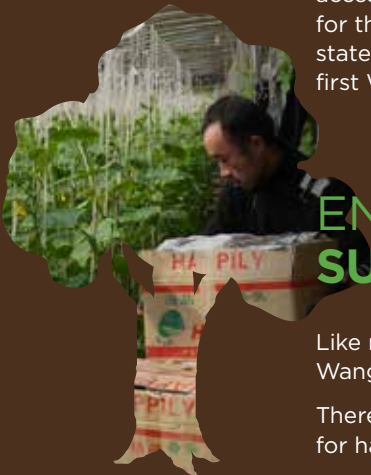
To help women like Kandhuni and their families access government services and better provide for their families, Landesa partnered with the state government of Odisha to establish India's first Women's Land Rights Facilitation Center.



The Center's specially trained staff helped Kandhuni obtain a small plot of land to both live on and farm. Equally important, the Center provided Kandhuni with legal documentation of land tenure that allows her to access a host of government services, including: agricultural training, subsidized seeds, desks in the government residential schools for her children, and, critically, free health care.

Kandhuni can now visit a government health clinic for treatment, and her small plot of land is providing her children with a nutritious diet.

This model is being replicated across Odisha. Twenty-three Women Support Centers are already operating. Another 26 are in the works.



ENSURE ENVIRONMENTAL SUSTAINABILITY

Like most farmers throughout China, Haiyang Wang's life followed the seasons.

There was a season for planting and a season for harvesting.

Every few years there was a particularly destructive season: a time when the village leaders would reallocate land.

Farmland in China is controlled by village collectives. Every three to five years, collectives reallocate land based on updated population figures: families that had gained members would gain land and families who had lost members through migration or death would lose land. Under this practice, fields once farmed by Haiyang's family could become a neighbor's responsibility or visa-versa.

With so much uncertainty over the changing boundaries of his land, Haiyang invested as little as possible into it, growing only what he needed on his family's 10mu (1.6 acre) plot, and without

concern for the long-term consequences of his farming practices. But his relationship to the land changed when, as part of historic reforms advised by Landesa, the government ended frequent readjustments, announced that farmers would farm the same plots for 30 year periods, and issued his family a land certificate documenting his 30 year right to farm the land.

With a new sense of security, Haiyang built a greenhouse and began growing high-value vegetables instead of cheap wheat, soy, and corn. His income multiplied and his connection to the land deepened.

"The most precious asset of farmers is land, and we value it the most," said Haiyang.

Landesa is working to ensure that farmers' rights to their land are protected, ensuring farmers like Haiyang have a stake in the long-term health of their land.

REDUCING CONFLICT AND INSTABILITY

When Madaleine Ngezigihe surveys her hillside plot in Northern Rwanda, she looks out on a landscape that has changed dramatically.

"Our community is peaceful because our land disputes are resolved," said Madaleine.

Disputes over the allocation, access, and ownership of land have been a persistent cause of conflicts in rural areas where the majority of Rwanda's population lives. So the government of Rwanda, recognizing the importance of secure land rights, began to focus its attention on the issue.

More than six years ago, Landesa was invited to design a government program that would allow each Rwandan farmer, whether male or female, to obtain legal title to the land they farm.



Tens of thousands of farmers like Madaleine benefited. In Madaleine's village of Kabushinge, farmers also participated in land-related education programs and had gained access to legal aid.

"I have security and hope now that I have a land title because there is nobody who can claim even a tree in my garden — even a single banana tree," said the 70-year-old Madaleine. "If someone tries it, I have evidence. I can take my title to the authorities. I own it. This land is mine."

Our work in Rwanda continues as Landesa designs a dispute resolution project modeled after our work in Kabushinge. This new project enables small farmers throughout Rwanda to learn about their rights, resolve disputes peacefully, and continue to invest in their land and their future.

Dear Colleagues and Friends,

We're delighted to share this annual report with you to give you a sense of the unprecedented opportunities Landesa is working on.

When the government of Kenya needed to rewrite all of its major land laws to help bring security and opportunity to rural Kenyans, Landesa staff were there to help.

When the government of Tanzania wanted to design a policy that would ensure rural Tanzanians were not pushed off their land by large investors, Landesa staff were there to help.

When the state government of Odisha discovered that it had tens of thousands of women-headed households living in extreme poverty and set out to aid these landless and vulnerable women, Landesa staff were there to help.

Such highly leveraged work makes large impact possible. A well-written law, policy, or program doesn't just help a single family, or village, it can impact hundreds of millions at one time.

That was the case this year.

In India the national government is now considering, thanks in part to Landesa's work, an ambitious new land policy that would guarantee all landless rural Indians — an estimated 20 million desperately poor families — a micro-plot of land.

This year we worked together with state governments in India to bring legal land rights to 329,340 families.

This was also a historic year in China. In early 2013, the Chinese government issued a policy document stating that within five years all 200 million rural households in China will be included in the country's first unified farmland registration system, providing those families with unprecedented security.

Landesa's China staff have been working towards this moment for years. We began by advising central government agencies and international development partners on how to design, pilot, and establish a land registration system that formally registers every farmers' land use rights. Such a system not only helps protect farmers and encourages rural development, it also allows the government to more systematically protect natural resources and promote conservation.

Number of families who gained legally secure rights to land this year

248,953

Number of people who received legal aid or legal education this year

More than 19,803

Number of partners trained this year

4,624

Number of laws/policies changed this year

4

Estimated number of people who stand to get stronger rights to land from these changes in laws/policies

303,226,000



LETTER FROM THE CEO AND BOARD CHAIR (continued)

As you'll see from the stories in this annual report, our work has impact well beyond property lines.

Our work helped Jharna Sarkar in West Bengal, India feed herself and her son. Our work helped Nareyio Kuyo in Olpusimoru, Kenya learn her rights. Our work helped Madaleine Ngezigihe in Kabushinge, Rwanda reduce conflict with her neighbors.

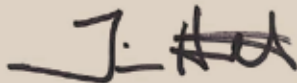
What we see time and again is that land provides a foundation. When the poor are provided with secure rights over the land they rely on, they do the rest by the sweat of their brow. They seize the opportunity to be self-sufficient and improve their own lives by investing in the land and plowing

the benefits right back to their family in the form of better nutrition, education, and health.

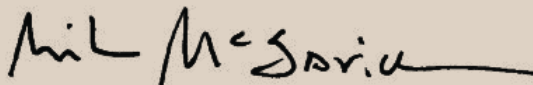
We look forward to reporting back to you in future annual reports on how the poor in Kenya, Tanzania, and India have benefited from Landesa's government partnerships; how individuals, families, and communities are becoming more secure, resilient, and are climbing out of extreme poverty.

We know that when men and women gain secure land rights they can begin to participate fully in the economy and in their communities. We thank you for your support and look forward to continued partnership.

Sincerely,



Tim Hanstad
Landesa President and CEO



Mike McGavick
Chairman of the Board (outgoing)



*Years we've
been working*

46

*Number
of staff*

111



*Number of families who obtained stronger rights
to land through Landesa's work since 1967*

109 million

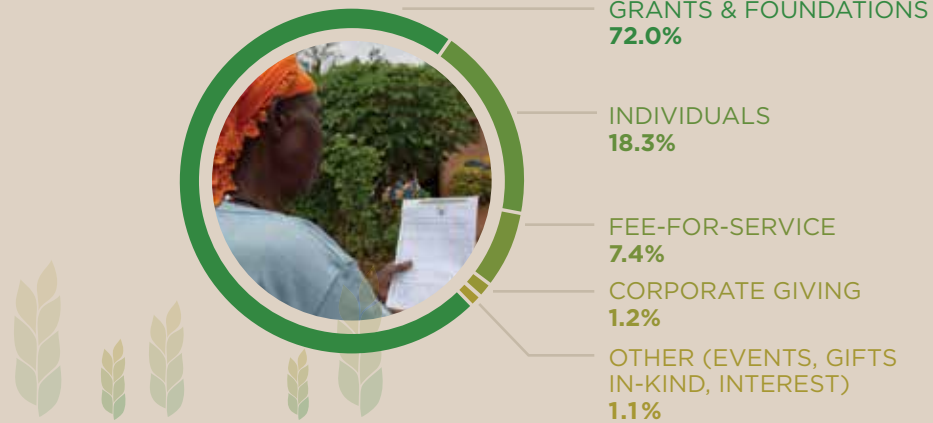


FINANCIALS AND DONORS

Financials for the year ended June 30, 2013

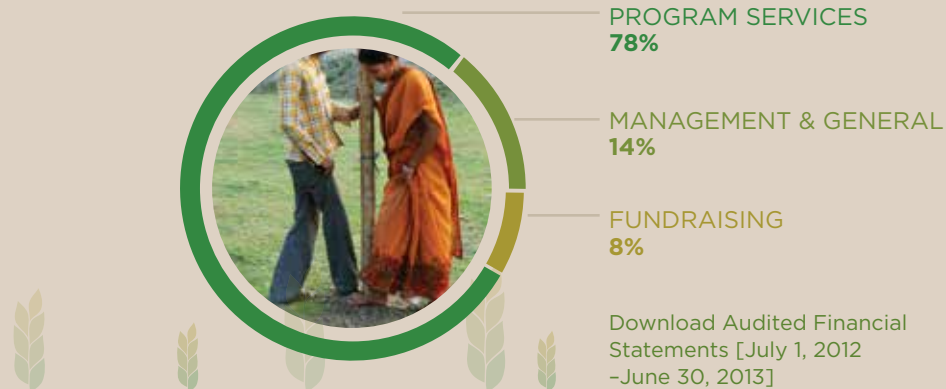
TOTAL SUPPORT AND REVENUES

Total Revenues: \$11,122,047



FUNCTIONAL ALLOCATION OF EXPENSES

Total Expenses: \$10,937,509



ALLOCATION OF RESOURCES BY PROGRAM AREA



FINANCIALS AND DONORS (continued)

DONORS

OVER 1 MILLION

Bill & Melinda Gates Foundation
 Nike Foundation
 Omidyar Network
 Moccasin Lake Foundation
 River Star Foundation
 Skoll Foundation

\$500,000-\$999,999

Ford Foundation
 Anonymous Donors (1)

\$100,000-\$499,999

David and Araceli Barclay
 Doug and Emilie Ogden/The North
 Ridge Foundation
 Ronald B. Rankin
 Rights and Resources Initiative
 Stewardship Foundation

\$25,000-\$99,999

Jim Greenbaum
 Lenore Hanauer Foundation
 Mike McGavick
 PACCAR International
 The Capital Group Companies
 Charitable Foundation

\$15,000-\$24,999

Douglas P. Beighle** and Kathleen
 Pierce
 Globalislocal
 Sundance Institute
 Lawrence Wilkinson

\$10,000-\$14,999

Matthew and Margaret Bannick
 Brookshire Green Foundation
 Jean Johnson and Peter Miller
 Mize Family Foundation
 Sally and Bill Neukom
 George M. Yeager

\$5,000-\$9,999

Jim Cardillo and Patricia Kern-Cardillo
 COSTCO Wholesale
 Rosemarie Havranek and Nathan
 Myhrvold
 Suri and Mala Raman
 Jill and Bill Ruckelshaus
 Sard Verbinnen & Co.
 The Sister Fund
 Brett and Valarie VandenBrink
 Elisabeth Wendt

\$2,500-\$4,999

Quiet Harbor Trust Fund
 DeBoer Family Foundation
 Goldman Sachs
 Laura Lee Grace
 Christina Lockwood
 George and Beverly Martin
 Pamela and Bob McCabe
 Kathleen L. McCarthy
 Margaret Niles and Stephen Garratt
 Roy L. Prosterman
 Seattle International Foundation
 Anonymous Donors (1)

\$1,500-\$2,499

Ellen Ferguson and Kumuda Kali
 Mimi Gardner Gates
 Shirley and Ping Kiang
 Doug Love and Rachel Running
 Posner-Wallace Foundation
 Ann P. Wyckoff*
 Anonymous Donors (1)

\$1,000-\$1,499

Stanley and Marie Beard
 Jim Bromley and Joan Hsiao
 Sandra Clark
 Tim and Allison Coleman
 Theiline Cramer and Steve Romein
 Christina and Mark Dawson
 Dilenschneider Group
 Cora Edmonds and Phil Crean
 William H. Gates Sr.
 Sharron Grattan*
 Lyn and Gerald Grinstein
 Nancy and Earl Grout

Christine Grumm
 Susan Heikkala and David Bowden
 Marty and Pamela Krasney
 Alida and Christopher Latham
 Laura A. Liswood
 Elizabeth and Joe Massoud
 Sreedhar and Saroj Menon
 Lincoln Miller and Nancy Sapiro
 Donna Moniz
 Spark Charitable Foundation
 Prairie Foundation
 Dana Pigott

Jennifer Potter and John Winton
 Stephen Propper
 Kat Randolph and Kyle Wang
 Elizabeth Roberts
 Ann Sandstrom
 Kate Schultz
 Manoj and Rita Singh
 Andrew and Jennifer Ting
 Steve and Patsy Tomlin
 Justice Robert F. Utter (Ret.)
 Allan Williams and Susanne Keller

*Donation in memory of Douglas P. Beighle

**Deceased

Donors making multi-year grants are recognized for the donation's full amount.