Dear Friends and Partners,

We are proud to issue this annual report documenting one of the strongest years ever at Water For People! As of 2018, our work has positively impacted 3.3 million people. That is 3.3 million men, women, and children who no longer have to walk long distances to fetch water or suffer waterborne diseases – they can now pursue a better and healthier future. Access to safe water through our work has saved time, improved health, and enhanced education, prosperity, and dignity. Thank you for supporting this critical work to bring safe water and sanitation to Everyone Forever.

We have continued to make incredible progress toward reaching Everyone. Since 2011, we have reached Everyone in many districts in India, Bolivia, Peru, Nicaragua, and Guatemala. In 2018, Blantyre, Malawi became the first district in Africa to reach every community with water! Globally, the momentum is building, and others are replicating our model – the ultimate proof that our approach is working.

In 2018, we added to the extensive body of evidence that our Everyone Forever model is truly helping end the global water and sanitation crisis for millions of people. For the first time ever, a district where we work, San Pedro, Bolivia, reached a critical Forever milestone. This means that those living in San Pedro now have water service that is sustainable and that the district is self-sufficient. The district's service authority and service providers are maintaining water service – operation, investment, and monitoring – without support from Water For People. Water For People will continue to provide oversight, and we will exit when we are confident that water will flow Forever. This is the highest expression of our work and demonstrates that we can do more than reach Everyone. Ensuring that water will flow Forever is possible!

Thinking back on the past year, we are filled with gratitude, joy, and inspiration. Everyone Forever isn’t a quick fix. Our work is complex and difficult. Thankfully, we are starting to see exciting returns on many years of perseverance, focus, and belief. We are confident what we leave in place will be sustainable and will improve the quality of life for generations to come. Thank you for being a part of this journey and for your support and investment. You and all of our partners are proving Everyone Forever works and that it will help end the global water and sanitation crisis. We can’t wait to see what we can achieve together in the coming years.

In partnership,

Eleanor Allen
Chief Executive Officer

Bill Roe
Chair, Board of Directors
When water arrived at Binaga School in the remote countryside of Rwanda, it gave students a better future. Before Water For People partnered with the school to promote better water and sanitation services, many students missed class regularly to fetch water several miles from their homes, or because they were sick from drinking dirty water. Without decent sanitation facilities, menstrual hygiene resources for girls, or handwashing stations, students couldn't practice proper hygiene. Many girls stayed home from school when they had their periods. Now all of that has changed. The school has new toilets and water stations, allowing kids to stay in school. Children like Josephine, who plans to be a journalist, and Eugene who wants to be a mechanic, can dream for the future. With confidence that water and sanitation will last forever, students know they can now accomplish their goals.
FOCUS ON FOREVER
2018 Highlight

Water For People helps develop safe water and sanitation services for every family, clinic, and school on our journey to reach Everyone in a district. This means every single person – even the hardest to reach, the most vulnerable, and the marginalized – has access to reliable water and sanitation services. But reaching Everyone is just the beginning. We want to make sure water and sanitation services are sustainable. Forever means empowering communities and governments to operate and maintain their own systems so Water For People doesn’t have to be around forever, but water and sanitation services will be. Forever means water supplies are protected, managing institutions are functional and adequately funded, and communities are aid-independent.

— FIRST FOREVER DISTRICT —

In 2018, San Pedro, Bolivia became the first district to reach a Forever milestone. The district’s service authority and service providers are maintaining water service – operation, investment, and monitoring – without support from Water For People. Water For People will maintain an oversight-only role before exiting completely, once we are confident that water will flow Forever.

PROOF
Measuring Our Impact

Progress Toward our 2017-2021 Strategic Goal of Proof

The goal of the Everyone Forever model is to reach every family, clinic, and school with lasting water and sanitation. We continue to prove this model works by continually reaching more people with water and sanitation services, promoting co-investment from our district partners, and creating and supporting local water and sanitation offices.

• 32 districts
• 1 district transitioned to oversight-only
• 31 district water and sanitation offices created and supported

217,896 people reached with water access
354,881 people reached with sanitation services
176,443 people receiving hygiene education
275 jobs created
109 schools reached with water access
473 communities with new water access
33 clinics reached with water access

In 2018, 58% of co-investment by partners in 2018 provided 3.3M people with reliable water services.
Everyone and Forever Milestones

We measure our progress toward reaching Everyone with safe water by working at the community, public institution (schools and clinics), and household levels. When all three milestones are completed, we can confidently declare that Everyone in a district has access to reliable water services. We measure progress toward reaching Forever (water services are sustainable without further investment by Water For People) using the Sustainable Services Checklist (see p. 8). The first Forever milestone was achieved in San Pedro, Bolivia this year, meaning Water For People has moved into an oversight-only role. Here is a view of past, current, and projected milestones.

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*While we currently work in 32 Everyone Forever districts, this chart only shows districts projected to reach Everyone at the community, public institution, or household levels through 2021, the end of our current strategic planning period.*
The Sustainable Services Checklist monitors each district’s progress toward having sustainable water services, considering eight metrics under three categories: service authority, service provider, and water resources management.

### REGION

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<tr>
<th>COUNTRY</th>
<th>DISTRICT</th>
<th>PROGRESS TOWARD SUSTAINABILITY IN ALL EIGHT INDICATORS*</th>
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*Districts are rated on eight sustainability indicators. This chart shows progress toward sustainability over all eight indicators, which include: Service Authority Structure, Finance, Management, and Monitoring (4 indicators); Service Provider Structure, Finance, Operation and Maintenance (3 indicators); Water Resources Management (1 indicator).
GLOBAL LEADERSHIP AND SCALE

Through our strategic goals of Global Leadership and Scale, we aim to accelerate social change through sharing our findings on the global stage and collaborating with governments, businesses, and civil society to adopt Everyone Forever principles. We know that to end the water and sanitation crisis, our work needs to be replicated and scaled by governments and other sector partners. We want to influence other actors in the water and sanitation sector to utilize similar principles, so together, we can end the water crisis faster.

PROGRESS TOWARD SCALE

1.1 million people impacted globally to date by collaborating with other NGOs and governments to replicate Everyone Forever.

468,000 people reached globally to date with scalable market-based sanitation services outside of Everyone Forever districts.

IN PERU Water For People has been supporting the national program for rural sanitation in establishing the basis for Everyone Forever in multiple municipalities, as well as advising the national regulator on an appropriate rural tariff that is affordable for people in areas of higher poverty.

IN UGANDA we have worked for six years to develop the market for emptying pit latrines safely. This work has led to the establishment of the Gulper Association of Kampala, which registers and regulates companies that provide latrine pit emptying services. Human waste in Kampala can be safely managed and the people carrying out the work are protected from harm.

IN GUATEMALA we signed agreements with CARE, Living Water International, Food for the Hungry, and World Vision to promote the implementation of the Everyone Forever model in each NGO’s geographic area of work.

IN HONDURAS we support a national Everyone Forever movement known locally as Para Todos Por Siempre (PTPS). PTPS has created district-level plans that will allow Honduras to scale sustainable water services nationally, and it is already serving as a model for how other countries could facilitate national collaboration toward Everyone Forever.

IN RWANDA the Everyone Forever movement is supported by the national government, which continues to scale the model in new districts. This year, we advised five districts that are replicating Everyone Forever. Moving forward, we will help develop investment plans to reach Everyone in all 27 rural districts.

PROGRESS TOWARD GLOBAL LEADERSHIP

90 spoken and written contributions about our work in 2018

We proactively seek opportunities to raise the level of visibility of Water For People and the Everyone Forever model in the water and sanitation sector. Through providing thoughtful and considered commentary on our successes, challenges, and failures, we can promote a faster end to the global water and sanitation crisis.

111 meetings in 2018 at the national level exploring how to reach universal and sustainable water and sanitation services

Meetings with national-level officials are critical to ensuring water and sanitation services continue for the long term. Through these engagements, we are actively helping develop policies and provide training to government offices that are implementing Everyone Forever practices.

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# FINANCIALS

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION | SEPTEMBER 30, 2018 AND 2017

### ASSETS

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<tr>
<th></th>
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<td>Total Assets</td>
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### LIABILITIES AND NET ASSETS

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## CONSOLIDATED STATEMENT OF ACTIVITIES | SEPTEMBER 30, 2018 AND 2017

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<tr>
<td>Total Expense</td>
<td>19,926,354</td>
<td>19,916,931</td>
</tr>
<tr>
<td>Change in Net Assets Before Other Items</td>
<td>1,263,836</td>
<td>2,077,899</td>
</tr>
<tr>
<td>OTHER ITEMS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Provision for Unanticipated Loss</td>
<td>(90,000)</td>
<td>0</td>
</tr>
<tr>
<td>Deobligated Funds</td>
<td>(131,438)</td>
<td>0</td>
</tr>
<tr>
<td>CHANGE IN NET ASSETS</td>
<td>1,042,398</td>
<td>2,077,899</td>
</tr>
<tr>
<td>Net Assets - Beginning of Year</td>
<td>12,429,106</td>
<td>10,351,207</td>
</tr>
<tr>
<td>NET ASSETS - END OF YEAR</td>
<td>$13,471,504</td>
<td>$12,429,106</td>
</tr>
</tbody>
</table>

### 2018 Sources of Revenue

- 52% Foundation
- 19% Individual
- 11% Corporation
- 6% Committees
- 5% Workplace Giving
- 3% In-Kind Donation
- 3% Other
- 1% Government

### 2018 Spend by Region

- 53% Africa
- 35% Latin America
- 12% India

### 2018 Use of Funds

- 82% Programs
- 9% Administration
- 9% Fundraising
THANK YOU
to our donors

Generous partners like you are making the critical work of reaching Everyone Forever possible. Thank you for your continued support and commitment to providing safe water and sanitation.

Donations from October 1, 2017 – September 30, 2018

Everyone Forever Global Strategic Partners

$1 million+
charity: water
Conrad N. Hilton Foundation
LDS Charities
The Rick and Nancy Moskovitz Foundation
One Drop Foundation

Everyone Forever Visionaries

$500,000 - $999,999
Autodesk Foundation

Everyone Forever Champions

$250,000 - $499,999
Anonymous (1)
Carylon Corporation
Caterpillar Foundation
The Coca-Cola Foundation
Colgate-Palmolive
EDUCO
Inter-American Development Bank
Kimberly-Clark Corporation
One Foundation
Disprey Foundation
The Stephen & Sandy Rosenthal Family Foundation
Swedish Postcode Foundation
Xylem, Inc. and Employees

Everyone Forever Leaders

$100,000 - $249,999
Anonymous (2)
Absolut Elyx
AECOM and Employees
American Water and Employees
Bentley Systems and Employees
Brown and Caldwell and Employees
California-Nevada Section AWWA
CDM Smith and Employees
COSUDE Swiss Cooperation Agency
John F. and Mary A. Geisse Foundation
Indiana Section AWWA
Jacobs Engineering Group and Employees
New Jersey Section AWWA

Henry E. Niles Foundation, Inc.
Pacific Northwest Section AWWA
University of Strathclyde Research & Innovation

Everyone Forever Advocates

$50,000 - $99,999
The Adventure Project
Carollo Engineers and Employees
Richard J. Conney and Genevieve G. Conney
EA Engineering, Science, and Technology, Inc. and Employees
Florida Section AWWA
Fray Darmano
Greeley and Hansen, LLC
Signe Hanson
Ride With Purpose Association
SNV Netherlands Development Organization
The Spurline Foundation
Texas Section AWWA

TDMS
Water For All
The Waterloo Foundation

Everyone Forever Supporters

$20,000 - $49,999
Anonymous (5)
Alcalá de San Rafael
American Water Works Association and Employees
Arcadis and Employees
Bonnville Charitable Foundation
Brenntag and Employees
British Columbia - Yukon Committee
Eurofin
Ford Motor Bx Company, Inc.
Global Impact
Hazen and Sawyer
HIS Markit
Imbibe
Mary Kay and Thomas Kaufmann
Kentucky/Tennessee Section AWWA
Las Vegas Valley Water District and Employees
Louisville Water Company and Employees
Pat and Linda McCann
Minnesota Section AWWA
Missouri Section AWWA & Missouri WEA
Nalco Water and Employees

Neptune Technology Group Inc.
New England Section AWWA
Ohio Section AWWA & Ohio WEA
Ontario Water Works Association
Pennsylvania Section AWWA
Rocky Mountain Section AWWA & Rocky Mountain WEA
William and Kathleen Roe Fund
David and Elizabeth Stringfellow
UNICEF
Malcolm Walter
Water Environment Association of Ontario
Patricia Williamson

Everyone Forever Sponsors

$5,000 - $19,999
Anonymous (11)
Vivian Acraib and Andrea Baldo
AE2S and Employees
Ambre Blends, LLC
Amritam Foundation
Jana Andersen
Harlan and Lois Anderson Family Foundation
Cheryl and Dee Anstett
Arizona Water Association
Arzan Health
Atlantic Canada Water Works Association
Aveda Atlantic
Avista Technologies
Bill and Marjorie Berlholing
The Kenneth Nechin & Annette Bichler Family Fund
bkr
Black & Veatch
Lucille Bowen
Bart and Elaine Boyer
Paul Buddington
Burchenal Family Foundation, Inc.
Donna Callejon and Debbie Whiteside
Jyl Camhi
Christina Casler and Deborah Liu
Chesapeake Section AWWA
Chestatepeake Section AWWA
Chestatepeake Tri-Association Conference
Chestatepeake Water Environment Association
Cia-Va Company
Connecticut Section AWWA
John and Carol Coonrod
Crooked Stave Artisan Beer Project
Charles Curry
Paula Dannenfeldt
Theresa and Ray D’Ardenne
Mr. Michael Deane
Gary and Linda DeKock
DLA Piper, LLP
Steve and Suzie Earp
Eastern Municipal Water District and Employees
John Eckstein
Elkay and Employees
Ezulwini Foundation
Alan and Karen Farkas
FeelGood
Steven and Lisa Ford
Georgia Section AWWA
Godwin Consultants
Goodwin Brothers Construction
Google
Ground Water Consortium
Anne Wade and Gil Hagan
Hamilton Community Foundation

Virginia A. Haugherty 2011 CLAT
Hip Products, LLC.
Intermountain Section AWWA
Jockey Hollow Foundation
Olive Jones Family Foundation
K2 Wind Foundation
John and DeDe Kimbrough
Tony King
Ronald and Eva Kinney Family Foundation
Joshua Larkin
Diana M. Leach
Sara Lichtfield
Los Angeles Department of Water and Power and Employees
David and Janet McNair
Michigan WEA
Murraysmith and Employees
Mindy Muzzarelli
David and Kimberly Nastro
National Association of Clean Water Agencies
Nebraska Section AWWA
New England WEA
North Carolina Section AWWA & North Carolina WEA
North Dakota Section AWWA
Northrop Gruman
Jacob Oslick
Oswald Family Foundation
Cindy Paulson and Deb Schatzlein
Romac Industries, Inc.
Fredy Rosenbaum Foundation
Michael Schultz
Mike and Marianne Seiler
Shell Oil Company Foundation and Employees
South Carolina Section AWWA
St. Louis Community Foundation
Maureen Stapleton
Mary Staudenmaier
Susan Story
The Taber Family
Tata & Howard and Employees
Tenn for 10: Water for Africa
Texas WEA
Tighe & Bond Consulting Engineers
Tidewater Philanthropy
United Health Group
Virginia Section AWWA & Virginia WEA
VMWare and Employees
Water & Wastewater Operators Association and Employees
Water Bureau Employees Welfare Fund
WaterOne
Western Canada Section AWWA
Tal Winter
Edward and Willa Wolcott
Yusko Family Foundation

Everyone Forever Friends

$1,000 - $4,999
Anonymous (27)
Jim and Nita Abney
Bruce and Susan Adams
Eleanor Allen and David Fellows
Robert and Carol Allison
AmazonSmile Foundation
Anchor, QEA, LLC and Employees
ARES Operations, LLC and Employees
Clara AWWA
Michael Augustyn
Philip and Daniele Barach Foundation

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15
Southern California Water Utilities Association, Inc.
Southwest Section AWWA
Sperry Product Innovation
John Sprecher
John and Peggy Spahalski
Mr. William Stannard
Stantec and Employees
Mr. William Staudenmaier and Mrs. Heidi McNeil Staudenmaier
Leon Stockwell
Rick Stott
Raymond Suelzer
Ronald and Elizabeth Sugameli
Sustainable Water Solutions, LLC
Sasha Soydl
Mr. Daniel Tabakh
Taylor Taitague
Jay Tannan
Troy and Christine Thielen
Rob Thomas
Kyle Thompson
Mr. Kevin Tighe and Ms. Deborah Park
Tillitson Fund
Joshua and Caroline Traube
Mr. Gordon Tribble
Chorfan Tsang and Molin Chan
Darla Turlington
Mr. G. Ben Turnipseed
University of Colorado Boulder
Upper Peninsula Concrete Pipe Company
Sabine van de Meulen
John and Peggy Spyhalski
John Sprecher
Sperry Product Innovation
Southwest Section AWWA

In Memoriam

Mr. Marc Zeitlin
Elizabeth Zeitlin

Julie and Chris Hellmann
Sarah Het
Jack and Donna HeffBuhr
Rod and Sharon Holme
John and Cindy Huber
Robert and Sarah Hunter
Daniel and Lorraine Kelleher
Ms. Lucinda Kindred
Richard and Barbara Kuchenrither
Guy and Charmaine LePatourel
Daniel and Kathryn Lee
Mr. Pedro and Maricarmen Lorenzo
Dale Lucy
Dr. Charles Masur, M.D.
Kathy and Mike McCaIn
Pat and Linda McCaIn
Dr. E. Anne Merryfield
Raymond and Marianne Miller
Dennis Mitchell and Lotte Flint-Petersen
Mr. David Modere
Darwin and Beth Nelson
Mr. Tony Petrucci, P.Eng.
Ms. Surina Piydass and Mr. Mark Ehrman
Indra Prashad
Mark and Cindy Premo
Marlay and Regina Price
Robert and Rosemarie Reinert
Andrew W. Richardson
Dick and Connie Rieger
J. Carlo Rietveld
R. Lee Roberts and Carol Thaler Roberts
Mr. John and Mrs. Linda Roberts
Mr. & Mrs. Donald and Constance Roesch
Mary and Linda Rolan
Ms. Patricia Simon
Mrs. Rose Marie Smith
Ella Speranza and Jonathan Kardon
Marcia and Sidney St. Martin
Mr. James W Stephenson
John and Rita Sudman
Bjorn and Sharon von Euler
Paul and Judy Ware
Floyd and Diana Wicks
Jim Williams
Mr. Kurt Walter
Mrs. Ellen Wolf and Mr. Richard Harris

Safe Water Guardians

Extraordinary individuals who have included Water For People as a beneficiary in their estate plans
Helene Baribeau
Alden Beard
Matt and Marlo Berg
Beverly A. Bishop
Robert P. Blaueit
Ann and Bill Brackett
Ned and Lindsey Brasin
Bernie R. Bullert
Bill and Mary Butler
Ronald Chapiesky
Larry and Sharon Clark
Tracy A. Clinton
Richard J. Conroy and Genevieve G. Conroy
Robert Cummings
Sarah Croy
Chuck and Joan DiLaura
Marion Erwin
Kathy Fees, Ph. D
Joseph Goodwill
John David Griffith
Carolyn Hardy-Olsen and Dennis Olsen
Jennifer S. Heath
Tamara Hess
Sarah Hite
Lyle Hoag
Robert Kemp
Pat and Linda McCaIn
Betty Miller
John T. Morris
Alicen Milnor Norton
Ken Ransford
Barbara Reskin
Connor and Dick Rieger
Eric P. Rothstein
Richard and Mary Anne Sawey
Valerie Shinin
Patricia Spence and Steven Spence
Elsa M. Speranza
Kelly Trace
Caitlin and Zachary Warkentin
Bill and Judy Warkentin
Jim Williams
Patricia J. Williamson
Anonymous (3)

Professional Development Volunteers

Rich D'Amato
Kate Frazier
Mike MacPhee
Pat McCaIn
Bill Roe
Harry Whittenberg

Strategic Advisors

Susan Gilbert
Doug Griffes
Pat McCaIn
Joan Miller
Steve Rosenthal
Caroline Russell
Geneva Travis

World Water Corps Volunteers

Jeff Friesen
Tyrrel Clark
Stephen Glain
Dominic Joliss