

# Q2 2020

## QUARTER HIGHLIGHTS

- Nuru is working with 60,000 people during COVID-19 and continues to innovate to help communities be resilient to shocks
- Nuru Kenya-supported cooperative receives new source of support
- Nuru Ethiopia-supported Hidota Union receives support for expanding programming and marketing
- Nuru Nigeria secures grant from the Aspire Coronation Trust Foundation

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



## NURU NIGERIA SUCCESSFULLY DISTRIBUTES CROP PACKAGES

by Scott Massey



*The first half of 2020 has been a fantastic series of tangible outcomes for the Nuru Nigeria team. The results are the product of many months of effort in training, testing, procuring and interacting with our farmers and their associations in northeast Nigeria. From permagardens for household nutrition to better monetary security and transparency through mobile money (TINGG), then providing better crop storage solutions through PICS bags and seeing that all begin to produce the outflow of community buy-in as the PICS bag loan repayment achieved 100% of our farmer associations repaying on time. This then triggered a successful recruitment of male household members into their own series of farmer associations. All of that recently culminated in our largest undertaking to date—input distribution with seeds, potash, fertilizer, inoculants etc. to all of our participating farmer associations.*

*Crop package distribution is a vital and exciting part of programming. This is the fulfillment of months of training, preparation, and expectation, and...*

**KEEP READING** 

**Nuru Kenya-supported cooperative receives funding from a World Bank supported project**

## QUARTER HIGHLIGHTS

Nuru Kenya, Nuru Social Enterprises, and the thirteen cooperatives they work with have continued to adapt and overcome over the last three months. While day-to-day activities for Nuru staff are now feature masks and social distancing, Nuru is working closely to support farmers and their families in a safe and healthy way.

As Nuru Kenya continues to promote dairy as a means of helping farmers diversify their income streams, Nuru Social Enterprises is adapting its milk processing efforts to expand from yogurt production to also include a separate low-cost milk product.

Nuru Kenya is proud to celebrate one of their supported cooperatives receiving a capacity development grant for \$80,000 from a World Bank supported project.

In June, a few of Nuru's staff were able to share ways they have continued to evolve their solutions to meet challenges head on at the virtual Humentum Africa conference. You can check out a recording of their presentation at this [link](#).

AG

		Q3	2,400	-
Number of households active in Nuru supported cooperatives		Q3	2,400	-
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	-
Number of households enrolled in dairy program		Q3	900	-
Number of value chain partnerships		Q3	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%	-

Select indicators are updated annually or semiannually rather than quarterly

Kenya

Target Actual



**Nuru Ethiopia's Hidota Union receives a \$30,000 interest-free loan to support its efforts.**

## QUARTER HIGHLIGHTS

In spite of several challenges this year, Nuru Ethiopia is supporting more than 7,000 households who are members of Nuru-supported cooperatives.

While COVID-19 has disrupted livelihoods in Ethiopia, Nuru farmers are better prepared to stand resilient in the face of financial shocks that may come their way. In fact, Nuru farmers witnessed a 65% increase in crop yield compared to baseline, as well as a 97% increase in income from Nuru-supported activities, significantly exceeding targets in both categories.

Over the last few years, Nuru has developed a series of beneficial collaborative partnerships with several Ethiopian government agencies. 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 \$30,000 interest-free loan from the Ethiopian government to support its efforts to recruit more farmers, add more cooperatives to its base, and set up a storefront in the city of Arba Minch. This is an incredible win for Nuru farmers, and it will help ensure that they are able to generate more positive outcomes for their families in the years ahead.

### Ethiopia

Select indicators are updated annually rather than quarterly

		Target	Actual
<b>AG</b>	Number of households active in Nuru supported cooperatives	Q2 7,000	7,447
	Percent increase in crop yield compared to baseline	Q2 32%	65%
<b>FI</b>	% Increase in income from Nuru-supported activities	Q2 30%	97%
	Number of loans issued this year (cumulative per year)	Q4 1,750	-
<b>HEALTH</b>	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%	82%
	Percent of deliveries in a clinic per quarter	- 65%	98%
	Number of community health workers trained	- 102	49
<b>EDUCATION</b>	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%	-



## QUARTER HIGHLIGHTS

The biggest highlight for Nuru over the last three months is the incredible generosity of supporters like you. You have been stepping up in big ways in the middle of COVID-19 to help continue to drive impact. Thanks to your support, Nuru was able to raise \$700,000 in funds to unlock a match from a generous donor. And, just a few weeks ago, another donor stepped up with a second match of \$150,000 dollars to help Nuru stay on track in the face of COVID-19. Want to help us meet this match? Contact our team and let them know what additional resources you will commit to Nuru during this season.

Nuru has also begun the process of a major update and refresh to its messaging and website. We are anticipating this new website to be up by the end of Q3 2020.

### NURU NIGERIA

*Nuru Nigeria launched a new funding partnership with Aspire Coronation Trust, a new foundation based in Nigeria. This \$27,000 grant is a solid step forward for Nuru Nigeria as they work to diversify their funding sources for the future, in preparation for scaling programs in the northeast.*

### AMEA AGTECH GUIDE LAUNCH

*Since 2018, Nuru has been a proud member of the Agribusiness Market Ecosystem Alliance (AMEA). Membership in AMEA has helped others discover Nuru and also helped us stay on the cutting edge in supporting our farmers in their movement out of poverty. In April, Nuru Livelihoods and Agribusiness Director Casey Harrison was able to share the new AMEA AgTech Guide at an International Finance Corporation event.*

Watch the event recording here: 

### GLOBAL FRAGILITY UPDATE

*In May, Nuru Founder Jake Harriman joined representatives from several organizations in a three day virtual conference organized by the United States Institute of Peace (USIP). Nuru is working with others to ensure successful and impactful implementation through the creation of the Global Fragility Strategy as commissioned in the Act*

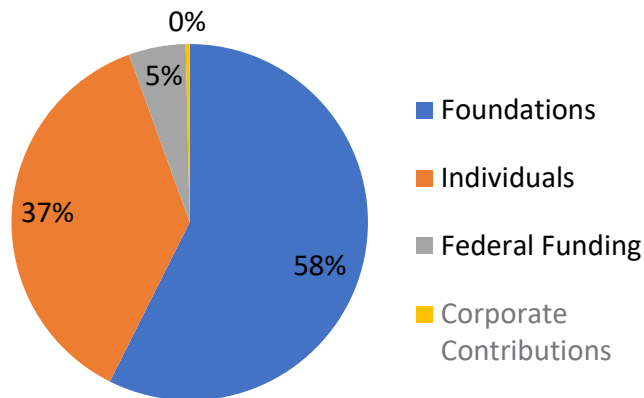
## EXECUTIVE SUMMARY

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 2020 and beyond.

### Nuru International 2020 Q2 YTD Revenues and Expenses

Revenue		Expenses	Q2 YTD Actual	Q2 YTD Budget	\$ Variance	% Variance
Foundations	1,777,603	MG&A	289,634	321,678	(32,044)	-10%
Individuals	1,147,828	Fundraising	331,836	124,507	207,329	167%
Federal Funding	159,900	Program	1,884,071	2,245,472	(361,401)	-16%
Corporate Contributions	11,219		<b>2,505,541</b>	<b>2,691,657</b>	<b>(186,116)</b>	
	<b>3,096,550</b>					

2020 Q2 Revenue



2020 Q2 Expenses

