
[Holden's questions in purple; Becca's answers in blue]

From: Holden Karnofsky
Sent: Friday, December 18, 2009 4:17 PM
To: Becca Miller
Cc: John Beale
Subject: Re: VR Budgets

Hi Becca, a few quick questions:

1. I can't find any info about the Nigeria program in our prior exchanges or on the VillageReach website. Who is funding it, how much revenue have they allocated (and what are the plans for the shortfall/excess, if any), and what is the program in a sentence or two?

a. Yes- the Nigeria project came up incredibly fast and we are just now negotiating a final contract with them. In the interest of giving you full disclosure, we wanted to include this but it should be noted that we may not have a signed contract until early January. It's funded by the Global Fund and we are part of a consortium of groups that have been retained by the Global Fund to do an assessment of the health system in Nigeria before they make a massive investment in malaria medicines for a national program. Basically, they want to make sure the health system can handle that type of investment. We are one of several groups involved in the assessment, and our portion of the work is budgeted for \$188,325- the entire assessment is considerably larger but I don't know the total amount that has been allocated for it.

2. For many of these programs, allocated revenue exceeds expenses. Does that mean the surplus is held to be spent on the same programs the following year? Or is the revenue available to fill gaps in other programs?

Any margin that we make on our consulting/contracting projects remains in our unrestricted funding to use as we see fit, currently we are allocating ALL unrestricted funding to the Mozambique expansion. Taking on more consulting/contracting projects was actually a conscientious decision as part of a "sustainability framework" process we went through this summer to ensure the financial sustainability of the organization.

3. Do you know yet whether the Elizabeth Glaser funding has come through?

We have a verbal agreement from EG in Cabo Delgado, but have not secured a MoU yet- one of the challenges we're dealing with is that this is a process led by the Ministry of Health and is therefore moving at a Ministry of Health pace. We think that we are very, very close to securing an MoU for CDG but everything is currently closed for the holidays, so honestly it won't happen until the new year.

4. I don't see any references to the Nampula project in the budget, the funding gap memo, or any other documents. Was that project discontinued? Is there any kind of post

mortem document (and if not, would you mind telling me in a couple of sentences what happened)?

We officially transitioned Nampula province to FDC in January 2007, and they officially ended the project in August 2009- which means the technical assistance and support ended but the Ministry continues to do the activities.

Thanks,
Holden