

ANNUAL REPORT 2016

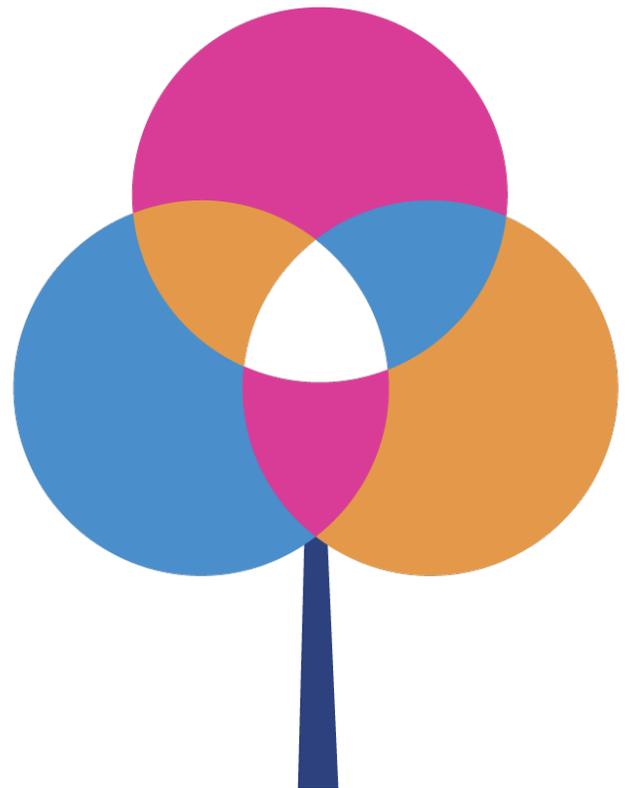


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Executive Summary

The Nanubhai Education Foundation works to have a positive impact on financially vulnerable rural students in a scaleable and sustainable way. For the past decade we have worked closely with communities in Gujarat, India. We believe that access to education is not only a human right, but one of the best ways to increase socio-economic mobility and alleviate poverty



It is also extremely important to the Nanubhai Education Foundation that we maintain a set of key values. These include the following:

Excellence

We strive to uphold the highest professional standards of international development.

Transparency

We believe that transparency is an essential part of trust and the trust of both our communities and our donors is what allows us to continue the mission of Nanubhai. By maintaining total transparency in all financial doings, we strive to build an even stronger trust with all of our stakeholders.

Cultural Sensitivity

We are aware that we operate in a different, vibrant, and nuanced culture. It is important to us that our work is informed by and suited to the local context.

Impact and Measureability

We are committed to programming which has the maximum possible impact and we believe that these programs must have clearly measurable outcomes.

Sustainability and Scalability

We are committed to programs which are sustainable. It is also important that these programs be easily scalable in the rural context.

Note on figures in the report: because of fluctuations in the rupee and dollar, some of the statistics and projections in this report may change or be inconsistent in future. Consider the data here to be the best approximation possible as of the writing of this report.

Program Overview

Our Nanubhai Scholars program is now in its third full year. We have 106 Scholars, and two graduates (2015 Scholars who did a one-year nursing program). Programming for our Scholars follows a yearly cycle.

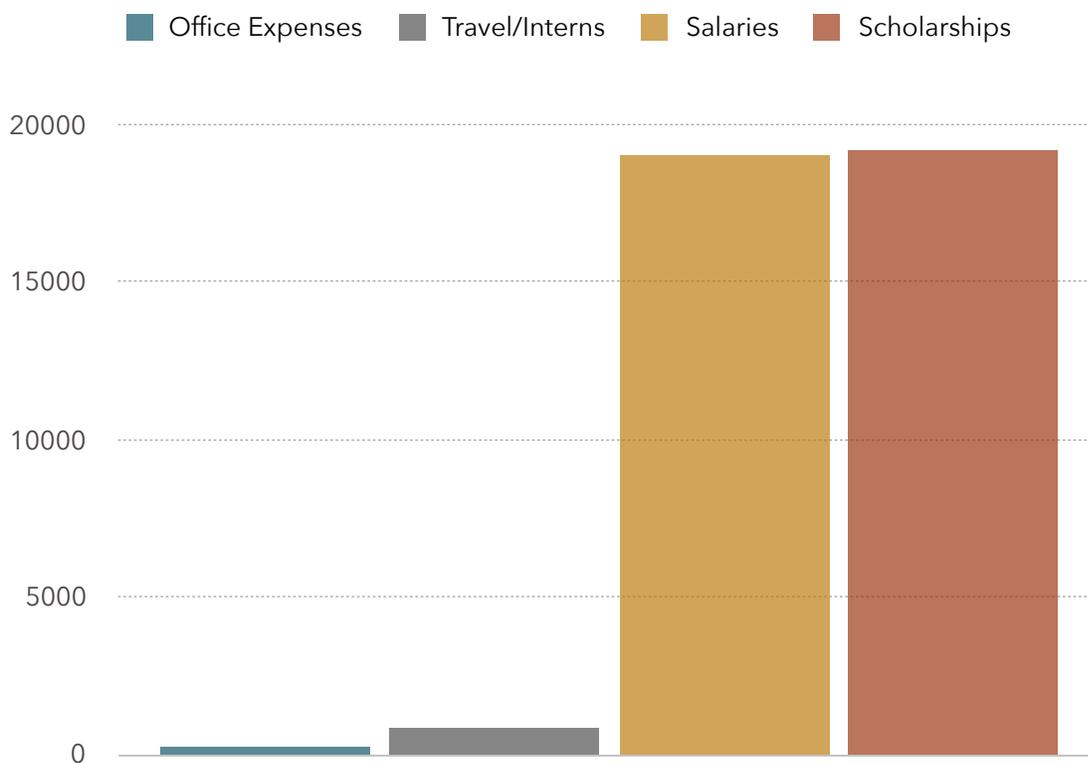
Mid-December	Staff visits over 50 schools in 3 districts in Gujarat to hand out applications. Partner site in Rajasthan contacts potential Scholars and hands out applications.
Mid to late January	Application forms are due at our Bardoli office. Staff begin sorting through applications.
February to March	First and second round interviews. That year's Scholars (approximately 40) are finalized
April	Annual job skills workshop conducted in Bardoli
Early June	Scholarship "function" at Bardoli offices, scholarships are disbursed.
June/July/August	Data collection on Scholars and their families is carried out by interns and staff.
November	Diwali function at Bardoli offices

Financial Overview

One of our key values here at NEF is transparency. As a registered charity in both India and the United States, it is important that our finances be above reproach.

Another key part of our finances is ensuring that our local staff receive competitive salaries. This enables them to put their income back into their families and communities. We're also creating employee loyalty and increasing our human resource capacity by holding on to and developing talented staff for the long term. Our employees are by far our greatest assets.

Our monthly average spending in 2016 was approximately \$3214 USD. Major spending areas are scholarships and salaries, which are almost equally split. Our office expenses, travel reimbursements, and internship/data collection program are a negligible percentage of the budget.



When we expand to Rajasthan in 2017, office and salary expenses will increase proportionally for some time. As we increase our Rajasthan Scholars numbers, these proportions will come back to more or less current levels.

However, this is only in regard to *proportions*. Our actual expenses will rise as our Scholar numbers rise. The cost to us per Scholar is approximately \$371 per year. If, going into 2017, we have 106 Scholars enrolled and that number does not fluctuate (i.e. we get approximately the same number of graduates as new Scholars), the only major increase in the 2017 budget will be the new hire's salary of approximately \$3500.

However, in 2018, when the Rajasthan expansion is fully operational, we anticipate at least a \$22,000 increase (based on a per Scholar cost of \$371 and 60 new Rajasthan Scholars). At this time we also anticipate having a data pool about Graduate success/impact that we can leverage for more funding.

Expansion Timeline

The Rajasthan hiring was pushed back, as our first hire could not be released from his current contract. As of mid-January 2017, we are in the midst of the hiring process. It is unclear at this moment if we'll be able to bring a new hire on board in time to do a full Rajasthan Scholar recruitment this year.

In that case, Kalpana Kalyan, our partner site in Udaipur, would continue to connect us with small numbers of Scholars. Rajasthan Scholar numbers would remain low. This uncertainty has affected some of the projections and figures in this report.

Early winter 2017	Rajasthan staff hiring
Winter-spring 2017	Rajasthan staff is hired, works with Jayesh to learn NEF procedures and best practices. Office space in Udaipur is created.
Summer-Fall 2017	Rajasthan staff works with Udaipur partner site, assists Gujarat staff with M&E, develops detailed plan for recruitment in Rajasthan
Winter 2017-2018	Rajasthan staff does recruitment in Dungarpur
Spring 2018	Rajasthan scholarships disbursed in similar numbers to Gujarat scholarships (40-60)

Summer 2018	Expansion hits a full programming cycle
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Quantitative Impact

In late 2016, we started tracking Scholar *graduates* for the first time. Fittingly, Jashmila and Devi were the first Scholars interviewed in summer 2015. Friends and neighbors, they both did one-year nursing certification

Name	Hometown	Approximate Family Yearly Income in 2015	Monthly salary as of EOY 2016	Scholarship Amount Disbursed	Total Cost to NEF	Notes
Jashmila Rathod	Kosadi (slightly west of Kadod, over the bridge and across the Tapi)	₹25,000	₹5,000	₹14,200	₹47,619	Has a 17-year-old and a 15-year-old sister.
Devi Vasava		₹20,000	₹3,000 (plus bus pass)	₹14,200	₹47,619	

programs and have each approximately doubled their family's incomes. Together, they represent \$1765 in earnings.

Impact Projections

If the average Graduate performs as well as Devi and Jashmila, then each year, each of them will earn \$1765. We can assume that a portion of this will be funneled back into the economy, including school fees for their siblings and eventually their children. These numbers do not take into account increase in Graduate salaries from year to year or increases in our per Scholar spending. Even with these approximations, we can see that our programming is very quickly going to pump significant amounts of money into low-income families and thus into the local economy.

Year	Total Scholars Being Funded	Total Cumulative Scholar Graduates (approximate, based on a 2-year program assumption)	Total Cumulative Funds Earned by Scholars (based on an assumption of \$1765/yearly)
2016	106	2	\$3524
2017	120	62	\$109430
2018	140	122	\$215330
2019	180	202	\$356,530
2020	240	302	\$553,030