

Q3 2020

QUARTER HIGHLIGHTS

- Nuru receives multiple major investments from donors in the face of COVID-19
- Nuru Kenya Social Enterprises launches new product and participates in accelerator program
- Nuru Ethiopia-supported Hidota Union receives a significant investment to construct a new granary
- Nuru Nigeria enters promising harvest period despite delays to input issue caused by COVID-19

CULTIVATING LASTING MEANINGFUL CHOICES IN THE MOST VULNERABLE AND MARGINALIZED COMMUNITIES IN THE WORLD

NURU
International

PERMAGARDEN TRAINING IN NIGERIA CULTIVATES HOPE

by Scott Massey



***Permagarden training**, a program Nuru Nigeria offers farmer association members to increase household nutrition, is launching for the second consecutive year. The first year's experience with tomatoes, eggplant, and peppers was important from many points. The Nigeria team took on this project and delivered value to our first farmer associations (FAs) in northern Adamawa State.*

This year, Nuru Nigeria replaced the peppers with pumpkins and continued with tomatoes and eggplant. An estimated 500+ participants took part in this year's programming. Last year's success created a strong desire from the farmer associations for implementation again. In 2019, Nuru Nigeria saw a 42% increase in household income and a 100% repayment rate of loans by the 38 farmer associations enrolled. The program's impact, beyond increasing household nutrition, has been critical for many of the participating members. Crop package distribution is a vital and exciting part of programming. This is the fulfillment of months of training, preparation...

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Nuru Kenya Social Enterprises participates in accelerator program with Acumen and IKEA

QUARTER HIGHLIGHTS

All year, Nuru Kenya, Nuru Social Enterprises, and the thirteen cooperatives they work with have continued to adapt and overcome in the face of COVID. Nuru Kenya continues to support farmers and their families, and is expanding the ways in which they are doing so.

Nuru continues to promote dairy as a means of helping farmers diversify their incomes. Nuru Kenya Social Enterprises (NKSE) participated in an [accelerator program](#) hosted by Acumen and IKEA Social Entrepreneurship. As a result, successfully adapted its milk processing efforts to expand from yogurt production to also include a separate low-cost milk product called lala. Both the yogurt and lala are being distributed to markets throughout southwestern Kenya. To learn more about this effort, please watch [this video](#) created by USAID and featuring Tom Kibet, Managing Director of NKSE.

Nuru Kenya is also proud to celebrate one of their supported cooperatives receiving renewal of a capacity development grant for \$100,000 through a World Bank-supported project. Nuru is getting the attention of more groups interested in helping farmers build sustainable paths out of extreme poverty.

Select indicators are updated annually or semiannually rather than quarterly

AG

		Target	Actual
Number of households active in Nuru supported cooperatives	Q3	2,400	1,833
Repayment rate	Q4	97%	-
Percent increase in crop yield compared to baseline	Q1	32%	98%

FI

Number of farmer organizations enrolled in dairy program	Q3	14	15
Number of households enrolled in dairy program	Q3	900	532
Number of value chain partnerships	Q4	8	-

HC

Percent of health groups meeting monthly	-	70%	0%
Percent of deliveries in a clinic per quarter	Q2	95%	100%
Percent of farmer families drinking safe water	Q3	85%	88%



Nuru Ethiopia's Hidota Union receives a \$425,000 investment to build a 5,000 quintile granary

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In spite of several challenges this year, including a national State of Emergency that just lifted in September, Nuru Ethiopia is successfully serving more than 7,000 households in the Gamo and Gofa Zones of Ethiopia.

Nuru received its 2019 [Impact Report](#) for Ethiopia with data being analyzed by the Ray Marshall Center at the University of Texas at Austin. The data points to significant improvements in income and crop yields for Nuru farmers. This is a huge win for Nuru families. Nuru-supported cooperatives are also demonstrating effectiveness scores that are competitive at national, regional, and global levels.

As a result of the strong performance of the growing number of Nuru-supported cooperatives and the Nuru-established Hidota Cooperative Union, Hidota has received a \$425,000 grant from the Ethiopian Agricultural Transformation Agency to fund the construction of a 5,000 quintile granary. This is an incredible win for Nuru farmers, and it will encourage more farmers to join local Nuru-supported cooperatives and enable these farmers to generate more positive outcomes for their families in the years ahead.

Select indicators are updated annually rather than quarterly

		Target	Actual	
AG	Number of households active in Nuru supported cooperatives	Q2	7,000	7,447
	Percent increase in crop yield compared to baseline	Q2	32%	65%
FI	% Increase in income from Nuru-supported activities	Q2	30%	104%
	Number of loans issued this year (cumulative per year)	Q4	1,750	-
HEALTH	Total Nuru women participating in cooperative care groups	Q2	4,831	3,435
	Percent of women who are on track to attend at least 4 antenatal care visits per quarter	-	75%	94%
	Percent of deliveries in a clinic per quarter	-	65%	72%
	Number of community health workers trained	-	102	49
EDUCATION	Number of children in grades 1-4 reached	Q1	14,365	14,365
	Number of teachers trained in best teaching literacy practices	-	303	142
	Percent of households with children attending tutorial sessions	-	56%	-
	Percent of teachers implementing best practices in literacy	-	82%	-



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Over the last three months, investors like you have been stepping up to support Nuru's efforts in the face of COVID-19. In particular, Nuru received significant support for our work in Ethiopia from Helmsley Charitable Trust that will help keep operations in Ethiopia moving forward strongly in 2021. In addition, Nuru also received a generous new investment from an Australian business called [Thankyou Company](#). Thankyou dedicates 100% of its profits to fighting extreme poverty. In late September, Nuru International Founder, Jake Harriman, and Nuru Nigeria Executive Director, Amy Gaman, were invited to speak at a virtual event hosted by the Tri-state Africa Funders Network which was also keynoted by Delaware Senator Chris Coons, a leading sponsor of the Global Fragility Act.

Nuru also launched a brand new website this quarter. Will you visit the new site and let us know what you think?

NURU NIGERIA

While COVID slowed input distribution, Nuru Nigeria is now entering the harvest season for groundnuts (peanuts) and soy as it finishes out its first full season working with approximately 500 households. In addition, Nuru Nigeria Executive Director, Amy Gaman, was named a [ONE Champion](#) in Nigeria

LEADERSHIP TRANSITION

Over the last several months, Nuru has thoughtfully walked through a transition from our founder, Jake Harriman to our new CEO, Aerie Changala. Jake is continuing to serve on our board, and we produced a [video](#) and press release to share more details about this transition and the next chapter of Nuru. Will you please take a moment to share this historic moment and news with others in your network.

Read the press release here: 

#CREATIVITYINCRISIS

In late September, Alliance For Peacebuilding (AfP) launched a [video series](#) called #CreativityInCrisis. In one video AfP highlighted Nuru's use of Geographic Information Systems (GIS) and remote sensing technology to track progress in improving livelihoods in northeastern Nigeria. These tools are also being used to identify future areas of the Sahel where we will serve farmers.

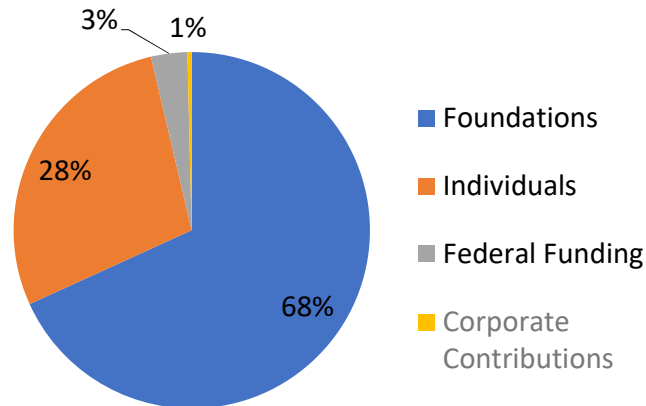
EXECUTIVE SUMMARY

In Q3, 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 2020 and beyond.

Nuru International 2020 Q3 YTD Revenues and Expenses

Revenue		Expenses	Q3 YTD Actual	Q3 YTD Budget	\$ Variance	% Variance
Foundations	3,297,136	MG&A	267,996	319,884	(51,888)	-16%
Individuals	1,359,110	Fundraising	449,436	371,110	78,326	21%
Federal Funding	159,900	Program	2,888,267	3,280,517	(392,250)	-12%
Corporate Contributions	18,867		3,605,699	3,971,511	(365,812)	
	4,835,013					

2020 Q3 YTD Revenue



2020 Q3 YTD Expenses

