BELIEVING IN CHANGE

I first came across the BOMA Project in 2016. I was working at the Vibrant Village Foundation and conducting due diligence on BOMA as a new grantee. A visit to the BOMA Project left me extremely impressed with its cost-effective, data-driven and locally-led poverty graduation program.

Seeing the profound impact of BOMA's program and the dedication of BOMA's frontline staff in Northern Kenya was awe-inspiring. I wanted to get to know the organization better, and joined BOMA’s Board of Directors in 2017. When BOMA Founder & CEO Kathleen Colson and the board asked me to step in as the Interim Executive Director during Kathleen’s sabbatical this summer, I was humbled and honored. It’s a privilege that they then asked me to take on this role permanently at the end of Kathleen’s sabbatical.

Ending poverty in all its forms is #1 on the United Nations’ list of Sustainable Development Goals. It is a staggering challenge. Nearly 700,000,000 people globally live in extreme poverty, more than half of them in sub-Saharan Africa. Helping vulnerable populations—especially women and children—permanently escape the degradations of extreme poverty means changing the way we think about and deliver humanitarian aid. Providing support and opportunities for people outside traditional economies has been proven to break the cycle of aid dependency.

To date, BOMA has helped more than 118,000 women and children break that cycle. Our goal now is to reach 1,000,000 by 2022. I am inspired by BOMA’s approach and impact thus far and am proud to take on the helm of the organization at this pivotal moment. Together, we can end extreme poverty in our lifetime. I thank you for your partnership and believing that change is possible.

With gratitude,

JOHN STEPHENS  EXECUTIVE DIRECTOR

BOMA’s Rural Entrepreneur Access Project (REAP) is a gender-focused, cost-effective, and high-impact poverty graduation model that helps the poorest and most vulnerable women gain economic self-sufficiency. Through two years of sequenced interventions, they receive mentoring in financial and life skills, a cash grant from BOMA to start small income-generating businesses, and membership in savings groups so they can build resilience to shocks and strengthen their social capital. See page 3 for some of our recent studies and findings or CLICK HERE to learn more about our model.
BOMA BY THE NUMBERS

- Women Enrolled this Quarter (1,620 through Direct Implementation, 1,620 through Strategic Partnerships): 3,240
- Women enrolled year-to-date: 7,107
- Businesses launched this quarter: 1,080
- Number of Savings Groups established 2009-2018: 1,158
- Number of businesses launched 2009-2018: 6,093
- Number of women and children impacted since 2009: 118,686
SUSTAINED SUCCESS —
A Longitudinal Assessment of REAP’s Impacts

Recently BOMA concluded a study of participants who were enrolled in REAP between 2011 and 2013 and graduated between 2013 and 2015 to ascertain the long-term program impact. The study revealed that the positive changes catalyzed by BOMA continue, and more importantly, increase, for women three and five years after the end of our program.

At five-year follow up, the study showed a majority of REAP graduates have a sustainable and diversified livelihood contributing to household resilience.

- 81% of REAP graduates continue to operate and receive at least one source of income from a business. REAP-graduated women and their households did even better in the sustainable livelihood (ownership of a business, household income) criteria, with an average of three sources of income increasing their financial confidence.
- 60% of REAP graduates included in the study reported being “very confident” that they could repay a loan if they had to take one. The majority felt they were fully able to provide food (79%) for their family and clothing for their children (72%).

The study also confirmed the longevity of Saving Groups (SGs) formed by BOMA.

- 73% reported their SGs are still active and 71% are still members of a saving group.

REAP also contributed to women’s increased social standing and participation in community meetings.

- 58% of graduates reported providing business advice to others, with 77% sharing information with current and past REAP participants, and 64% sharing business information with women in their communities who are not REAP participants.
- 57% reported attending public meetings, and 68% are either completely or somewhat comfortable with speaking up at public meetings.

Other highlights include:

- Five years after program end, average household income is 13% higher
- At five-year follow-up, total business income is 20% higher
- Sales of livestock increased from 51% at endline to 86% at five-year follow-up
- Frequency of children going to bed without an evening meal went from 40% at baseline to 28% at the end of the two-year intervention and further declined to 13% at five-year follow-up

For more findings from BOMA’s Longitudinal Assessment CLICK HERE

We Are Powerful

Mutho Ogorgebo was a BOMA participant who graduated six years ago. “We were among the first groups to be funded by BOMA in 2010, and we are still doing business. We had nothing before but then we learned how to help ourselves. Even the men listen to us now. Now we are powerful.”
Increasing Voice, Choice, and Agency
IMPACT ON WOMEN’S EMPOWERMENT WITHIN THE BILL & MELINDA GATES FOUNDATION FUNDED COHORT

The 750 women enrolled in REAP through funding from the Gates Foundation’s Putting Women and Girls at the Center of Development Global Grand Challenge graduated in May 2018. To understand impact on key empowerment markers and REAP’s potential as a gender-transformative intervention, BOMA administered Standard of Living Index (SOLI) surveys at enrollment, midpoint and at exit to evaluate changes in participants’ household income, savings, household decision-making influence, livestock ownership, enrollment of children in school, food security, healthcare use, and spending. Key findings at exit include:

- 78% increase in average household income
- 1,748% increase in savings
- 99.6% (249/250) of BOMA businesses are still in operation
- 99% of participants are prepared for shocks like drought, floods, and other emergencies
- Participants have greater influence in household financial decisions
- 21% increase in primary school-age girls’ (6 to 14 years) being enrolled in school

[CLICK HERE to read the analysis.]

Now We Are the Teachers

Rauton Galmogle, Sabthiyo Dere and Deraso Eysimlukhumlahau were part of the Gates-funded cohort. Upon receiving the seed capital and training from BOMA, they launched a duka (kiosk) selling household staples. When they began to divide the profits they realized they were making enough money to start a butchery and create a second income source. The butchery has now become their primary business. Before enrolling in BOMA’s program, they relied almost completely on their husbands to provide for their families. Their butchery now provides meat to families within their village, to travelers from neighboring villages, and to local restaurant owners. “Before this, we could not provide enough food, clothing or a decent education for our children,” notes Rauton. “Now we can teach other women and help lift them up. We have seen that we can change.”
RECOGNITIONS, EVENTS AND NEWS

› **RESULTS International Conference, Washington, D.C.** Deputy Director Susan Bornstein participated in a panel on “Busting Gender Norms in Health and Ultra-Poverty Programs.”

› **2018 Equals in Tech Awards Finalist** BOMA was thrilled to be named one of just 22 finalists, out of 357 applications from 80 countries, for the award in the Access category for “improving women and girls’ digital technology access, connectivity and security.” The Awards were presented September 22 at the Yale Club in New York City. [CLICK HERE](#) for more information.

› **Dreamforce 2018, San Francisco** Executive Director John Stephens spoke on a panel called “Sustainable Development for Rural Kenya and Beyond” about BOMA’s Salesforce technology platform Performance Insights. For more about PI [CLICK HERE](#)

› **USAID Horn of Africa Workshop, Nairobi, Kenya** Sam Owilly, program manager for our partnership, as a sub-grantee to ACDI/VOCA, with the USAID-funded Kenya Livestock Markets Systems project presented BOMA’s model on the topic “The Path to Resilience: Helping Vulnerable Populations Overcome Extreme Poverty and Achieve Financial Inclusion.”

› **International Centre for Evaluation and Development’s Evidence to Action Conference, Nairobi, Kenya**

  › Researcher Vilas Gobin presented his Randomized Controlled Trial on BOMA: “All Together Now: The impact of a multi-faceted approach to poverty graduation.” [CLICK TO READ](#)

  › East Africa Regional Director Helen Dalton presented BOMA’s model at two panels.

› **BOMA Village Mentor and Field Officer Workshop, Marsabit, Kenya** BOMA field teams participated in two days of trainings and sharing best practices in September.

› **BOMA Board of Directors Fundraising Events**

  August 16: Board Chair Bill Ambrose and Board Member Kathy Roome hosted an informational evening at the Watermans Center in North Haven, Maine.

  September 10 and 11: Board Vice Chair Perry Boyle hosted a fundraiser at his home in Connecticut and a forum at Point72 Asset Management. BOMA Founder & CEO Kathleen Colson spoke at both events.

› **BOMA Board of Directors Meeting, September 22, Manchester, VT** BOMA’s board met to review our Strategic and Business Plans and priorities and budgets for 2019 and confirm the appointment of John Stephens as Executive Director of the BOMA Project.
BOMA had multiple media placements this quarter:

› BOMA and the International Center for Research on Women (ICRW) published "Building Trust, and Tailored Financial Products, Help Women on the Margins" about our work with savings groups on the SEEP Foundation network. CLICK HERE TO READ

› In partnership with the USAID Feed the Future Innovation Lab for Assets and Market Access at the University of California Davis, BOMA co-authored "Climate-Proofing Poverty Graduation Programs: A New Study Explores Solutions" on the NextBillion platform. CLICK HERE TO READ

› Our partners at Salesforce.org included BOMA in an article about "5 Nonprofits Using Salesforce to Achieve the UN Sustainable Development Goals." CLICK HERE TO READ

WE ARE BOMA

BOMA is growing! In 2018, we added 22 new staff members in Kenya, including 8 new team members (below) just this quarter. Read more about our team HERE.

› Christopher Galgalo, Area Mentor, Marsabit
› Stephen Leshorono, Field Officer, Maralal
› Lesorogol Lempason, BOMA Village Mentor, Maralal
› Veronica Lonyekie, BOMA Village Mentor, Maralal
› Megan Angulo, Princeton in Africa M&E Fellow, Nanyuki
› Urvi Kalra, Princeton in Africa Communications Fellow, Nanyuki
› Dorcas Ekelale, Program Officer, Nanyuki (right)
› Erin Lewis, Regional Technical Advisor, Nanyuki
2018 FISCAL YEAR REVENUES & EXPENSES

As of September 30, 2018, cash received was $3.6 million and total expenses were $3.4 million for the twelve months ended September 30, 2018.

Revenues for the twelve months ended September 30, 2018

<table>
<thead>
<tr>
<th>Source</th>
<th>Revenue (USD)</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>INDIVIDUALS</td>
<td>$453,562</td>
<td>13%</td>
</tr>
<tr>
<td>FOUNDATIONS/ORGNS</td>
<td>$2,266,065</td>
<td>62%</td>
</tr>
<tr>
<td>GOVERNMENTS</td>
<td>$926,287</td>
<td>25%</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$3,645,914</strong></td>
<td></td>
</tr>
</tbody>
</table>

Expenses for the twelve months ended September 30, 2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Expense (USD)</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>REAP PROGRAMS</td>
<td>$2,735,827</td>
<td>79%</td>
</tr>
<tr>
<td>EDUCATION &amp; ADVOCACY</td>
<td>$258,775</td>
<td>8%</td>
</tr>
<tr>
<td><strong>Total Program Expenses</strong></td>
<td><strong>$2,994,602</strong></td>
<td><strong>87%</strong></td>
</tr>
<tr>
<td>ADMINISTRATION</td>
<td>$258,576</td>
<td>8%</td>
</tr>
<tr>
<td>FUNDRAISING</td>
<td>$191,511</td>
<td>5%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$3,444,689</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

BOMA welcomes two new board members

Frank F. DeGiovanni joined BOMA’s board in September. Frank was the long-time Senior Advisor to the President of the Ford Foundation, and currently consults to nonprofit organizations and serves on the boards of the New Hampshire Endowment for Health and Trickle Up.

Patricia Campbell currently serves as the Executive Vice President for the Office of the Trustees of Tufts University. She comes to BOMA with a deep interest in eastern Africa. She holds an honorary position as chancellor of the University of Rwanda, and helps run the small nonprofit Muchila Access Project in Zambia.