



ANNUAL REPORT 2010

LETTER FROM CEO



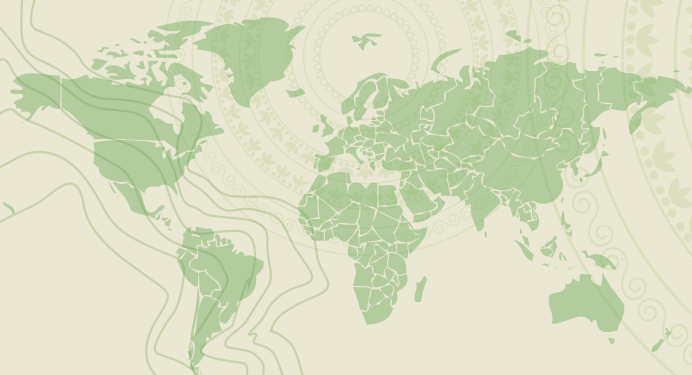
WHEN I STARTED WORKING WITH LANDESA FOUNDER ROY PROSTERMAN 25 YEARS AGO, THE ISSUE OF LAND RIGHTS WAS AN OUTLIER AND WAS SO HIGHLY CHARGED IN SOME SETTINGS THAT ROY AND I WORE BULLET PROOF VESTS IN THE FIELD.

Support for our work was mixed, largely because of fear from both the right and left and an under appreciation by development experts for how governments in developing countries around the world could institute market-based and democratic land rights programs that would help their poor. And so, while the impact of our work during this time was profound, it was constrained by a lack of political will as well as financial and human resources.

“At that time, it was just Roy and me with a budget of about \$50,000.”

01





25 YEARS LATER

TWENTY-FIVE YEARS LATER...

02

Twenty-five years later, land rights are not viewed in the highly politicized Cold War context. Rather, land rights are increasingly viewed not only as an acceptable tool in the fight against global poverty, but also a necessary and foundational element for advancing sustainable development. As appreciation for land rights has grown and invitations from governments have multiplied, so too have our resources and our impact.

2010 was a transformative year for the organization thanks in large part to generous funding.



WE INCREASED
OUR PROGRAMS, IMPACT
AND STAFF,

ADOPTED A NEW NAME, AND

SET OUR SIGHTS EVEN
HIGHER.

WHILE WE ARE STILL A
SMALL ORGANIZATION, OUR
IMPACT IS NOW ON PAR
WITH SOME OF THE WORLD'S
LARGEST AND MOST
RESPECTED NON-PROFITS.



CONSIDER WHAT
WE'VE ACCOMPLISHED
IN 2010:

IN CHINA

2.3 MILLION
FAMILIES

OUR WORK WITH THE CHINESE GOVERNMENT HAS HELPED
BRING SECURE LEGAL LAND RIGHTS TO 2.3 MILLION FAMILIES.

03



IN INDIA

IN INDIA OUR PARTNERSHIPS WITH GOVERNMENTS HELPED
124,000 POOR FAMILIES BECOME LAND OWNERS, AND THE
POTENTIAL FOR FURTHER SCALING INCREASED.

124,000
POOR FAMILIES



IN AFRICA

WE LAUNCHED PROGRAMS IN FOUR AFRICAN COUNTRIES (LIBERIA, ETHIOPIA, UGANDA, AND KENYA) WHERE WE HAVE THE POTENTIAL TO IMPACT MORE FAMILIES, COMMUNITIES, AND COUNTRIES. IN EACH GEOGRAPHY, AS ALWAYS, OUR APPROACH IS TAILORED TO THE LOCAL SITUATION.

**LIBERIA, KENYA, ETHIOPIA,
AND KENYA**

A group of women, mostly wearing yellow and green saris, are gathered around a large pile of dark, rich soil in a field. They are actively engaged in working the soil with their hands, some lifting and turning it. The background shows a field with young plants and trees, suggesting a rural agricultural setting. The overall tone is one of collaborative labor and connection to the land.

WOMEN LAND RIGHTS

OUR NEW LANDESA CENTER FOR WOMEN'S LAND RIGHTS INITIATED CUTTING EDGE PROJECTS ON GIRLS' LAND RIGHTS IN INDIA AND UGANDA, AS WELL AS A FELLOWSHIP PROGRAM TO BUILD CAPACITY FOR THIS CRUCIAL WORK TO EMPOWER WOMEN AND GIRLS.



BY 2014

WE AIM TO HELP AN ADDITIONAL

20 MILLION

FAMILIES HAVE LEGAL CONTROL OVER

THE LAND THEY TILL



IN THE NEXT 10 YEARS

WE CAN HELP MILLIONS

08

Given the growing appreciation for the importance of land property rights and recognition from governments that they cannot sustainably develop without providing secure land rights to a broad section of their society, the next ten years offer a historical opportunity to maximize our impact.

It is indeed a privilege to be leading Landesa at such a critical time. I am increasingly confident that together with our partners – and using the leveraged tools of legal and policy change – we can help provide transformative opportunity to millions more poor families around the globe.

LAND OWNERSHIP TRANSFORMS SOCIETIES.

More importantly, it transforms the lives of the poor. I wish you all could have the honor of witnessing this directly in the lives of beneficiaries. I am reminded of the families I visited recently in Kharibanda village in Odisha, India. One year ago, families in this village were poor, malnourished, and without any land they could legally call their own. Each received a micro-plot in 2010, and that tiny piece of land was a game changer. It unleashed the potential of these impoverished families. The families now grow most of the food they need and sell the excess at market. With a land title, they can send their children to government residential schools and apply for government work permits. They've started a self-help group to save money for the future and are building a road to connect their village to the outside world.

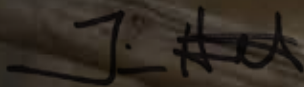
NEARLY 1 BILLION POOR RURAL FAMILIES STILL LACK LAND RIGHTS

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Helping families in one Indian village gain land is noble and important work. But the most innovative and exciting aspect of Landesa's work is that this change was made possible through legal and policy changes that are now being scaled across the state. At Landesa, we recognize that accelerating legal rights to land is transformative and can break entrenched poverty cycles. We also realize that reaching the billion or so poor rural families on the planet who lack such rights is only possible through structural change – structural change that we facilitate with your support.

We are grateful for your partnership as we work with governments to help unlock the untapped potential of the rural poor to create opportunity and prosperity for millions of families around the world.

Sincerely yours,



Tim Hanstad




KAMALA'S STORY

HAND A HAMMER, NAILS AND SOME WOOD
TO UTTAM MONDAL AND THE EXPERIENCED
CARPENTER CAN BUILD ALMOST ANYTHING.

STILL, UTTAM COULDN'T BUILD THE THING
HIS FAMILY NEEDED MOST OF ALL – **A HOME.**





His meager salary of just 1,000 Rupees a month (US\$22) would never stretch far enough to allow him to buy a plot of land on which to build a home.

And so, he and his wife and their three young girls (ages 9, 7, and 4) lived with Uttam's parents, and his three brothers and one sister in a home better suited to fit half as many people.

But a program designed by the government of West Bengal in partnership with Landesa and RDI India, gave the Mondal family a micro-plot. On this tiny plot, Uttam built a home and Kamala planted a garden—and suddenly a bright future for the girls is taking root. >

“It was very difficult to stay there,” said Kamala Mondal (Uttam’s wife). “The girls had no room to play.” They felt trapped and couldn’t find a way to earn more and provide better for their daughters.

“I could not provide nutritious food to my daughters. Eggs and milk were distant dreams for me,” said Kamala Mondal (Uttam’s wife).



Landesa is working to help many more families with daughters like the Mondals, thanks in part to generous support by the Nike Foundation. In addition to providing secure rights to land, families like the Mondals will participate in community meetings, alongside girls' and boys' discussion groups, where topics around dowry and marriage practices concerning inheritance traditions affect girls and women. The community can then prepare action plans to address the problem.

Kamala has already begun to dream bigger dreams for her own daughters.

"I wish they'll get more education than me," said Kamala. "I'll think about their marriage only after they get a proper education. This land helped me a lot in fulfilling my dreams."

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LANDESA FINANCIALS

FOR THE YEAR ENDED JUNE 30, 2010

SOURCES OF OPERATING FUNDS:

TOTAL OPERATING FUNDS:

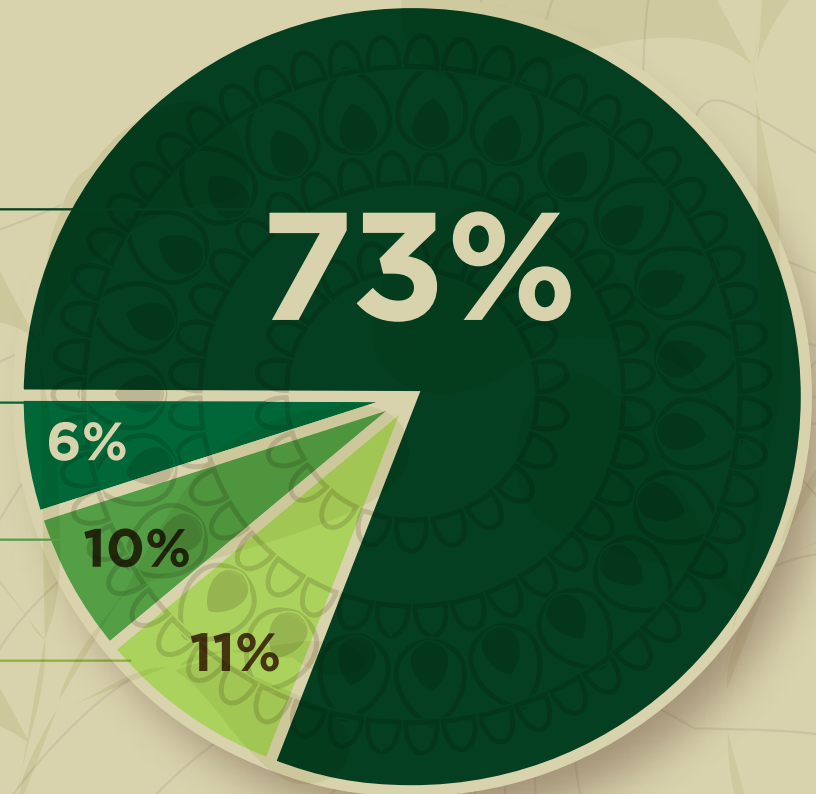
\$7,129,777

GRANTS & FOUNDATIONS

OTHER (EVENTS, IN KIND GIFTS,
CORPORATE GIVING, INTEREST)

INDIVIDUALS

FEE-FOR-SERVICE



FUNCTIONAL ALLOCATION OF EXPENSES

TOTAL OPERATING FUNDS:

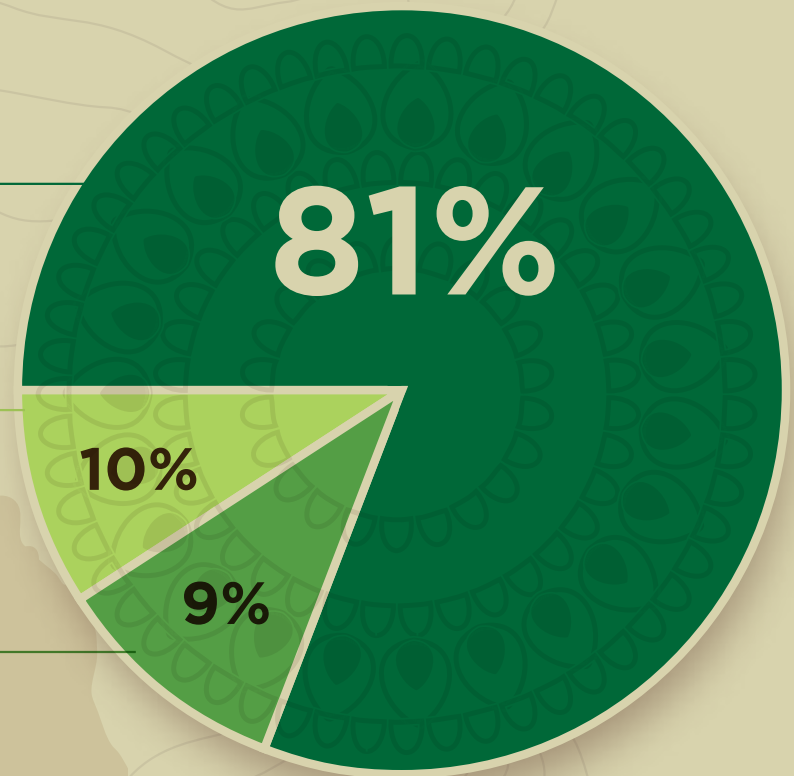
\$6,362,029

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PROGRAM SERVICES

FUND RAISING

MANAGEMENT SERVICES



ALLOCATION OF RESOURCES BY PROGRAM AREA

EUROPE & CENTRAL ASIA

EAST ASIA

AFRICA

STRATEGIC COMMUNICATIONS &
ADVOCACY

EDUCATION

GLOBAL PROJECTS

GLOBAL CENTER FOR WOMEN'S
LAND RIGHTS

SOUTHEAST ASIA

SOUTH ASIA

