

OUR IMPACT SINCE 2009



131,217
ENTREPRENEURS
ENROLLED



559,335
DEPENDENTS
IMPACTED



789,852
TOTAL PEOPLE
REACHED TO DATE



43,739
BUSINESSES
LAUNCHED



6,461+
SAVINGS GROUPS
ESTABLISHED



Q3 Impact Report
July to September
2023

Dear Friends of BOMA,

As we approach the end of 2023, I can't help but feel full — full with pride for the impact our programs have achieved in service of BOMA's goal, full with gratitude for the partners and team who facilitate our work, and full with motivation to deepen and scale BOMA's work and impact into 2024.

This metaphorical fullness is reflected in the plethora of participants preparing to graduate from BOMA's programs throughout Africa's drylands. To date, our work has transformed the lives of more than 789,852 people by enabling them to achieve food security, access better markets and increased incomes, and participate in local leadership. Though these numbers may seem abstract, each represents a life made more resilient in the face of growing crises including climate change, food insecurity, inflation, and more. Each life transformed ripples out to impact others, uplifting neighbors and future generations to build a formidable movement in the fight to end extreme poverty.

We are closer than ever to marking a million lives impacted through our flagship approach — the Rural Entrepreneur Access Program, or REAP — and its many adaptations honed in close collaboration with the communities we serve. Our programs tailored to serve populations impacted by malnutrition, drought, conflict, and unemployment continue to grow in scale and deepen in impact as we apply our learnings and engage local talent.

One adapted program, REAP for Nutrition, is preparing to graduate 3,600 entrepreneurs this quarter — primarily pregnant and breastfeeding mothers and women of child-bearing age. These women are not only mothers, however. Through dedicated training and support, they have become knowledgeable businesswomen with a newfound degree of power in their household. Additionally, they are able to support their families and community with their increased knowledge around nutrition, health, and agricultural practices like kitchen gardens. These participants are graduating into a new and brighter future as change-makers.

Together, we can deliver this feeling of fullness to countless more facing the harsh realities of extreme poverty. I hope you will join us.

In solidarity,

Sam Owilly
Chief Executive Officer

NEWS FROM THIS QUARTER

THE LATEST FROM BOMA'S PROGRAMS IN KENYA AND BEYOND

Our Programs in Africa

BOMA is implementing a highly-effective solution to lift individuals and families in Africa's drylands from the vicious cycle of extreme poverty. Our flagship approach, the Rural Entrepreneur Access Program (REAP) is a locally designed and led poverty graduation and economic inclusion program. Since REAP's inception in 2009, BOMA has transformed more than 789,852 lives while expanding REAP to reach new populations facing unique challenges. See "A Refresher on REAP," right, for more.

Between July and September 2023, BOMA had fifteen groups of participants enrolled under our various REAP programs throughout Africa for more than 50,000 active participants. By the end of Quarter Three, BOMA had graduated 20,002 participants in 2023.

BOMA Graduates in 2023 as of September 30				
Program	Duration	Start Date	End Date	Number of Graduates
REAP, Kenya	16 months	September 2021	January 2023	4,859
REAP, Kenya	16 months	November 2021	March 2023	7,416
REAP, Kenya	16 months	June 2022	October 2023	2,544
SEED for Youth, Kenya	12 months	April 2022	March 2023	1,176
Lishe Bora, Kenya	16 months	June 2022	October 2023	3,573
PSGP, Uganda	24 months	October 2021	October 2023	434
Total: 20,002				

Kenya

Programing in Kenya this quarter emphasized our standard REAP approach, REAP for Nutrition, currently being implemented directly by BOMA through a nutrition-sensitive program known as Lishe Bora in Kenya's Isiolo and Marsabit counties; Nawiri, a five-year consortium funded by USAID's Bureau of Humanitarian Assistance and led by Mercy Corps; and REAP for Youth, currently being implemented in partnership with Smart Regional Consultants (SRC). Implementation of Green REAP continued to gear up this quarter alongside IKEA Foundation, SRC, and Danish Church Aid (DCA).

By the end of September, participants in the three products being actively implemented — REAP, REAP for Nutrition, and REAP for Youth, all saw rising business values with youth participants seeing the sharpest rise despite dire drought conditions in Kenya during Quarter Three.

Under REAP for Youth, 97 percent of businesses saw their value increase by at least 25 percent of the initial grant given by BOMA (50,000 KES, in this case). Additionally, all REAP for Youth participants have reported financial gain from their business through either cash or credit — compared to 86 percent of participants under REAP for Nutrition and 92 percent of participants under REAP. Learnings and insights are being actively collected from BOMA's youth program to inform future impacts such as these.

Participants made progress towards their savings goals across all three programs this quarter, as well as progress towards important graduation metrics such as food security, shock preparedness, and human capital investment (shown on page 3).

A Refresher on REAP

We talk a lot about the Rural Entrepreneurship Access Program (REAP) as BOMA's flagship approach to building prosperity with dignity.

If you've been with us since BOMA's work began, you'll know that REAP began as a focused project to lift pastoral women in Northern Kenya from extreme poverty. Our reach was small, but lives were transformed: women embraced newfound respect and resilience as entrepreneurs, households were able to save for the future and eat regularly, and more children were enrolled in school.

Though BOMA's work has grown to reach more diverse populations at scale, the heart of our approach has held strong.

BOMA participants enroll in REAP for 12 to 24 months, during which they learn valuable skills, launch sustainable businesses, and form savings groups with their peers — all with the guidance of their BOMA mentors. Upon graduating from REAP, participants have measurably grown their family's savings, assets, and household income.

As you'll see in this report, BOMA continues to expand the reach of REAP and its adaptations:

RURAL ENTREPRENEUR ACCESS PROGRAM (REAP)
BOMA's flagship approach to end extreme poverty in Africa's drylands.

GREEN REAP
Empowering the people most impacted by the climate crisis.

REAP FOR NUTRITION
Combatting food insecurity and malnutrition by uplifting households.

REAP FOR YOUTH
Delivering upward mobility in response to youth unemployment.

REAP FOR REFUGEES
Serving refugees, internally displaced persons, and host communities.

Q3 Data for Kenya Programs

Average Business Growth over the past quarter:



- REAP for Nutrition
- REAP Standard
- REAP for Youth

GRADUATION CRITERIA



FOOD SECURITY



REAP STANDARD



REAP FOR NUTRITION



REAP FOR YOUTH

% of participants having members of their households eating at least 2 meals a day in the past week



SHOCK PREPAREDNESS



Progress of participants towards reaching the savings target as of September*



	REAP Standard	REAP for Nutrition	REAP for Youth	GREEN REAP
Number of Active of Participants	14,592	15,566	2,399	10,949
Number of Active Business Groups	5,427	5,197	800	3,650
Number of Active Savings Groups	847	719	147	0
Number of Cohorts	7	3	2	1

Ethiopia

In Ethiopia, BOMA is continuing to implement the Entrepreneurship and Market Inclusion for Transformation (EMIT) project alongside Caritas Switzerland with support from Whole Planet Foundation, and Cartier Philanthropy. Enrolled in June 2022, approximately 3,000 EMIT entrepreneurs are nearing graduation with 73 percent of participants reporting all children enrolled in school and more than 90 percent of households having eaten at least two meals a day for the past week. Participant business values grew by 76 percent, on average, with 59 percent of participants reporting multiple sources of income.

Additionally, BOMA and Caritas Switzerland are implementing Green REAP, the climate-smart adaptation of BOMA's REAP model, in Ethiopia. Green REAP Ethiopia aims address the multidimensional needs of the extreme poor in the climate change affected Borena Zone, Oromia Region. BOMA and CACH have enrolled and supported 2,100 extreme poor women and youth with consumption support in one of the poorest and most climate change affected regions of Ethiopia. During Quarter Three, Green REAP participants have established 700 green businesses and are set to receive jump grant disbursements.

Uganda

In Uganda, 434 participants enrolled in January 2021 have reported at least 89.9 percent of households with all children enrolled in school, and 89.4 percent of participants with at least two meals a day for a week. Nearly 75 percent of participants saw an increase in business value this quarter with 88.7 percent of participants reporting multiple sources of income.

	EMIT - Ethiopia	PSGP - Uganda
Number of Active of Participants	2,999	434
Number of Active Business Groups	1,000	150
Number of Active Savings Groups	143	18
Number of Cohorts	1	1



Participants in Burkina Faso form their savings groups



Participants in Burkina Faso receive training



BOMA CEO Dr. Sam Owilly speaks at Charcha '23

Burkina Faso

In Burkina Faso, BOMA has partnered with Caritas Switzerland, APIL, and Fondation Hirondelle to reach 3,000 displaced and host community participants in the Sanmatenga Province. Between August and September, program staff worked to form all participants into savings groups including the formation of group bylaws and management practices. Earlier in the quarter, program staff including mentors and field officers received training on program tools and monitoring to support data collection activities. Additionally, the implementing partners worked together to develop a trade register for the program and to translate it into the local Mooré language. This tool will be useful to improve the performance of participant's income-generating activities.

BOMA in the World

During Quarter Three BOMA CEO Sam Owilly and Senior Director of Development Anjum Khalidi spent the week of the 2023 United Nations General Assembly among peers, partners, and policy makers in New York, advocating for solutions that build resilience for the most vulnerable.



Sam and Anjum met with peers from organizations like Bohemian Foundation at UNGA 2023

Additionally, Dr. Owilly was invited to participate in Charcha '23 hosted by The/Nudge Forum in Hyderabad, India. During this event bringing together the best minds in livelihoods, tech, policy and business to take decisive action towards ending poverty in our lifetime, Sam called for a strategic balance between the long term value of transitioning households from extreme poverty and the short term cost of economic inclusion programs.



Spotlight on Nutrition

BOMA'S FOOD-SECURITY ADAPTED PROGRAM DELIVERS BIG IMPACTS

For many families in Africa's drylands, a regular meal can be hard to come by — and a balanced one nearly impossible. As inflation worsens, so does malnutrition. To address this crisis, BOMA has designed the REAP for Nutrition Program which prioritizes the nutrition of children and pregnant or breastfeeding women. The REAP for Nutrition approach prioritizes women with children under five years old as well as households that are currently or have previously experienced child malnutrition. Entire households, including men, are engaged in nutrition-centric education.

REAP for Nutrition was developed through BOMA's ongoing participation in USAID Nawiri, a five-year Development Food Security Activity (DFSA) funded by USAID's Bureau of Humanitarian Assistance (BHA), aims to go beyond humanitarian assistance to sustainably reduce levels of Persistent Acute Malnutrition (PAM) in Samburu and Turkana counties. Through a consortium led by Mercy Corps and composed of Save the Children, Research Triangle Institute (RTI), BOMA and the African Population & Health Research Center (APHRC), BOMA has undertaken research to inform an evidence-based implementation strategy.

Concurrently, since 2022, BOMA has also been implementing a nutrition-sensitive REAP for Nutrition approach under a project called Lishe Bora or "good nutrition." The 16-month intervention, funded by Sint Antonius Stichting Project (SAS-P) and LDS Charities, is a "lighter touch" nutrition-focused model that integrates additional nutrition-sensitive training, kitchen gardens, and other nutrition-focused interventions for 3,600 participants to improve household food security and nutrition outcomes especially for families with children under 5 years of age.

This group was nearing graduation as Quarter Three concluded, with endline data for the program collected in September. At this time, 88 percent of participants saw business values at least 25 percent higher than at the time of launch. All participants were members of savings groups, and 94 percent reported at least 8,000 KES in savings. While most participants were taking out loans for necessities like food at the program's start, spendings from savings shifted more to investment in the future such as school fees towards the program's end.

More households reported eating at least two meals a day at graduation (92 percent) compared to enrollment (86.3 percent) and minimum dietary diversity (MDD) increased from 24 percent at enrollment to 39 percent at launch. Additionally, awareness of nutrition and nutritive food preparation practices increased among all participants.

Most participants received training in agriculture and kitchen gardening, with 26 percent adopting a kitchen garden practice to benefit the households and/or businesses. Further autonomy was gained for female participants who reported higher involvement in decision-making around family planning, food purchases, education decisions, and use of household assets overall at the end of the program.

“I can say there has been a lot of improvement in the last 12 months since the introduction of Lishe Bora project,” said one Community Health Volunteer in Isiolo. “More women in Bula Pesa have set up business which have led to providing more food for their household. I have visited homes in the project areas and their children and livelihood have changed and they now have both income and nutritious food.”

These impacts were not achieved without challenges, however. Climate shocks such as drought and flooding hit Marsabit and Isiolo during the program period, for example. As a countermeasure, BOMA encouraged participants to diversify their businesses and scout for alternative and safer markets, enabling them to remain on track to meet our objectives. During program implementation, Mentors assisted the participants in navigating market disruptions and building their adaptive capacity, confidence, and resilience despite shocks. The institution of savings groups and linkages to financial institutions and market organizations also helped participants access friendly credit facilities to expand and diversify their livelihoods to meet their households’ needs and prepare for emergencies in these unique circumstances.

“The project has enabled me and my group members to set up a vegetable business and shoe business,” said one participant from Isiolo. “Because of this, I have a source of income which helps me to sustain my household needs. Our lives have changed.”

Big Success, Bigger Aspirations

GRADUATING PARTICIPANTS DREAM OF BRIGHT FUTURES



Esther Meleleo Lekadaa is a natural leader. As a woman in Ewaso, Isiolo County, Kenya, however, Esther was not always afforded opportunities to embrace her innate strengths.

This changed when Esther was selected to enroll in a program implemented by BOMA in Marsabit and Isiolo counties, Kenya with funding from Sint Antonius Stichting Project (SAS-P). Through the program, Esther joined with two women — Mariamu Lemoge and Titoyia Lekadaa — to form Nasotokini Business Group. Naturally, Esther rose to the role of leader almost immediately. Through the program, the women of Nasotokini were enriched by training and mentorship on everything from business to human capital investment and, of course, nutrition.

With a grant from BOMA, Esther led the group in establishing a poultry business. Though the group was initially inclined to venture into livestock, Esther recognized the unpredictability of this enterprise as drought had become more frequent and unpredictable. Thankfully, their mentor guided Nasotokini Business Group to a more sustainable option.

“Chickens are not like other livestock that die when there is a drought,” Esther explained.

Nasotokini means, “one who is always awarded,” and that moniker would eventually prove prophetic. The group went on to diversify their income with beadwork. Through relentless dedication and hard work, Nasotokini’s profits began to soar. Recognizing the potential in goat milk, the group expanded into this venture as well, reaping the nutritional benefits and additional income.

“We made a profit of 40,000 Kenya shillings,” Esther beamed.

Their transformation wasn’t limited to business endeavors alone, however. BOMA’s teachings on nutrition and balanced diets also had a profound impact on their families’ well-being.

“Before we got the training on nutrition, we used to cook for the sake of it,” Esther reflects. Armed with knowledge, they were empowered to provide healthier, more nourishing meals for their families.

“We are now well off because our children no longer sleep hungry,” she said.

As the program’s impact reverberates, Nasotokini looks to the future with determination and hope. Even as they prepare to graduate this October, Esther and her partners are resolved to keep the flames of their success burning bright.

“We plan to be among the biggest businesses in beadwork and poultry farming too,” Esther said confidently. “We want to be known even by those who come in after us. We hope to supply eggs and the bead work products to markets beyond Isiolo.”

“The trainings we got will forever remain with us,” she continued. “Even when BOMA leaves it won’t change a thing. We will still keep shining.”



EMBRACING GOOD GROWTH

REAP FOR NUTRITION PARTICIPANTS IN ISIOLO HELP RESILIENCE TAKE ROOT AT HOME AND AT WORK

In Olatasha, Isiolo County, an incredible transformation has taken place through the efforts of three determined women: Jane Mokiri, Kesimina Mokiri, and Grace Lentira. These women exemplify the transformation brought about through BOMA's program.

A seismic shift began for Jane, Kesimina, and Grace when they were selected to enroll in BOMA's REAP for Nutrition program in May 2022. The program specifically targeted marginalized households facing food insecurity and malnutrition, empowering them to develop lasting livelihoods while gaining key knowledge around nutrition to achieve food security.

With funding and support from BOMA, the women joined together to form Naaku Business Group and launch a kiosk enterprise that has enriched their lives both literally and figuratively.

Before Lishe Bora, life for Jane, Kesimina, and Grace was marked by challenges and dependency. Jane Mokiri, who had to halt her education due to financial constraints, vividly recalls the struggles they faced: "We would wait for our husbands to get some money, then we'd borrow from them," she explained.

As their business grew, however, the women developed their own financial independence to break the cycle of dependency on their husbands. They even purchased goats to diversify their income.

"Now we don't depend on our husbands for everything," Jane said. "We have money to also support our households."

Alongside their newfound livelihood — which empowered the women to earn not just income, but also respect and independence in their community — Jane, Kesimina, and Grace were further empowered to take their nutrition into their own hands. Through Lishe Bora, the women were introduced to the basics of kitchen gardening by their BOMA mentor, an endeavor that they readily embraced due to the low investment and immediate results.



“We never used to plant vegetables, we would only buy them once a month and wait for the following month,” Jane explained. “But when the agriculture experts came, we were shown how we should cultivate the vegetables and use less water. Our vegetables flourished.”

Each woman and her respective family successfully diversified their meals, and ate more regularly, thanks to their newfound income alongside the bounty from their kitchen garden.

“We were taught the importance of adding beans, kale, onions, carrots and so on to our diet and to feed our children,” Jane continued. “It is important to include these things in order to improve overall health.”

With the excess vegetables, the group was even able to add a third income stream to their business. These smart, strategic moves proved vital as Jane, Kesimina, and Grace faced their first challenges as entrepreneurs. When drought struck, the group was forced to make tough decisions regarding their business.

“When the drought came, we decided to sell the goats and invest in giving loans,” Grace explained. This shift gave the women much-needed flexibility to sustain their business, while also enabling them to extend a helping hand to their neighbors during tough times.

Additionally, through their savings group facilitated by Lishe Bora, Jane, Kesimina and Grace have found a support system of their own.

“We save every three months and we deposit 3,800 shillings every three months,” Jane explained. “So far, we have managed to save 11,000 shillings.”

This collective approach to saving not only bolsters their financial resilience but also serves as a resource within their community. In the near future, the group plans to take out a loan from their savings group which will facilitate the construction of a shelter for a poultry business — further diversifying their income.

With a reliable livelihood in tow, the women have achieved a level of resilience they once would have thought impossible.

“From facing challenges head-on to embracing opportunities for growth,” Grace said, beaming, “my life has improved a lot.”

TEAM BOMA

We celebrated a total of 529 members of Team BOMA by the end of Quarter Three — 80% of which are locally based and work with participants a day to day basis — thanks to the addition of new senior staff, mentors, field officers, drivers and more. Our staff received training on Safeguarding and Child Protection this quarter as well as skills building around recruitment, management, and organizational culture. Team members also successfully completed a comprehensive review of mid-year progress alongside goal-setting exercises during the quarter. An Employee Wellness Health Drive was conducted near the end of the quarter for staff in BOMA's headquarters in Nairobi, Kenya.

Want to see more of our staff? Visit boma.ngo/team-boma

NEW HIRES IN QUARTER THREE

We hired 16 new team members in Quarter Three for a total of 529 staff, with 98 percent from, and based, in Kenya.



Anjum Khalidi
Senior Director of Development



Lorian Egesa
Financial Controller



Jane Maina
Procurement and Logistics Officer



Collins Koech
Data Analyst

BOMA VALUES: PASSION, PACE, PROFESSIONALISM



BOMA is pursuing extensive staff training and internal organization around our cultural values of passion, pace, and professionalism (shown above). In Quarter Three, 51 culture champions were nominated from within Team BOMA and each of these champions received in-depth skills development on how to embed these values in daily work. Going forward, the Culture Champions will empower their peers within BOMA to exemplify passion, pace, and professionalism. Further skill building and strategic planning is taking place at the Executive and Senior Leadership teams within BOMA to strengthen our culture at every level.

CELEBRATING BOMA'S FOUNDER AND FUTURE IN NEW YORK CITY

BOMA staff, board members, and supporters recently joined together in New York City for an evening filled with passion for BOMA's mission and commitment to help us foster prosperity with dignity for those facing extreme poverty. We were honored to celebrate the legacy of BOMA's tenacious founder Kathleen Colson and its continuation through BOMA CEO Dr. Sam Owilly. During this event, Kathleen and Doug Colson made a \$100,000 donation to BOMA in honor of Sam. This donation was matched by the BOMA board and kick started our 2023 Annual Appeal with a goal to raise additional \$500,000. Together, we believe we can see the end of extreme poverty in our lifetimes.

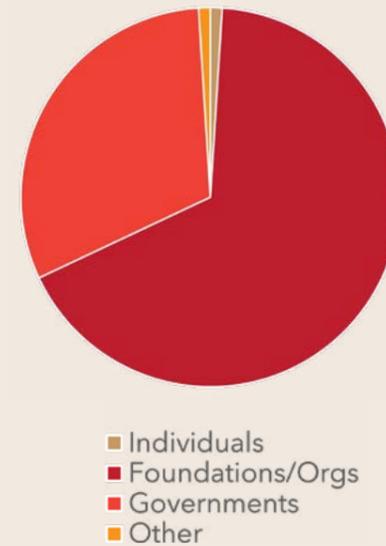


FISCAL YEAR Q3 REVENUES & EXPENSES

For the nine months ended September 30, 2023, revenues recognized were \$10.7 million and total expenses were \$11.0 million.

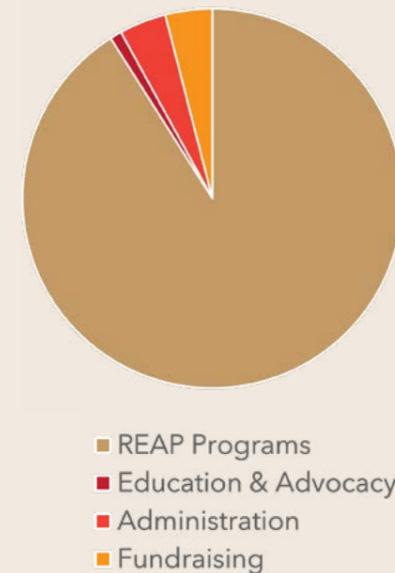
Revenues for the nine months ended September 30, 2023

INDIVIDUAL DONORS	\$102,510	1%
FOUNDATIONS/ORGS	\$7,221,575	67%
GOVERNMENTS	\$3,258,473	31%
OTHER	\$149,136	1%
TOTAL REVENUES	\$10,731,694	100%



Expenses for the nine months ended September 30, 2023

REAP PROGRAMS	\$10,034,384	91%
EDUCATION/ADVOCACY	\$102,608	1%
PROGRAM EXPENSES	\$10,136,992	92%
ADMINISTRATION	\$495,658	4%
FUNDRAISING	\$410,837	4%
TOTAL EXPENSES	\$11,043,487	100%



NEW FUNDING AND RENEWALS THIS QUARTER

