

Q2 2019

QUARTER HIGHLIGHTS

- Nuru International named a “Best Nonprofit To Work For” for second year in a row
- Nuru Kenya experiences great sales for yogurt business with greater than \$20K per month in revenues
- Nuru Ethiopia conducts spring capping to provide safe drinking water for communities in Kucha Woreda

**ENDING EXTREME POVERTY
IN FRAGILE RURAL AREAS TO
BUILD COMMUNITIES RESILIENT
TO VIOLENT EXTREMISM**



NURU KENYA LEADS THE CHARGE AT AMEA GLOBAL CONVENING

by Casey Harrison



At the end of May 2019, the Agribusiness Market Ecosystem Alliance (AMEA) Kenya local and global networks met in Nairobi to discuss and develop a joint action plan. The AMEA local networks have the potential to build collaborative partnerships across all agricultural value chains in Kenya and Ethiopia—partnerships that are locally specific, business-oriented, and that meet the needs of real farmers. Simply put, these outcomes will be realized through better coordination, more transparent bureaucratic processes, and improved economic opportunities for farmer organizations to become profitable businesses.

Nuru Kenya (NK) is a member of the AMEA local network and is represented by Fatuma A. Nyanjong, NK Cooperative and Market Linkage Program Manager. “It is evident that there are gaps in the cooperative sector in Kenya that need to be filled through collaboration,” Fatuma explains. By working together, NGOs, companies, and the government can ensure that smallholder farmers and their farmer organizations have the tools and support necessary to access sustainable finance, market linkages for their produce, and...

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Nuru Kenya is generating revenue for its yogurt business and providing a market linkage for dairy farmers.

QUARTER HIGHLIGHTS

A few years ago, Nuru made the strategic decision to shift its social enterprises approach from both poultry and dairy businesses to focus entirely on dairy. This business then became an opportunity to create a viable market linkage for members of Nuru farmer organizations as well as a path for diversified livelihoods for our farmers. Over the last two years, Nuru has been steadily adding farmers to its dairy program and has nearly 500 farmers presently enrolled. This milk is being processed by Nuru's dairy business and is generating more than \$20,000 a month in revenue.

Nuru Kenya's staff continue to represent the organization well in the sector. In May, Cooperative and Market Linkage Program Manager Fatuma Nyanjong represented Nuru Kenya in Nairobi at a gathering for the Agribusiness Market Ecosystem Alliance (AMEA).

In addition to these direct efforts to improve the livelihoods of farmers and influence the sector toward best practices, Nuru Kenya was recently awarded a \$200K grant to support its dairy business. The grant came from a USAID "Feed The Future" program called the Kenya Crops and Dairy Market Systems activity.

Kenya

Select indicators are updated annually or semiannually rather than quarterly

		Target	Actual
AG	Number of households active in Nuru supported cooperatives	Q2 2,200	1,919
	Repayment rate	Q4 97%	-
	Percent increase in crop yield compared to baseline	Q1 32%	80%
FI	Number of farmer organizations enrolled in dairy program	Q1 10	10
	Number of households enrolled in dairy program	Q2 600	489
	Number of value chain partnerships	Q2 6	3
HC	Percent of health groups meeting monthly	- 70%	66%
	Percent of deliveries in a clinic per quarter	- 95%	100%
	Percent of farmer families drinking safe water	- 85%	90%



Nuru Ethiopia conducts spring capping in Kucha woreda to provide safe water for local communities

QUARTER HIGHLIGHTS

One year after the exit of Nuru’s expatriate team, Nuru Ethiopia is thriving as an organization and in a great position to continue to drive change in the Gamo and Gofa Zones of the SNNP Region.

One of the most notable successes happened this spring as farmer households witnessed a local inflation of maize prices for food. Hidota Union, the Nuru supported local cooperative union, made a quick move to purchase maize from other parts of the country. After making the purchase at a significant savings they were able to sell to cooperative members at a lower price than local markets while still ensuring that the union was earning a return. This type of local innovation is exactly what is needed to ensure that Hidota Union will be able to serve growing farmer organizations in the region.

Separate from the innovation mentioned above, Nuru’s holistic model continues to help households thrive. In order to address clean drinking water needs Nuru Ethiopia conducted a spring capping in May to serve families in Kucha Woreda. And, as noted in the chart to the right, Nuru is continuing to help address education and maternal and child health across its 26 farmer organizations, helping communities both cope with and prevent shocks.

Select indicators are updated annually rather than quarterly

		Ethiopia		
		Target	Actual	
AG	Number of households active in Nuru supported cooperatives	Q2	6,000	6,004
	Percent increase in crop yield compared to baseline	Q2	32%	73%
	Total enrolled FI members	Q3	3,000	-
FI	Number of loans issued this year (cumulative per year)	Q4	1,000	-
	Repayment rate	Q1	97%	72%
	Total Savings deposits (USD) for the year (cumulative per year)	-	\$4,196	\$6,094
HEALTHCARE	Average total savings deposits per member per quarter (USD)	-	\$4.20	\$2.30
	Total Nuru women participating in cooperative care groups	Q2	3,729	2,970
	Percent of women who are on track to attend at least 4 antenatal care visits per quarter	-	75%	100%
EDUCATION	Percent of deliveries in a clinic per quarter	-	65%	88%
	Number of community health workers trained	-	64	64
	Number of children in grades 1-4 reached	Q1	10,385	10,441
EDUCATION	Number of teachers trained in “teaching literacy” best practices	Q2	175	153
	Percent of households with children attending tutorial sessions	-	70%	52%
	Percent of teachers implementing best practices in literacy	-	90%	98%



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Nuru continued to develop and renew funding relationships with a growing support base including funding from a variety of longstanding supporters across the United States and Europe. Nuru is extremely grateful to receive new funding commitments from HEDCO Foundation, The Jan and Trevor Rees-Jones Foundation, and many other individuals and foundations who are passionate about partnering with Nuru to achieve our mission.

In May, Nuru celebrated major legislative progress with the passing of the [Global Fragility Act](#) in the House of Representatives. This legislation will require multiple federal agencies to be engaged together in a comprehensive plan to address violence in fragile areas. Nuru worked with a broad coalition of NGOs to move this legislation forward, and has been able to garner strong bipartisan support with champions in both the House and Senate, and presently the bill has 18 cosponsors in the Senate.

NURU NIGERIA

Nuru completed the design phase of the project, and has now registered its first five hundred farmer households in northern Adamawa state.

BEST NONPROFITS TO WORK FOR

Nuru International is ecstatic to have made The NonProfit Times “Best Nonprofits to Work For” list for the second year in a row. Nuru moved up 14 spots from last year and is now ranked the 28th Best Nonprofit to Work For in the U.S. In the Small Organizations category (15-49 employees), Nuru is ranked at number ten.

Read more about the award



JOHN MAXWELL “TOP 100”

In June, Nuru CEO and Founder, Jake Harriman, was named a 2019 Top 100 Transformational Leader by the John Maxwell organization. Jake joins influencers across multiple sectors including Sheryl Sandberg, Drew Brees, John Doerr, and Brené Brown on the list.

Read the entire list here



EXECUTIVE SUMMARY

In Q2, Nuru was on budget overall with no significant variances. We are continuing to focus on careful management of our resources and adding to our pipeline of new and existing donors for 2019 and beyond.

Nuru International 2019 Q2 YTD Revenues and Expenses

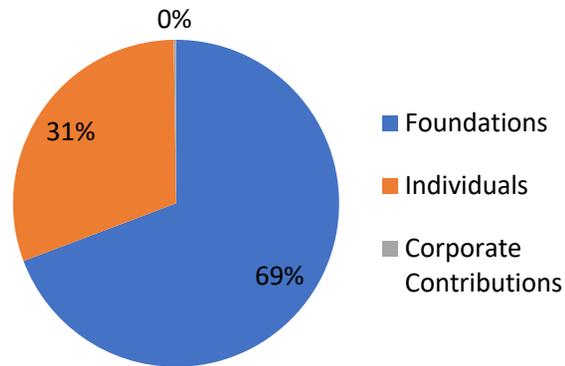
Revenue

Foundations	2,649,052
Individuals	1,166,761
Corporate Contributions	9,121
	3,824,934

Expenses

	Q2 Actual	Q2 Budget	Q2 Variance	% Variance
MG&A	389,666	461,671	(72,005)	-16%
Fundraising	112,617	119,357	(6,740)	-6%
Program	2,646,642	2,841,333	(194,691)	-7%
	3,148,925	3,422,361	(273,436)	-8%

2019 Q2 Revenue



2019 Q2 Expenses

