ONE ACRE FUND
SUPPORT SMALLHOLDERS TO HELP THEM EXIT POVERTY

LEVERS
- SOILS
- AGRICULTURAL WATER
- RISK MANAGEMENT
- FINANCING

KEY MESSAGES
Description: Organization proposing an integrated support offer to 400,000 smallholders to enable them to improve their agricultural productivity and increase their income; One Acre Fund provides to smallholders partners, thanks to an integrated solution, the material, input, knowledge and the agricultural insurance required to increase productivity.
Specificity: ONE ACRE FUND turns smallholders into entrepreneurs.
Impact: 400,000 smallholders reached impacted in 4 countries.

SCOPE
400,000 smallholders reached in 2015

FUNCTIONING
INTEGRATED MODEL PROPOSED TO CLIENT SMALLHOLDERS
- Equipment: Equipments are made available to smallholders free of any upfront investment.
- Input delivery: Seeds and fertilizers delivery to overcome existing distribution network limitations.
- Training: Ramp-up of farmers’ skills regarding the use of modern agricultural products.
- Business education: Focus on harvest loss minimization through proper storage and surplus maximization.

BUDGET
$43M for 4 countries in 2014.

IMPACTS
- Agricultural productivity: 10% - 60% productivity increase, up to 300% in some cases.
- Climate change: Soil management optimization - Reasonable use of inputs - Conversion in arboriculture of 150k farmers.
- Sustainable dev. goals: +55% in annual income - 2015 average for the farmers.

PLAYERS
Donors: Supported by +100 partners of which

Partners: Hysta

NEXT STEPS
- Diversification of the offer toward meso-credit for new investments (e.g. poultry house, livestock).
- Increase of the number of smallholders reached by ONE ACRE FUND’s offer (objective of 1M in 2020).
- Reinforcement of the structure to cope with the organization’s growth (already +4,000 people).

Kenya
Burundi
Rwanda
Tanzania
Uganda

Project launched
ONE ACRE FUND: FOCUS ON THE MODALITIES OF AN INNOVATIVE OFFER

SMALL FARMERS ARE READY TO PAY A SIGNIFICANT PREMIUM FOR A MORE COMPLETE OFFER

THE FINANCIAL MODALITIES FACILITATE THE REIMBURSEMENT

GROUPING OF FARMERS AND COMMITMENT TO REIMBURSE IN CASE OF INDIVIDUAL DEFAULT
- Decrease of credit risk
- Global reimbursement rate of 100% in 2014

ESTABLISHMENT OF A FLEXIBLE REIMBURSEMENT SCHEDULE
- Modalities and schedule set depending on the harvests

MANDATORY INSURANCE AGAINST CLIMATE RISKS
- Hedging of the loan amount in case of weather hazard

PRICE OF THE ONE ACRE FUND OFFER COMPARED WITH OTHER SUPPLIERS FOR A ONE-ACRE SURFACE

SOURCE: SMALLHOLDER FARMERS AND BUSINESS, HYSTRA 2015 – ANNUAL PERFORMANCE REPORT, ONE ACRE FUND 2015