


ONE ACRE FUND

— Ending Hunger with Agriculture —

Outline

- General Information
- Success Stories
- Failure Stories
- Similar NGOs
- Questions



General Information

- Supplying asset based financing and training for smallholder farmers in East Africa
- Aims to reduce hunger and poverty
- Founded in 2006, Kakamega, Kenya
- Currently active in Kenya, Rwanda, Burundi, Tanzania, Uganda, Malawi, Zambia



Eureka Moment

- The organization was founded by Andrew Youn.
- Youn, observed the local farmers and their quality of life.
 - Annual hunger season
 - unable to feed their families

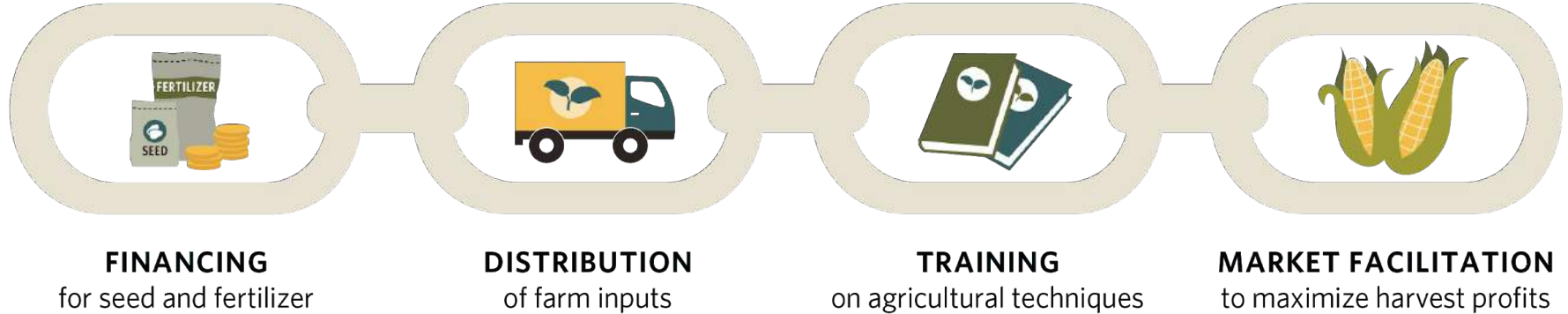


Response to the Problem

- Business plan to employ a market-based approach
- Productive farming techniques to smallholder farmers
- Initially serving 38 farm families



The Model



The Model

- Money is used for agricultural purposes.
- Flexible repayments
- Amazon.com of Agriculture
- Offers loans to purchase additional products
 - Solar lights
 - Sanitary pads



Providing assets to farmers ensures that the loan is utilised for the intended purpose, and overcomes the challenge of limited access to seed and fertiliser close to the homes of our clients."

Stephanie Hanson

One Acre Fund, VP of Policy & Partnerships



Overview to Agriculture

Amount of fertiliser per hectare used*

- Asia 112 kg
- Europe 148 kg
- Africa 13 kg

** Data retrieved from World Bank Group*



Real Life Example

Sarah Wafula

- Increased her harvest from 400 kg to 800kg.



Bottom Line

- Helps people gain integrity
- Comfortable dreaming bigger



Success Stories

	2015 Actual	2016 Actual	2017 Actual	2018 Projected
Scale ⓘ Farm families served	305,000	446,000	615,000	760,000
Scale ⓘ Full-time staff (95% rural jobs created)	4,300	5,400	6,900	8,300
Impact *** ⓘ \$ gain in farmer income (annual = asset impact)	\$156	\$135	\$171	\$160
Impact *** ⓘ % gain in farmer income (annual = asset impact)	52%	67%	65%	50%+
Sustainability ⓘ % loan repayment	99%	98%	98%	97%+
Sustainability ⓘ % field sustainability	79%	73%*	69%**	76%



Marakalu, Kenya

- Lighting up the night by solar lamps
- With the income from harvest
 - Business: Bulls, Additional lands, Sewing Machines
 - Life Quality: Home Improvements, Food Variety, Health
 - Education: Children can be sent to school



"There is enough food in the community now because of One Acre Fund. People now have surplus food, enough to sell in the market. They can send their kids to school, and start businesses in the community. Some people have even opened shops."

Joseph, Village Elder



Failure Stories: First Uganda Pilot

- Start Date: 2008 End Date: 2009
- 40 farmers
- Loan Package: Fertilizers, Bean Seeds, Maize Seeds
- First pilot program outside of Kenya
- Why It Failed?
 - The agro-ecological conditions of the region were not appropriate
 - Field Officers' limited agricultural knowledge weakened relationships with farmers



Ghana Pilot

- Start Date: 2011 End Date: 2013
- Over 500 farmers
- Loan Package: Fertilizers, Maize Seeds
- Why It Failed?
 - Farmer reliance on agriculture was low
 - The growing environment was not suited

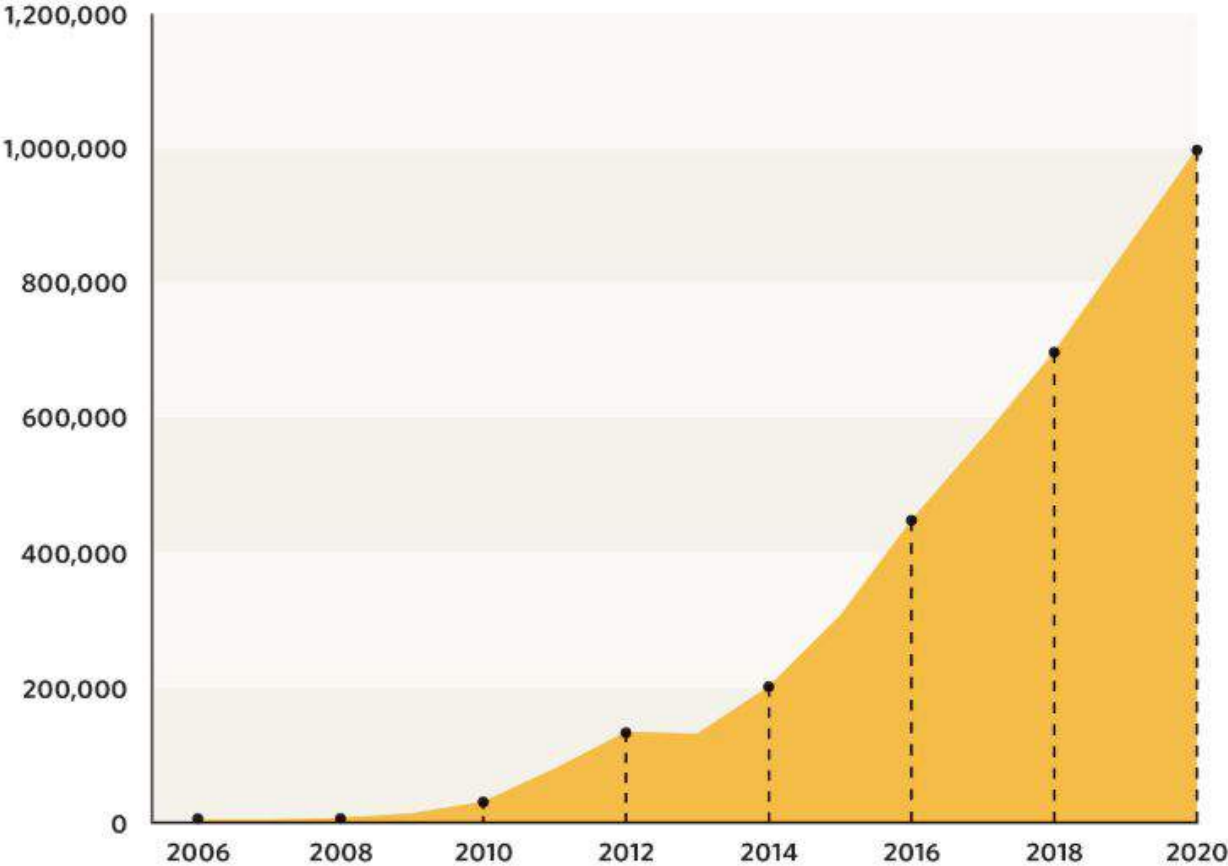


Progress Chart

- The Impact and monitoring of the evaluation of the current strategy.
- $\text{Total Impact} = (\text{Number of farmers}) \times (\text{Impact per farmer})$
- Enlarging the services.
- Decreasing the malnutrition as much as possible.



Progress Chart;



Prove

- Have an obligation to farmers and to our donors to prove our impact.
- Usage of the impact data to make resource allocation decisions.



Learn

- Increasingly learning and evaluating the past experiences and future plans.
- Improving each individual programming unit and meeting the needs better.



Improve

- By the help of impact data to develop new life-improving products.
- Care about the problems of the working areas especially the farmers.



Maintain

- Impact data to maintain operational consistency across all geographies.



SROI Table;

	2015 (\$ GAIN IN FARM PROFIT)	2016 (\$ GAIN IN FARM PROFIT)	2017 (PRELIMINARY \$ GAIN IN FARM PROFIT)	2015 (% GAIN IN FARM PROFIT)	2016 (% GAIN IN FARM PROFIT)	2017 (PRELIMINARY % GAIN IN FARM PROFIT)
KENYA	\$260	\$184	\$221	59%	76%	55%
RWANDA	\$68	\$82	\$140	26%	60%	145%
BURUNDI	\$110	\$111	\$72	56%	80%	39%
TANZANIA	\$91	\$100	\$218	16%	30%	63%
UGANDA*	----	\$63	\$71	----	103%	57%
MALAWI*	----	\$100	\$68	----	84%	71%
WEIGHTED PROGRAM AVERAGE	\$156	\$135	\$171	52%	67%	65%

*SROI: SROI is a powerful metric in that it enables us to combine impact and cost.



According to 2017 Report;

		Annual Impact \$/Farmer	Asset Impact \$/Farmer	Total Impact \$/Farmer	Total % Increase in Income	Return on Investment (ROI)
Kenya		\$118	\$103	\$221	55%	299%
Rwanda		\$107	\$33	\$140	145%	259%
Burundi		\$57	\$15	\$72	38%	224%
Tanzania		\$197	\$21	\$218	63%	148%
Uganda		\$59	\$12	\$71	57%	58%
Malawi		\$35	\$33	\$68	71%	62%
Zambia		\$66	\$16	\$82	73%	22%
WHOLE PROGRAM		\$107	\$64	\$171	65%	249%

*Asset Impact: the total impact of our asset products, like solar lights and trees



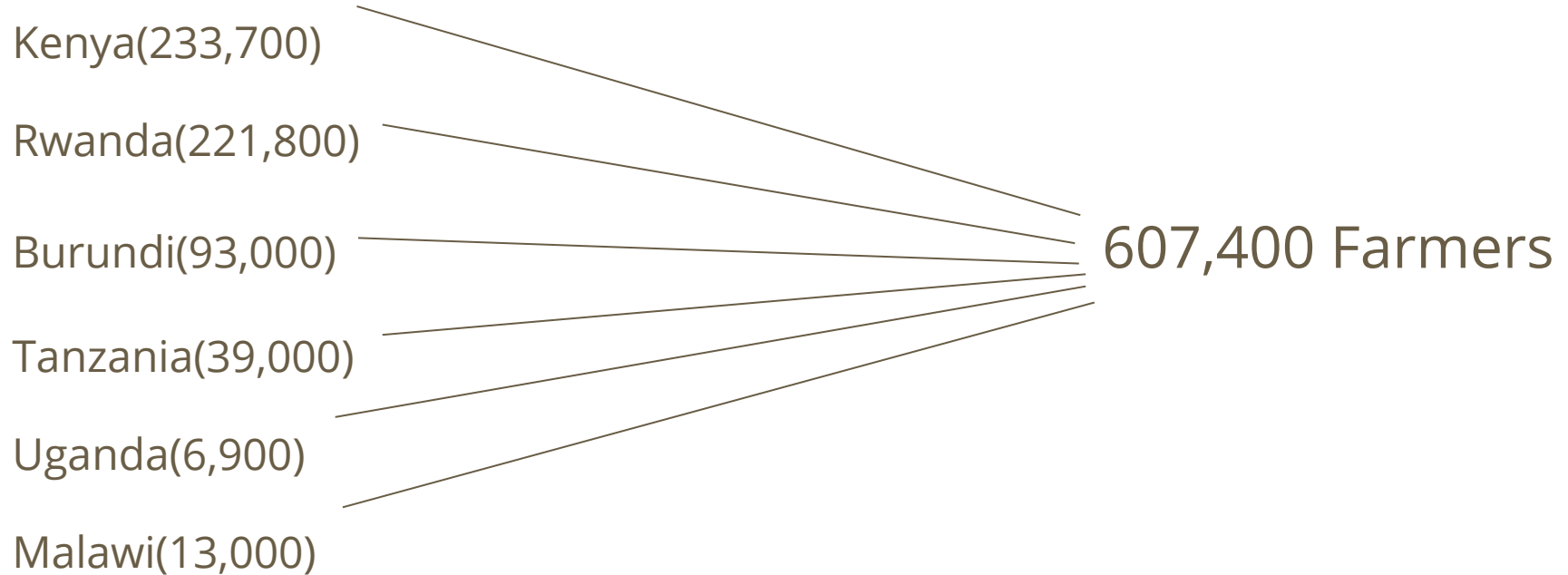
1\$ = 100,14 Kenya Shilling

1\$=3.704,55 Uganda Shilling

1\$=11,98 Zambian Kwacha



Current Projects



Bioversity International

Bioversity International is a research organization. They support small farmers in developing countries with sustainable agriculture and conservation. They believe in agriculture that nourishes the people while sustaining the planet.



Ashoka Innovators for the Public

Ashoka is an American NGO with a global network of more than 3.000 social organizers, where through them, it provides start-up capital and financing because they understand that agriculture is directly linked to human well-being.



References

<https://oneacrefund.org/blog/village-transformed/>

<https://oneacrefund.org/insights-library/?category=16>

<https://oneacrefund.org/impact/methodology/>

<https://oneacrefund.org/what-we-do/our-model/>

