1. Reorganize data to desired layout
2. Using Pivot Table
   1. Highlight all of the data, NOT including the header row
   2. Insert > PivotTable
      1. creatingpivot.png
   3. Drag/drop according to screenshot
      1. kenya\_pivot.png
   4. result is correct except shows subtotals and looks messy
      1. to fix:
         1. PivotTable Tools > Design
         2. Subtotals > Do Not Show Subtotals
         3. Report Layout > Show in Tabular Form
   5. Copy and paste into new excel worksheet/spreadsheet in order to change names, delete unnecessary labels, etc