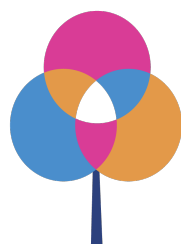




WE SEND
GIRLS TO
COLLEGE.



NANUBHAI EDUCATION FOUNDATION
ANNUAL REPORT 2018

Table of Contents

1. Executive Summary.....3

2. Program Overview.....5

3. Financial Overview.....6

4. Expansion Timeline.....7

5. Impact Projections.....8

Executive Summary

The Nanubhai Education Foundation (NEF) 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 and Rajasthan, India. We believe that access to education is not only a human right, but is one of the best ways to increase socio-economic mobility and alleviate poverty.



Scholar Bhavini with her check

Our flagship program, the NEF Scholars, represents this commitment to education. We are incredibly proud of the 233 NEF Scholars currently in college in Gujarat and Rajasthan. Our NEF Scholars receive up to 90% of their college tuition as well as funding for dormitories, books, and even supplemental tutoring. Our acceptance rate in 2018 was 8%, meaning that *getting an NEF Scholarship is akin to getting into Brown or Princeton.*¹

While our individual scholarships are meaningful to NEF Scholars and their families, we also aim for societal change. Sending these young women to college will ultimately shift their communities' ideas about women's education while also providing upward socio-economic mobility to a demographic that has historically been barred from accessing India's economic growth. NEF is proud of our ability to manage the details of scholarship disbursement with the big picture goals of the scholarships.

¹ <https://www.ivycoach.com/2018-ivy-league-admissions-statistics/>



Schoolgirls looking at an NEF flyer featuring one of their former classmates

NEF also maintains a set of key values that guide our decision-making. 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 vibrant and nuanced culture. It is important to us that our work is informed by and suited to the local context.

Impact and Measurability

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. Email info@nanubhai.org with any questions.

Program Overview

Our Nanubhai Scholars program is now in its sixth full year. We have 233 Scholars in both Gujarat and Rajasthan, and 43 graduates, primarily in Gujarat. Programming for our Scholars follows a yearly cycle.

Mid-December	Staff visits over 100 schools in districts in Gujarat and Rajasthan to hand 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 50) are finalized
April	Annual job skills workshop conducted in Bardoli and Udaipur.
Early June	Scholarship "function" at Bardoli and Udaipur offices, scholarships are disbursed, with disbursement continuing as needed throughout the year.
June/July/August	Data collection on Scholars and their families is carried out by interns and staff.



Scholars at the 2018 Bardoli soft skills workshop

We also engage in supplementary programming outside of our yearly scholarship cycles. In addition to a celebratory Diwali "function" that honors Scholars and their families, we conduct a soft skills workshop each fall. NEF recognizes that the end goal of our programming is socio-

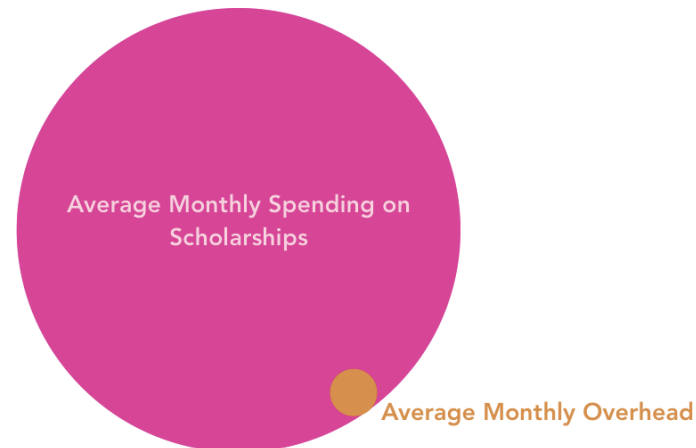
economic mobility, not college itself. The soft skills workshop focuses on resume creation, applying for jobs, and basic workplace skills and etiquette.

Our many active WhatsApp groups also offer NEF Scholars support and mentorship, as well as celebration of their successes. We are committed to supporting the NEF Scholars as they transition into the workplace. Long-term, we hope to leverage the community created through WhatsApp and the soft skills workshops into professional networks where NEF Scholars can help other NEF Scholars.

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.

Our average monthly overhead (i.e. not including Scholarship disbursements or salaries) in 2018 was approximately \$740 USD. This figure represents executive director salary, rent, and office-related expenditures. Monthly scholarship disbursements are approximately \$6916. Our extremely low overhead and unrelenting focus on channeling funds directly to the populations we serve set us apart from many other nonprofits.



Another aspect of our finances is that NEF pays local staff competitive wages. We're creating employee loyalty and increasing our human resource capacity by holding on to and developing talented staff for the long term. In addition to helping us attract and retain high-quality employees, high salaries enable staff to put their income back into their families and communities.

As seen in the table below, there is variation in Scholarship disbursements by yearly cohort. This is due to a range of factors such as the small number of NEF Scholars in our earlier cohorts, tuition payment schedule differences between colleges, and variance in scholarship amounts per student. Over the course of 2018, we gave out a little over \$83,000 in scholarships.

Cohort	Amount Disbursed (USD)
2018	\$39,820
2017	\$24,544
2016	\$14,942
2015	\$3,956

NEF continues to rely on our funding partners at Givology Chicago in addition to our own fundraising. Givology Chicago is an invaluable resource for NEF as we look to capture larger grants as part of a long-term fundraising strategy.



Scholar Tahira with her mother

Expansion Timeline

As of 2018, our Rajasthan expansion is operating at full capacity. We now need to balance our existing commitments to NEF Scholars with our desire to expand our operating area. At the moment, NEF has no plans to expand our sites or scholarship numbers in 2019, but will remain at steady state in both Gujarat and Rajasthan.

Longterm, NEF aspires to scale our NEF Scholarships model throughout India and to impact as many young women, families, and communities as possible. We're currently in

the early stages of planning and site identification for future expansion. Our focus on data collection will help in securing the necessary resources to scale up to a national level.

Impact Projections

Based on a sample size of NEF Scholars who had graduated by the end of the fall semester, the average Graduate will have a salary of roughly \$1800/year, which quintuples the average NEF Scholar's family income of roughly \$395 a year.

We can safely assume that a portion of NEF Scholar income will be funneled back into the local economy, including school fees for siblings and eventually for NEF Scholars' children. These numbers do not take into account increase in Graduate salaries from year to year or increases in our per NEF Scholar spending. Even with these approximations, our programming is very quickly going to inject significant amounts of money into low-income families and thus into the local economy.



Scholar Harshita at a polio vaccination clinic



**0.9% OF GIRLS FROM SCHEDULED TRIBES GO
TO COLLEGE.**

**66% OF THE GIRLS WE SEND TO COLLEGE
ARE FROM SCHEDULED TRIBES.**