

**Phone conversation between Nothing But Nets (Amy Jensen, Nothing But Nets representative) and GiveWell (Natalie Stone) on August 22, 2011**

Please note: In 2014, Nothing But Nets told us, "the content in the notes from this conversation is in large part outdated or inaccurate."

**GiveWell:** It is my understanding that Nothing But Nets' role is to raise funds that are granted to other organizations to buy and distribute nets in conjunction with Measles vaccination campaigns. Is that a correct and complete summary?

**Nothing But Nets:** That's mostly accurate. We generally send funds to UN agencies: WHO, UNHCR, and UNICEF. We don't generally work in conjunction anymore with the Measles Initiative.

**GiveWell:** How do you determine where nets are needed?

**Nothing But Nets:** We work with the UN agencies to find areas of need. Nets go to countries/regions that aren't getting funding from other sources, particularly the Global Fund or the President's Malaria Initiative. Those two funders give much more than Nothing But Nets. But there are occasional gaps in funding, which Nothing But Nets aims to fill.

**GiveWell:** Do you know why some countries wouldn't receive funding from those two sources?

**Nothing But Nets:** No, I'm not sure. There is a long application process and some might be disqualified during that.

**GiveWell:** What processes do you use to make sure that nets get to where they are supposed to and that they are used properly?

**Nothing But Nets:** Part of the funding that we cover is education on the ground about how to use nets. The \$10 per net figure covers manufacture (\$5), distribution (\$3), and education (\$2).

We don't have strict monitoring and evolution. That's handled by the agencies. We've seen anecdotally that nets continue to be used. According to the latest WHO World Malaria Report, 94% of nets are used correctly.

**GiveWell:** Do agencies come to you or do you go to them?

**Nothing But Nets:** Usually the agencies will come to us. They come and say, we have a funding gap, and we fill that gap.

**GiveWell:** You mention on your website that you conduct follow up surveys. Can we see the follow up surveys? What have you learned from these?

**Nothing But Nets:** We're not the malaria experts. We rely on the agencies to find needs and distribute nets. The most complete malaria information can be found on the WHO's website, and particularly in their yearly World Malaria Reports.

**GiveWell:** Do you get more requests than you are able to fill?

**Nothing But Nets:** The UN prioritizes where the most urgent needs are. For example, Cameroon has high mortality from malaria and hasn't had a net distribution recently, so we funded nets there. Typically the agencies know what our funding levels are and don't ask for more than that.

**GiveWell:** I'd be interested in knowing more about how the agencies determine where the net needs are, so if there is anything you could send on this, that would be great.

**Nothing But Nets:** I'll see what I can do, but the criteria isn't totally transparent. Generally, if there is a crisis or other emergency, they will request funding for that area. At the end of last year, we were funding nets for refugees in the Horn of Africa. Currently, we are raising funds for refugees along the Sudan/South Sudan border and neighboring countries.

**GiveWell:** What would you do with more funding?

**Nothing But Nets:** Our value add is really just net distributions. We wouldn't expand into other avenues, like malaria treatment. Nets would remain our primary focus.

We typically do the granting process in the beginning of the year. In a big year, funding would roll over to the next year.

**GiveWell:** Do you have an idea of which countries or UN agencies you would support with more funding?

**Nothing But Nets:** We don't have those priorities immediately available.

**GiveWell:** If there was a pressing need for funds in another UN Foundation program, would Nothing But Net funds be used for that program?

**Nothing But Nets:** No, when people donate to Nothing But Nets, it goes only to the campaign.

**GiveWell:** Do you have financial information for Nothing But Nets specifically?

**Nothing But Nets:** We don't have official financial documents. We do have general numbers available, but it might take a bit of digging to get these for you.

**GiveWell:** In sum, we'd be interested in any information you have about (a) how net gaps are determined and (b) how it is determined whether nets reach the intended beneficiaries and are used correctly.

**Nothing But Nets:** We do get a lot of requests for bed nets for smaller organizations - we don't really have the capacity to serve them. We never touch the nets; they are manufactured and distributed overseas.

We usually get a report from the agency, but it's not super in-depth. Don't think that those are publicly available.