

Q4 2021

ECOSYSTEM HIGHLIGHTS

- Nuru Kenya wins \$2 million USAID award.
- Nuru Ethiopia turns to high value crops to increase farmer incomes and cooperative profitability.
- Nuru Nigeria reaches over 3,000 women with agricultural, financial, and nutrition-sensitive services.
- Nuru Global Advisory Council launches.



NURU RECOGNIZES WORLD SOIL DAY



The UN set aside December 5 as World Soil Day “to raise awareness of the importance of maintaining healthy ecosystems and human well-being by addressing the growing challenges in soil management, fighting soil salinization, increasing soil awareness, and encouraging societies to improve soil health.”

Nuru’s community climate resilience strategy recognizes the vital role that soil health plays in maintaining healthy food systems, adapting to climate change, and supporting resilience for farmers and their rural communities. At Nuru, we believe that addressing extreme poverty, promoting good agricultural practices, and building healthy local agribusinesses are inextricably connected to improving the health of the soils upon which Nuru farmers rely.

Click here to learn more about how Nuru is promoting practices that rebuild soil organic matter and restore degraded soil: [!\[\]\(17413706fd4997a1a4bdf85c6864eee1_img.jpg\)](#)

Kenya

Select indicators are updated annually rather than quarterly

QUARTER HIGHLIGHTS

In December, **Nuru Kenya was awarded \$2 million in USAID funding** through the Office of Local Sustainability to expand its successful cooperative development and household resilience model to even more rural communities. Through this partnership, Nuru Kenya will continue to eradicate extreme poverty through inclusive, market-driven, and environmentally sustainable economic growth.

Nuru Kenya's Leadership, Training, and Development Manager George Nyamweya shared a presentation at [Cracking the Nut 2021](#), a conference series dedicated to solving the world's most pressing challenges. The theme of this year's conference highlighted how public and private sector initiatives can create resilient systems that support rural agricultural development. As a part of the breakout session on viable digital solutions for farmers and food systems, **George presented learnings from the establishment of Nuru Kenya Regional Training College (NRTC), From Farm to Firm: The Importance of Computer Skills Training for Cooperatives.**

Growth was a consistent theme throughout many of Nuru Kenya's initiatives in Q4. **Dairy cooperatives saw a 13% increase in milk supply** from Nuru cooperatives, and sales grew by 15%. **New value chain partnerships, or market linkages, grew from one at the beginning of 2021 to 10 by Q4.** By building relationships with both public and private sector partners, including input suppliers, research partners, other NGOs, and more, Nuru Kenya is helping farmer cooperatives to improve their production and marketing processes, ultimately leading to more sustainable profits.

| | | Target | Actual |
|----|------------------------------------------------------------|----------|--------|
| AG | Number of households active in Nuru supported cooperatives | Q3 4,100 | 2,660 |
| | Percent increase in crop yield compared to baseline | Q1 32% | 38% |
| FI | Number of farmer organizations supported by Nuru Kenya | Q3 41 | 38 |
| | Number of households enrolled in dairy program | Q4 900 | 638 |
| HC | Number of value chain partnerships | Q4 14 | 10 |
| | Percent of deliveries in a clinic per quarter | - 95% | 100% |
| | Percent of farmer families drinking safe water | - 85% | 92% |





Ethiopia

Select indicators are updated annually rather than quarterly

QUARTER HIGHLIGHTS

The impact of Nuru Ethiopia's work was externally validated in Q4 with the deployment of [SCOPEinsight](#), a globally comparable assessment tool that analyzes a cooperative's professionalism and management maturity across eight dimensions. We are proud to report that the 11 Nuru Ethiopia cooperatives established between 2016 and 2018 **scored an overall average of 4.1 out of 5.0 on the assessment, significantly higher than their objective of 3.3 out of 5.0.**

This quarter also saw the continuation of an organizational pivot from growing subsistence crops like maize to higher-value crops, such as groundnuts and mung beans. **This shift in emphasis led to 1,519 farmers growing these higher-value crops that offer more stable market prices, more diverse market linkage opportunities including export potential, and a pathway toward professionalism and profitability for the Nuru-supported cooperative businesses of which these farmers are members.**

We are pleased to share the successes of Nuru-supported Hidota Union, a formal secondary organization that supports thousands of farmers through a network of primary cooperatives. In Q4 alone, **Hidota was awarded a \$25,000 grant from IKEA and Acumen Academy, scored 4.4 out of 5.0 on the SCOPEinsight assessment, and achieved a net profit margin of 3.1%.** As the profitability of the Union grows, so does its ability to deliver on core goals such as delivering social benefits to members and communities.

| | | Target | Actual | |
|-----------|------------------------------------------------------------------------------------------|--------|--------|--------|
| AG | Number of households active in Nuru supported cooperatives | Q2 | 7,500 | 7,475 |
| | Percent increase in crop yield compared to baseline | Q2 | 32% | 77% |
| FI | Number of cash crop program participants | Q4 | 2,000 | 1,519 |
| HEALTH | Total Nuru women participating in cooperative care groups | Q2 | 4,844 | 3,978 |
| | Percent of women who are on track to attend at least 4 antenatal care visits per quarter | - | 75% | 100% |
| | Percent of deliveries in a clinic per quarter | - | 65% | 88% |
| EDUCATION | Number of community health workers trained | - | 55 | 55 |
| | Number of children in grades 1-4 reached | Q1 | 15,085 | 13,384 |
| | Number of teachers trained in best teaching literacy practices | - | 345 | 344 |
| | Percent of households with children attending tutorial sessions | - | 60% | 87% |
| | Percent of teachers implementing best practices in literacy | - | 85% | 97% |



QUARTER HIGHLIGHTS

The Nuru model is gaining momentum in Nigeria after the successful completion of another agricultural season in 2021. In Q4, Nuru Nigeria continued to make significant progress implementing the Nuru model by establishing three new cooperative businesses. These cooperatives are led by farmers and are the key to sustaining meaningful choices for farmer households.”

Nuru Nigeria formalized a significant funding partnership in Q4 with GiZ, a development agency of the German government. This partnership will support our shared mission to strengthen capacities for peace and conflict resolution in northeast Nigeria through profitable livelihoods. Together, with GiZ, Nuru Nigeria plans to extend its cooperative development activities to new communities.

As Nuru Nigeria implements its Building Sustainable Livelihoods program in partnership with USAID, **over 3,000 women have accessed sustainable livelihood services often denied them on the basis of gender**. With Nuru’s “women first” approach, these women are not only gaining access to services in unprecedented numbers, but are taking leadership roles in Nuru-supported farmer organizations and having a voice in shaping local economies.

One component of the sustainable livelihood services is Nuru Nigeria’s financial inclusion activities. These activities realized positive gains, **with over 3,000 active savers participating in the program**, accessing financial services that had not previously been available in the community.

Select indicators are updated annually rather than quarterly

AG
FI

| | | Nigeria | | |
|----------|-----------------------------------------------------------|---------|--------|-------|
| | | Target | Actual | |
| AG FI | Number of registered farmer households | Q1 | 2,500 | 1,908 |
| | Percent increase in crop yield compared to baseline | Q2 | 32% | 65% |
| | Percent increase in income from Nuru-supported activities | Q3 | 30% | 107% |
| | Number of active savers | Q2 | 2,500 | 3,099 |



QUARTER HIGHLIGHTS

An idea years in the making has finally come to fruition with **the formal establishment of the Nuru Global Advisory Council**. With representation from all four Nuru organizations, the Global Advisory Council will help each Nuru organization address challenges and identify new opportunities for collaboration and future scaling. In its inaugural year, the Advisory Council will be chaired by Pauline Wambeti, Managing Director of Nuru Kenya.

NEW TEAM MEMBERS

Nuru International welcomed two new team members this quarter. Isabel Saville is our new Administrative Associate, keeping HR, Finance, and Marketing & Development departments humming! As the Monitoring, Evaluation, & Learning Senior Associate, Ian Schwenke supports impact programming across the Nuru ecosystem through the advancement and adaption of data-driven decision-making strategies. Welcome, Isabel & Ian!

EXPERIENCE SHARING PARTNERSHIP

Nuru capped off a successful 18-month grant period with Nuffic, the Dutch organization for internationalization in education at a 3-day capitalization workshop in November. After phases I & II, virtual training and country-level experience sharing, the program's third phase brought representatives from all four Nuru teams together for the final workshop, hosted by Nuru Kenya. In addition to the professional development of Nuru staff, the partnership with iCRA and Nuffic generated new value chain partnerships and agribusiness knowledge that will be cascaded to Nuru-supported cooperatives and communities in Kenya, Nigeria, and Ethiopia..

GOKO NURU

In December, we had the opportunity to record the story of a very special woman without whom Nuru would likely not exist. We call her Goko (Grandmother) Nuru and her life is an incredible example of how our small decisions can have great, generational impact. If you haven't watched her powerful story yet, you can do so [HERE](#).

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 2022 and beyond. Additionally, Nuru is diversifying and decentralizing our fundraising approach in order to grow the overall funding pipeline for the entire Nuru ecosystem. Complementing funding provided through Nuru International in 2021, Nuru Kenya and Nuru Nigeria secured multi-year grants directly from external funders, including USAID and GiZ.

Nuru International 2021 Revenues and Expenses

All figures presented in thousands (000s) and are unaudited.

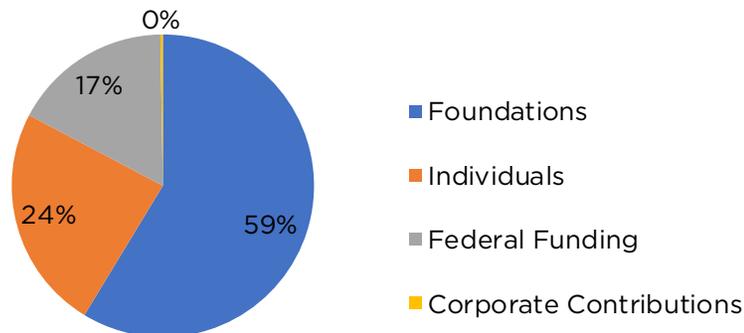
Revenue

| | |
|-------------------------|--------------|
| Foundations | 2,931 |
| Individuals | 1,201 |
| Corporate Contributions | 13 |
| Federal Funding | 850 |
| | 4,995 |

Expenses

| | |
|-------------|--------------|
| MG&A | 349 |
| Fundraising | 339 |
| Program | 3,665 |
| | 4,353 |

2021 Revenue



2021 Expenses

