

One Acre Fund

Deniz Ramazanoğlu 21602157

Sarp Bora İlhan 21801672

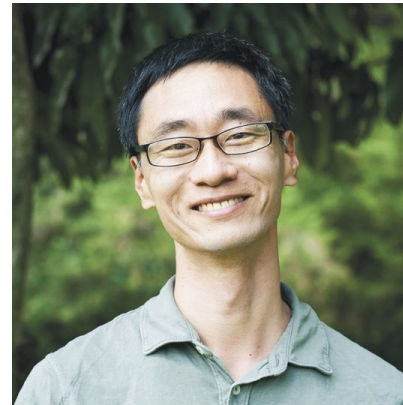
Çağan Yiğit Deliktaş 21703030

OUTLINE

- ▶ About One Acre Fund
- ▶ What is the motivation?
- ▶ Values of the organization
- ▶ What is the aim of One Acre Fund?
- ▶ How does One Acre Fund work?
- ▶ Projects
- ▶ What is their impact on society?
- ▶ Failures
- ▶ Current supporters
- ▶ Similar NGOs
- ▶ How to follow One Acre Fund

About One Acre Fund

- One Acre Fund provides agricultural inputs such as seed, fertilizers, farming tools to farmers, in order to get them raise more food and make more money.
- Founded in 2006 by Andrew Youn
- Bungoma, Kenya



Some Numbers

- ▶ 250 million facing hunger, 234 million in Sub-Saharan Africa.
- ▶ In East Africa, 7 million people are at risk of starvation and another 33.8 million face acute food insecurity.
- ▶ 12.8 million children are acutely malnourished in the region.
- ▶ 70% of poor people depend on farming in Sub-Saharan Africa.

- ▶ 50 million farmers produce 80 percent of the continent's food. But harvests lack behind still.
- ▶ Indicates the significance of the farmers and self-sufficiency.



What is the motivation?

- Making Africa a better place to live
- Ending hunger
- Enhancing prosperity

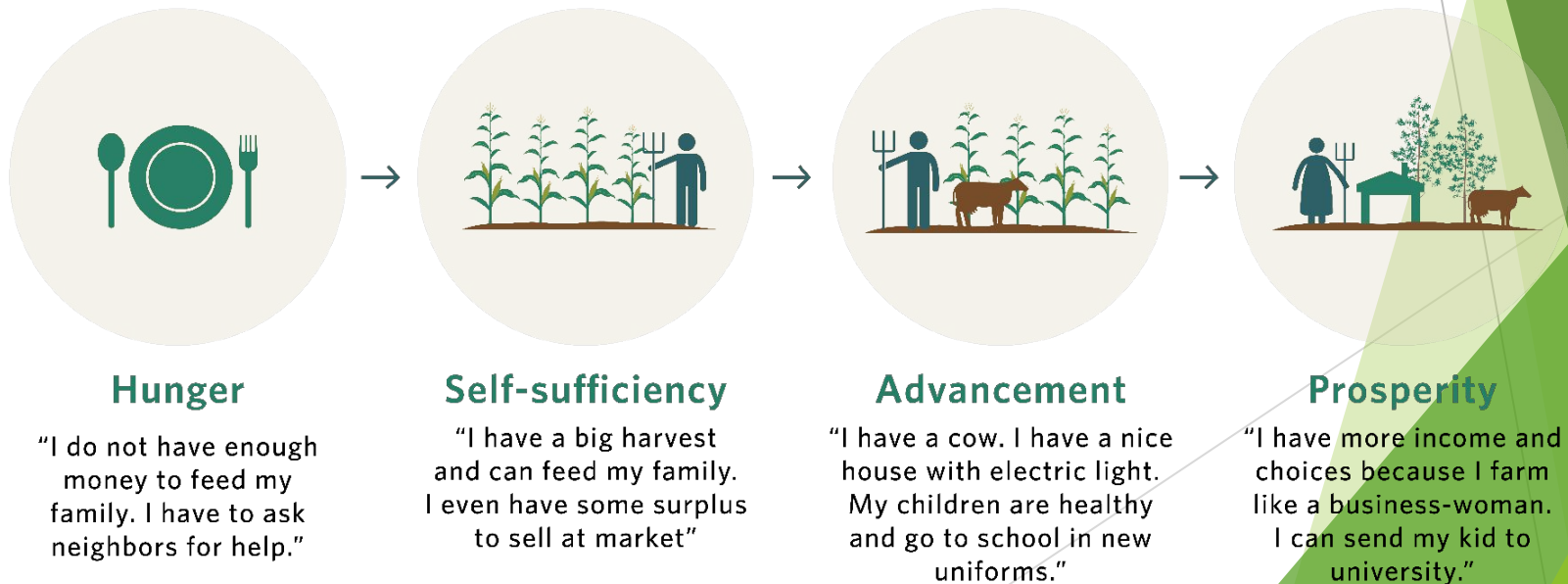


Values

- ▶ Humble Service
Be together with farmers in their fields
- ▶ Hard Work
Professionalism is vital
- ▶ Continual Growth
Determined to improve to reach the goals
- ▶ Family of Leaders
Organization formed by leaders whose priority is supporting farmers.
- ▶ Dreaming Big
Dreaming to serve millions of farmers
- ▶ Integrity
Keeping the promises

What is the aim of the One Acre Fund?

- ▶ The general aim of the company is to increase the value given to the farmers
- ▶ Increasing welfare
- ▶ Terminating poverty, hunger



What is the aim of the One Acre Fund?

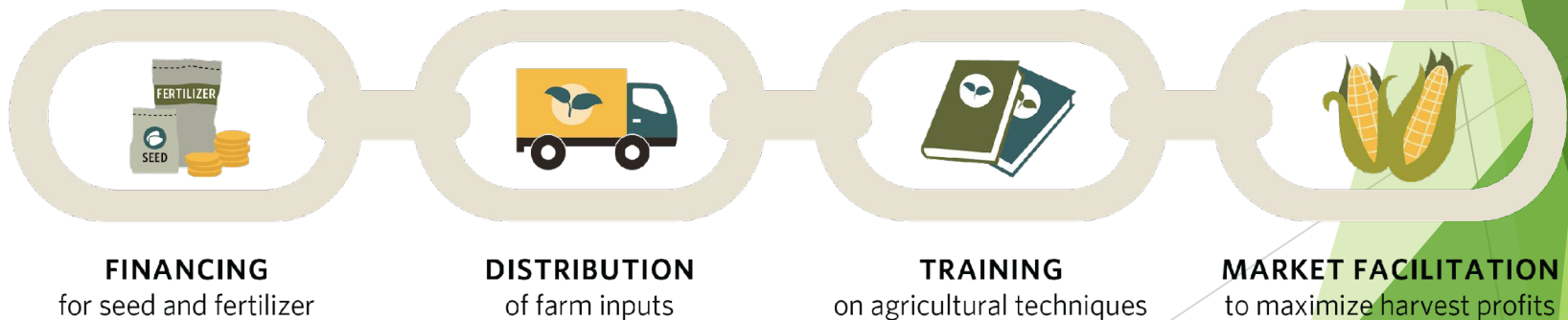
- ▶ More productive farms
- ▶ Increase in income
- ▶ Increasing the number of educated children
- ▶ Welfare of the families



How does one Acre Fund work?

Model of the Organization

- ▶ Asset-Based Loans
- ▶ Delivery
- ▶ Training
- ▶ Market Facilitation



Asset Based Loans

- ▶ Providing seeds and fertilizers on credit
- ▶ Repayment system



Delivery

- Deliver inputs in walking distance locations



Training

- Farmers are trained on new agricultural methods.



Market Facilitation

- ▶ Storage Management considering market fluctuation
- ▶ Maximize profits



Projects in Africa

- Kenya



- Burundi



- Malawi



- Rwanda



- Tanzania



- Uganda



- Ethiopia



Kenya

- ▶ The biggest project
- ▶ 3984 workers
- ▶ Initially served only 40 farmers
- ▶ Served more than 450000 farm families
- ▶ Offering packages which are preferred by farmers
- ▶ Crop research stations, tree nurseries, test livestock and digital technology are applied



Burundi

- ▶ Launched in 2012
- ▶ Citizens' income depends on agriculture
- ▶ Providing intensive training programs
- ▶ Optimized crops by the training
- ▶ Usage of excessive fertilizers decreased
- ▶ Loan repayment rate is the highest among other countries



Impact of One Acre Fund on Society

	2017	2018	2019
\$ gain in farmer income	\$140	\$91	\$96
% gain in farmer income	53%	42%	44%

	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Actual
Scale Farm families served	445,630	614,800	809,800	1,004,700	1,341,000
Scale Full-time staff (95% rural jobs created)	5,400	6,600	7,300	8,280	8,200 ⁴
Impact ^{1 2} \$ gain in farmer income (annual + asset impact)	\$114	\$140	\$91	\$96	\$81
Impact ^{1 2} % gain in farmer income (annual + asset impact)	56%	53%	42%	44%	33%
Sustainability % loan repayment	99%	98%	97%	97%	94% ⁴
Sustainability % field sustainability	73%	69% ³	71%	73%	77%

Current Situation

- ▶ 1.3 millions of farmer families are supported
- ▶ Planted 24 million trees
- ▶ 2.4 million Kilos of Soap to farmers
- ▶ Distributed 5000+ tablets to staff
- ▶ Launched 48 New Retail Locations in Kenya
- ▶ Improved Nutrition Impact

Failures

- ▶ Repayment Method
- ▶ Agricultural Techniques
- ▶ Inventory Management



Category (1)



Country (0)



Reset filters (1)

Failures

Lessons from One Acre Fund's First Uganda Pilot

In 2008, One Acre Fund launched a pilot program in eastern Uganda, our first pilot outside of Kenya. This white paper explores the lessons learned from this unsuccessful new country expansion effort that lasted just two years.



Failures

Rolling Distribution in Rwanda

When we launched in Rwanda in 2007, we adopted a rolling distribution method to deliver inputs to clients to accommodate the unique challenges of the new operating environment. We maintained rolling distribution there for seven years before changing.



Failures

Maize as Payment in Kenya

In 2007 and 2008, One Acre Fund farmers in Kenya repaid their loans using their maize harvest. This white paper explains why this program was unsuccessful, and what we learned for the future.



Failures

Larger Group Size in Rwanda

One Acre Fund serves farmers as part of a group lending model. In an effort to increase the number of clients served, in 2011 we tested several different strategies to increase group size. This white paper explains why this trial was unsuccessful.



Repayment Method

- ▶ Low quality yields causes lower income
- ▶ Instead of yields organization prefers money
- ▶ Other NGOs gives loans without repayment

Agricultural Techniques

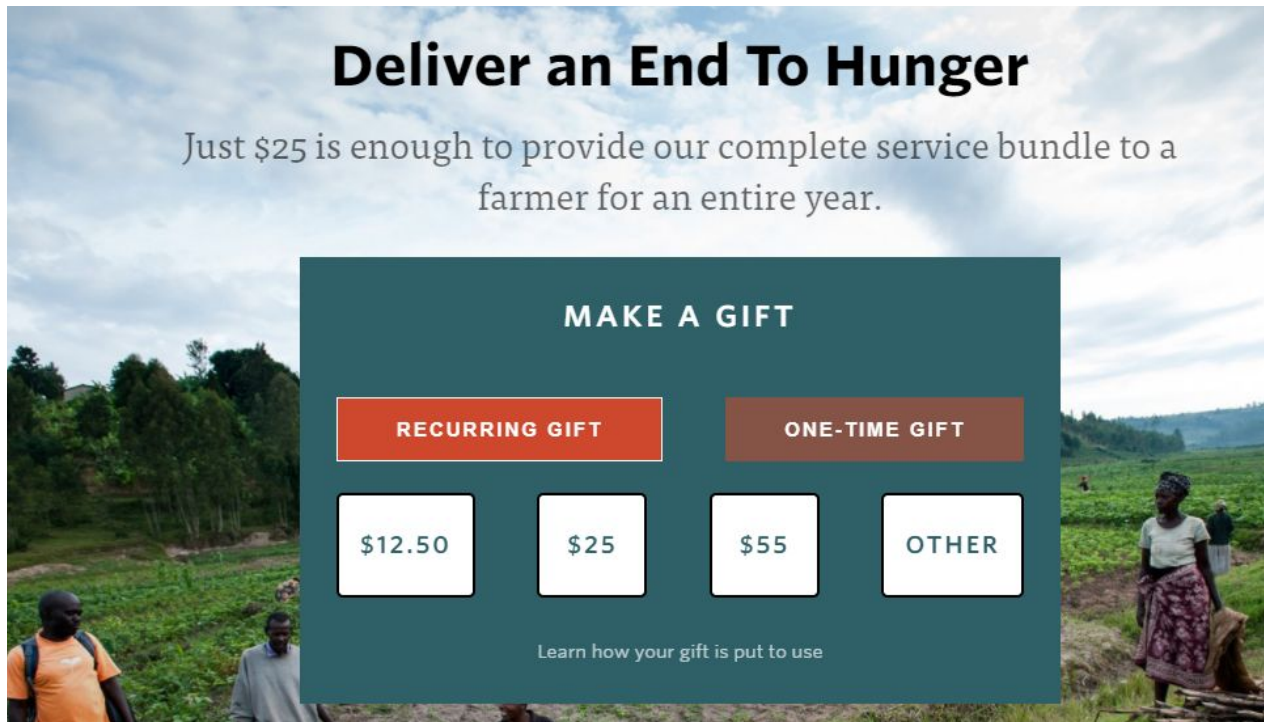
- ▶ Organization works with field experts
- ▶ Use of primitive agricultural techniques
- ▶ Resist to learn the modern techniques

Inventory Management

- ▶ Rotting issue
- ▶ Continuous delivery is required
- ▶ Difficulties in finding optimal warehouse location in rural areas
- ▶ Inventory tracking by organization

Current Supporters

- ▶ Donations (%30)
- ▶ Farmers' loan repayment (%70)



Supporters



[About Us](#) [Insights and Data Library](#) [Blog](#) [2020 Annual Report](#)

[What We Do](#) [Our Impact](#) [Give](#) [Careers](#)



Fellow Farmers (\$500,000 and up)

Anonymous (8)

Bill & Melinda Gates Foundation

Cartier Philanthropy

Children's Investment Fund Foundation (CIFF)

CF Industries

Co-Impact

The Combe Family

David Weekley Family Foundation

DGIS (Netherlands Development Aid)

Estate of Chris Herron

Ezrah Charitable Trust

Federal Republic of Germany via KfW

Development Bank

Focusing Philanthropy

Global Innovation Fund

Harry and Julie Kraemer

IKEA Foundation

Jackson Kemper Foundation

Jasmine Charitable Trust

John Deere Foundation

Karla Jurvetson

Knight Family Foundation

Kristov Paulus

Latter-day Saint Charities

The Levy Family

Mastercard Foundation

Reed Hastings and Patty Quillin

Silicon Valley Community Foundation

Skoll Foundation

Stephen and Susan Wilson

Steve Jurvetson

Syngenta Foundation for Sustainable Agriculture

US Agency for International Development
(USAID)

Valhalla Foundation

Vinod and Neeru Khosla

Virgin Unite

Similar NGOs

- ▶ The Nippon Foundation
Helps children with illnesses, people with disabilities, farmers, responds when disasters strike
- ▶ Promethean Power Systems
Provides cooling systems for farmers live in challenging conditions

How to follow One Acre Fund?

- ▶ Website

<https://oneacrefund.org/>

- ▶ Instagram, Twitter, Facebook

@oneacrefund

Any questions?



Kahoot

<https://play.kahoot.it/v2/?quizId=66e89535-c032-4c8f-a45e-faf5aa9e5807>

References

- ▶ <https://oneacrefund.org/impact/impact-in-detail/>
- ▶ <https://oneacrefund.org/impact/social-return-on-investment/>
- ▶ <https://oneacrefund.org/give/>
- ▶ <https://oneacrefund.org/what-we-do/how-we-grow/>
- ▶ <https://oneacrefund.org/what-we-do/countries-we-serve/kenya/>
- ▶ <https://oneacrefund.org/what-we-do/countries-we-serve/burundi/>
- ▶ <https://oneacrefund.org/impact/methodology/>
- ▶ <https://oneacrefund.org/what-we-do/farmers-first/>
- ▶ <https://oneacrefund.org/2020-annual-report/>
- ▶ <https://oneacrefund.org/blog/asset-based-financing-and-flexible-repayment-schedules-better-serve-africas-smallholder-farmers/>
- ▶ <https://www.worldvision.org/hunger-news-stories/africa-hunger-famine-facts#facts>
- ▶ <https://www.nippon-foundation.or.jp/en/what>
- ▶ <https://cooelectrica.com/about-us/>