

Q4 2020

QUARTER HIGHLIGHTS

- Nuru International raises over \$300,000 in annual holiday campaign
- Nuru Kenya impact highlighted in new book “What Transformation Takes”
- Nuru Ethiopia staff and intervention featured on Ethiopian television
- Nuru Nigeria Executive Director receives award for excellence in leadership and service

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



NURU NIGERIA SPROUTS HOPE DESPITE HARD HARVEST YEAR

by Dena Bunnell



It's harvest time in northern Adamawa State. During this time of year, farmers are busy. Farmers have intricately planned harvest and post-harvest activities, such as drying and threshing (removing the grain from the plant). Plans follow a series of steps to ensure that crops are harvested on time and then kept safe from the weather, insects, molds, as well as thieves and wandering cattle herds.

The first major crops to be harvested are maize—better known as corn in the U.S.—and rice. Next, comes groundnuts (peanuts), which serve as both a staple of the diet in northern Nigeria and a key crop for the oil it produces. Farmers harvest soybean next. And the last major crops of the season are cowpeas and guinea corn (grain sorghum), which are an essential food crop in this region.

This year was a hard year for farmers. The rains came late, and though the area also had flooding at the height of the rainy season, the total rainfall was insufficient. Farmers pinned hopes on a final rain to come before...

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Nuru Kenya featured in new book highlighting successful local nonprofits

QUARTER HIGHLIGHTS

Nuru Kenya, Nuru Kenya Social Enterprises (NKSE), and the now 15 cooperatives they work with continue to adapt and overcome in the face of COVID. Nuru Kenya continues to support farmers and their families, and it is expanding its efforts by launching operations in a new county, Homa Bay.

In December Nuru Kenya was highlighted in a new book called *What Transformation Takes*. To read a digital copy, visit this [link](#). Nuru Kenya and NKSE also received new funding. NKSE received a grant of \$12,000 as a result of an [accelerator program](#) NKSE participated in which was hosted by IKEA Social Entrepreneurship and Acumen. The second grant of \$40,000 comes from AMEA and the IFC and supports adaptation of Nuru's Agribusiness Leadership Program training materials for semiliterate farmers through e-learning. This will strengthen Nuru Kenya's Technical and Vocational Education Training (TVET) program. The TVET was established to equip even more farmer cooperatives with tools and training to strengthen their leadership and management.

Nuru Healthcare Care Groups were not able to meet as a result of COVID-related restrictions. In spite of this challenge, Nuru Kenya still successfully helped reduce under-five child mortality among Nuru farmer families by 24%.

Select indicators are updated annually rather than quarterly

Kenya

| | | Target | Actual |
|----|--|----------|--------|
| AG | Number of households active in Nuru supported cooperatives | Q3 2,400 | 1,833 |
| | Percent increase in crop yield compared to baseline | Q1 32% | 98% |
| FI | Number of farmer organizations enrolled in dairy program | Q3 14 | 13 |
| | Number of households enrolled in dairy program | Q3 900 | 532 |
| | Number of value chain partnerships | Q4 8 | 2 |
| 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% | 90% |



Nuru Ethiopia's efforts to serve farmer families featured on Ethiopian television

QUARTER HIGHLIGHTS

Nuru Ethiopia experienced an incredible year of growth, serving over 7,000 farmers in 2020. In fact, because of the team's ability to adapt in the middle of the pandemic, Nuru Ethiopia was featured on Ethiopian television in December.

In spite of COVID, Nuru Ethiopia helped farmers and their cooperatives generate profit. Eighty percent of Nuru-supported cooperatives achieved profitability this year. In addition, these cooperatives received very high marks for the effectiveness of their operations. Nuru uses the [SCOPEinsight](#) cooperative assessment tool to measure their effectiveness. While these results are great for the long-term sustainability of these cooperatives, Nuru farmers also achieved a 97% increase in income and 65% increase in crop yields compared to baseline. This means that in the short-term, they are also better equipped for many of the challenges that continue to be created by COVID.

In addition, as the State of Emergency in Ethiopia was lifted, Nuru Ethiopia was able to engage communities more deeply on multiple additional fronts. Nuru conducted trainings to repair and improve several water sources in Zala Woreda and also trained over 100 community health workers in the Gamo and Gofa Zones. Additionally, as the year came to an end, Nuru was able to train over 400 teachers in best teaching literacy practices.

Select indicators are updated annually rather than quarterly

| | | Ethiopia | | |
|-----------|--|----------|--------|--------|
| | | 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% | 97% |
| | Number of loans issued this year (cumulative per year) | Q4 | 1,750 | 1,713 |
| 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% | 92% |
| | Percent of deliveries in a clinic per quarter | - | 65% | 58% |
| | Number of community health workers trained | - | 102 | 103 |
| EDUCATION | Number of children in grades 1-4 reached | Q1 | 14,365 | 14,365 |
| | Number of teachers trained in best teaching literacy practices | - | 303 | 455 |
| | Percent of households with children attending tutorial sessions | - | 56% | 56% |
| | Percent of teachers implementing best practices in literacy | - | 82% | 96% |



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Nuru ended the year on a strong note with a number of successes achieved in fundraising. Several Nuru donors stepped forward with renewed funding commitments and helped Nuru raise over \$300,000 through its annual end of year fundraising campaign. Please take a moment to watch our latest video and all of the updates it contains [here](#). We are truly grateful for the impact that each of our investors has helped create, and we look forward to changing many more lives together in the year ahead.

Nuru also began building out a forward-looking plan for launching in a fourth country—Burkina Faso—in late 2021, as part of our larger goal of impacting approximately 1.7 million people in the Sahel region of Africa by 2030. Do you have any connections who might be interested in partnering with us there? Please contact billy.williams@nuruinternational.org with partner ideas.

NURU NIGERIA

Nuru Nigeria was recognized as the only organization doing agricultural lending as COVID kicked off during the critical farming season. In addition, Nuru Nigeria Executive Director, Amy Gaman, was presented the [Nigeria Achievers Award](#) For Excellence in Leadership and Humanitarian Services in November in July.

VITAMIN ANGELS PARTNERSHIP

Nuru launched a brand new partnership with Vitamin Angels in December to get much-needed vitamins into at-risk communities in northeast Nigeria. Included in the donation are vitamin A, Albendazole, and prenatal vitamins and minerals for pregnant women. This donation includes vitamin A for 54,000 children aged 6-11 months and 54,000 children aged 1-5 years old, and prenats for 5,000 pregnant women. It also includes Albendazole (deworming) doses to benefit 54,000 children.

Read more here: 

DIGITAL DISRUPTION

In November, Nuru International team member, Casey Harrison, was invited to discuss this collaborative work at the World Bank Group Digital Disruption in Agriculture Virtual Forum. During the event, he shared both Nuru's involvement in the Agribusiness Market Ecosystem Alliance (AMEA) and our work to discover and deploy disruptive and appropriate [digital technologies](#) to accelerate and strengthen farmer cooperatives.

EXECUTIVE SUMMARY

In Q4, 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 2021 and beyond.

Nuru International 2020 Revenues and Expenses

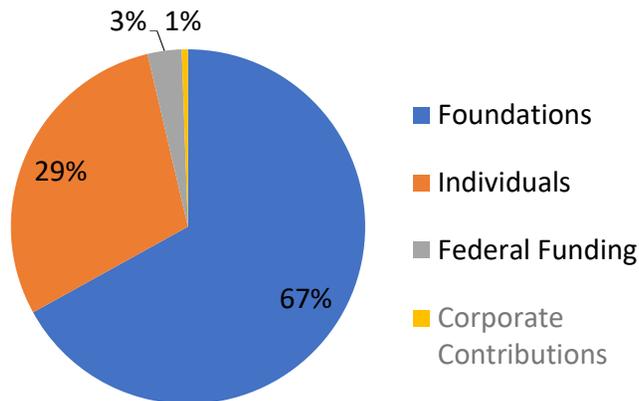
Revenue

| | |
|-------------------------|------------------|
| Foundations | 3,432,033 |
| Individuals | 1,504,388 |
| Federal Funding | 159,900 |
| Corporate Contributions | 29,465 |
| | 5,125,786 |

Expenses

| | 2020 Actual | 2020 Budget | \$ Variance | % Variance |
|-------------|------------------|------------------|---------------|------------|
| MG&A | 342,825 | 406,961 | (64,136) | -16% |
| Fundraising | 482,495 | 453,769 | 28,726 | 6% |
| Program | 3,891,608 | 3,839,270 | 52,338 | 1% |
| | 4,716,928 | 4,700,000 | 16,928 | |

2020 Revenue



2020 Expenses

