



→ Connection: A physical joining of two or more things. The logical linking together of words or ideas.

Leveraging Girl Power:

Water For People–India Goes to the Gendered Heart of Sanitation

by Nina Miller, Ph.D., Manager of Program Education, Water For People

Often our work turns on revealing what is hidden from public view. Before the last few years, not many “Northerners” (people in the developed world) had heard of the global water crisis. Now it is common knowledge, a public relations victory that has significantly buttressed funding and support for development efforts. The global crisis in sanitation arguably has even greater implications, both in its immediate health impact and in its sheer scope. While 884 million people are without regular access to safe water, fully 2.5 billion do not have safe and hygienic means to dispose of their personal waste. And yet, most of us who do have toilets and sewage treatment remain blissfully unaware that for nearly 40% of humanity, “going to the bathroom” is a perpetual and dangerous struggle.

Now dig down to the next layer of secrecy: menstrual hygiene. How much attention does this get in or out of development circles? What does it have to do with sanitation systems? How much does it matter at all? Rajashi Mukherjee, country coordinator for Water For People–India, has very firm answers to these questions. More importantly, she has begun translating those answers into effective programming.

Water For People and Sanitation

First, some background. As our name implies, Water For People began as an organization focused on drinking water. While latrines always had a natural place in the mix, in recent years it became clear that sanitation was a powerful lever for getting communities on the road to improving their quality of life and building functional capacity. But if water systems can be complicated in their maintenance and operations, sanitation is doubly so, opening up a minefield of cultural assumptions, roles, values, and taboos. Indeed, the sector has a sobering failure rate

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Dear Friends,

Many people and institutions provide financial support to Water For People so that we can deliver safe and secure supplies of water, sanitation facilities, and hygiene education to people throughout the world. It is our responsibility to the communities we target and our generous supporters to ensure that the impact of our work is significant and lasting.



Water For People stands alone in its commitment to ongoing monitoring and evaluation (M&E) so that we are accountable and transparent in the use of our financial resources and the impact of our work. Water For People's M&E system is designed to visit the projects we have supported in the past on an annual basis at a time when these systems are likely to be under the most strain (usually at the end of the dry season). Monitoring is conducted by independent volunteers through our World Water Corps to assess whether the systems we have supported in the past are functioning, whether communities are using the systems and managing them hygienically, and whether communities have the finance and technical know-how to operate, maintain, and eventually replace their improved water supply systems and sanitation facilities. World Water Corps teams often consist of the very people who donate to Water For People—individuals who want to see whether their investment in Water For People is truly saving lives.

M&E is non-negotiable at Water For People. We use the results to address implementation weaknesses and change the way we work in order to improve the quality of our community-based programs. And we use M&E to offer communities an avenue to highlight successes and challenge us to improve our work.

How is Water For People doing? Volunteers have visited a statistically significant sample of our work and the results show that 97% of Water For People-financed projects are still operational, going back 12 years. Communities are effectively managing their systems, accessing needed spare parts, and have the finances needed to repair their systems. I know of no other organization that has the systems in place to ensure such accountability and transparency, or such results. This work shows that we can make improvements to our work, but that our approach and track record are strong.

We will keep you posted on future results.

Best regards,

Edward "Ned" Breslin
Acting CEO, Water For People



Our Mission: Water For People helps people in developing countries improve their quality of life by supporting the development of locally sustainable drinking water resources, sanitation facilities, and health and hygiene education programs.

Our Vision is a world where *all* people have access to safe drinking water and adequate sanitation; a world where no one suffers or dies from a water- or sanitation-related disease.

EDITOR: Eileen Lambert
DESIGN: Michael Di Biase

PHOTOGRAPHY: Michael Bierman, John Kayser, Michelle Roche, Tim Ryan

WRITERS: Sarah Bramley, Ned Breslin, Eileen Lambert, Nina Miller, Tony Petrucci, Michelle Roche, Elisa Speranza, Wende Valentine

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6666 W. Quincy Avenue
Denver, CO 80235
Phone: 303.734.3490
Fax: 303.734.3499
info@waterforpeople.org
www.waterforpeople.org

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on sanitation projects worldwide. With this in mind, Water For People has proceeded with care and deliberation to ensure that its programs truly serve and are embraced by user communities.

One of our most effective programs has been school-based sanitation, as discussed in the Spring 2008 issue of *Connections*. Youngsters take more easily than their elders to new technologies and habits, and the school environment is well organized for hygiene education. Moreover, what they learn at school, children bring home to their families, spreading information and interest organically throughout their communities.

Schools are indeed a connection to the community, but they are also important places in themselves. Schools are where children get their education and build toward a better future. But not always: in order to come to school regularly and learn while they are there, students must feel safe and have their basic needs met. Studies confirm the link between enrollment and decent, private latrines with available water and soap—particularly for older girls.



The availability of private, safe sanitation facilities keeps older girls in school longer.

Water For People–India

Like most of our country programs, Water For People–India’s current five-year plan invests heavily in schools, reaching 63 in 2008 alone. Water For People works as a partner to the Indian government in meeting its goals for universal primary education and literacy. A highly elaborate structure serving a huge population, the Indian government does not so much lack for funds as it lacks ways to connect that funding with local communities and their needs. Water For People–India concentrates on creating those connections, maximizing its impact while keeping costs low and staff size small. Country coordinator Mukherjee explains, “Water For People–India recognizes the vast resources that already exist in India, but remain un- or under-utilized due to lack of management and access.” Her response? “By forming local and regional WASH [water, sanitation, and hygiene] networks with stakeholders, we can jointly mobilize available resources, more deeply integrate individual efforts following a shared vision, achieve greater scale, share best practices, avoid duplicating activities, and combine talents and energy.”

This tactic—of enhancing the strengths and capacities of local government, NGO, and private-sector partners—is a hallmark of all Water For People country programs. But Water For People–India is also going to a deeper level of culture, targeting the barriers that stand between girls and the realization of their own potential. Worldwide, girls suffer a distinct disadvantage in gaining access to education, the aggregate effect of a multitude of factors. They are most likely to be kept home for chores like hauling water, and when they do go to school, they are subject to sexual violence and verbal abuse en route and even on school grounds. Girls from outsider groups (in India, Muslim, lower-caste, or disabled) face even greater oppression, far beyond that faced by their male counterparts. West Bengal, where Water For People–India works, has some of the highest incidence of these troubles in the developing world.



In an already difficult environment, menstruation adds an element of peril, the effects of which are hard to exaggerate. Puberty envelops Indian girls in an atmosphere of shame, secrecy, and logistical nightmare. Along with partial information and misinformation about their bodily functions, girls are impressed with the necessity to keep their distance from men and boys—even those within their immediate family. They have little or no access to personal hygiene products, clean water, and soap. And in the midst of such constraints, their menstruation must be kept a closely guarded secret.

What does this look like? First, there is the product problem. Without access to disposable napkins, girls use, and reuse, rags. How do they keep these rags hygienic? In a word, it can't be done when washing must occur in filthy ponds and drying can only happen in hidden, damp places. Is this healthy? No; it is a breeding ground for infection. What else about secrecy? Secrecy adds peril: girls must find remote places, often at night, to take care of any aspect of their hygiene, and this puts them in the way of violence from men and boys.

What happens at school? School brings its own constraints, along with a much more public arena for humiliation. When 1,000 students line up to use 10 rudimentary latrines, everyone notices a girl who takes extra time. Given negative cultural perceptions of menstruation, the girl is often the target of rumors and taunting. Since she can't wash herself or her clothing, she feels (and likely is) marked with the evidence of her condition. Girls testify that their terror of "accidents" can be all-consuming, making concentration on studies a practical impossibility. No wonder that in India and elsewhere, girls' enrollment drops off significantly in secondary school. At a minimum, most girls miss five or more school days a month—25% of the curriculum.

According to Mukherjee, most of this goes unrecognized in sanitation development programs. In particular, she says, "the realities of menstrual hygiene are not reflected in toilet design and construction. Issues such as privacy, water availability, and awareness-raising amongst boys and men remain largely unexplored."

This past spring, Water For People-India, under Mukherjee's leadership, laid the groundwork to make a real, lasting difference in the lives of girls and the women (and mothers of daughters) they will become. The Menstrual Hygiene Pilot Program began by

gathering key data about the experience of menstruation: What knowledge and access to information do girls have? What are their perceptions and attitudes? How do they manage the details and what are their coping mechanisms? What social and cultural pressures do they feel? Girls were asked these questions directly, and their answers became a part of the school's sanitation programming. Best of all, girls were directly enlisted in the design of gender-sensitive school latrines.

What came out of the study was transformative. A great deal of information about the lives of girls, some of which is summarized here, opened up the world of Indian girls to our understanding of truly "proper" school sanitation. But more than that, the girls themselves found they could speak and be listened to on a subject that had been painfully buried below the surface of everyday life. In a reversal that we have seen repeated many times throughout the developing world, women empowered themselves through activism in the very arena that had traditionally oppressed them: the realities and needs of their own bodies. Girls in the Menstrual Hygiene Pilot Study grew positively bold over the course of their participation.

Next Steps

Water For People strives to reach as many people as possible with sustainable programming, but our greatest contribution is in sharing our proven ideas to set new precedents for the water and sanitation sector. In September, Water For People-India hosted a sanitation workshop attended by many regional government and NGO entities. Called "Breaking the Silence," it brought decision-makers into contact with the facts of girls' lives—and with the girls themselves, who stood proudly at a podium and formally presented their own ideas to the assembled experts in sanitation program design. Not bad for a bunch of girls from the Bengali countryside. ■

Sanitation as a Business: Scaling School-based Sanitation to the Community

By Sarah Bramley, Regional Manager–Africa, Water For People

The problem of school sanitation is massive. As more governments move to free primary education, school populations continue to rise. School latrines that were in many cases not adequate before the increase in enrollment are increasingly overcapacity, insufficient, and often not structurally sound. The World Health Organization’s recommended standard is one latrine stall for every 30 boys and one stall for every 25 girls. Many schools in Africa have only one latrine stall per 100 students or more.

The need for sanitation obviously does not stop at schools. Students who are fortunate enough to see sanitation and hygiene improved at their schools often go home to households that do not have a latrine. More and more school sanitation projects are looking to students to help increase household sanitation. However, with limited family income, student voices often go unheeded.

When families do construct household latrines, the sustainability of those latrines is questionable. Although the maintenance required for a simple, improved traditional latrine is low, families are sometimes unwilling or unable to perform it. As the level of technology advances (i.e., families choose ventilated improved pit latrines or composting toilets), the required maintenance also increases.

Furthermore, as the sector leans toward reducing subsidies for sanitation, encouraging families to purchase their own latrine, many households are unable to afford more

than an improved traditional latrine made of locally available materials. Given the option, many households would prefer a higher level of service, which is more expensive. Several organizations have shown that microcredit for household sanitation is possible, but most agree that it is difficult. Unlike the traditional microcredit model used to start or improve a business, there is usually no income generated from building a latrine, and therefore families have a difficult time repaying a loan.

Addressing challenges in Malawi

In 2007, The World Bank’s Development Marketplace funded Water For People–Malawi’s pilot to test an innovative approach to address these challenges. Since then, country coordinator Kate

Harawa has been leading efforts in a multipronged approach to develop sustainable sanitation services that do not fall into the traditional highly subsidized latrine construction traps that plague the sector. In this model, children, who are generally not targeted for sanitation and hygiene, become catalysts of change in the household and broader community. School sanitation is combined with a children’s household toilet program to reduce the incidence of diarrhea by eliminating open defecation by toddlers, increasing hand washing, and facilitating household upgrades of latrines. The project will lead to 100% sanitation coverage in districts where it is implemented without relying on distorted subsidies that undermine the viability of future work.



An inventive hand-washing station outside a latrine in the village of Sekela, Malawi.

How does the program work?

This program begins in schools. Although it is inherently a sanitation project, it begins as a “school-beautification” project. Schools are provided “arbor-loos” which are round, cement latrine slabs (80 centimeters in diameter) that are placed over shallow pits. These simple latrines are used by children. When the pit is full, the slab is moved to another pit, and a fruit tree, donated by the government of Malawi, is planted in each used pit. The trees thrive in the rich compost generated from human waste.

The first challenge for primary school students is to develop a plan to beautify their school through improved sanitation, implement the plan with the arbor-loos, and, when finished, install permanent latrines. A competition is held among schools to determine which school has the most beautiful campus. A “beautiful school” is one where students are using latrines, based on the number of new fruit trees within the campus and the lack of feces around the school grounds; where the permanent latrines are well maintained; where the hand-washing station is in good order; and where students can be seen using improved hygiene techniques (e.g., washing their hands).

In the second phase of the program, students are given vouchers for a child’s latrine. The voucher can be redeemed through their family’s purchase of a household latrine, which is purchased on a loan. The vendor provides and constructs an EcoSan latrine. In the case of Malawi, this is often a “sky-loo,” which is a latrine above a compartment (not unlike a Port-o-Potty) where excrement is collected. Latrines are built with two compartments. After the first compartment is filled, the family seals it for composting, generating high-quality, safe, organic fertilizer. They then use the second compartment.

After the contents of the first compartment have dried completely (usually nine months after the compartment has been closed), the vendor returns to buy the valuable compost from the family, which is then sold to a fertilizer company.

With each collection, the household works down its debt to the sanitation vendor. At the same time, a relationship is established between the household and the vendor. The vendor provides the household the service of collecting their compost and the vendor makes a profit from the sale of the compost to the fertilizer company. In this model, simply using the latrine becomes an income-generating activity, and therefore makes household payment of a loan more feasible than in previous sanitation microcredit projects.

To increase sustainability, after the loan is paid off, the household continues to sell its compost to the vendor, who continues to sell it to the fertilizer company. Because the household is now making money from the sale, they have a continued incentive to use the latrine properly. So long as they use the latrine as designed, they have a regular income from the sale of their compost.

The vendor also has continued incentive to collect the compost, as the company continues to make money from the sale of the compost to the fertilizer company. At the same time, the vendor has incentive to increase latrine coverage in the same community, and even to expand coverage into other communities. So long as the vendor can make a profit on the compost, the company has incentive to keep the business growing. In this way, Water For People anticipates that the program will be scalable without continued external support.



A mixture of ash and soil are put into the latrine after each use. This “flushing” ensures that pathogens are neutralized, and aids in the production of high-quality compost. The ash residue left on fingers is a great visual reminder to wash hands.

Contributing to the sector

Water For People–Malawi’s development of this program offers solutions to major challenges in the sanitation sector. By addressing school sanitation in a new and creative way, it tests an innovative response to a significant area of need. By offering a new way of financing sanitation, the program proposes a new way of doing business that has the potential to provide service to many more people more quickly than in traditional interventions. Water For People believes that this program may be transferable to other countries as well, and hopes that by testing this work in Malawi, the organization will serve as a leader for others in the sector. ■

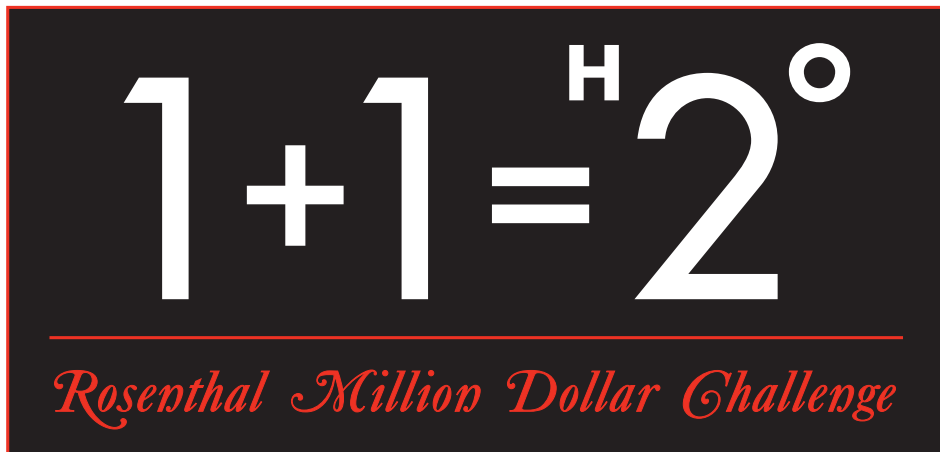
Sustainable Solutions and Transparency Attracted a Million-Dollar Grant Challenge

By Wende Valentine, Donor Relations Manager, Water For People

When New Orleans philanthropist Stephen Rosenthal decided that he liked Water For People's program model and commitment to sustainability, he decided he *really* liked it—so much so that he and his wife Sandy wanted to contribute a gift of \$500,000 to support it. And, in order to maximize tangible change on the ground, he directly challenged Water For People to match his gift, dollar for dollar, to raise \$1 million in support of Water For People's programs around the world. "I knew that people would be more inclined to give if they knew they could double their impact," said Mr. Rosenthal.

Why Water For People? Mr. Rosenthal only learned about Water For People in the fall of 2007. Each time we spoke with him, he had a long list of questions that were programmatic in nature. He explored all of Water For People's practices with regard to government relations, how program countries are selected, what sustainability means to the organization, how it measures sustainability, the results of its monitoring programs, the challenges faced, and its commitment to transparency. When he flew out to Denver last May to meet with staff in person, he stated that he did not want staff to "paint a rosy picture" for him. He wanted to know "where the organization has failed, where it has succeeded, what the realities are on the ground, and how the organization deals with them."

Fortunately, Mr. Rosenthal came to the right place. Water For People's commitment to programs, supporters, and the water and sanitation sectors at large is strategic. The organization employs a model that can be replicated and scaled



up. It innovates when and where it makes sense, fosters partnerships with stakeholders, and builds local capacity—all so that communities throughout the developing world have access to sufficient water, sanitation, and hygiene that is truly sustainable.

When asked why he decided to support Water For People, Mr. Rosenthal said, "The monitoring and evaluation results were very compelling. The tangible proof of sustainability made me feel like my money and time would be well invested." He sees "the wisdom of the model, particularly when compared to others."

The campaign, which ended on November 30, successfully reached its goal of raising \$1 million. Thank you for joining the Rosenthals and Water For People in their commitment to sustainable solutions. ■



Reflections on the Bolivia Country Tour, September 2008

by Tony Petrucci, President, Water For People–Canada

All I could think about leading up to my trip to Bolivia, as part of Water For People’s Country Tour, was the opportunity to see the water and sanitation work that we have supported through our fundraising efforts here in Canada. When I arrived, I was awestruck by how picturesque the country was, both in the lush green settings in Santa Cruz and in the desertlike areas on the way to Cochabamba. My most profound experiences were my interactions with the people. I was touched by the kindness of the people in the communities of Hardeman, Cuchumuela, and Chaqui K’ocha. They made us understand how important their relationship with Water For People was in our collective efforts to make certain that everyone was healthy by having access to safe drinking water and adequate sanitation. I was amazed by their resolve to work so hard to provide a better future for their children. This is what we heard from Alejandrina in Villa Rivero, who wanted to make sure that both her children and grandchildren, like Miguel, had a bright future to look forward to. She knew that safe water and sanitation were very important to make this a reality.



I will forever keep the images in my mind of the warm and hardworking people of Bolivia who have the will to make things happen for the future of their children. I was impressed with the amazing staff of Water For People and their partner NGOs, who work so hard. I have hope for the children we visited, knowing that they will have an opportunity to grow up and experience life to its fullest. There is still much work to do, but I know after seeing it with my own eyes that we are making a positive impact in the communities where we work.

As a volunteer of Water For People and as president of the Water For People–Canada Board, I am thankful to have had the opportunity to see for myself the impact of our program work on the lives of so many wonderful Bolivians. I am also grateful to my employer, CH2M HILL, which supported my participation on the Country Tour. This is an experience I will never forget, and the people of Bolivia will always have a special place in my heart.

by Elisa Speranza, Vice President, Water For People

Our recent road trip to Bolivia was by turns heartwarming, inspirational, informative, and humbling. Wherever we went, we were warmly welcomed and showered with honors, proclamations, local ceremonies, and native refreshments.

We trooped around the streets of Hardeman, snapping photos of *baños ecológicos* in various states of construction.

We met the women city councilors and water committee members, so proud of what they have done for their communities and anxious to show us how carefully they accounted for all the funds invested.

We listened to speaker after speaker in village after village, thanking Water For People for keeping our promises, for “not being like other agencies who come and go,” as one of the city council members said, and for “walking hand-in-hand as partners with the community.”

We came to understand that building the latrines and water systems is the easy part, but “changing habits takes longer,” as a doctor in San Pedro told us. He also noted he has seen fewer illnesses in his clinic since the program began.

We got to know our fabulous Bolivian staff, led by Abraham Aruquipa and regional manager Kate Fogelberg. At a dinner with the local staff and their families, John Rodriguez made a brief but impassioned statement: “We are a small country,” he said in perfect English, “but we have a big heart. We have hopes and aspirations too.” ■

Wake-up Call: A Water For People Country Tour to Guatemala

By Michelle Roche

I woke well before sunrise; loaded a carefully packed suitcase equipped with extra-strength bug spray, malaria pills, and everything from flip-flops to rain gear into the car; and headed out to Denver International Airport. My ear-to-ear grin and I were off to Guatemala for an eight-day country tour with Water For People.

I had just discovered the organization a few months prior in a resounding response from the universe to my private pleas for guidance toward an outlet for doing some good, using years of professional communications experience, and reveling in a passion for travel and basically anything Latin culture. A few e-mails and dollars later, I was happily anticipating a front-row view of Water For People's work in the field, and stepping outside of an American comfort zone, where access to water, electricity, transportation, food, clothing, medical care, education, and the benefits of everyday public services are taken for granted.

"Super Edgar"

Our travel troupe of eight was to locate one another in Guatemala City's La Aurora International Airport by sporting a Water For People baseball cap, a loosely defined plan that worked out well. There, we met Water For People-Guatemala country coordinator and tour leader Edgar Fajardo, later to become affectionately known as "Super Edgar." Well deserving of his nickname, Edgar graciously guided us around from early morning

until after dark, day after day, showing us what his team does in the field, providing background on Guatemalan culture, cautioning us on what to eat and what not, and answering every variety of question.

Every once in a great while, we are graced to witness someone truly living their special calling, doing what for them comes naturally and what for the rest of us can only be recognized as a marvel. Edgar is one of those gifted people. Educated as an engineer, he and his small team are tasked with mobilizing and coordinating hundreds of people from a dizzying array of backgrounds, cultures, generations, and agendas, including politicians, engineers, laborers, business owners, community leaders, parents, children, health professionals, NGO partners, religious leaders, Spanish speakers, English speakers, and speakers of more than 23 officially recognized native Mayan languages.

Shortly after situating ourselves in the white minivan that would truck us across leagues of dirt roads, hairpin-turn highways, and small village streets, we found ourselves enjoying lunch in a quiet Antigua restaurant sampling Micheladas—a refreshing concoction of beer, juice, and hot sauce that is typical in Guatemala. In true Super Edgar form, our guide easily got the conversation flowing by asking what each of us hoped to get from our visit. It became apparent that although we were composed of scientists, engineers, a financial analyst, two marketing people, and even a Ph.D. of English Literature, we each wanted a taste of off-the-beaten-path adventure and an insider's glimpse of the work being done in hopes of expanding ourselves per-





sonally and professionally and contributing, somehow, to the important mission of Water For People.

Snapshot

Our days were full. Each morning we set out by 8:00 from our small-town base camp, to which we would return, exhausted, well past 8:00 each evening. Days were spent soaking up the unlikely combinations and contradictions evidenced at every turn in Guatemala, a mixture of ancient meets modern, living peacefully, side by side, in apparent tolerance of one another. Here, ancient ruins sit alongside mud-brick buildings, donkeys clop abreast SUVs, and brightly colored, traditional *trajes* (traditional dresses) are worn as commonly as jeans. Tortillas are made on street corners, marketplaces magically appear on designated days, and the constant smell of wood-smoke hangs in the air as a reminder that the majority of people still use timber as their primary fuel source.

In Guatemala, a variety of colors proudly adorn public buses, traffic jams prompt local vendors to canvas car to car, women carry babies on their front and their back, and serious-faced children scramble close behind helping however they can. Time passes differently here. This land, not so

very far from the United States, incubates a rich yet harsh existence that tolerates a 28.8% infant mortality rate (compared with 6.8% in the U.S.) largely affected by the lack of access to clean water and sanitation. It's an existence where people living along steep hillsides can spend up to 70% of their day fetching water.

Payoff

As participants of the tour, we were given access to sites and places no ordinary tourist would likely see, including the inside of private homes and classrooms of towns, many so rural they aren't noted on local maps. As foreign as our group must have appeared (imagine eight tourists, each clutching a digital camera, piling out of a minivan amongst a gaggle of curious children, asking to see the latrine system), we were always welcomed with smiles and handshakes. No small privilege considering that after 30 years of brutal warfare, these local people, mostly of Mayan descent, are deeply cautious and leery of strangers. Frequent roadside markers commemorating where the bodies of loved ones were once discovered help explain why.

Water For People has forged relationships and partnerships with individuals throughout these communities, helping them evaluate their own unique situations,

objectives, and solutions. Each community, whether equipped with simple wells and hand pumps or a large holding tank, has worked to raise the money for its own project, provided the manual labor to construct it, and continues to be responsible for its maintenance. Water For People brings the process and resources together, but each community must be willing to be responsible for system success.

I am deeply grateful for having this opportunity. Whatever expectations I started with were far exceeded. I'm thankful there are people in this world like Edgar Fajardo, who are willing to share their special gifts. And I'm thankful for the wake-up call that so personally illustrated the needs and perspectives of other people, and for knowing that through organizations like Water For People, we are all deeply connected to one another. ■

About the Author

Aside from the occasional freelance writing stint, Michelle Roche is a 20-year veteran of marketing and advertising who operates an independent strategy and research consultancy called Lipstick Communications. She lives in Denver, Colorado, and began her involvement with Water For People in January 2008.

C.L.A.W.S. Strengthen Awareness about Water and Sanitation

Over the past 12 years, students at Stony Creek Elementary School in Littleton, Colorado, have raised more than \$10,250 to support Water For People's programs around the world. The fundraising program started with the school's environmental club, C.L.A.W.S. (Clean Land, Air, Water Strategies), which wanted to raise awareness among students about the conditions of people living without access to safe drinking water and sanitation. Many Stony Creek teachers have now incorporated such awareness-raising into their school curriculum and are helping to educate a new generation of warriors to help battle the global water and sanitation crisis.

Fundraising from the Edge of a Mountain

Christopher and Alex Jahn are brothers who were raised in Bolivia. In August, they climbed Mount Sajama, the tallest peak in Bolivia (21,486 feet), as a benefit for Water For People. Although they did not quite reach the summit, they set a personal record, exceeding their previous best of 17,000 feet. They are not giving up, and plan to attempt to reach Sajama's summit after acquiring more experience climbing in snow and ice. Donors contributed almost \$3,000 to Water For People in support of the Jahn brothers' climb. Christopher and Alex wish to thank all who responded to their challenge and contributed to Water For People's efforts around the globe.

ITT Corporation Joins Forces with Water For People for Sustainable Change

ITT Corporation created a new corporate philanthropy program, ITT Watermark, in August to help provide safe water to the world's children and families in need. The announcement began a partnership with Water For People with an initial three-year, \$3 million commitment to help provide safe water, sanitation, and hygiene education to 300 schools in the developing world—a pledge that will ultimately improve the lives of more than 100,000 children and their families.

"It's indisputable that the lack of safe water fuels the entire poverty cycle. It's a fundamental and intrinsic barrier to economic development," said Steve Loranger, chairman, president, and CEO of ITT. "We ultimately feel that by applying our resources in a focused area with a sense of substance around what we're doing will

help ensure sustainability. Having not only technology, but hygiene and reinforcement, makes a difference."

By the end of 2008, ITT will support 50 schools in Latin America and Asia, including schools in West Bengal, India; Quiche, Guatemala; and Yoro, Honduras. ITT will extend its support to an additional 100 schools in 2009, and another 150 schools in 2010.

As part of ITT Watermark, the program sponsored a series of panel discussions this summer and fall, including members from ITT Corporation, Water For People, and other organizations to examine how business and the non-profit sector can effectively join forces to address the global water crisis. Visit the Water For People website to watch the series of videos. ■





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Water For People Earns Four-Star Rating from Charity Navigator

For the sixth straight year, Charity Navigator, America's leading charity evaluator, has given Water For People its highest four-star rating for sound fiscal management and the ability to effectively manage and grow its resources. This exceptional designation differentiates Water For People from other nonprofit organizations and demonstrates to supporters that the organization is transparent, accountable, and worthy of trust.

Only 2% of the thousands of charities rated by Charity Navigator have received at least six consecutive 4-star evaluations, indicating that Water For People consistently executes its mission in a fiscally responsible way and outperforms most other American charitable organizations.

