



*leverage*



*catalytic change*



**FISCAL YEAR 2012  
ANNUAL REPORT**

*What a simple piece  
of paper means...*



*support*



*a foundation*



*a better life*





# LETTER FROM THE CEO

I'm delighted to report to you that this year, Landesa's 120 staff around the world partnered with committed government officials from Kenya to India to China to help provide land rights for an estimated 500,000 families.

Photo by Deborah Espinosa

This impact at scale demonstrates the leveraged tools of law and policy.

But, in this annual report, I'd like to spotlight something even more extraordinary: what these beneficiaries, once among the poorest of the poor, can do once they have those land rights.

When poor families finally get a piece of land to call their own or title to the land they've farmed without any security for generations, they do the most miraculous things. And this year, we traveled back to villages, long after the ink has dried on families' new titles, to capture on film how dramatically lives have changed.

We visited families in Rwanda who now have legal rights to their land and are using their increased income to **keep their children in school**.

We met with families in India, spotlighted in **this video**, who are now pouring the returns from their kitchen gardens into home-grown college funds for their daughters.

We listened to communities in West Bengal as they described how they have become better stewards of the earth and now engage in sustainable farming, because the land they rely on is legally theirs. Hear their testimony on how they finally have the opportunity and incentive to think sustainably in **this video**.

And we heard from new landowners about how **conflict is reduced** when entire communities gain secure land rights. This increased stability allows families to turn

their attention to building on and making the most of what they have instead of defending what they hold insecurely. Families from Andhra Pradesh worry less about community strife now that their land safely belongs to them.

In the Indian state of Karnataka, we were delighted to learn that families are finally able to **provide their children with nutritious meals** thanks to secure rights to a small plot of land.

This confirms what we've witnessed over the last four decades: the poor know how to climb out of poverty, but they need a tool – land.

And once they have that tool they use it to make strategic investments in their land and their family that break the generational cycle of poverty.

What's more, we know how to partner with governments to give them this tool.

And with your support, we will continue to do so.

Because we know that hard-working, responsible people can be found all over the globe. Unfortunately, opportunities and incentives are not always as easily found.

As I write this letter to you, we have staff in Uganda, Kenya, Liberia, Ethiopia, China, and India working with governments to change that – working to provide opportunity through land rights. And we have seen poor families capitalize on that opportunity – again and again and again.

With your support, we can help reach millions more.

*"Though I have no education at all, and can't sign my name except with a thumb print, I am now sending all of my four daughters to school."*

– Draupadi Sabara, single mother, Odisha, India



Tim Hanstad  
President and CEO

# IMPACT

**In fiscal year 2012 we partnered with dedicated government officials in India, China, and Africa to help bring more than half a million poor families more secure land rights. And we continued to champion the cause of women's land rights in those core geographies.**

## WOMEN AND LAND

### Center for Women's Land Rights

We've designed and launched an innovative pilot program in **West Bengal, India** to empower girls by providing them with knowledge about land rights and agricultural skills that make them a valuable resource for their family. Already, 7,800 girls in 299 communities are participating and there is potential to expand this program significantly.

The first group of four women from **China** and **Africa** have graduated from our new Women's Land Rights Visiting Professionals Program and returned to their home countries with a new sense of purpose and improved skills to aid their work.

We've implemented a pilot project in northern **Uganda** to help women who were displaced by the country's civil war gain stronger land rights.

### Other Progress for Women

We've developed an innovative pilot project in **Kenya** that helps tribal elders, chiefs, teachers, women and youth learn about provisions in the country's new constitution that offer women unprecedented rights and protections including the right to own, inherit, and control land and other family resources. More than 1,700 people participated in project activities. Now, **unprecedented numbers of girls have enrolled in secondary school**, and 14 women have been elected to serve, alongside men, as tribal elders, keeping peace and negotiating disputes within the community. We are seeking funding to expand this pilot to other areas of rural Kenya.

In the **Indian state of Odisha**, our partnership with local officials helped identify more than 55,000 poor women-headed households in one rural district of the state alone. Already dozens of these women have received land they can use to support their children.



# IMPACT *(continued)*

## INDIA

Our partnership with the Indian states of **Odisha**, and **West Bengal** helped more than 44,000 rural families obtain secure rights to a small plot of land that they can use to build a house, plant a kitchen garden, raise animals, and climb out of poverty.

In the state of **Karnataka**, our partnership with officials has helped 29,157 landless rural families obtain small plots of land to build their first home.

In **Andhra Pradesh**, our partnership with the state helped train 3,000 government officers and 800 paralegals who fanned out across the countryside to resolve conflicts over land for more than 390,000 poor rural families.



## CHINA

Landesa continues to act as a key advisor to high-level officials in the central government as they craft changes to the nation's land taking laws and procedures to help ensure that Chinese farmers, the majority of whom still live on less than \$2 a day, gain secure land tenure and the opportunity to climb out of poverty.

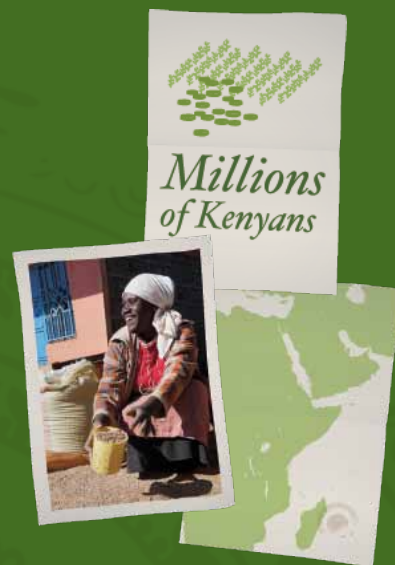
On a local level, we have continued our support of China's first land rights legal education center in **Guangxi**. This fiscal year, more than 9,050 farming families benefited from the center, by gaining important information about their rights.



## AFRICA

We've worked closely with the Government of **Kenya** as it develops foundational legislation governing land rights, land registration, and land administration, creating a new institutional framework that paves the way for greater tenure security for millions of Kenyans. This is a historic opportunity for Kenya to create key legislation that will, in part, determine the country's trajectory and the ability of rural people to climb out of poverty.

Our partnership with Haramaya University School of Law in **Ethiopia** continues to develop. This fiscal year, we helped the Law School assess the impact of land certification laws in the Eastern Ethiopian province of Oromia.





# FINANCIALS

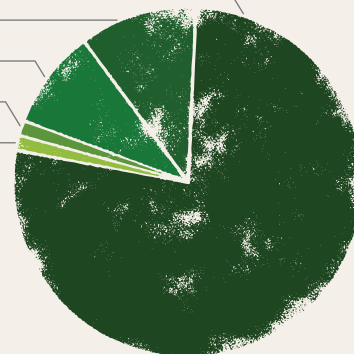
For the Year Ended June 30, 2012

Photo by Deborah Espinosa

## TOTAL SUPPORT AND REVENUES

Total Revenues: \$9,060,917

<i>Grants &amp; Foundations</i>	<b>77.3%</b>
<i>Fee-for-service</i>	<b>11.0%</b>
<i>Individuals</i>	<b>9.1%</b>
<i>Corporate giving</i>	<b>1.3%</b>
<i>Other (events, gifts in-kind, interest)</i>	<b>1.3%</b>

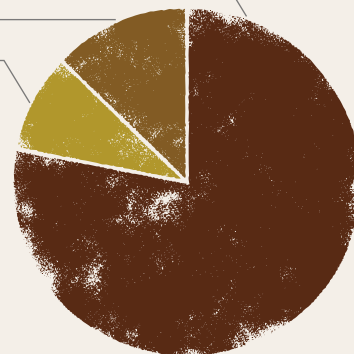


## FUNCTIONAL ALLOCATION OF EXPENSES

Total Expenses: \$11,246,902

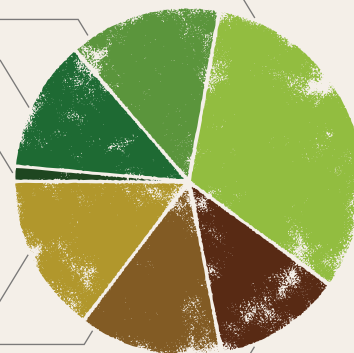
Download Audited Financial Statements [July 1, 2011 – June 30, 2012]

<i>Program Services</i>	<b>78%</b>
<i>Management &amp; General</i>	<b>13%</b>
<i>Fundraising</i>	<b>9%</b>



## ALLOCATION OF RESOURCES BY PROGRAM AREA

<i>India</i>	<b>32.2%</b>
<i>China</i>	<b>14.2%</b>
<i>Africa</i>	<b>12.2%</b>
<i>Central &amp; Western Asia</i>	<b>1.2%</b>
<i>Landesa Center for Women's Land Rights</i>	<b>14.9%</b>
<i>Global Projects</i>	<b>13.3%</b>
<i>Global Advocacy, Communications &amp; Learning</i>	<b>14.9%</b>



# DONORS



Photo by Deborah Espinosa

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*“Landesa’s focus, providing more secure land rights to those who till the land, is a development model that has proven successful in countless other nations over the centuries, including Japan, South Korea, and numerous countries in Europe.”*

– Douglas Love, Attorney



## DONORS *(continued)*



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*“I continue to support Landesa’s work because the results of their efforts are tangible and make a clear, positive difference in the lives of many. The world needs Landesa so everyone can have the chance to better themselves and their families, on their own. Landesa provides the starter kit; people take it and soar.”*

– Rebecca Kennedy,  
 Librarian