



---

# 2024 Q1 REPORT

# Executive Summary

---



**Food for Education continues on our ambitious mission to empower hundreds of thousands of young minds through daily access to affordable, nutritious meals. We are on an ambitious expansion path to serve 1 million meals by 2027.**

**This quarter, we have provided over 7 million daily hot and nutritious meals to nearly 200,000 children in public schools in Kenya. We are rapidly scaling our affordable, efficient blueprint for school feeding to reach 50% of counties in Kenya by 2027.**

This quarter marked a pivotal juncture for Food for Education as **we implemented the first phase of our operational partnership with Nairobi County**, which has amplified our mission and deepened our impact in the region. We have achieved a 1.2x scale since the last quarter and have seen 175% growth since last year. We now serve meals to 165,000 children daily - 90,000 children through our direct service delivery model and 75,000 through operations partnerships with county governments across Kenya.

**We've launched the largest green kitchen in Africa that will serve 60,000 meals at full capacity.** Additionally, we expanded to add two additional kitchens in Nairobi County, growing our operations to 10 kitchens that serve a network of hundreds of schools in the highest-need areas of the country.

Our growth has been driven by strategic innovations, including enhancements to our Tap2Eat platform and the fortification of our workforce to support our mission. We are optimistic about our future prospects of scaling our solution to reach as many children as fast as humanly possible. We thank our partners for our shared belief in making a lasting impact on the lives of Kenya's children.

# Q1 Highlights: The Difference We Made

We are proud to share that we now serve over **165,000 children** every day in 5 counties and over 30 sub-counties in Kenya! We serve a network of 944 schools: 799 ECD centers and 145 public primary schools.

We have served over 7 million meals in this quarter alone, representing 51% of the meals we provided for the entire year last year!

## NAIROBI COUNTY EXPANSION - DISHI NA COUNTY INITIATIVE

We are now operating from 10 central kitchens! This quarter, we expanded our operations in Nairobi County and began operating from 3 new kitchens: our giga kitchen and 2 accelerator kitchens built by the Nairobi County Governor. We feed over 68,000 children in 42 public primary schools and 27 ECD centers in the county with daily hot and nutritious meals.

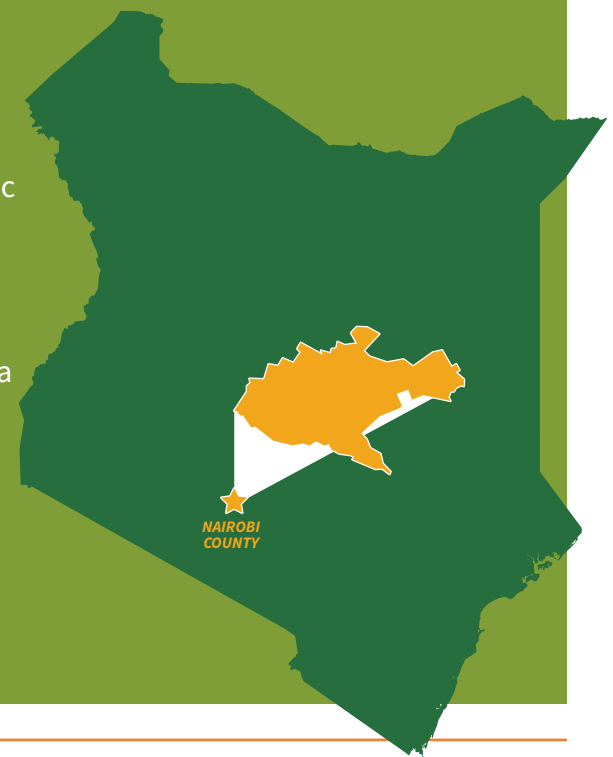
This expansion, made possible through our partnership with the Nairobi County Government, is critical in addressing the issues of high rates of poverty and hunger in the county. We provide subsidized meals to public school children, ensuring they have the sustenance to stay in school and learn and ultimately reach their full potential.

### GET TO KNOW NAIROBI:

Nairobi is the capital and most populous city in Kenya, with over 250,000 children enrolled in public schools.

Home to 4.4 million people, over 43%<sup>1</sup> live below the poverty line, and 50%<sup>2</sup> face food insecurity on a daily basis.

The current high cost of living places a heavy burden on many families, leaving many children going to school on empty stomachs.



<sup>1</sup> <https://www.knbs.or.ke/wp-content/uploads/2021/07/Inequality-Trends-and-Diagnostics-in-Kenya-Report.pdf>

<sup>2</sup> <https://www.devolutionhub.or.ke/file/90185692-nairobi-city-county-food-system-strategy.pdf>

## F4E'S GIGA KITCHEN: THE LARGEST GREEN KITCHEN IN AFRICA

We have officially begun feeding from our largest central kitchen yet and the largest green kitchen in Africa! Our giga kitchen commenced operations at the end of August to provide children from vulnerable communities in Nairobi County with daily meals. Despite its substantial size, this kitchen was designed in an innovative warehouse model fitted with green energy infrastructure, which saved us up to 50% of construction time as compared to the standard brick-and-mortar model.



Within its walls, we have integrated advanced equipment such as automated stirrers and decanters, which have optimized our cooking process to support the many meals we provide daily. We use eco-briquettes and steam to cook the food. The use of these fuels, together with our other climate-friendly kitchen operations, will allow us to reduce 250,000 tons of CO<sup>2</sup> by 2030. We are proud to provide daily meals to children with urgent nutritional needs in the county. This marks a pivotal step towards creating a more nourished future for the communities we are privileged to serve.



## NAIROBI COUNTY GOVERNMENT KITCHENS

We have successfully launched and operationalized 2 accelerator kitchens in Nairobi County under the Dishi na County Initiative. These kitchens, built with funding from the local county government, are part of our partnership with the Nairobi City Council to ensure that all public school children in the county receive nutritious daily meals.



*View of the recently launched Baba Dogo Kitchen, construction funded by the Nairobi County Government*

We are excited to witness the success of our partnership with Nairobi County, a strong example of the invaluable role local governments play in meeting their communities' nutritional needs. This is just the beginning of a broader vision, one that envisions replicating this model with other local county governments across Kenya to ensure every child gets a meal in school every day. We are honored to be pioneers in this endeavor, and with the support of the local county government of Nairobi, we look forward to adding more accelerator kitchens in the county to contribute to a brighter, nourished future for the youth of the nation.

## TAP2EAT: THE TECHNOLOGY THAT POWERS FOOD FOR EDUCATION

We continue to leverage a tech-centered school feeding solution through our Tap2Eat technology for real-time monitoring, data accuracy, cost-efficiency, streamlined operations, and scalability for optimum impact.

### TAP2EAT EXPANSION TO SUPPORT SCALE

In this quarter, our tech team has been focused on expanding our platform to accommodate more children in anticipation of the Nairobi expansion in partnership with the county government. We are delighted to announce that our Tap2Eat platform can now handle data for 400,000+ students and is already supporting our accelerated scale!

In conjunction with the platform expansion, our tech team has been working on increasing data points captured during parent and student

registrations to streamline our operations further. For parents, we are obtaining their unique parent ID numbers. This enables us to reduce instances where parents register for the program multiple times, thereby ensuring more precise data accuracy about the number of parents and students in our program. As for students, we are recording their gender, which aids us in tracking the program's impact on gender distribution.

By casting a wider net and capturing a more comprehensive dataset, we aim to gain deeper insights into our processes, identify potential bottlenecks, and uncover opportunities for optimization.

## PRIORITIZING DATA SECURITY

Given that a considerable portion of our operations revolves around children, we have a major responsibility to protect the data of our end users. Our tech and legal teams designed an elaborate data protection policy, with a key focus on data handling. This ensures that the sensitive children's data we hold are protected and fall in line with Kenyan and global data protection standards.

We've developed a device management platform granting exclusive customer data access solely to authorized F4E team members. The platform empowers us to remotely erase any personally identifiable data in the event of device loss, theft, or damage. Further, we have the capability to control the installation of third-party applications on these devices. This is essential to mitigate potential security risks, as third-party access could introduce vulnerabilities and create pathways for external exploitation of our data stored on the devices.

We are proud to have created an innovative, tech-enabled solution that prioritizes the safety of our users' data, one of its kind in Africa!

# Building Partnerships with the Kenyan Government for Scale and Sustainability

## NAIROBI COUNTY

Government partnerships are a critical lever in our scaling plan. We are unwavering in our dedication to nurturing robust collaborations with both County and National governments, recognizing that these alliances are the linchpin of our growth strategy. These partnerships ensure school feeding is integrated into government agendas and ensure sustainable financing to advance school feeding as a national mandate.

We are delighted to announce that the implementation of a Memorandum of Understanding (MOU) with the Nairobi County government to feed all 250,000 children in public primary and Early Childhood Development (ECD) centers has begun. Under this partnership, the County government subsidizes 80%-100% of the operational cost of meals for 100% of ECD and primary school children in Nairobi. Further, Nairobi County has committed to build 10 kitchens with a capacity of 10,000 meals per day each that will contribute to feeding all the 250,000 children. Two of these kitchens, Farasi Lane and Baba Dogo, are complete and operational, with the other 8 in the construction phase.

We thank Nairobi County for this incredible milestone on our path to ensure that no child drops out of school because of hunger and that all children

have access to quality education, nutrition, and health. Thanks to this partnership, the price of meals has been reduced to KES 5 from KES 15, making the meals more affordable for children in Nairobi. The program is named "Dishi na County" (Food of the County) and represents our collaborative efforts and commitment to providing nutritious meals for the young learners in the communities.



*The Baba Dogo Kitchen is powered by eco-briquettes, a transformative fuel type that has the potential to reduce carbon emissions of over 250,000 t of CO<sup>2</sup> by 2030.*

## AFRICA CLIMATE WEEK

Our Partnerships Manager, Michael Gacheru, participated in Africa Climate Week, which took place from September 4 to September 8, 2023, at the Kenyatta International Convention Centre in Nairobi, Kenya. During this event, our team utilized this opportunity to interact with policymakers and discussed key policies that promote climate-resilient food systems, with the ultimate goal of eliminating childhood hunger. Michael had the privilege of meeting Her Excellency Mrs. Rachel Ruto, and during their meeting, they engaged in a conversation concerning the status of school feeding in Kenya and the contribution of our program in addressing the current disparities in education and health outcomes due to childhood hunger.



*Our Policy Officer, Nicola Okero, making a presentation at Women Deliver 2023 Conference*

The focus on climate resilience in Africa lies closely with our mandate to deliver green cooking solutions to school feeding. We were honored to share with other attendants how we adopt climate-friendly cooking fuels such as eco-briquettes and steam and share our contribution towards effectively reducing carbon emissions through our work.

## WOMEN DELIVER 2023 CONFERENCE

Our team had the pleasure of attending the Women Deliver 2023 Conference, which took place in Kigali, Rwanda in July.

The Women Deliver Conference provided us with a valuable platform to further our efforts in advocating for the empowerment of girls. During the conference, our policy officer engaged in discussions about effective strategies for promoting policies that bolster girls' education and overall well-being, and especially initiatives such as school feeding programs.

## 5TH NATIONAL ECD CONFERENCE - TURKANA

Our Partnerships Manager, Michael Gacheru, attended the 5th Annual Early Childhood Development (ECD) Stakeholders' Conference which took place in Turkana County in July. Under the theme "Transforming Policy and Evidence into Action," this comprehensive three-day conference brought together more than 500 ECD professionals, researchers, decision-makers, and stakeholders from 31 counties within Kenya and 10 international countries.



At the conference, we engaged in a comprehensive discussion regarding the significance of school feeding initiatives in Kenya. We delved into nuances of our school feeding program, how it works, and its impact on education and health outcomes for early learners. This conference attracted interest from County governments in our program. These key government officials expressed their desire to implement school feeding in their counties – an important step towards expanding school feeding across the country and driving us closer towards making school feeding a national mandate in Kenya!



Our Partnerships Manager, Michael Gacheru, as a panelist at 5th National ECD Stakeholders Conference.

## DEVOLUTION CONFERENCE 2023

Our policy and partnership team attended the Devolution Conference 2023, marking ten years of devolution!<sup>3</sup> The conference provided an ideal platform and opportunity to advocate for policies and initiatives that support school feeding.

We showcased our school feeding model to various stakeholders, including county and national government officials. This conference allowed us to raise more awareness on school feeding and push for policy change to attract government funding for school feeding.



Food for Education team showcasing our hot and nutritious fortified porridge ("uji") at the Devolution Conference.

<sup>3</sup> Devolution was a process in Kenya that created local elected governments at the county level that can make autonomous decisions on service delivery.



*Hon. Chrysoula Zacharopoulo, Minister of State for Development, Francophonie and International Partnerships with children at Olympic Primary School.*

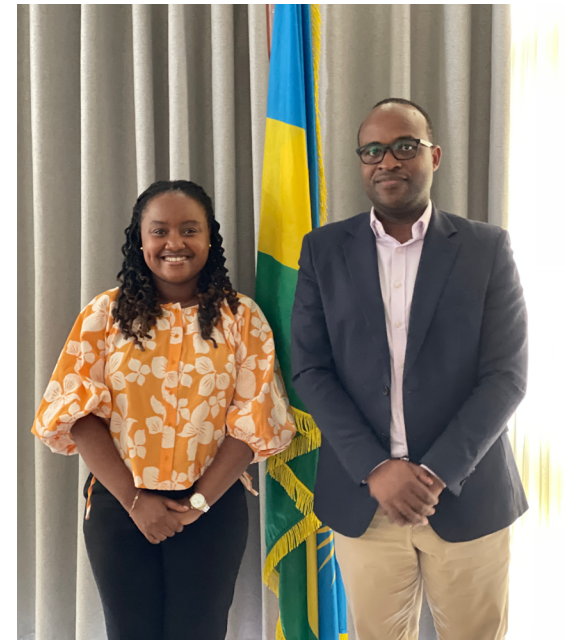
## LEARNING AND KNOWLEDGE SHARING

Food for Education is a learning organization: we work closely with other organizations to share our learning in the field and implement the best strategies. We held a meeting with the Ministry of Education in Rwanda to share knowledge on our central feeding model. We are honored to be approached by other African governments, such as Rwanda that has an \$80MM budget for school feeding, to offer our learning and expertise on our model and how best they can deploy a elements of our sustainable school feeding model in their country.

We were proud to host the Permanent Secretary (PS) of Education, Dr. Belio Kipsang at one of our kitchens in the last quarter. Visits from key players in the Ministry of Education are important in showing a scalable and affordable solution to school feeding and is instrumental towards shaping policy. By engaging with the PS and other people within the ministry, we are able to show the importance of school feeding in the broader education policy framework.

Additionally, we hosted the Hon. Chrysoula Zacharopoulo, Minister of State for Development, Francophonie and International Partnerships and H.E. Arnaud Suquet, Ambassador of France in Kenya and Somalia at Olympic Primary School in Kibera, which has nearly 5,000 children.

We have also hosted the World Feeding Program (WFP) Somalia team in a learning exercise. We remain committed to continuous learning and sharing our expertise in the school feeding space with other key stakeholders. We look forward to working with those that are focused on eradicating childhood hunger. We believe that together, we can ensure no child has to learn on a hungry stomach.



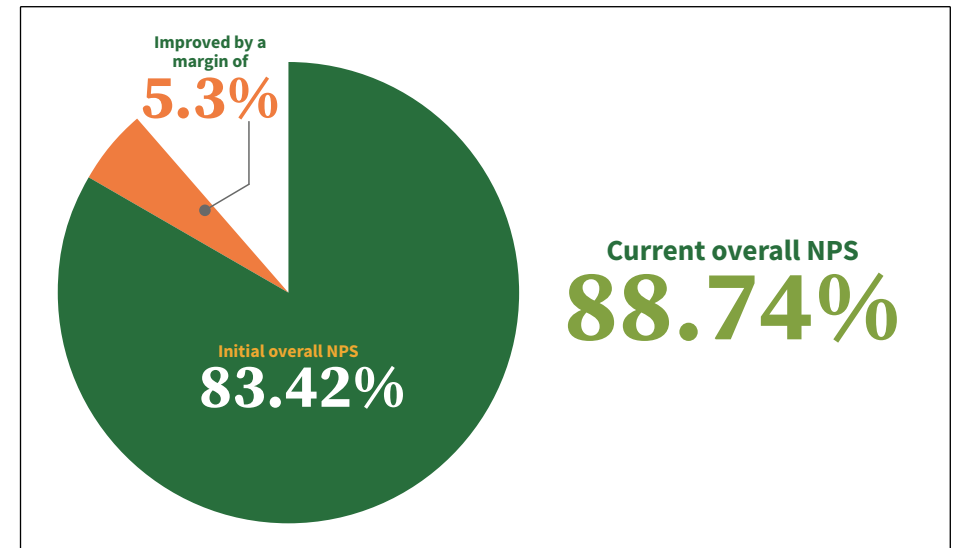
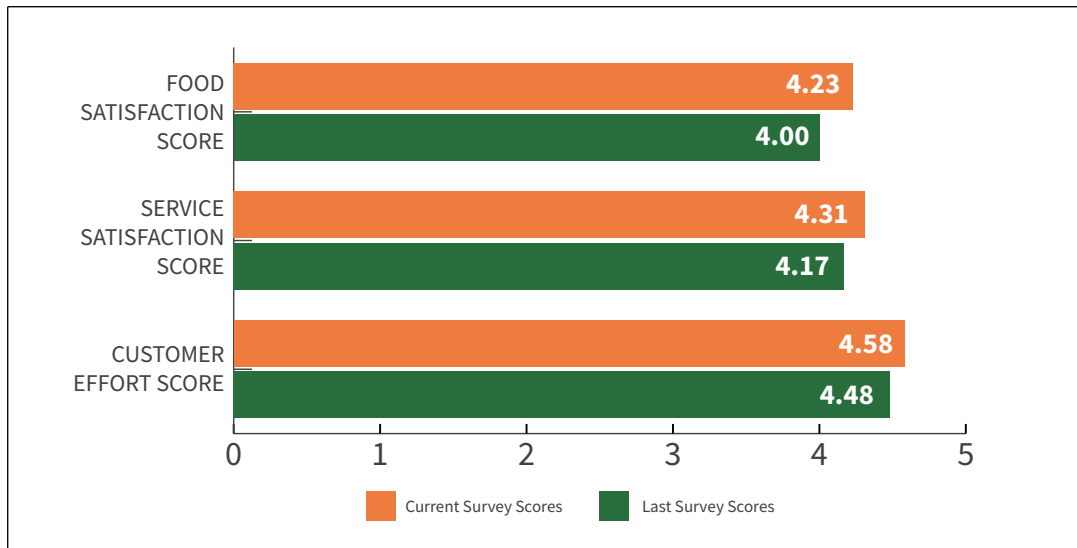
*Wawira with the Hon. Gaspard Twagirayezu, the Minister of Education of Rwanda.*

## DRIVING CUSTOMER EXPERIENCE AGILITY

Enhancing our customer experience continues to be the driving force of all that we do! At the end of every school term, we engage in comprehensive surveys with the children we serve, their parents, and teachers to understand how we can improve our program and better serve our users.

We have seen significant improvements from our last survey: a food satisfaction score of 4.23 from 4.00, a service satisfaction score of 4.31 from 4.17, and a customer effort score of 4.58 from 4.48, all on a Likert scale of 1-5.

We are also proud to share that our overall net promoter score has surged by a margin of 5.3% from 83.42% in the last quarter to 88.74% this quarter.





# Food for Education in the Media & Building Thought Leadership

---

Food for Education has been making astounding waves across numerous media outlets for which we are honored! Follow along as we highlight some of the most recent coverage we've received highlighting our impact all across Kenya:

- Food for Education was featured by [Cartier Philanthropy's](#) on their website and shared a [video](#) highlighting the work we do across the country and our goal to reduce classroom hunger for children in Kenya.
- Food for Education has garnered extensive media coverage, with numerous news organizations spotlighting the opening of our cutting-edge kitchen in Baba Dogo, one of two kitchens launched in partnership with Nairobi County. This kitchen falls under the Dishi na County program, the largest school meals program on the African continent! These articles not only showcase our collaboration with Nairobi County to launch this kitchen, but also underscore our unwavering dedication to combating childhood hunger and enhancing human capital. We invite

you to explore these features here:

- The Lancet: [Kenya introduces huge school meals programs](#)
- The Conversation: [Kenya's new urban school meal plan is ambitious – it could offer lessons for scaling up](#)
- The Star: [81,208 children targeted in phase one of Dishi na County](#)
- K 24: [Dishi na County' food program kicks off in Nairobi](#)
- Nairobi News: [81,000 learners to benefit from phase one of Dishi na County programme](#)
- Good Net: [Kenyan Schoolchildren Have Something to Smile About](#)
- Our founder, Wawira Njiru, had the pleasure of speaking on [BBC's Radio Segment](#) titled “Global News Podcast.” She discussed school feeding’s correlation with improved attendance and performance rates, and our organizations’ contribution to providing more balanced diets amongst Kenyan children.



- DW.com previewed our work in a video titled [School meal program in Kenya aims to fight hunger](#). Here, we see the Nairobi County Governor, Johnson Sakaja, courageously stating “Development is not just roads and buildings, development is investing in our greatest asset... our greatest asset is our people, and also our children,” emphasizing the importance of the kitchen launch in Baba Dogo and the impact it has on improving education and health outcomes for children in the community.
- In our quest to end school-hunger, we have avidly performed policy work to encourage governments to take on school-feeding programs as a public good. The French Government’s generous support towards our mission through the "Feeding the Future Nairobi County " initiative highlighted in an article titled: [France special envoy to launch Dishi na County in Kibra](#) highlights a major step towards this goal. We are honored to work with both local and international governments to drive the agenda of providing school meals to children in Kenya!
- Our founder Wawira Njiru spoke with Canada Broadcasting Radio in a segment titled [As It Happens with Nil Köksal, Chris Howden](#). Wawira discussed the positive impact school feeding has on families and enrolment of children. We are thrilled to share that our program has shown to boost enrollment by up to 30% We were also thrilled to share the new partnership with Nairobi County and seeing all the hard work we’ve carried out over the years come to fruition with these new government partnerships!
- We are grateful to have featured on a blog by the World Bank titled [Nurturing Minds, Fueling Futures in Kenya: A Conversation with Wawira Njiru](#). Wawira delves into her inspiration behind starting Food for Education, highlights where she imagines the organization going, challenges the organization has faced, and more!

# The Team Powering the Food for Education Engine

---

At Food for Education, we take immense pride in the caliber of our team. Our dedicated staff are the backbone of our organization, and their collective capabilities are a testament to our commitment to match the opportunity to learn with the ability to learn. Notably, what sets our team apart is not only their individual talents but also our shared vision in ensuring that no child drops out of school because of hunger.

Our team has experienced immense growth in this quarter due to the recent Nairobi expansion set to feed all the 250,000+ ECD and primary school children in the county.

Currently, we have over 1,800 staff, deployed across our 5 counties of operations. Most of our staff are parents of the children we serve and for many, this is the first formal job with a guaranteed salary they've held.

## STRATEGIC HIRES

Over the last quarter we made the following strategic hires: Chief Financial Officer (CFO), Communications Manager, and Business Intelligence Analyst. The CFO will be responsible for developing and overseeing our program's financial plan, including budgeting, forecasting, and financial modeling. The Communications Manager will play a vital role in collaborating with other departments to ensure that both internal and external messaging and communication aligns with our program's goals. The Business Intelligence Analyst provides data-driven insights to streamline operations and improve efficiency and effectiveness of our program.

# What's on the Horizon?

---

We continue to progress in our journey towards feeding all 250,000 public children in Nairobi County. In the coming months, we anticipate the launch of 8 more accelerator kitchens, built by the Nairobi City Council to support our expansion in the county. The construction of these kitchens' is already in progress, and we hope to be fully operational by the end of the year. This expansion is a significant step forward in our ongoing commitment to alleviate hunger and improve the educational prospects of children in Nairobi County.

We're excited to share that we will be expanding our program further into Kiambu County in the coming months as part of our mission to reach more communities in Kenya. We've been working closely with the Member of Parliament of Limuru Constituency, located in Kiambu, to build a new accelerator kitchen with funding from the Constituency Development Fund. We're encouraged by the increasing interest from government officials and parents, and we look forward to positively impacting this community.

We are proud of the remarkable progress that we've made towards our journey to feed 1 million children in Kenya by 2027. As we draw near the halfway point, we are honored by the dedication of our team, partners, and stakeholders who have made this milestone possible.

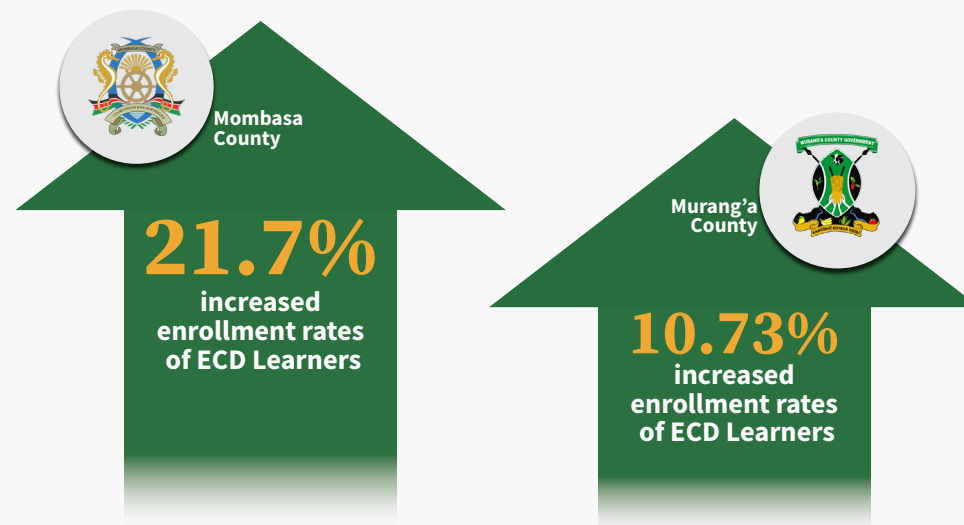
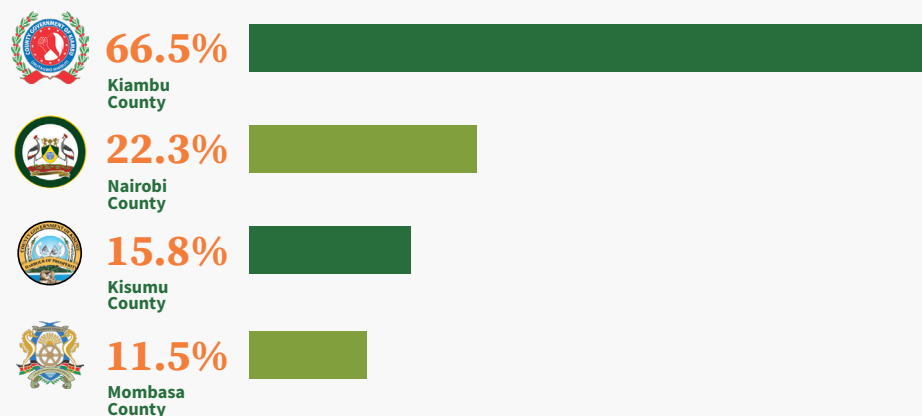
Thank you to all of our partners, who provide us with the support we need to scale our solution to feed more vulnerable children in Kenya! We could not have achieved these milestones without your support and we look forward to sharing more exciting updates next quarter.

# A Spotlight on Impact:

## ENROLLMENT AND ATTENDANCE INCREASE AT SCHOOLS WITH F4E'S MEALS

Food for Education uses four primary statistics to address our impact: **enrollment, attendance, performance,** and **costs.** We've observed a consistent upsurge in student enrollment and attendance across all the counties we serve.

Food for Education has seen an increase in enrollment all across schools in Nairobi, Kiambu, Mombasa, and Kisumu counties. In Nairobi, school enrollment in the schools where we work has increased by 22.3%, 66.5% in Kiambu, 11.8% in Mombasa, and 15.8% in Kisumu.



We have witnessed increases in enrollment and attendance across the Early Childhood Development Centers we serve as well.

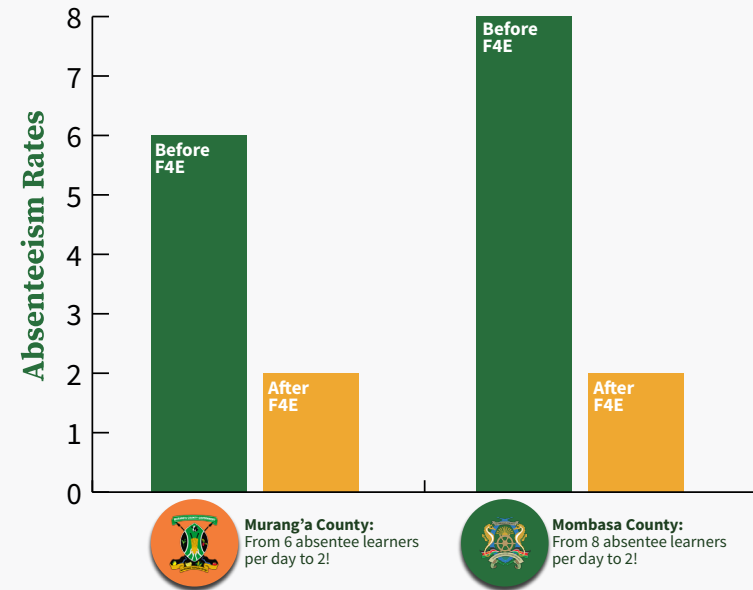
In Muranga and Mombasa we are seeing increased enrollment rates within the ECD centers we serve. In Murang'a, there has been a 10.73% increase in enrollment since the roll-out of the porridge program, a collaboration with the Murang'a county government to feed all ECD learners in the county. In Mombasa, there has been a 21.7% increase since we began feeding lunches to all the early learners in public ECD centers in the county.



Assessing enrollment reveals a dynamic trend within our data: the implementation of school feeding programs not only boosts enrollment rates but also leads to a noteworthy reduction in absenteeism rates across schools!

ECD centers reported that in Mombasa, before the intervention, absenteeism rates used to be on average about 8 learners per school day. After the program was introduced that number decreased to about 2 learners per day. In Murang'a, absenteeism rates used to be 6 learners per day and now, this number has decreased to about 2 learners per day.

All in all, the intervention of school-feeding programs across the different counties in Kenya has presented so many positive effects in not only our ability to enroll more children in school, but to keep them coming back daily to nurture their minds and bodies. We are enthusiastic about our ongoing efforts to assess and analyze our organization's impact through these crucial performance indicators and further impact evaluation.





**Thank you!**

---