Friends – Greetings from the One Acre Fund family!

I wanted to introduce you to one of those family members, Patyster Lusweti. Patyster has been with our organization as staff for two years and four months, and started as a field officer, our ground-level position.

At One Acre Fund, we really believe in helping talented people to build careers and realize their full human potential. Patyster has advanced steadily, and recently completed our “fast-track management program.” She is now the second-in-command in Chwele District of Kenya, where she helps to lead a staff of 60.

Please read on – there will be more about Patyster later in this report. Our program continues to grow rapidly, with your generous support. This is our seventh 6-monthly report, which offers a frank look at hard metrics, which we use to guide every step of our operations. From April 2010 – October 2010, we:

- Grew program size from 23,000 farm families to 30,000 farm families, serving more than 120,000 children
- Had our eighth harvest, increasing take-home farm income by 100% per acre, with 99% of farmers repaying program fees
- Covered 60% of our field costs through farmer repayments, which will continue to improve over time

This report briefly concludes with our vision for the future, which we are truly excited about. Our momentum continues to build at a terrific pace, and we are on track to create life change for 120,000 families in the next 36 months. This growth is largely due to you, our loudest supporters. On behalf of the children and families that we serve: Thank You.

Andrew Youn
Founder, One Acre Fund

Matt Forti
Board Chair, One Acre Fund

Governing Board Members: Joel Ackerman, Dipak Jain, Wally Scott, John Wood
Fundraising Board Members: Chris Addy, Chris Ashley, Taira Hall, Amy Hsiao, Diana Lee, Briehan Lynch, Jason Maga, Jason Miller, Bhavan Suri, James Wesner, Paul Wormley, John Yi
One Acre Fund: Core Values and Program Model

Our purpose: We serve small-scale farmers. In everything we do, we place the farmer first. We measure success in our ability to make more farmers more prosperous.

Core values:

- **Humble Service** - We meet farmers in their fields and we get our shoes muddy. Farmers are our customers and we serve them with humility.
- **Hard Work** – We work hard every day. We execute with world-class professionalism and business excellence. Farmers deserve nothing less.
- **Continual Growth** – We improve every season. We work with determination to meet our goals and then stretch ourselves by raising the bar even higher.
- **Family of Leaders** – We bring together the best leaders, and build long-term careers. We care for team members like family.
- **Dreaming Big** – We envision serving millions of farm families. We build for scale with every idea and solution.
- **Integrity** – We do what we say, and our words match our values.

One Acre Fund’s “Market Bundle”

1) **Group formation**: One Acre Fund meets existing women’s self-help groups, and organizes them into a producer group.

2) **Farm inputs**: One Acre Fund finances and delivers all of the planting materials that our farmers need to increase their yields.

3) **Education**: One Acre Fund field officers deliver trainings on planting, weeding, and fertilizer application to groups in their fields.

4) **Market access**: One Acre Fund offers a harvest buyback program to its farmers, and trains them on crop storage.

None of the individual pieces of our model is particularly new – but the combination of them is extremely unique. Our “market bundle” is an innovative new tool in the world’s fight against hunger.
### Review of Program Metrics: May 2010 – October 2010

++ = Met/Exceeded Goal  
+ = Additional Opportunity  
- = Did not meet goal

#### HOW MANY PEOPLE DID WE REACH?
- **Program grows to over 31,000 farmers**

<table>
<thead>
<tr>
<th>Scalability</th>
<th>Previous Nov 09- Apr 10</th>
<th>New goal Apr 10-Oct 10</th>
<th>Actual Apr 10-Oct 10</th>
<th>Rating</th>
<th>Rationale</th>
</tr>
</thead>
<tbody>
<tr>
<td># Families Reached</td>
<td>23126</td>
<td>30000</td>
<td>31956</td>
<td>++</td>
<td>Exceeded goal due to strong Rwanda enrollment</td>
</tr>
<tr>
<td># Children Enrolled</td>
<td>92504</td>
<td>120000</td>
<td>127824</td>
<td>++</td>
<td>Our clients have an average of four children</td>
</tr>
<tr>
<td># Acres under Cultivation</td>
<td>11563</td>
<td>16500</td>
<td>17576</td>
<td>++</td>
<td>Placed over 17,000 acres under cultivation</td>
</tr>
</tbody>
</table>

#### FUTURE ACTIONS:
- We plan to increase the average number of acres per farmer in 2011
- We are on track to meet or exceed our target of 50,000 families in the next 12 months

#### WHAT WAS OUR QUALITY OF IMPACT?
- **Farm income doubles**

<table>
<thead>
<tr>
<th>Impact</th>
<th>Previous</th>
<th>New goal</th>
<th>Actual</th>
<th>Rating</th>
<th>Rationale</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increased Size of Harvest (year-on-year)</td>
<td>3x</td>
<td>3x</td>
<td>3x</td>
<td>++</td>
<td>Raw harvest increased by 3x (estimate)</td>
</tr>
<tr>
<td>Increase in Farm Income (year-on-year)</td>
<td>2x</td>
<td>2x</td>
<td>2x</td>
<td>++</td>
<td>Farm income increased by 2x, after program repayment (estimate)</td>
</tr>
</tbody>
</table>

#### FUTURE ACTIONS:
- Farm income targets are on track

#### HOW MUCH DID IT COST?
- **Program improves to TBD sustainability**

<table>
<thead>
<tr>
<th>Financial Return</th>
<th>Previous</th>
<th>New goal</th>
<th>Actual</th>
<th>Rating</th>
<th>Rationale</th>
</tr>
</thead>
<tbody>
<tr>
<td>Repayment Rate</td>
<td>98%</td>
<td>95%</td>
<td>99%</td>
<td>++</td>
<td>99% of farmers repaid, well above target of 95%.</td>
</tr>
<tr>
<td>Field cost Per Family</td>
<td>$120</td>
<td>$100</td>
<td>$100</td>
<td>+</td>
<td>We are attacking operations cost at the district level</td>
</tr>
<tr>
<td>Infrastructure investment</td>
<td>$1.1 mil</td>
<td>$1.6 mil</td>
<td>$1.5 mil</td>
<td>+</td>
<td>We came in under budget for infrastructure in 2010</td>
</tr>
<tr>
<td>% of Donations to Program Services</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>++</td>
<td>100% of individual donations went directly to program; overhead covered by foundation grants</td>
</tr>
<tr>
<td>Program Sustainability</td>
<td>63%</td>
<td>65%</td>
<td>60%</td>
<td>+</td>
<td>Farmer repayments covered 60% of field costs</td>
</tr>
</tbody>
</table>

#### FUTURE ACTIONS:
- Our target is to cover 75% of our field expenses through farmer repayments by the end of 2011
Management Discussion

1. Fast-Track Management Program

As One Acre Fund grows, we will need more and more Kenyan and Rwanda senior-level managers. We believe that the best senior managers are individuals who started as field officers and had a group of farmers that they served on a daily basis. However, as our star field officers are promoted to field managers, we have realized that many middle managers need 1-2 years of support to become senior managers. To achieve our growth targets, we need to turn middle managers into senior managers in six months.

In early 2010, One Acre Fund’s Kenya operation started a fast-track management program. Field directors selected 2-3 outstanding field staff from their districts, and each person agreed to take part in a six-month management training program. These nine people (four women) committed to attending a full day of training on Saturdays, and completing homework assignments during the week. The trainings covered topics such as computer skills, district work planning, mentoring, and how to be a trainer of trainers. By the end of the program in August 2010, three staffers were promoted, all to an assistant field director role. We are excited to continue this program in 2011, and look forward to building a strong pipeline of senior managers to lead our expansion in western Kenya.

2. From London to Kampala to Iowa, Celebrating Our Successes

One Acre Fund has had a spectacular 2010. In April, we received the Skoll Award for Social Entrepreneurship, a validation that One Acre Fund is poised to create as much human impact as the best organizations in the world.

In June, we received the Financial Times Sustainable Banking Award for Achievement in Basic Needs Financing. This award is a tremendous validation of One Acre Fund’s work from some of the preeminent thought leaders in the banking world.

In September, One Acre Fund’s Andrew Youn attended the Clinton Global Initiative, where he publicly pledged that One Acre Fund will reach 300,000 farmers in the next five years—ten times our current program size!

In October, One Acre Fund spoke at the AgriBusiness Forum in Kampala, Uganda, as well as at the World Food Prize Symposium in Des Moines, Iowa. Our team is sharing the accomplishments of our field staff far and wide—always with a focus on our ethos, Farmers First!
The first step of harvest is cutting down the maize stalks. The stalks can be stacked up in piles to dry for several days. Then, farmer groups work together to remove the cobs from the stalks. Each stalk has one cob; after it is removed, the stalk is saved for compost, and the cobs are collected in a pile in the field.

After a farmer harvests all her cobs, they must dry in the sun for at least a week. Then, she can use a sheller, provided by One Acre Fund, to remove the maize kernels from the cob. After the kernels are removed, they must be dried further in the sun. Moist kernels lead to storage rot.

Once all a farmer’s kernels are dry, she must bag them and store them in a secure place, safe from thieves, pests, and rain. Field officers train our farmers on how to store their maize to minimize post-harvest losses. They provide storage bags and actellic dust to protect the maize against pests. Non-One Acre Fund farmers can lose up to 40% of their harvest during storage.
Meet Patyster Lusweti, Assistant Field Director, Kenya

Patyster is 29 years old. She grew up in Chwele District, Kenya. When she finished secondary school, she moved to Nairobi, where she found work at an industrial factory. In 2006, she got married, and in 2007, she had a daughter, Jemimah. In 2008, she and Jemimah moved back to Chwele to take care of her family’s farm.

Six months later, Patyster joined One Acre Fund as a field officer. Her jovial manner and skill at building relationships helped her achieve 100% repayment from her farmers. In September 2009, she was promoted to field manager, and in April 2010, she joined the fast-track management program.

In August 2010, Patyster was promoted to assistant field director of Chwele District. “I never thought I would find a job in this area,” she said. “Now, I look forward to helping us climb higher.” She is excited by the opportunity to lead 60 field staff—she learned mentorship skills in her management program—and to someday running her own district.
**Vision for the Future**

*Can our model be scaled into a major force against world hunger?*

We have proven our program model, and we need to reach as many needy people as possible!

**We have set an ambitious goal …**

We have set an extremely ambitious goal for the next 36 months: to begin expanding a program model that we have proven. Our milestones in the next three years are to:

1. Create a 100% gain in farm income per acre
2. At 85%+ financial sustainability (farmer repayments covering 85% of field expenses)

We believe that if we can create a program model that achieves all of these goals, we will be in a position to grow to serve millions of lives in the coming decades. Millions of farm families feeding themselves – the hungry feeding the hungry.

**We have a realistic plan …**

These are not idealistic words – they are carefully constructed milestones, supported by our current field experience, and the advice of dozens of prominent advisers.

**Annual milestones**

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scale</td>
<td>30,000+ families</td>
<td>50,000+ families</td>
<td>85,000+ families</td>
<td>120,000+ families</td>
</tr>
<tr>
<td>Impact</td>
<td>100% average gain in farm income</td>
<td>100% average gain in farm income</td>
<td>100% average gain in farm income</td>
<td>100% average gain in farm income</td>
</tr>
<tr>
<td>Financial sustainability</td>
<td>65% cost recovery on field programs</td>
<td>75% cost recovery on field programs</td>
<td>80% cost recovery on field programs</td>
<td>85% cost recovery on field programs</td>
</tr>
</tbody>
</table>

... And your support makes it happen

Your support makes this possible! We need to raise a total of $12.0 million dollars over the next three years to execute this plan, and every dollar matters. Maybe you are donating $240 a year to support two families in our program. Those families matter. Maybe you are donating $10,000 a year to help support an entire village of farm families. That village matters. Maybe you are donating $50,000 a year to help us make key infrastructure investments. These investments matter.

Your donation matters for real people. Every dollar empowers a hungry person to feed her own family, and every dollar helps us invest for the future. We will continue to strive to report exactly how much social impact your investments are making for our families, and please, never hesitate to write to us with questions and comments.

On behalf of our children and families: **THANK YOU.**
One Acre Fund By The Numbers

One Acre Fund continues its strong growth, evidenced by the numbers below. In particular, the increase in staff members reflects our desire to build infrastructure to support our anticipated growth to 50,000 families by 2011.

<table>
<thead>
<tr>
<th>Metrics</th>
<th>As of 4-30-10</th>
<th>As of 10-31-10</th>
<th>Percent growth, last six months</th>
</tr>
</thead>
<tbody>
<tr>
<td># Unique Donors</td>
<td>2,185</td>
<td>2423</td>
<td>11%</td>
</tr>
<tr>
<td># Investment Council Members</td>
<td>689</td>
<td>627</td>
<td>(9%)</td>
</tr>
<tr>
<td># Staff Members</td>
<td>324</td>
<td>473</td>
<td>46%</td>
</tr>
</tbody>
</table>

Donors (for the twelve months ending 11-30-2010)

One Acre Fund measures its success not only by the impact we have on the ground in Africa, but also by our ability to attract and retain donors. The extraordinary individuals who donate to One Acre Fund represent a group committed to ending hunger through empowerment. We can’t thank you enough for your support.

Fellow Farmers ($500,000 and up)

- The Pershing Square Foundation

Partners ($100,000 - $499,999)

- Anonymous
- Ackerman Charitable Fund and Coventry Health Care
- Casten Family Foundation
- Combe Family
- David Weekley Family Foundation
- FJC Philanthropic Funds
- Jasmine Charitable Trust
- Mulago Foundation
- The Peery Fund
- Skoll Foundation

Honorary Advisory Board ($25,000 - $99,999)

- Anonymous (2)
- CF Industries
- Conservation Food & Health Foundation Inc. c/o GMA Foundations
- GlobalisLocal Fund
- Horace W. Goldsmith Foundation
- Knight Family Foundation
- Prana Foundation
- Robert C. Pohlad
- Rock Paper Scissors Foundation / Katie and Keith
- Satter Foundation
- Stephen and Susan Wilson
- The Rohatyn Group
Leadership Circle ($10,000 - $24,999)

- Anonymous
- Mike and Carol Anderson
- Greg and Rita Bustamente
- Megan Chernin
- Construction for Change
- Dining for Women
- Miles Lasater
- Sarah Jeon and Charles McGarraugh
- Stanley and Dorothy Winter Fund / Art Winter
- Yum! Brands Foundation

Major Supporters ($5,000 - $9,999)

- Thomas and Analisa Barrett
- Muffy, Andy and Megan DiSabatino
- Deborah and Cody Engle
- F.Y. Eye Inc.
- Jon and Mindy Gray Family Foundation
- Harvard Business School 2011 Section E
- The International Foundation

- Melih Z. Keyman
- Linville Family Foundation
- Lombard Odier Darier Hentsch & Cie
- Robert and Mary Mersky
- Barbara and Walter Scott Charitable Fund
- Tim and Carrie Sellner
- Bhavan Suri and Bhavana Devulapally

Investment Council Members
Investment Council members donate $20 or more per month or $240 or more one-time in the past year

Abby Falik
Adi Kuruganti
Adil Lalani
Adrian Coppel Calvo
Ahmet Z. Keyman
Alan and Kathleen Green
Alan Becker
Alanna Nielsen
Aleen Bayard
Alejandro Solis
Yamuni
Alex Keisner
Alice Tybout
Alisa and Michael Greco
Alison and John A. Lerch
Alissa Leviness
Alissa Menovich
Allana Jackson
Allen Wo
Allie Cecich
Alok Sindher
Amanda Solomon
Ameet Soni
Amit Bouri
Amy Abeling
Amy Bates and Ben Markham
Amy Hsiao
Anand and Usha Shetty
Andrea Johnson
Andrew Choquette
Andrew M. Doucette
Andrew Murray
Andy Cheek
Andy Phipps
Aner Ben-Ami
Angela Gaynor
Anita Madhav
Anita Rajeswaram
Anja M. Strathdee
Ann Heider and David Heider
Ann Klefstad
Ann Longfellow
Ann Obrien
Ann Stelmach
Anna Sussman
Anna Taboada
Annabel Khouri
Anne Bubb
Anwei Li
Applied Safety and Ergonomics
April Kozen
Aron Levin
Art Formento
Ashley Crossan
Ashley Lawrence
Athena Tapales
Audrey Liu
Avon Lake
Presbyterian Church
Barbara Case
Barbara Geluda
Barbara Ritchie
Barry Merkin
Ben and Kim Olds
Ben Bove
Benjamin and Jennifer Fritz
Charitable Gift Fund
Benjamin Case
Benjamin J. Chuba
Benjamin Mathes
Bernadette Cao
Beverly Flinn
Bill Lambert
Blake Durtsche
Bobby Smith
Boudhayan Sen
Brad Davids
Brad Odell
Brad Rager
Bradley Martens
Bradley Rager
Brandon A. Benson
Bree Januwayski
Brett Burgess
Brian Bartlett
Brian Irwin
Brian O'Malley
Brian Starr
Brian Thome
Bruce and Dale Morrison
Bruce Schwartz and Lesley Schwartz
Bryan Campbell
C. Edgar Lalanne
C. Kampmann
Lasater
Cactus Raazi
Cameron Combe
Carlo Polacco
Carol Anderson
Carol Cassia
Caroline Pollak
Carolyn Murphy
Carolyn Panning
Casten Family Foundation
Catherine Kozen
Celeste Colson
Charles and Ilda Lee
Charles B. Jameson
and Anne T. Coughlan
Charles Burhans
Chris and Danika Addy
Chris Cerf
Chris Enock
Chris Grisanti
Chris Slaughter
Christie Shoemaker
Christina Blodgett
Christopher Ashley
Christopher Herron
Church of Corpus
Christi
Cindy Rohde and Daniel Rohde
Claire Ogilvie
Clayton Virgil
Scott Dilloff
Scott McKinney
Sean And Kara
Casten
Sean Harper
Seehwa Cho
Serena Chu
Shane Mcbride
Shankar Swamy
Sharad Bhargava
Sharon Venturi
Sharon Wolfson
Shawn McMahon
Stefanie Offit
Steinback Family
Charitable Lead Trust
Stephana Choong
Stephanie Franklin
Stephen Pawelski
Stephen Silzer
Steve and Jenny
Florsheim
Steve Ober
Steve Windfeldt
Steve Yang
Steven Bull
Supriya Srinidhi
Susan Diamond
Susan Goetz
Susan Shore
Suveer Kothari
Suzanne Kim
Taira Hall
Tamarco White
Terrell Huch
Terry H. Coyne
Thomas and Virginia
Hughes
Thomas Bergstrom
Thomas C Theobald
Thomas Kim
Tiffany Bernal
Tim and Nancy Joyce
Tim Feddersen
Timothy and Patricia
Fallon
Timothy Gange
Todd and Kelli
Schrade
Todd Haberkost
Tracy Foster
Uri Kogan
Vincent DiGiorno
Vivian Lee
Walter Scott
Wendy O'Meara
William and Jean Lee
William and Paula
Palamountain
William and Susan
Adamsen
William Bennett
William D. Spring
William Dowd
Yilaap Lai
Young An
Young Hee Lee
Yvonne Chao
Zachary Lulloff
Special Acknowledgement
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- The Anderson Family
- Dave Betts
- Greg Casagrande
- Casten Family
- The Combe family
- Julie Daniels
- Dev Ghosh
- Deb Grant
- Echoing Green
- Martin Fisher
- Willy Foote
- Sarah and Emily Forti
- Margaux Hall
- Laura Hattendorf
- Chris Herron
- Lyndsay Anne Holley
- Mahri Holt
- Roxanne Hori and Robert Felsenthal
- I Do Foundation
- Dipak Jain
- Pati and Oliver Kalm
- Kit and Sam Kollmeyer
- Kyle Lamb
- Sarah Jeon and Charles McGarraugh
- Miles Lasater
- Pauline Lee
- Richard Leftley
- Brenda McDaniel
- Shashi Menon and his consulting team
- Sam Pilling
- Jeff and Linda Pohlman
- Wally Scott
- Joel Segre
- Chuck Slaughter
- Kevin Starr
- Nick Tosti
- Julie Tinker
- Martin and Lora Weinstein
- Ryah Whalen
- Scott Whitaker
- Jeanne Wussler
- Joseph, Paul and Teresa Youn

Your Feedback
Your candid feedback matters immensely to us. Please contact us at katie.hubner@oneacrefund.org with your comments, questions, or suggestions.
One Acre Fund’s Field Leadership

Rwanda

Christine Ingabire, Finance Director
Jean-Baptiste Kagabo, Director of Government Services
Jean-Pierre Kanyemera, Field Director
Vicky Ndatamahoro, Director of Public Relations
Jonas Ndahoranye, Field Director
Charite Nirere, Field Director
Gaudience Niyompatsi, Field Director

Venuste Bizimana, Motorcycle Manager
Joseph Bunozande, Field Manager
Christophe Bimenyimana, Field Manager
Emmanuel Habineza, Innovation Manager
Fiston Habinshuti, Field Manager
Thomas Hafashimana, Field Manager
Jean Damascene Hagenimana, Field Manager
Theodosie Imanirahari, Field Manager
Theogene Bigenimana Karekezi, IT Manager
Jacques Mudakikwa, Logistics Manager
Albertine Mukandamage, Field Manager
Aaron Mundanikure, M&E Manager
Esperance Munganyinka, Field Manager
Verene Musengimana, Field Manager
Alphonse Nkinamubanzi, Field Manager
Martha Niyonshuti, Seed Manager

Jean de Dieu Ntahomvukiye, Field Manager
Boaz Nsengumuremyi, Field Manager
Agnes Nyirahabyarimana, Field Manager
Marcelline Nyirakamanzi, Field Manager
Eline Nyiramwiza, Field Manager
Claver Rugirangoga, Field Manager
Theodoses Rwagasore, Field Manager
Faustin Shyirakera, Field Manager
Thomas Sindikubwabo, Field Manager
Placide Uzayisenga, Field Manager

Marie Claire Umutesi, Human Resources Manager
Nehemie Uwimana, Seed Manager
Speciose Uwimana, Field Manager
M. Therese Uwingabuye, Field Manager
Francoise Yankurije, Field Manager

Kenya

Patrick Keya, Field Director
Isaac Khaemba, Field Director
Joan Lirhu, Field Director
Martin Lusuli, Assistant Field Director
Patyster Lusweti, Assistant Field Director
Daniel Okongo, Field Director
Alex Mungaru, Field Director
Gladys Musyoka, Field Director
Protus Wanguche, Assistant Field Director

Shadrack Atulo, Field Manager
Carolyne Barasa, Field Manager
Jacinta Barasa, Child Health Manager
Michael Chenge, M&E Manager
Timothy Chole, Horticulture Manager
Elphas Kaserwa, Field Manager
Henry Kawa, Field Manager
Evans Libeya, Nursery Manager
Absalom Lipeya, Field Manager
Grace Lumala, Field Manager

Patyster Lusweti, Assistant Field Director
Betty Luvuga, Child Health Manager
Dorica Manuni, Field Manager
Evelyn Mamai, Field Manager
Margaret Makari, Child Health Manager
Samuel Masinde, Field Manager
Vincent Mateyi, Field Manager
Anne Midigo, Field Manager
Marykevin Milimo, Field Manager
Meshack Mocho, Field Manager
James Munoko, Field Manager
Millicent Mwugusi, Field Manager
Violet Nalianya, Field Manager
Sarah Nsong’a, Field Manager
Everline Omukoku, Field Manager
James Onyango, Field Manager
Geoffrey Saya, Field Manager
Alfred Shitendesa, Field Manager
Phoebe Siketi, Field Manager
Kassim Simiyu, Field Manager
Francis Wefwafwa, Field Manager
Scholastica Wekesa, Field Manager
Sylvanos Yabwetsa, Field Manager
Robert Sitati, Field Manager
Patrick Siundu, Field Manager
Julius Vigadzi, Field Manager
Festus Wabwile, Field Manager
Protus Wanguche, Assistant Field Director
Pauline Wanjala, Field Manager
Andrew Wanyonyi, Logistics Manager
Oliver Wabomba, Field Manager
Evans Wafula, Field Manager
Francis Wefwafwa, Field Manager