



2023 Mid-Year Overview

Presented By	Reporting Period
Rukundo Jean Baptiste, Office Manager Judie Henderson, Managing Director	1 Jan to 30 Jun 2023

A NOTE FROM OUR MANAGEMENT TEAM

To Our Donors, Sponsors, Collaborating Partners, Staff, Clients, and Friends:

On behalf of our Management Team, we want to thank you for your ongoing support and trust as we move into the second half of 2023. This week, we celebrate the holidays of Liberation & Independence for Rwanda and Independence for the USA. We are grateful to our governments for providing us the security to conduct business in two different countries and cultures. We thank each of you for your trust as we represent you through the important professional development work we do for Rwandans.

We didn't realize the importance of ICYZERE (confidence) for our clients when we founded Next Step Rwanda, but our clients remind us with their smiles of gratitude and their own professional successes. To continue providing affordable professional development opportunities to Rwandans, we still need your support. Please review our notes below and contact us to discuss how you can help us overcome our challenges for the rest of 2023.

N'amahoro (with peace), Rukundo & Judie

OUR HIGHLIGHTS

- \$8934 - Fees-for-service, donations, & in-kind donations
- 73 clients - SME (small businesses) and individuals from 2021 to current
- 37 new clients - 13 SME and 24 individuals
- 2 new board members - Specialists with strong business backgrounds
- 1 new staff member - IT Specialist with experience in workshop facilitation
- Kora Neza - Scalable professional development training program aimed at NGOs, universities, & schools

OUR CHALLENGES

- Increased client demand requires full-time, qualified Programs Assistant - no budget for salary
- Increased demand for business, marketing, and strategic plans from SME clients
- Lack of financial stability to offset payroll & operating expenses
- Managing Director / Founder unable to continue self-funding business expenses
- 9-10 hours and time zone differences between USA and Rwanda
- Infrastructure limitations in both countries, especially Wi-Fi connectivity & electricity

OUR NEXT STEPS

Action Items

Task or Deliverable	Task Owner
Raise Capital (Grants, Donations, Sponsorships, Investors, Fees-for-Service)	Board of Directors; Managing Director
Market Kora Neza program to NGOs, universities, & schools	Managing Director, Staff
Develop 2024 Business Plan with Sustainable Funding	Managing Director, Office Manager, Board of Directors

Wish List

- \$10,000 USD Operations Grant
- Hire Programs Assistant to push Kora Neza & Women's Plumbing Initiative

Let's Talk ~ Reka Tuganire

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