## **One Acre Fund**

Field Operations 76,711   # Farmers served 76,711   # Acres planted 63,056   Field Revenues (83,916)   Repayment 4,560,720   Less Allowance for Doubtful Accounts (83,916)   Other Revenues 530,458   Total Field Revenues 5,001,982   Field Expenses (3,554,232)   Seed (410,490)   Other farm inputs (crop insurance, transport, storage) (720,692)   Field labor (947,425)   Overhead/ admin (497,425)   Total Field Expenses (6,312,080)   Net Gain/(loss) on Field Operations (1,310,098)   Net donor surplus/(subsidy) required per farmer (1,310,098)   Sustainability 80%   Corporate Operations 7,597,205   Less deposits to Permanent Fund (1,500,000)   Acceleration Team Expenses* (2,053,405)   M&E, Child Health, & Field Trial Supplies (718,648)   Fundraising and Administration (250,843)   Development department (18,502)   Fundraising, marketing, promotional expenses (18,272)   Ustegal/Account	Management Income Statement	2011 Actual
# Farmers served 76,711   # Acres planted 63,056   Field Revenues 63,056   Field Revenues (89,196)   Other Revenues 530,458   Total Field Revenues 5,001,982   Field Expenses (3,554,232)   Fertilizer (3,554,232)   Seed (410,490)   Other Revenues (427,625)   Total Field Expenses (6,312,080)   Field Labor (1,129,242)   Overhead/ admin (47,425)   Total Field Expenses (6,312,080)   Net Gain/(loss) on Field Operations (1,310,098)   Net donarymfus/(subsidy) required per farmer (1,310,098)   Sustainability 80%   Corporate Operations 7,597,205   Less deposits to Permanent Fund (1,500,000)   Acceleration Team Expenses <sup>*</sup> (2,053,405)   M&E, Child Health, & Field Trial Supplies (718,648)   Fundraising and Administration (250,843)   Development department (182,072)   Stead administration (73,782)   Us Legal/Account/Bank Fees (13,785)   Other	Field Operations	
# Farmers served 76,711   # Acres planted 63,056   Field Revenues 63,056   Field Revenues (89,196)   Other Revenues 530,458   Total Field Revenues 5,001,982   Field Expenses (3,554,232)   Fertilizer (3,554,232)   Seed (410,490)   Other Revenues (427,625)   Total Field Expenses (6,312,080)   Field Labor (1,129,242)   Overhead/ admin (47,425)   Total Field Expenses (6,312,080)   Net Gain/(loss) on Field Operations (1,310,098)   Net donarymfus/(subsidy) required per farmer (1,310,098)   Sustainability 80%   Corporate Operations 7,597,205   Less deposits to Permanent Fund (1,500,000)   Acceleration Team Expenses <sup>*</sup> (2,053,405)   M&E, Child Health, & Field Trial Supplies (718,648)   Fundraising and Administration (250,843)   Development department (182,072)   Stead administration (73,782)   Us Legal/Account/Bank Fees (13,785)   Other		
# Acres planted 63,056   Field Revenues 4,560,720   Repayment 4,560,720   Less Allowance for Doubtful Accounts (83,196)   Other Revenues 5,001,982   Field Expenses 5,001,982   Fertilizer (3,554,232)   Seed (410,490)   Other farm inputs (crop insurance, transport, storage) (720,692)   Field Expenses (6,312,080)   Net Gain/(loss) on Field Operations (1,310,098)   Net Gain/(loss) on Field Operations (1,310,098)   Net donor surplus/(subsidy) required per farmer (1,500,000)   Sustainability 80%   Corporate Operations 7,597,205   Less deposits to Permanent Fund (1,500,000)   Acceleration Team Expenses <sup>*</sup> (2,053,405)   M&E, Child Health, & Field Trial Supplies (718,648)   Fundraising and Administration (182,978)   Development department (182,978)   US Legal/Account/Bank Fees (53,785)   Other Corporate/Miscellaneous (45,461)   Total Fundraising & Administration (736,421)   Corporate Team Expenses (3,508,474)		76 711
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Overhead/ admin(497,425)Total Field Expenses(6,312,080)Net Gain/(loss) on Field Operations(1,310,098)Net door surplus/(subsidy) required per farmer(17.08)Sustainability80%Corporate Operations7,597,205Less deposits to Permanent Fund(1,500,000)Acceleration Team Expenses*(2,053,405)M&E, Child Health, & Field Trial Supplies(718,648)Fundraising and Administration(250,843)Development department(182,978)HR department(185,082)Fundraising marketing, promotional expenses(18,722)US Legal/Account/Bank Fees(3,5785)Other Corporate Team Expenses(3,508,474)Net Contribution of Corporate Activities2,588,731Net Income1,278,633Reconciliation between Income Statement and US GAAP(1,501,693)(+) Equence Information(3,511,693)(+) Deposits to Permanent Fund****(3,500,000)	Other farm inputs (crop insurance, transport, storage)	(720,692)
Total Field Expenses(6,312,080)Net Gain/(loss) on Field Operations(1,310,098)Net donor surplus/(subsidy) required per farmer(17.08)Sustainability80%Corporate Operations7,597,205Total Cash Donations7,597,205Less deposits to Permanent Fund(1,500,000)Acceleration Team Expenses*(2,053,405)M&E, Child Health, & Field Trial Supplies(718,648)Fundraising and Administration(250,843)Development department(182,978)HR department and government relations department(182,978)US Legal/Account/Bank Fees(53,785)Other Corporate/Miscellaneous(45,461)Total Fundraising & Administration(736,421)Corporate Team Expenses(3,508,474)Net Contribution of Corporate Activities2,588,731Net Income1,278,633Reconciliation between Income Statement and US GAAP(4) Future periods of Multi-Year Grants*(+) Equeso of Prior Period Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000	Field labor	(1,129,242)
Net Gain/(loss) on Field Operations(1,310,098)Net donor surplus/(subsidy) required per farmer Sustainability(17.08) 80%Corporate Operations7,597,205Total Cash Donations Less deposits to Permanent Fund7,597,205Acceleration Team Expenses*(2,053,405)M&E, Child Health, & Field Trial Supplies(718,648)Fundraising and Administration Development department(250,843)Finance department and government relations department(182,978)US Legal/Account/Bank Fees(13,508,474)Other Corporate Team Expenses(45,461)Total Fundraising & Administration(736,421)Corporate Team Expenses(3,508,474)Net Contribution of Corporate Activities2,588,731Net Income1,278,633Reconciliation between Income Statement and US GAAP (+) Future periods of Multi-Year Grants* (-) Releases of Prior Period Grants** (-) Releases of Prior Period Grants** (-) Deposits to Permanent Fund****8,870,454	Overhead/ admin	(497,425)
Net donor surplus/(subsidy) required per farmer Sustainability(17.08) 80%Corporate Operations	Total Field Expenses	(6,312,080)
Net donor surplus/(subsidy) required per farmer Sustainability(17.08) 80%Corporate Operations	Net Gain/(loss) on Field Operations	(1.310.098)
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Development department(250,843)Finance department and government relations department(182,978)HR department(185,082)Fundraising, marketing, promotional expenses(18,272)US Legal/Account/Bank Fees(53,785)Other Corporate/Miscellaneous(45,461)Total Fundraising & Administration(736,421)Corporate Team Expenses(3,508,474)Net Contribution of Corporate Activities2,588,731Net Income1,278,633Reconciliation between Income Statement and US GAAP8,870,454(-) Releases of Prior Period Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000	M&E, Child Health, & Field Trial Supplies	(718,648)
Finance department and government relations department(182,978)HR department(185,082)Fundraising, marketing, promotional expenses(18,272)US Legal/Account/Bank Fees(53,785)Other Corporate/Miscellaneous(45,461)Total Fundraising & Administration(736,421)Corporate Team Expenses(3,508,474)Net Contribution of Corporate Activities2,588,731Net Income1,278,633Reconciliation between Income Statement and US GAAP8,870,454(+) Future periods of Multi-Year Grants*(3,511,693)(+) Deposits to Permanent Fund***1,500,000	Fundraising and Administration	
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Fundraising, marketing, promotional expenses(18,272)US Legal/Account/Bank Fees(53,785)Other Corporate/Miscellaneous(45,461)Total Fundraising & Administration(736,421)Corporate Team Expenses(3,508,474)Net Contribution of Corporate Activities2,588,731Net Income1,278,633Reconciliation between Income Statement and US GAAP8,870,454(-) Releases of Prior Period Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000	Finance department and government relations department	(182,978)
US Legal/Account/Bank Fees(53,785)Other Corporate/Miscellaneous(45,461)Total Fundraising & Administration(736,421)Corporate Team Expenses(3,508,474)Net Contribution of Corporate Activities2,588,731Net Income1,278,633Reconciliation between Income Statement and US GAAP8,870,454(-) Releases of Prior Period Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000	HR department	(185,082)
Other Corporate/Miscellaneous(45,461)Total Fundraising & Administration(736,421)Corporate Team Expenses(3,508,474)Net Contribution of Corporate Activities2,588,731Net Income1,278,633Reconciliation between Income Statement and US GAAP8,870,454(+) Future periods of Multi-Year Grants*8,870,454(-) Releases of Prior Period Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000	Fundraising, marketing, promotional expenses	(18,272)
Total Fundraising & Administration(736,421)Corporate Team Expenses(3,508,474)Net Contribution of Corporate Activities2,588,731Net Income1,278,633Reconciliation between Income Statement and US GAAP8,870,454(-) Releases of Prior Period Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000	US Legal/Account/Bank Fees	(53,785)
Corporate Team Expenses(3,508,474)Net Contribution of Corporate Activities2,588,731Net Income1,278,633Reconciliation between Income Statement and US GAAP1,278,633(+) Future periods of Multi-Year Grants*8,870,454(-) Releases of Prior Period Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000	Other Corporate/Miscellaneous	(45,461)
Net Contribution of Corporate Activities2,588,731Net Income1,278,633Reconciliation between Income Statement and US GAAP*********************************	Total Fundraising & Administration	(736,421)
Net Income1,278,633Reconciliation between Income Statement and US GAAP(+) Future periods of Multi-Year Grants*(+) Future periods of Multi-Year Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000	Corporate Team Expenses	(3,508,474)
Reconciliation between Income Statement and US GAAP(+) Future periods of Multi-Year Grants*8,870,454(-) Releases of Prior Period Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000	Net Contribution of Corporate Activities	2,588,731
(+) Future periods of Multi-Year Grants*8,870,454(-) Releases of Prior Period Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000	Net Income	1,278,633
(+) Future periods of Multi-Year Grants*8,870,454(-) Releases of Prior Period Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000	Reconciliation between Income Statement and LIS GAAP	
(-) Releases of Prior Period Grants**(3,511,693)(+) Deposits to Permanent Fund***1,500,000		8,870 454
(+) Deposits to Permanent Fund*** 1,500,000		
	Audited Change in Net Assets (GAAP Basis)	8,137,394

For GAAP purposes, Unconditional Multi-Year Commitments are recognized as revenue in the year pledged.

\*Certain Multi-Year Grants which have been committed, but not yet received, are included in current revenue on a GAAP basis.

\*\*Certain current year cash donations, which were committed and recognized as revenue in prior years, are not included in current year revenue on a GAAP basis.

\*\*\*Certain current year cash donations, which we committed to the Permanent Fund for seed and fertilizer, are included in current revenue on a GAAP basis.

 $^{*}$  Acceleration Team includes core model systematization, new regions and countries, new products/services, and field infrastructure innovation.