In April 2016, Muso launched our first rural site, Tori, in the district of Mopti. Our Tori site serves a population of 25,000. With Tori’s launch, Muso now serves a total population of 175,000 people. The site’s opening ceremonies brought together the governor of Mopti, Tori’s mayor and village chief, Ministry of Health leaders, and over one thousand community members.

Tori acts as our rural adaptation site, allowing us to test and debug our protocols and improve our program design. Lessons from Tori have guided our preparations to launch another seven rural sites across Bankass, Mopti, in 2016 Q4. Throughout the past year, Dr. Amadou Beydi Cissé, Muso’s rural site coordinator, has led significant efforts to establish a close working relationship between the Muso team, local authorities, and community members.

Though we projected an increase in demand for care in Tori after the launch, we did not anticipate that our first ten weeks of operations in Tori would far outpace our initial projections: nearly a tenfold increase in the number of patients accessing health care in the community and at the clinic. Based on these high utilization rates, we are adjusting our projections and planning for Muso’s next seven rural sites, including their staffing, medication, and operational budget needs.

Muso Community Health Workers broke our own speed record again. In 2016 our peri-urban CHWs reached 84% of sick children within 24 hours of symptom onset. We know of no health care system in the world that reaches its patients faster. In our first rural site, CHWs are quickly increasing their speed metrics, from 38% in their first full month of operations to 53% in June. Muso’s active case finding approach progressively mobilizes community networks for early care; in our urban site, access to care within 24 hours rose from 21% in 2009 to 84% this quarter.

With intensive technical support from Muso Program Director Dr. Djoumé Diakité, the Malian Ministry of Health leadership completed Mali’s national strategic plan for CHW scale-up and submitted it for review by Mali’s Minister of Health. Recruitment and training is now underway for this historic effort to connect 3.4 million of Mali’s remote rural citizens with health care, with Muso’s operational research and technical support guiding the process.

In Q2, Dr. Djoumé Diakité was promoted to Program Director, and Dr. Fousseni Traoré was promoted to Pharmacy Manager. 38 new CHWs and two new CHW Supervisors have joined Muso to start work in Tori. We also welcomed a Finance Assistant in Bankass, Mamoutou Traoré, as well as a new Finance Assistant in Bamako, Aïssa Sogoba, two Data Managers, Naimatou Koné and Sekou Tidiane, and a Logistics Assistant, Joseph Itolo, to the Muso team.

In our San Francisco office, we welcomed our new Graphic Designer, Aarti Shah, and Elizabeth Phung, previously our Operations Associate, was promoted to US Operations Manager. Our board of directors also grew during the quarter with the addition of Dr. Aissata Sow Thiam, an experienced management consultant who hails from Mali.
MILESTONES

Proactive CHW Home Visits

- 2016 Q2: 263,904
- 2015 Q2: 52,890

Patients Given Free Clinic-Based Care

- 2016 Q2: 22,830
- 2015 Q2: 9,552

Children Seen by CHWs within 24 Hours of Symptom Onset

- Peri-urban: 84%
  - 24 hours: 96%
  - 48 hours: 90%
  - 72 hours: 84%
- Rural: 43%
  - 24 hours: 76%
  - 48 hours: 61%
  - 72 hours: 43%

Pregnancies Diagnosed by CHWs in First Trimester

- Peri-urban: 75%
- Rural: 50%

New Pregnancies Detected Through Proactive Care: 327
Women Provided with Family Planning: 1,794

Since 2008

- Clinic Visits: 185,224
- Home Visits: 1,246,755
- CHWs: 188
As of the close of Q2, we had $3,472,573 raised for the year, or 79% of our 2016 budget. As we launch an ambitious RCT and care for a population of 300,000 in the next three years, we are working to increase multi-year funding for improved year-over-year stability. We plan to grow our development team by the end of 2016 in preparation for further scale.

### Balance Sheet Q2 2016

**ASSETS**
- Cash On Hand: 1,735,148
- Pledges Receivable: 1,749,000
- Vehicles: 44,194

**LIABILITIES & NET ASSETS**
- Accounts Payable: 427
- Unrestricted Net Assets: 1,509,269
- Temporarily Restricted Net Assets: 2,018,646

**TOTAL ASSETS**: 3,528,342

### Budget Variance Overview Q2 2016

<table>
<thead>
<tr>
<th></th>
<th>YTD Actual $</th>
<th>YTD Budget $</th>
<th>Var $</th>
<th>Var %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2,179,992</td>
<td>1,506,250</td>
<td>673,742</td>
<td>44.73%</td>
</tr>
<tr>
<td>Expenditures</td>
<td>1,486,955</td>
<td>1,929,121</td>
<td>442,165</td>
<td>22.92%</td>
</tr>
<tr>
<td><strong>NET REVENUE (LOSS)</strong></td>
<td>693,036</td>
<td>(422,871)</td>
<td>1,115,907</td>
<td>263.89%</td>
</tr>
</tbody>
</table>

### Total Budget Over Four Years

- **Committed funds**
- **Funds to be raised**

- **Total Budget**: $14,685,506
- **Total Raised**: $9,613,933
- **Remaining to be Raised**: $5,071,573