Budget and budget forecast

- **"20121004 income and expense"** and **"20121004 balance sheet"** contains preliminary versions of standard income/expense and balance sheets for FY 2012. I expect these to be close to those approved by our external auditor. "20121004 Notes to financial statements" provides accompanying description.
- **"20121009 operating efficiency as of 31 August 2012"** describes cumulative operational spending as of fiscal year-end broken down by enrollment cohort, and also projects operational efficiency if as intended we give households that currently are scheduled to receive smaller transfers their full $1,000K. The bottom line numbers here are 90% in recipient's hands under current commitments and 92% under full commitments.
- Budget for next year.
  - o A grant agreement (which we cannot yet disclose and ask you to please keep private as well for another week or so) earmarks $190K for setup costs associated with expanding to a second country and $2.21M for cash transfers in Kenya and this new country.
  - o Our offer to transfer any other donations we get to the poor stands as usual. We think of our capacity to handle funds as follows:
    - ▪ $250K which we want to commit to current recipients to bring their total transfers up to $1K. This requires no further enrollment.
    - ▪ Up to $2.5M which we think our current COO could move in addition to her responsibilities under the grant.
    - ▪ Up to $4M which a second FTE we will hire to help with international expansion could move.
    - ▪ To move amounts beyond this we would hire again. I would want a conversation with the donor about the pros and cons of doing so as opposed to staggering donations.

Data on field operations

- **"20121009 operating efficiency as of 31 August 2012"** contains total sent and total yet to be send for each of our enrollment cohorts -- let me know if you want to go into more detail on subgroups here in which case I'll confer with Rohit and Piali.
- **"20120925 Siaya enrollment database"** contains enrollment information for our most recent enrollment cohort including indicators for how they fared on the various checks performed.
  - o I have stripped out data that could be used to identify recipients but left the column headers so you can see what we're gathering.
  - o One point in particular – I stripped out GPS cords but left in the comparison between coords recorded during enrollment and back-check.
  - o I sign off on households that pass all checks first time around but ask for Piali to revisit ambiguous cases. For example some homes don't show up on Google earth photographs as those are ~5 years old, so we have to revisit.

- **"20121009 enrollment speed distributions"** tabulates the number of months it took recipients from the Rarieda (2011) and Siaya (2012) cohorts to get enrolled. We were able to accelerate this significantly for two reasons: (a) we gave clearer instructions, and (b) we let recipients designate which household member they wanted to receive the transfers, which gives them flexibility to choose someone who already has a National ID; in the Rarieda round we could not do this as we were randomizing recipient gender. I expect the Nike cohort will take longer to register as that project focuses on 18-19 year old women, many of whom will not yet have IDs.
- **"20121010 Rarieda verification stats" and "20121010 Siaya verification stats"** contain results from followup calls to recipients asking a range of questions about their user experience, feedback for us, etc. The two things that come out strongly in the qualitative responses not summarized here are that they prefer lump sums and suggest we enroll their neighbors as well.

Evolution of the model

- I think we covered this in NYC but let me know if something written would help. The short answer is that the data that move us most on these issues are the points of feedback we get from our recipients.

Other

- **"20121009 operation process overview"** gives an overview of the enrollment process as I promised you. Let me know if more detail on any of the steps would be helpful.