

# Q1 2017

## QUARTER HIGHLIGHTS

- Nuru International forms formal partnership with ONE Campaign and Jake Harriman keynotes ONE Power Summit
- Nuru Kenya enrolls 1,800 households in cooperatives
- Nuru Ethiopia receives approval for five year plan from Ethiopian government
- Fundraising campaign launches for Nuru Nigeria
- Nuru Social Enterprises experiences high demand for poultry

**ENDING EXTREME POVERTY  
IN REMOTE RURAL AREAS**

**NURU**<sup>™</sup>  
International

## KNOWLEDGE SHARED AND FRIENDSHIPS MADE: NURU ETHIOPIA/NURU KENYA EXCHANGE VISIT



In March 2017, staff members from Nuru Ethiopia visited the original Nuru project in Isibania, Kenya. None of the Ethiopian staff had ever left their home country and two of them were taking their first flight ever. As the airplane departed Addis Ababa, destined for Nairobi, the staff members clenched their jaws and tightly gripped their armrests. An expression of fear mixed with excitement was written on their faces. But as the plane leveled off, their hands and jaws relaxed, the fear disappeared from their eyes, and looks of wonder were exchanged between them as they peered out the window at the shrinking landscape below.

As Nuru works to build the leadership capacity of all our staff and programs, we find that regional learning exchanges can be invaluable. Talking through the challenges of implementation and solutions with others doing similar work in a different context can provide new and practical ideas for continual improvement.

Nuru Kenya has worked with farmers in and around Isibania for more than 8 years...

**KEEP READING** 



*Nuru Kenya's team continues to adapt programs for longer-term sustainability.*

## QUARTER HIGHLIGHTS

Nuru Kenya has a new board with a revised constitution. New members have more expertise in the areas of law, gender, health, education, cooperative and agri-business management and finance.

Nuru Kenya Country Director Pauline Wambeti was invited to speak at the Aid and International Development Forum (AIDF) in February hosted by the United States African Development Fund (USADF).

The top challenge for Nuru Kenya this quarter has been around agriculture input loans. The agriculture program extended input loans to 1,816 households, falling short of its goal of 3,200 households. This shortfall is the result of a combination of growing pains associated with transitioning all of Nuru's programs to the cooperative structure for delivery, as well as challenges created by the political atmosphere in the region with elections coming up in August and candidates offering "free" handouts from various political parties. Nuru is actively addressing these challenges to learn from and adapt as Nuru Kenya continues to deliver services.

Nuru cooperatives are now operating on a completely cashless system. This will mean tighter financial controls for the cooperatives in the long-term, and better security and safety for farmer members.

### AGRICULTURE

Select indicators are updated annually or semiannually rather than quarterly

### FI

### HEALTHCARE

### EDUCATION

		Kenya		
		Target	Actual	
AGRICULTURE	Number of Nuru farmers taking loan this season	Q1	3,200	1,816
	Total number of acres farmed	Q1	4,200	2,053
	Average loan per farmer (USD)	Q1	\$113	\$97
	Repayment rate	Q4	97%	Q4
	Percent increase in crop yield compared to baseline	Q1	32%	41%
FI	Total enrolled FI members	Q3	1,816	Q3
	Repayment rate	-	98%	Q2
	Total savings deposits (USD)	-	\$8,717	Q2
HEALTHCARE	Average total savings deposits per member per quarter (USD)	-	\$6.00	Q2
	Total Nuru farmer families receiving Nuru healthcare services	Q2	1,600	Q2
	Percent of Health Groups meeting monthly	-	90%	Q2
	Percent of deliveries in a clinic per quarter	-	85%	Q2
	Percent of households treating water	-	85%	Q2
EDUCATION	Number of children (Pre-Unit to Class 5) at targeted schools	Q2	7,000	Q2
	Number of teachers trained in best practices teaching literacy	Q2	96	Q2
	Number of school libraries established	Q2	24	Q2
	Number of book banks established at Nuru cooperatives	Q2	11	Q2
	Percent of children participating in reading camps	Q2	50%	Q2

*As Nuru Kenya brings the delivery of all of its programs into cooperatives in Kuria West and Kuria East, more data regarding the impact of Financial Inclusion, Healthcare, and Education interventions on these farmer households will be available in the next quarter. The results of this adjustment will mean more tightly integrated programs moving forward in Kenya.*



**Nuru Ethiopia receives approval from the government of Ethiopia for a new five year programmatic plan.**

## QUARTER HIGHLIGHTS

In addition to the major milestone of approval for operations for the next five years for Nuru Ethiopia, the Ethiopian staff team moved its headquarters from Zefine (a small town in Boreda Woreda) to Arba Minch, which is the major population center in the Gamo Gofa Zone. Nuru Ethiopia made this adjustment to help improve staff retention, and to centralize operations in the Gamo Gofa Zone as programs scale to new communities.

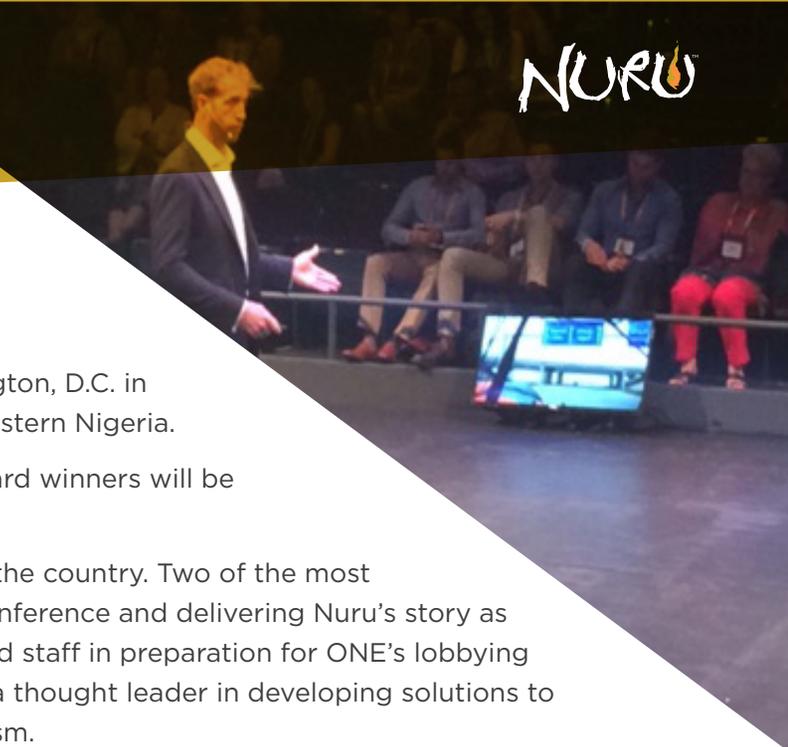
As threat of famine continues to mount in various parts of the Sahel, Nuru Ethiopia is monitoring the situation closely for its farmers as rains have been delayed in the region where Nuru works.

Education and Healthcare programs have completed their first year of program delivery, and are beginning to expand their reach into new cooperatives. More information on these programs will be available during Q2.

## Ethiopia

Select indicators are updated annually rather than quarterly

		Target	Actual
<b>AGRICULTURE</b>	Number of Nuru farmers taking loan this season	Q2 4,000	-
	Total number of acres farmed	Q2 5,000	-
	Average loan per farmer (USD)	Q2 -	-
	Repayment rate	Q1 97%	71%
	Percent increase in crop yield compared to baseline	Q2 32%	-
<b>FI</b>	Total enrolled FI members	Q3 2,000	1,214
	Number of loans issued this year (cumulative per year)	- 1,700/year	Q2
	Average loan size per client this quarter (USD) <sup>2</sup>	- \$76	Q2
	Repayment rate	- 95%	49%
	Total savings deposits (USD) for the year (cumulative per year)	- \$22,857	\$2,110
<b>HEALTHCARE</b>	Average total savings deposits per member per quarter (USD)	- \$2.86	\$1.74
	Total Nuru women participating in cooperative care groups	Q2 1,600	978
	Percent of women who are on track to attend at least 4 antenatal care visits per quarter	- 70%	91%
	Percent of deliveries in a clinic per quarter	- 60%	76%
<b>EDUCATION</b>	Number of trainings given to community health workers	- 5	Q2
	Number of children in grades 1-4 reached	Q1 5,967	5,967
	Number of teachers trained in "teaching literacy" best practices	Q1 172	142
	Number of school libraries established	Q1 10	11
	Number of latrines constructed at targeted schools	Q2 10	0
	Number of book banks established at Nuru cooperatives	Q1 5	5
Percent of cooperative children participating in reading camps	Q2 55%	79%	



## QUARTER HIGHLIGHTS

In addition to its annual staff summit, Nuru brought together its operations team in Washington, D.C. in March to revise its program planning process for future country projects, starting in northeastern Nigeria.

Nuru is also incredibly proud to be a back-to-back finalist for the Classy Awards. The 10 award winners will be announced at an event in Boston later this year.

Jake Harriman continues to elevate the profile of Nuru with speaking opportunities around the country. Two of the most prominent this last quarter have been his participation as a panelist in the Future of War Conference and delivering Nuru's story as the featured keynote during the ONE Campaign's annual summit for their top volunteers and staff in preparation for ONE's lobbying efforts. Both events were in Washington DC, and both point to Nuru's growing position as a thought leader in developing solutions to address extreme poverty in an effort to improve global stability and disrupt violent extremism.

### STAFF SUMMIT

*One of the major events that serves as a kickoff for the year for Nuru is its annual staff summit.*

*This represents a full week when every Nuru International team member is in the same room to set strategy, reinforce organizational culture pillars, and celebrate the wins of the previous year together.*

### NIGERIA UPDATE

*Over the last three months, Nuru has been working to recruit its Field Team for Nuru Nigeria and identify additional investors to help scale Nuru's model in an area that was recently controlled by Boko Haram.*

*In March, Jake Harriman visited the region together with new Nuru team member, Beau Davis, to assess the viability of being able to develop and offer Nuru's integrated programming during the latter part of 2017 as well as gain more detail around current security.*

*Pending commitments from investors, the project is slated to launch in the second half of 2017.*

### NEW BOARD MEMBER

*Nuru is proud to announce the addition of Jen Easterly to its board. Jen is a managing director at Morgan Stanley after serving 26 years of US Government in national security, military intelligence, and cyber security.*

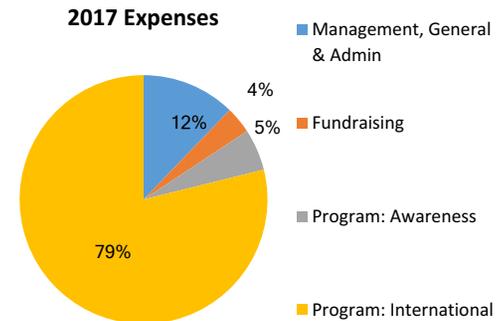
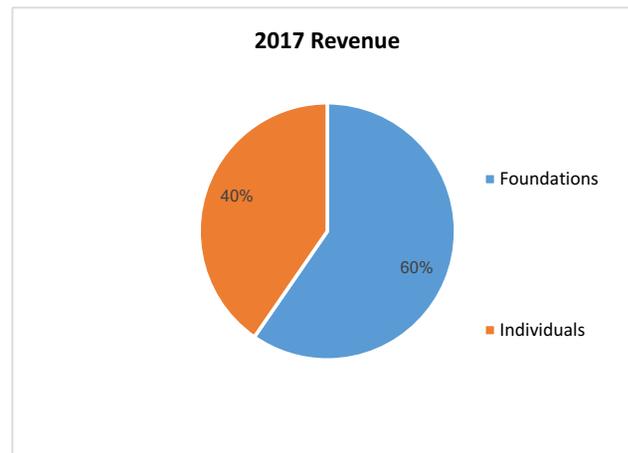
*Read more about Nuru's board* [!\[\]\(c1168d6a8b365d11e842ece304635fa7\_img.jpg\)](#)

## EXECUTIVE SUMMARY

In Q1 2017, Nuru International successfully completed our audit with no exceptions and filed our 990 return. We were under budget in Q1, primarily due to some construction payments delayed to Q2. Nuru continues to focus on careful financial management of our resources and is building a strong pipeline of new donors for 2017 and beyond.

Revenue	2017
Foundations	859,442
Individuals	581,392
	<b>1,440,834</b>

	Q1 Actual	Q1 Budget	Q1 Variance	Q1 % Variance
<b>MG&amp;A</b>	182,818	198,206	-15,388	-8%
<b>Fundraising</b>	52,191	139,376	-87,185	-63%
<b>Program</b>	1,259,568	1,708,284	-448,716	-26%
<b>Total</b>	<b>1,494,577</b>	<b>2,045,866</b>	<b>-551,289</b>	<b>-27%</b>



## QUARTER HIGHLIGHTS

The Nuru Social Enterprises (NSE) team has made its focus for 2017 to develop a pathway for revenue growth and continuous improvement in processes across the company.

During Q1 2017, NSE's President shared an update with the rest of the Nuru International team focusing the conversation around key challenges to overcome, and key new ground to take in 2017.

To grow revenue, NSE has developed detailed plans for sales and distribution across southwestern Kenya. In addition, NSE has implemented systems to ensure better controls and tracking of financials.

While disease has slowed the growth of the "Nuru Fresh Eggs" business line, there continues to be high demand for eggs and "Nuru Yogurt" in supermarkets. NSE has established its headquarters in addition to its manufacturing plant in Kisumu, and has developed branding for its car and products that have more of an East African business feel.

### Priorities 2017



### DAIRY

- Nuru yogurt experienced brand growth this quarter in supermarket chains.



### POULTRY

- Disease hit chickens and caused lowered egg production and mortality, but demand still running high.

