

# Q1 2018

## QUARTER HIGHLIGHTS

- Nuru works with coalition of NGOs in DC to introduce the Global Fragility and Violence Reduction Act in the House
- Nuru Kenya farmers witnessed a 117% increase in crop yield in 2017 and Country Director presents at AIDF and Humendum conferences
- Nuru Ethiopia expands to its third woreda and expatriate staff are tracking toward exit during Q2 2018

## ENDING EXTREME POVERTY IN REMOTE RURAL AREAS



## FROM MENTOR TO MENTEE

by Jake Harriman



In March, I had an opportunity to head back to Nuru Kenya to work with Pauline a bit. As always, the goat paths, visits with courageous families working with us, a hilarious back and forth with Mama Mogosi over the price of a cup of chai, and a field trip with James Chacha were truly energizing for me – breathing life back into me after months of blocking and tackling on Capitol Hill, Wall Street, and Silicon Valley. But this trip was different and will remain one of my most memorable visits to Kenya ever.

My first indications that this trip would be different started on day one. I arrived about five minutes early to Pauline's meeting room where she hosts all her staff meetings back by the warehouse and new dairy barn on Nuru Kenya's compound. Normally, in this situation, I would walk into a silent room of program managers and Pauline patiently awaiting my arrival with notes and powerpoint cued up and ready for a presentation. Umm...not this time. As I walked up, I heard a lot of talking and laughing, and as I rounded the corner, I saw the Nuru Kenya senior team huddled in small groups around posterboard and magazines – cutting out pictures and posting them...

KEEP READING A teal-colored button with the text "KEEP READING" in white capital letters. To the right of the text is a yellow circular arrow icon pointing to the right.



**Nuru Kenya is focusing its efforts on strengthening its 14 existing cooperatives in 2018.**

## QUARTER HIGHLIGHTS

As noted in the story on the first page of this report, Pauline Wambeti and her team of Kenyan leaders are continuing to thrive and become thought leaders in their own right in the realm of remote, rural development. In fact Pauline was invited to present at the Aid and International Development Forum in Nairobi as well as Humenitum's Capacity for Humanity conference in February.

Nuru Kenya has also launched a dairy program with over 400 households this year in an effort to help farmers diversify livelihoods and mitigate against risks to crop yields including pests and drought.

This year, Nuru Kenya has focused its efforts on strengthening its 14 existing farmer organizations (cooperatives) and increased enrollment from 1,816 to 1,944 members across the groups. Last year, Nuru Kenya transitioned all of its programming to the cooperatives, and cooperatives demonstrated huge success in witnessing a 93% repayment rate as of Q4 2017. Nuru farmers averaged an increase of \$328 per acre farmed in 2017 as well. These wins have contributed to the financial health of not only our farmers and their families, but also to the cooperatives themselves.

Select indicators are updated annually or semiannually rather than quarterly

### AGRICULTURE

### FI

### HEALTHCARE

### EDUCATION

Number of Nuru farmers taking loan this season

Total number of acres farmed

Average loan per farmer (USD)

Repayment rate

Percent increase in crop yield compared to baseline

Number of farmer organizations enrolled in dairy program

Number of households enrolled in dairy program

Number of value chain partnerships

Total Nuru farmer families receiving Nuru healthcare services

Percent of Health Groups meeting monthly

Percent of deliveries in a clinic per quarter

Percent of households treating water

Number of children (Pre-Unit to Class 5) at targeted schools

Number of teachers trained in best practices teaching literacy

Percent of teachers implementing best practices

Percent of children participating in book banks

### Kenya

	Target	Actual
Q1	1,816	1,944
Q1	2,300	2,347
Q1	\$76	\$80
Q4	97%	-
Q1	32%	117%
-	4	9
-	319	421
-	4	1
Q2	1,944	-
-	80%	61%
-	95%	100%
-	85%	79%
Q1	5,992	7,245
Q2	96	-
Q2	70%	-
-	55%	17%



**Nuru Ethiopia is tracking toward exit of expatriate staff during Q2 2018.**

## QUARTER HIGHLIGHTS

During Q1 Nuru Ethiopia began a more concerted partnership with the Ethiopian government with respect to both distribution of agricultural inputs and training for farmers on best agronomic practices. In addition, cooperatives continued to expand their livelihood diversification program via fattening sheep and goats to be sold in local markets during holiday feast times. To qualify for this loan, a female Nuru member must be an active saver and have a part of the cost of the loan accrued in savings. This work is helping build household resilience to financial shocks.

In addition, this year, Nuru has launched in a third woreda, Zala. Last year, Nuru was able to help farmers in Zala to spray and prevent the spread of fall armyworm, and Nuru is already working to train farmers in Zala, Kucha, and Boreda woredas on how to prevent the spread of this pest.

In addition to this growth and success, three Nuru Ethiopia staff were selected to participate in a two day program on effective management that was provided by The Management Center in Uganda. This training, along with ongoing mentoring and collaboration with Nuru's expatriate team, is setting the stage for an exit ahead of our original schedule for the expatriate team.

Select indicators are updated annually rather than quarterly

		Target	Actual
<b>AG</b>	Number of households active in Nuru supported cooperatives	Q2	5,000
	Percent increase in crop yield compared to baseline	Q2	32%
<b>FI</b>	Total enrolled FI members	Q3	2,000
	Number of loans issued this year (cumulative per year)	Q4	500
	Repayment rate	2019	95%
	Total Savings deposits (USD) for the year (cumulative per year)	-	\$6,500
	Average total savings deposits per member per quarter (USD)	-	\$4.50
<b>HEALTHCARE</b>	Total Nuru women participating in cooperative care groups	Q2	2,400
	Percent of women who are on track to attend at least 4 antenatal care visits per quarter	-	75% 98%
	Percent of deliveries in a clinic per quarter	-	60% 100%
	Number of community health workers trained	-	196 51
<b>EDUCATION</b>	Number of children in grades 1-4 reached	Q1	8,000 13,151
	Number of teachers trained in "teaching literacy" best practices	Q1	326 287
	Number of school libraries established	Q3	12 -
	Number of latrines constructed or reading rooms established	Q2	12 -
	Percent of households with children attending tutorial sessions	Q2	60% -
	Percent of teachers implementing best practices in literacy	Q2	65% -

## QUARTER HIGHLIGHTS

Nuru continued to develop and renew funding relationships with a growing support base including renewed large grants from Erol Foundation and The Rees-Jones Foundation and being able to secure \$25,000 in matching funds from lapsed and new donors for a grant with Sanders Family Philanthropic Foundation.

Separately, Nuru has continued to make progress in Washington D.C. In March, Nuru was pleased to work with a coalition of NGOs to craft language for a Bill to begin to change the conversation about National Security when it comes to violent extremism, that has garnered bi-partisan support in the House. The Bill is called the Global Fragility And Violence Reduction Act and has brought Nuru together with a coalition of NGOs including ONE, Mercy Corps, World Vision, and The Search for Common Ground in the initial drafting of the language of the Bill.

### NURU NIGERIA

*Nuru has successfully hired Nuru Nigeria's local Strategic Leadership Team, and also made two additional hires to round out our field team. Team will insert, begin hiring local program staff, and launch program design during Q2.*

### NURU JOINS AMEA

*In early February 2018, Nuru joined the Agribusiness Market Ecosystem Alliance (AMEA). This group is comprised of organizations who are seeking to provide effective tools and collaboration to improve lives and livelihoods of farmers and farmer organizations. Nuru is excited to join AMEA because we believe it will lead to improvements in capacity building for our cooperatives in Kenya, Ethiopia, and soon, Nigeria, as well as helping Nuru and our staff contribute to thought leadership in this field.*

[Read more about AMEA](#)



### THOUGHT LEADERSHIP

*Nuru's Impact and Analytics Director, Matt Lineal, provided presentations in Washington D.C. to representatives from Locus and Interaction (both are coalitions of larger NGOs) on lessons learned through Nuru's program review process as well as how Nuru integrates its programs on the ground.*

[Read more about Locus](#) 

# NURU FINANCIALS

NURU

## EXECUTIVE SUMMARY

In Q1, we completed our financial audit with no exceptions and filed our 2017 990 return. Nuru ended the quarter slightly under budget due to some temporary delays in program spending.

We continue to focus on careful management of our resources as we continue to build a strong pipeline of new and existing donors for 2018 and beyond.

Revenue		Expenses	Q1 Actual	Q1 Budget	Q1 Variance	% Variance
Foundations	936,850	MG&A	213,422	197,693	15,729	8%
Individuals	1,020,114	Fundraising	43,142	56,061	(12,919)	-23%
	<b>1,956,965</b>	Program	1,498,768	1,608,667	(109,899)	-7%
			<b>1,755,332</b>	<b>1,862,420</b>	<b>(107,088)</b>	<b>-6%</b>

