ANNUAL REPORT 2015

GENERATIONAL CHANGE
FINANCIALS

FUNCTIONAL ALLOCATION OF EXPENSES

- **Program Services**: 81%
- **Management & General**: 11%
- **Fundraising**: 8%

TOTAL EXPENSES $9,810,700

ALLOCATION OF RESOURCES BY PROGRAM AREA

- Global Advocacy, Communications & Learning: 34.4%
- India: 15.5%
- Africa: 14.4%
- Global Projects: 13.0%
- China: 11.3%
- Landesa Center for Women’s Land Rights: 11.4%

TOTAL SUPPORT AND REVENUES

- **Grants & Foundations**: 67.0%
- **Individuals**: 13.2%
- **Fee for service**: 17.2%
- **Corporate Giving**: 1.9%
- **Other (Events, Gifts-in-kind, Interest)**: 0.7%

TOTAL REVENUES $9,247,448
This year, 2.3 million women and men gained more secure rights to their own plot of land through Landesa’s partnerships. Meet a few of these women and men and read examples of Landesa’s other milestone moments in the following slides.

Photo by: Nancy Farese
Sumani’s family had been squatting on the same plot of land in a remote area of Odisha, India for two generations. Once they were granted legal rights to that land, they built a sturdy and permanent home with a solid roof and walls to shield them and their four children from the monsoon rains.
Sumani with her younger daughter, who now attends school thanks to the family's improved circumstances.
When Parbati and Madhu Ramgiria received secure rights to a small plot of land, they were finally eligible to access government services earmarked for farmers. The family received 10 ducks and 10 fruit saplings from the government’s agricultural extension services.
The family now eats a more nutritious diet that includes bananas, papayas, potatoes, beans, and eggs.
Florence Mutiheba and Jean Baptiste, learned about women’s rights to land through a Landesa pilot project in Rwanda. Now that the couple recognizes that they both have equal rights to their land, they work together to manage their land and family finances.
Florence and Jean’s partnership has increased their profit from their small farm and meant that for the first time they’ve been able to buy health insurance for their children.
This year, Landesa influenced 16 policy changes or laws in China and India. These legal changes have the potential to impact more than 700 million women and men.
After all twenty-one women in her village in Odisha, India, received secure rights to a small plot of land, Moti Pujari started a women’s self-help group. The women determined that they would each open a poultry farm. Moti now has more than 400 chickens and her grown son works beside her on her thriving farm.
This year, Landesa’s legal awareness efforts reached more than 7,000 policy makers and service providers and more than 24,000 beneficiaries. When policy makers understand the issue of land rights they author more effective and realistic policies. And when women and men understand their rights to land, they have more security and stability – the key to sparking long-term investment and growth.
When Moyna Bauri, a single mother of two, received secure rights to a micro-plot of land along with 44 other women in Bankura, West Bengal, India, she could finally obtain a government-installed latrine – further protecting her family’s health and safety.
When the 30 women of Chitrakar, West Bengal, India, received secure rights to small plots of land, they established a women’s self-help group. The group has since opened a bank account – for many of the women their first encounter with the formal banking sector – which has helped the women launch small businesses.
I feel honored to have dedicated my professional life to Landesa and to those whom we serve. I started this work when I was still in law school, donning a bullet-proof vest and following founder Roy Prosterman to the field in El Salvador to further land rights reforms.

I did this because I believe we can defy assumptions about economic and social development. We can defy assumptions about government. We can defy assumptions about poverty. I know that building a better future involves more than sending sacks of food aid to the poor. What is required is a different formula. What is required is to allow poor women and men to pull themselves out of poverty by providing them with a powerful tool – secure, legal rights to the land on which they depend.

Because once they have secure rights to land, they can improve their own lives and build a better future for themselves and their children. They can, quite literally, grow themselves out of extreme poverty if they have the tenure security they need to invest in better quality seeds, fertilizer, and improvements to the land that increase their harvest and their savings.

This year, I saw this generational change in Rwanda where I met women who are strengthening their rights to land through a Landesa partnership with the government. I saw what research has confirmed around the world: strengthen a woman’s land rights and she will use her newfound economic empowerment to better feed her children, better educate her children, and save money for her family’s future needs.

I saw this generational change in India, where I met some of the tens of thousands of women-headed households who received title to land and are finally being acknowledged and served by government programs – women who use their small plot of land to feed their children and their dreams.

Women who tell me, “This land helps me stand tall,” “This land gave me courage,” “This land is my life.” I saw this generational change in China where we advised government officials who are crafting laws to strengthen poor farmers’ land rights and to better protect millions of acres of forestland from development.

It is a rare non-profit that can claim to be profoundly changing the world. As CEO of Landesa over the last decade, I’ve had the enormous satisfaction of being part of such change. I am delighted to entrust my successor, Chris Jochnick, with this pleasure and responsibility. I look forward to many more years of working with Chris, Landesa founder Roy Prosterman, and the rest of our team to fulfill Landesa’s unique and effective mission.

Thank you for believing in us, walking beside us, and helping us achieve generational change.

Sincerely,

Tim Hanstad
Co-founder and Senior Advisor
It is a great privilege for me to write this letter as Landesa’s new CEO.

As Landesa navigates a generational change in our leadership, our principles and values will remain constant.

At Landesa, we believe we can and must spark profound, systemic change to address the root causes of poverty.

We believe that governments must be powerful, leveraged partners in this endeavor.

We believe just and pro-poor laws must be used as tools to level the playing field so that smallholder farmers and rural communities can prosper. And we believe that women are essential to creating positive change in their homes and communities.

I’m writing to you about genuine progress and development that empowers not just a few, but all; the kind of progress and development that reshapes families, communities, and nations, not temporarily, but for generations.

We know that when a family obtains legal rights to their land it sparks a wave of positive change, and those benefits are passed down, generation after generation. This is what Landesa has done for almost 50 years – with enlightened and motivated government officials around the world – designing and implementing land-related laws, policies, and programs that create opportunity and profoundly change society.

I joined Landesa this year because I recognize the power of this vision and mission. And I am not alone. In fact, never before have we had so many ready and willing partners.

This year we’ve opened offices in two more states in India – Uttar Pradesh and Bihar. And we’ve begun partnerships with the African Union, the UK Department for International Development, and some of the world’s largest companies. From the United Nations to the government of Ghana, influential actors are asking Landesa to help inform their efforts to spark rural development.

Through these partnerships, we’ve had remarkable impact. Over the past decades, we’ve helped strengthen land rights for more than 110 million families. In this fiscal year alone, Landesa has helped governments change 16 laws and policies and provide more than 2.3 million women and men with secure, legal rights to their own plot of land. We also completed our next five-year strategic plan, which lays out a framework for impacting another 50 million women and men by 2020.

This is, no doubt, a rare organization. We now have three generations of CEOs working side by side, each with a distinct role to play in ensuring that Landesa can make change for generations to come. I am thrilled to join Landesa on the next stage of its journey. If you have been walking beside us, I thank you for your support. If you are new to Landesa, thank you for joining our mission.

Chris Jochnick
President and CEO
Landesa is grateful for the generous support from the following individuals, foundations, and others during fiscal year 2014-15. Limited space prevents us from listing all gifts, but we appreciate the support of all of our donors, regardless of size.

**OVER $1 MILLION**
- Bill & Melinda Gates Foundation
- Ford Foundation
- Google Foundation
- IKEA Foundation
- Nike Foundation
- NoVo Foundation
- Omidyar Network
- River Star Foundation
- Skoll Foundation
- Anonymous (1)

**$100,000 - $999,999**
- Araceli and David Barclay
- Bill and Paula Clapp
- David Weekley Family Foundation
- M. J. Murdock Charitable Trust
- Moccasin Lake Foundation
- Ronald B. Rankin
- Rights and Resources Group
- The Sahsien Fund
- Stewardship Foundation
- World Resources Institute
- Marie Cooper
- The Cloud L. Cray Foundation *
- The Cynthia & George Mitchell Foundation
- Laura Lee Grace
- James G. and Patricia E. Kern-Cardillo
- Sara and Mark Kranwinkle
- Andrea Lairson and Bob Gomulkiewicz
- Mike and Gaelynn McGavick
- Sally and Bill Neukom
- New Field Foundation Fund of Tides Foundation
- Kathleen Pierce **
- Nashra Rahman and Brian Schwarwalder
- The Sister Fund
- Brett and Valarie VandenBrink
- Anonymous (1)

* Donation in honor of Roy L. Prosterman and in memory of Richard Cray
** Donation in memory of Douglas P. Beighle
$5,000 - $9,999
Adam J. Weissmann Foundation
Catapult
COSTCO Wholesale
Anna Faris
Jill and Gordon Hally
Phil Harvey
Karen and Michael Herman
Janet W. Ketcham
Elizabeth and Whitney MacMillan
The Myhrvold & Havranek Family Charitable Fund
Suri and Mala Raman
Vicki and Gary Reed
Seba Foundation
Ann P. Wyckoff

$2,499 - $1,000
Dobkin Family Foundation
Edmonds Unitarian Universalist Church
Elizabeth Roberts
Nancy and Earl Grout
Mina Titi Liu and Eric Rosenblum
Lynn and Steve Mowe
Margaret Niles and Stephen Garratt
Julie and Paul Pottinger
Roy L. Prosterman
Michele Rosen
Sandra E. Taylor
Elisabeth Wendt
George M. Yeager
Ann and Bob Christensen
Janet M. and John W. Creighton
Janice D'Amato
Norm Dicks
Vicky (Lavinia) Downs
Chris and Chrissie Drape
Julie Edsforth and Jabe Blumenthal
Ellen Ferguson
Amy Fernandes
Diane Foug and Toni Schneider
William H. Gates Sr.
Greater Kansas City Community Foundation
Christine Grumm

Susan Heikkala
Joan Hsiao and Jim Bromley
Thomas Huntington
International Community School
Gretchen and Jon Jones
Lewis Kaden
Susanne Keller and Allan Williams
Carol and Lenny Lieberman
Christina Lockwood
Noriko and Doug Palmer
Jennifer Potter and John Winton
Prairie Foundation
Beverly and Jeff Riedinger
Nancy Sapiro and Lincoln Miller
Susanne Christopher Shutz
David Skinner
University of Washington, School of Law
Jay Venkatesan
Wally and Linda Walker
Whole Foods Market - Interbay
Susan Sheppard Wyckoff