

Q3 2017

QUARTER HIGHLIGHTS

- Nuru CEO Jake Harriman published “Fighting Terrorism by Creating Economic Opportunity” in the Bush Center’s Catalyst magazine
- Nuru Kenya experiencing incredible harvest thanks to fighting off fall armyworm
- Nuru Ethiopia making great progress with livelihood diversification for farming households
- Nuru Social Enterprises hosted its first summit in July

**ENDING EXTREME POVERTY
IN REMOTE RURAL AREAS**

NURU[™]
International

PETIT REBWI INSPIRES FELLOW COOPERATIVES

by Laureen Chepchumba, Communications Assistant, Nuru Kenya



The hilly village of Nyamagenga in Kuria East sub-county is a breath-taking sight. From a distance you would mistake it for bare land where no farming takes place. The scenery is fascinating despite the erratic rainfall patterns and recurrent crop diseases that attack maize, the community’s staple food. If you traveled there, moving from one farm to the next, you will find not only maize, but bananas, cassava, and sweet potatoes. Farmers here diversify their crops to ensure they can address food security and produce income for their households. Here’s a story of one of these farmers.

Mr. Johnes Rioba lives at Nyamagenga. His household comprises nine members. His wife is a small scale businesswoman who runs a roadside food kiosk in Kegonga town. His seven children learn at Nyamagenga and Koromangucha primary schools. He is not only a farmer but also a pastor at his local church. Since joining Nuru Kenya in 2015, he has been able to improve his farming. In addition to providing for his family, he has managed to save income from surplus maize yields and pay off debt. Mr. Rioba is also the chairperson of Rebwi Farmers’ Cooperative Society.

KEEP READING 



Nurufarmers are celebrating harvest this year as they avoided the fall armyworm pest.

QUARTER HIGHLIGHTS

This year looks to be one of the best harvests Nuru Kenya farmers have seen in years. Farming always has risks associated with the work, but this year our farmers have enough maize to store for food, as well as surplus to sell to cover the cost of their input loan and produce additional revenue for their family.

Nuru Kenya has also had incredible success thus far in selling maize. Cooperatives sold the majority of their surplus to external buyers (including Cargill) and the remainder is being purchased by Nuru Social Enterprises.

Nuru continues to closely monitor the security situation in Kuria and Kisumu as the elections, which took place on August 8, have been contested with a re-vote scheduled for October 26. Kuria and Kisumu are potential hotspots for local and national elections, and so far the communities have remained calm. Nuru is making every effort to prevent any major disruptions in its services as the re-vote takes place.

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	975
	Repayment rate	-	98%	-
	Total savings deposits (USD)	-	\$8,717	\$1,117
HEALTHCARE	Average total savings deposits per member per quarter (USD)	-	\$6.00	\$1.15
	Total Nuru farmer families receiving Nuru healthcare services	Q2	1,600	1,659
	Percent of Health Groups meeting monthly	-	90%	54%
	Percent of deliveries in a clinic per quarter	-	85%	100%
EDUCATION	Percent of households treating water	-	85%	81%
	Number of children (Pre-Unit to Class 5) at targeted schools	Q2	5,992	5,992
	Number of teachers trained in best practices teaching literacy	Q2	96	96
	Number of school libraries established	Q2	24	24
	Number of book banks established at Nuru cooperatives	Q2	14	12
	Percent of children participating in reading camps	Q2	50%	Q4

As mentioned last quarter, Nuru Kenya is bringing the delivery of all of its programs into cooperatives in Kuria West and Kuria East. More metrics regarding Financial Inclusion, Healthcare, and Education interventions on these farmer households will be available in the coming quarter and year. The results of this adjustment will mean more tightly integrated programs moving forward in Kenya and better service for our farmers.



Ethiopia

Nuru Ethiopia is making great progress with regard to livelihood diversification among farmer households.

QUARTER HIGHLIGHTS

As mentioned during the Q2 report, Nuru farmers have witnessed a wide array of challenges over the last several years. Nuru Ethiopia is incredibly excited to report that preliminary work with regard to livelihood diversification through animal fattening is going well. Cooperative members should be able to rely on this as an additional revenue stream for their families in 2017.

In addition, Nuru Ethiopia began working with impl. project to implement their QuickTap Survey as a tool for data collection in the field. The benefits of this tool are many. Staff will not need to rely on network coverage in the field as they record data. They will be able to use smartphones offline and document where and when they gathered data. Not only will data be more accessible for the households we serve, but it will provide even greater accountability and transparency for our teams.

Fall armyworm continues to be a real threat to crops across Ethiopia, but Nuru has been working in existing communities as well as the locations we are planning to scale in an effort to mitigate the damage done to farmer maize crops.

Select indicators are updated annually rather than quarterly

AGRICULTURE

		Target	Actual
Number of Nuru farmers taking loan this season	Q2	4,000	3,435
Total number of acres farmed	Q2	5,000	3,872
Average loan per farmer (USD)	Q2	-	\$66
Repayment rate	Q1	97%	71%
Percent increase in crop yield compared to baseline	Q2	32%	-2%

FI

Total enrolled FI members	Q3	2,000	1,440
Number of loans issued this year (cumulative per year)	-	1,700/year	340
Average loan size per client this quarter (USD) ²	-	\$76	\$102
Repayment rate	-	95%	N/A
Total savings deposits (USD) for the year (cumulative per year)	-	\$22,857	\$4,479
Average total savings deposits per member per quarter (USD)	-	\$2.86	\$2.05

HEALTHCARE

Total Nuru women participating in cooperative care groups	Q2	1,600	1,877
Percent of women who are on track to attend at least 4 antenatal care visits per quarter	-	70%	93%
Percent of deliveries in a clinic per quarter	-	60%	82%
Number of trainings given to community health workers	-	5	3

EDUCATION

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	9
Number of book banks established at Nuru cooperatives	Q1	5	5
Percent of cooperative children participating in reading camps	Q2	55%	72%



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During Q3, Nuru secured a new three-year grant from The Harry B. and Leona M. Helmsley Charitable Trust to support our efforts in scaling Nuru Ethiopia across three woredas in the Gamo Gofa Zone of Ethiopia. Nuru is incredibly grateful for the outpouring of renewed support from individuals and foundations as it prepares to expand to Nigeria—this kind of support helps Nuru attract new funding as it sends vote of confidence to prospective new investors when current donors renew commitments.

Nuru also continues to make progress in securing government support for its efforts. In August, Jake was joined by Nigeria team member Beau Davis in addressing a Congressional Delegation (CODEL) in Abuja, Nigeria and sharing with them the vision for Nuru Nigeria. By addressing these key leaders from both the House and Senate, Nuru is raising the profile of this model of addressing poverty in which you have invested so generously.

NURU NIGERIA

Nuru is excited to announce it has secured its initial team for launching in Nigeria. Onboarding commenced in September. Formal training and orientation will continue until the preliminary team will begin operations in late November.

INSIDENGO EXCELLENCE IN HR

In July, Nuru team members Marc Rahlves, Beth Atherton, and Emily McLaughlin attended the InsideNGO Annual Conference. This year Nuru's HR Director, Emily McLaughlin was awarded with the Excellence in Human Resources Award. Emily has been working at Nuru (with a brief hiatus in 2014) since 2010, and in her time at Nuru, she has elevated the level of candidates recruited across the organization and worked tenaciously to build and maintain Nuru's organizational culture.

Read more about Emily's award [!\[\]\(758ebdf4629c903da74c2e079717ae32_img.jpg\)](#)

BUSH INSTITUTE ARTICLE

In July, Jake was published in the George W. Bush Institute's quarterly magazine "The Catalyst." The article is called, Fighting Terrorism by Creating Economic Opportunity.

Read Jake's Bush Institute article [!\[\]\(a8f9309f944226d1420f5fed22e2b6e6_img.jpg\)](#)

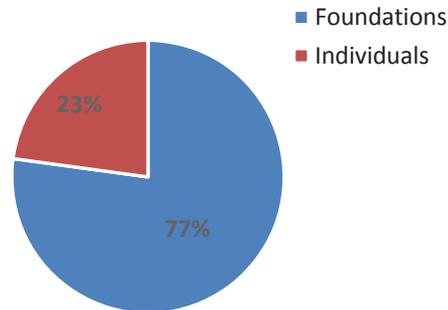
EXECUTIVE SUMMARY

In Q3 2017, Nuru was significantly under budget primarily to delaying the launch of the Nigeria project to Q4. We continued to realize savings across the organization by focusing on careful cash management and prioritization. In Q3, we secured significant new multi-year funding commitments and we continue to focus on building a strong pipeline of new and existing donors to support our programs.

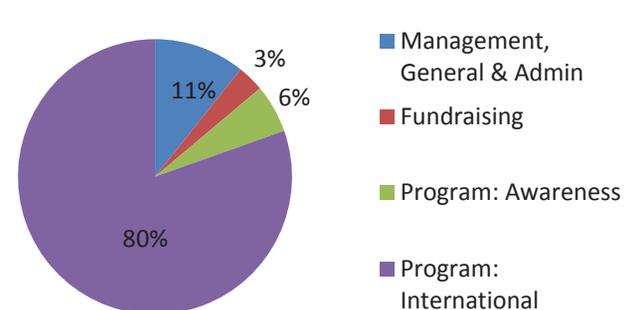
Revenue	
Foundations	5,502,521
Individuals	1,629,883
	7,132,404

Expenses	Q3 Actual	Q3 Budget	Q3 Variance	% Variance
MG&A	462,511	641,434	(178,923)	-28%
Fundraising	135,001	272,028	(137,027)	-50%
Program	3,705,511	4,653,804	(948,293)	-20%
	4,303,023	5,567,266	(1,264,244)	-23%

2017 Revenue



2017 Expenses



QUARTER HIGHLIGHTS

During Q3 2017, Nuru Social Enterprises (NSE) added a six month intern from the US, Gary Lawson. Gary has been supporting the efforts of NSE by going over financial models to determine the profitability and viability of NSE to cover the costs of Nuru Kenya in the years ahead as well as determine areas for additional cost savings.

During the last quarter, NSE was able to lower its operating expenses by 8% while at the same time increasing gross profits by 93%. Frank Kitonga and his team are making every effort to improve the quality and the profitability of the business, and are exploring ways to involve Nuru Kenya farmers in using their cattle to improve milk production for the business and serve as a means of livelihood diversification for Nuru farmers.

The team is excited to continue growth over the rest of 2017, but is keeping a watchful eye on Kenya elections for any potential negative repercussions on the business.

Priorities 2017



DAIRY

- Nuru yogurt production has stabilized during Q3 averaging approximately 7,000 liters per month.



POULTRY

- Egg production being maintained at approximately 550,000 eggs per month throughout Q3.

