The Opportunity

• 75% of the world’s poor are farmers

• They use tools and techniques that date to the Bronze Age

• They have zero existing capital

Access to capital, simple tools, and education can significantly improve farm income.
What We Do

• We serve subsistence farm families in East Africa

• We don’t give hand-outs to feed the poor, we invest in them so they can help themselves

• Proven impact: 50-100% increase in profit per acre

• Non-profit revenue model: farmers pay for services
How We’ve Grown

We currently serve over 180,000 farm families (including over 750,000 children).

*2014 figures are projections*
A Quick Overview of our Organization
Where We Work: East Africa

One Acre Fund works mainly in East Africa, in the countries of Kenya, Tanzania, Rwanda and Burundi
OAF Clients: A Typical Subsistence Farm Family
Their Land: One Acre
Their harvests fall short. Before One Acre Fund, our families eat 40% less during the six months of hunger.
How We Create Opportunity: Our Program Model
Innovation 1: Complete “Market in a Box” for Ultra-Poor Farmers

1. Seeds and Fertilizer on Credit
2. Input Delivery
3. Training
4. Market Facilitation
Innovation 2: Distribution Network
Services are Delivered through a “Cookie Cutter” Field Unit

One Acre Fund Field Unit:

One field officer ... ... provides our service bundle ... ... to 250 farm families

One Acre Fund now has hundreds of these field units, serving over 180,000 farm families
The Impact:
Significantly Improved Harvests
The Impact:
Significantly Improved Harvests
Current Status and Vision
Scale

We now serve more than **180,000** farm families

...like this one
We now have more than 2,000 full-time staff
Every year since the inception of our programs, we have consistently measured at least a 50% increase in farm income among the farmers in our program.

Before joining One Acre Fund, Ruth’s land produced just a few bags of maize per year. In her first harvest with One Acre Fund, Ruth yielded 10 bags of maize – her largest harvest ever.
Our service-for-a-fee model, coupled with our focus on organizational efficiency, has resulted in operational sustainability levels of 75 - 85%.

*2014 figures are projections*
We are Only Just Getting Started...
Long-Term Investments and Savings

Our farmers have planted more than 5 million trees.
Clean Energy

More than 32,000 families have purchased solar lights this year
Water & Sanitation

We have brought clean water solutions to more than 500,000 children.
**Vision**

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<th>Scale</th>
<th>Impact</th>
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<th>Partnerships</th>
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<td>By 2020, we will have created the largest network of smallholding farmers in Africa. We will serve at least 1 million families in 5-8 countries.</td>
<td>We will continue to rigorously measure at least a 50% increase in farm income on every planted acre.</td>
<td>Two of our country programs will be 90%+ financially sustainable on program revenue in the next 3 years.</td>
<td>We will collaborate with national governments to improve agricultural programs and work with MFIs to increase access to agricultural finance services in rural areas.</td>
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Thank You!