

## BEHIND THE NUMBERS

In FY2019 (October 1, 2018 through September 20, 2019), Water For People grew our country programs by 16%, from \$16.3M to \$18.9M – the highest annual growth ever. However, we saw a 28% decrease in raising unrestricted funds for the year while restricted funds surpassed the goal for the year by 26%. This year-end deficit was covered by unrestricted operating reserves.

Organizational highlights:

- Allocating a portion of the organization’s cash reserves to create a \$2M Strategic Investment Fund (SIF). Three SIF investments were made in FY2019:
  - Creation of Strategic Advisory Services as a business unit
  - Design work for a water distribution system in Uganda that led to a follow-on grant for construction
  - Establishment of a guarantee fund for sanitation enterprises in Rwanda
  
- Areas that we focused on growing/strengthening:
  - Investing in professional development and employee recognition programs
  - Maintaining the highest standards of practice in efficiency, accountability, and transparency
  - Growing strategic partnerships with other organizations
  - Increasing our work in Scale and Systems Change
  - Evolving our monitoring and evaluation systems to account for direct impact and indirect impact of our work