Water For People

THIS
CHANGES
EVERYTHING

YEAR
2019

ANNUAL
REPORT

2019 ANNUAL REPORT

THIS CHANGES EVERYTHING
Dear Friends and Partners,

As we begin the new decade, we are extremely proud to reflect on the contributions we have made to improving lives around the world. The inception of the Everyone Forever model was in 2011 in Rwanda's Rulindo District, and here we are today, with 3.66 million people having access to reliable water service. Thanks to our passionate, dedicated team, and our invaluable partners in the field, we can now confidently say our vision is becoming a reality. OUR MODEL IS WORKING. With two districts in Bolivia now meeting the Forever milestone (all the requirements to deliver sustainable water access), 2019 marked a turning point. We have proven that, not only is reaching Everyone possible, but ensuring water flows Forever is possible, too. THIS CHANGES EVERYTHING!

It changes lives for untold numbers of women around the world who will never need to know what it’s like to walk long distances to fetch water. It means health clinics are safer and can deliver better care. And it transforms the future for an entire generation of children who will grow up never having to worry about whether the water they drink will make them sick.

It also changes the size of our dream. While our reach has been large – working in nine countries to deliver sustainable water and sanitation services to 360 communities and 386 schools & health clinics in 2019 alone – we have our sights set on something much larger. By the year 2030, along with our sector partners, we aspire to achieve the United Nations Sustainable Development Goal 6 – Sustainably Managed Water and Sanitation For All – in the countries where we work. Now more than ever, it’s time to put our foot on the gas and scale our Everyone Forever model around the globe.

So that is exactly what we plan to do. We plan to go big. As we kick off Destination 2030, our new 10-year vision, we invite you to join us as we accelerate our journey to deliver sustainable – and scalable – water and sanitation systems for Everyone Forever.

The expanded size and scope of our dream continues to be inspired by countless individual stories of transformation. Our latest story is about a wonderful young mother in Bolivia named Isidora (p. 4), who used to boil water every day for her family to ensure it wouldn’t make them sick. “Now,” she says, “I only boil water to make tea.” Access to clean, safe water has completely transformed life for Isidora and her family.

Now, as we look to the future with bold ambition, we are filled with gratitude knowing our hard work and dedication are paying off. Although there will be many challenges to overcome, we know what we do is improving life for millions around the world and is literally changing everything for generations to come. None of this would be possible without your continued investment and support.

Thank you, and onward!

Bill Roe
Chair, Board of Directors

Eleanor Allen
Chief Executive Officer
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, dignified sanitation, and hygiene education. For the list of donors in 2019, please visit www.waterforpeople.org/annualreport-2019.

Since 2011, Water For People has dreamed of a world where everyone has clean water that lasts forever. Our dream is coming true. As we prepare to leave two communities in Bolivia with sustainable water access, Water For People's model proves that water can flow for generations to come. We know, without any doubt, that the positive impact water creates for communities, families, schools, health clinics, and the next generation of children will truly change everything. And we mean EVERYTHING.

Men. Women. Children. Families. Schools. Farms. Businesses. Health clinics. Entire communities. When water is clean and comes from a reliable, nearby source, it causes a ripple effect that reverberates... each ripple creating opportunity and transforming lives for generations. Water is the very foundation of society, providing women with more time for economic and family-focused pursuits, allowing children to stay in school, making health clinics safer, and creating true prosperity.
FOCUS ON FOREVER

2019 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.

— A LIFE FOREVER CHANGED —

Isidora, a single mother of three sons from San Pedro, Bolivia, says it’s the simple things in life that matter so much. After years spent walking 90 minutes each day to fetch water that she then boiled to make safe, her district in Bolivia now has clean, reliable water delivered to a tap at her home. Joyfully, she exclaims, “Now, I only boil water to make tea!”

PROOF
Measuring Our Impact

Progress Toward our 2017-2021 Strategic Goal of Proof

In 2017, Water For People established a 5-year goal to reach 4 million people in 40 districts by 2021 with sustainable water and sanitation. We are proving this model works by continually reaching more people, promoting co-investment from our district partners, and creating and supporting local water and sanitation offices.

- 38 districts
- 2 districts have achieved sustainable water service

2019 Progress

- 364 schools with access to improved WASH
- 360 communities with new or improved water service
- 26 district water and sanitation offices created or supported
- 22 clinics with access to improved WASH

- 186,485 people reached with water access
- 506,313 people reached with sanitation services
- 269,361 people receiving hygiene education

- 3.66M people with reliable water services
- 45% of co-investment by partners in 2019
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). Here is a view of past, current, and projected milestones.

<table>
<thead>
<tr>
<th>REGION</th>
<th>COUNTRY</th>
<th>DISTRICT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Latin America</td>
<td>Bolivia</td>
<td>Arani</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Cuchumuela</td>
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<td>San Benito</td>
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<td>San Pedro</td>
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<td>Tiraque</td>
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<td></td>
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<td>Villa Rivero</td>
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<td></td>
<td>Guatemala</td>
<td>San Andrés Sajcabajà</td>
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<td>San Antonio Ilotenango</td>
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<td>San Bartolomé</td>
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<td>Santa Cruz del Quiché</td>
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<td>Honduras</td>
<td>Chinda</td>
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<td>El Negrito</td>
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<td>San Antonio</td>
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<td>Nicaragua</td>
<td>San Rafael del Norte</td>
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<td>Africa</td>
<td>Malawi</td>
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<td>Rwanda</td>
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<td>Asia</td>
<td>India</td>
<td>S24 Patharpratima</td>
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<td>S24 Sagar Island</td>
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<td>Sheohar</td>
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</table>

While we currently work in 38 Everyone Forever districts, this chart only shows districts projected to reach an Everyone or Forever milestone through 2022, the end of our current strategic planning period.
# Sustainable Services Checklist

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.

<table>
<thead>
<tr>
<th>REGION</th>
<th>COUNTRY</th>
<th>DISTRICT</th>
<th>PROGRESS TOWARD SUSTAINABILITY IN ALL EIGHT INDICATORS*</th>
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<tbody>
<tr>
<td>Latin America</td>
<td>Bolivia</td>
<td>Arani</td>
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<td></td>
<td>Sheohar</td>
<td>Sustainable</td>
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</tbody>
</table>

*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).
Through our strategic goals of global leadership and scale, we aim to accelerate systems 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. One example of this is our collaboration with Agenda for Change, a global coalition of system-strengthening organizations. By influencing other actors in the sector to use similar principles, together, we can ensure Everyone has water and sanitation solutions that last Forever.

132 spoken and written contributions about our work in 2019

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 and beyond. 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.

188 meetings in 2019 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 regulations, policies, and frameworks, and providing training to governments that are implementing Everyone Forever practices.

2.1 million people impacted globally to date through replication of Everyone Forever

928,000 people reached globally to date through market-based sanitation products

IN BOLIVIA a new national policy mandating the establishment of municipal WASH offices was passed. This policy derives from the experience of Water For People in establishing these offices over the last ten years in the department of Cochabamba, working directly with municipal governments there. In 2019, a new department-wide collaboration will see the capacity to support the creation of these municipal units built with the departmental government structures.

In BOLIVIA thanks to Water For People’s market-based sanitation strategies, fifteen municipalities now offer a 10% rebate incentive to stimulate households to construct toilets in their homes. While this seems like a small incentive, it has proven effective in spurring households to prioritize this investment. Water For People’s work to ensure a supply chain is available (for things such as toilet parts and skilled technicians) also makes the decision easier for families. We believe this approach has the potential to be applied nationally and are beginning to socialize the idea with the national government.

IN MALAWI Water For People has developed an emerging collaboration with World Vision and WaterAid to provide support to three distinct districts, and to collectively use the experience that is being gained in each. This will result in a single, consistent approach to district support. We believe this could ultimately be adopted across Malawi. This is an example of collaborating to provide more coherent support to government, which will help achieve SDG 6 at the national scale.

IN UGANDA a successful collaboration with the government of Uganda has supported the development of tools to understand both the capital costs of providing new services, as well as the on-going costs associated with maintaining existing services. The capital cost calculations have been applied to more than 80% of all the districts in Uganda, while the maintenance tools have been used in roughly 10% of the districts. By understanding the costs of new and existing services, it is possible to prioritize investments accurately, and to decide how the costs can best be shared between users of the services and the government offices responsible for providing them.

STRATEGIC ADVISORY SERVICES Water For People kicked off our inaugural Strategic Advisory Services (SAS) project in Zambia, where we began building the capacity of a local NGO, Village Water, to support district authorities in the development of a district WASH master plan based on our Everyone Forever model. Launched in 2019, SAS allows us to offer our expertise through a range of consultancy engagements designed to assess systems, identify gaps, and develop tailored solutions that will help bring sustainable water and sanitation solutions to scale.
## FINANCIALS

### CONSOLIDATED STATEMENTS OF FINANCIAL POSITION | SEPTEMBER 30, 2019 AND 2018

#### ASSETS

<table>
<thead>
<tr>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>CURRENT ASSETS</td>
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</tr>
<tr>
<td>Cash and Cash Equivalents</td>
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<tr>
<td>Grants and Pledges Receivable</td>
<td>5,629,780</td>
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<td>Prepaid Expenses</td>
<td>212,996</td>
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<td>Investments</td>
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<td><strong>Total Current Assets</strong></td>
<td>14,313,990</td>
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<td>LONG TERM ASSETS</td>
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<tr>
<td>Property and Equipment, Net</td>
<td>599,140</td>
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<tr>
<td><strong>Total Long-Term Assets</strong></td>
<td>661,503</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>$14,875,483</td>
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</table>

#### LIABILITIES AND NET ASSETS

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<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>CURRENT LIABILITIES</td>
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<tr>
<td>Accounts Payable and Accrued Liabilities</td>
<td>$4,078,617</td>
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<td>Provision for Unanticipated Losses</td>
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<td>Deferred Revenue</td>
<td>203,969</td>
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<tr>
<td>Deferred Rent</td>
<td>26,166</td>
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<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>4,387,528</td>
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<tr>
<td>LONG-TERM LIABILITIES</td>
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<tr>
<td>Deferred Rent, Net of Current Portion</td>
<td>52,048</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td>4,439,576</td>
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#### NET ASSETS

<table>
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<tr>
<th>2019</th>
<th>2018</th>
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<tbody>
<tr>
<td>Without donor restrictions</td>
<td>6,997,519</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>3,538,388</td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td>10,535,907</td>
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<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$14,875,483</td>
</tr>
</tbody>
</table>

### CONSOLIDATED STATEMENT OF ACTIVITIES | SEPTEMBER 30, 2019 AND 2018

#### REVENUE

<table>
<thead>
<tr>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
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</tr>
<tr>
<td>Contributions, Grants, and Sponsorships</td>
<td>$18,767,074</td>
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<tr>
<td>In-Kind Contributions</td>
<td>361,260</td>
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<tr>
<td>Special Events</td>
<td>40,546</td>
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<tr>
<td>Investment Income</td>
<td>158,466</td>
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<tr>
<td>Other Income</td>
<td>348,701</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>19,676,047</td>
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</table>

#### EXPENSE

<table>
<thead>
<tr>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td></td>
</tr>
<tr>
<td>Program Services</td>
<td>18,986,982</td>
</tr>
<tr>
<td>Supporting Services: Management and General</td>
<td>2,356,139</td>
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<tr>
<td>Fundraising</td>
<td>1,265,103</td>
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<td><strong>Total Support Services</strong></td>
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<td><strong>Total Expense</strong></td>
<td>22,608,224</td>
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<tr>
<td>Change in Net Assets Before Other Items</td>
<td>(2,932,177)</td>
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#### OTHER ITEMS

<table>
<thead>
<tr>
<th>2019</th>
<th>2018</th>
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</thead>
<tbody>
<tr>
<td>Provision for Unanticipated Loss</td>
<td>0</td>
</tr>
<tr>
<td>De-obligated Funds</td>
<td>(3,420)</td>
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<tr>
<td><strong>CHANGE IN NET ASSETS</strong></td>
<td>(2,935,597)</td>
</tr>
<tr>
<td>Net Assets - Beginning of Year</td>
<td>13,471,504</td>
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<tr>
<td><strong>NET ASSETS - END OF YEAR</strong></td>
<td>$10,535,907</td>
</tr>
</tbody>
</table>

#### 2019 Sources of Revenue

- 57% Foundation
- 10% Individual
- 9% Corporation
- 7% Committees
- 5% Workplace Giving
- 2% In-Kind Giving
- 6% Other
- 4% Government

#### 2019 Spend by Region
- 63% Africa
- 28% Latin America
- 10% India

#### 2019 Use of Funds
- 84% Programs
- 10% Administration
- 6% Fundraising

Note: See the 2019 Behind The Numbers document on our website for more details.
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, 2018 - September 30, 2019

Everyone Forever Global Strategic Partners

AECOM and Employees
The Adventure Project
Anonymous (1)

$50,000 - $99,999

Arizona Water Association
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.

Arizona Water Association
AECOM and Employees
The Adventure Project
Anonymous (1)

$50,000 - $99,999

Everyone Forever Advocates

Jacobs and Employees
The Deutsche Gesellschaft fur Internationale Zusammenarbeit
Cisco Systems, Inc. and Employees
CDM Smith and Employees
Bentley Systems and Employees
Absolut Elyx
Anonymous (1)

$100,000 - $249,999

Everyone Forever Champions

UNICEF
The Stephen & Sandy Rosenthal Family Foundation
One Foundation
Kimberly-Clark Foundation
Autodesk Foundation
American Water and Employees
Autodesk Foundation
Kapamba Capital City Authority

$250,000 - $499,999

Everyone Forever Leaders

Everyone Forever Supporters

Black & Veatch and Employees
Bonneville Charitable Foundation
California-Nevada Section AWWA
Carilo Engineering and Employees
Chemonics
Cycling for Water
SA Engineering, Science, and Technology, Inc. and Employees
Florida Section AWWA
Global Impact
Sgne Hanson
Imbithe
Inter-American Development Bank
New Jersey Section AWWA
Pacific Northwest Section AWWA
Pennsylvania Section AWWA
Ride With Purpose - Association
Rocky Mountain Section AWWA & Rocky Mountain WEA
The Spurline Foundation
Texas Section AWWA
TOMS
Water for All

$500,000 - $999,999

Everyone Forever Friends

Los Angeles Department of Water and Power and Employees
Jairo Luque Villanueva
Matthew McClain
Bernadette Menghini
Metro Water Infrastructure Partnership
Minnesota Section AWWA
MTE Fund

$1 million+

North Dakota Section AWWA
Sean Odeill

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.

Amana Arayan
Arkansas Section AWWA
Aspiration Partners, Inc.

Arizona Water Association
AECOM and Employees
The Adventure Project
Anonymous (1)

$50,000 - $99,999

Everyone Forever Advocates

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Kimberly-Clark Foundation
Autodesk Foundation
American Water and Employees
Autodesk Foundation
Kapamba Capital City Authority

$250,000 - $499,999

Everyone Forever Leaders

Everyone Forever Supporters

Black & Veatch and Employees
Bonneville Charitable Foundation
California-Nevada Section AWWA
Carilo Engineering and Employees
Chemonics
Cycling for Water
SA Engineering, Science, and Technology, Inc. and Employees
Florida Section AWWA
Global Impact
Sgne Hanson
Imbithe
Inter-American Development Bank
New Jersey Section AWWA
Pacific Northwest Section AWWA
Pennsylvania Section AWWA
Ride With Purpose - Association
Rocky Mountain Section AWWA & Rocky Mountain WEA
The Spurline Foundation
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TOMS
Water for All

$500,000 - $999,999

Everyone Forever Friends

Los Angeles Department of Water and Power and Employees
Jairo Luque Villanueva
Matthew McClain
Bernadette Menghini
Metro Water Infrastructure Partnership
Minnesota Section AWWA
MTE Fund

$1 million+

North Dakota Section AWWA
Sean Odeill

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.

Amana Arayan
Arkansas Section AWWA
Aspiration Partners, Inc.

Arizona Water Association
AECOM and Employees
The Adventure Project
Anonymous (1)

$50,000 - $99,999

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Jacobs and Employees
The Deutsche Gesellschaft fur Internationale Zusammenarbeit
Cisco Systems, Inc. and Employees
CDM Smith and Employees
Bentley Systems and Employees
Absolut Elyx
Anonymous (1)

$100,000 - $249,999

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UNICEF
The Stephen & Sandy Rosenthal Family Foundation
One Foundation
Kimberly-Clark Foundation
Autodesk Foundation
American Water and Employees
Autodesk Foundation
Kapamba Capital City Authority

$250,000 - $499,999

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California-Nevada Section AWWA
Carilo Engineering and Employees
Chemonics
Cycling for Water
SA Engineering, Science, and Technology, Inc. and Employees
Florida Section AWWA
Global Impact
Sgne Hanson
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$500,000 - $999,999

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$1 million+

North Dakota Section AWWA
Sean Odeill

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Craig Wilcox and Karen Vogt-Wilcox
Dana Welsh
David and Barbara Weaver
Mr. & Mrs. Russell and Michelle Wachter
Malte and Pam von Matthiessen
Mr. Robert P. Vilker
Javier Velez
Doug and Melissa Van Ornum
Jennifer Van Egmond
Sabine van der Meulen
Upper Peninsula Concrete Pipe Company
TZA Water Engineers
Mr. Gordon Tribble
Joshua and Caroline Traube
Robert Thompson
Peter Sjoberg
Leon Stockwell
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Helene Baribeau
Mrs. Rose Marie Smith
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Marcia and Sidney St. Martin
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John and Rita Budman
Bijorn and Sharon von Euler
Malcolm Walter
Paul and Judy Ware
Floyd and Diana Wicks
Jim Williams
Mr. Bob and Mrs. Chris Willis
Mrs. Eileen Wolf and Mr. Richard Harris

Safe Water Guardians

Extraordinary individuals who have included Waters For People as a beneficiary in their estate plans

Helene Baribeau
Alden Beard
Matt and Marlo Berg
Beverly A. Bishop
Robert P. Blauevt

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Bill and Judy Warkentin
Caitlin and Zachary Warkentin
Jim Williams
Patricia J. Williamson

Strategic Advisors

Susan Gilbert
Doug Griffes
Pat McCann
Joan Miller
Steve Rosenthal
Geneva Travis

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Garry Boychuk
Tyril Clark
Alfredo Esquerra
TOM Fee
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University of Michigan
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Jennifer Van Egmond
Doug and Melissa Van Ornum
Mr. Carl J. Vehorn
Javier Velez
Mr. Robert R. Wilker
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Mr. & Mrs. Russell and Michelle Wachter
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Water Jam
Water Research Foundation and Employees
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Dana Welsh
Craig Wilcox and Karen Vogt-Wilcox

Diane Wild
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Jim Williams
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Dr. Scott D. and Mrs. Alice Williams
Lee and Susan Chapman
Wink Fasteners, Inc.
Eric Wittieder
Sharon Weng
Jerome Wright
James Yoder
Yusko Family Foundation
Mr. Marc Zeltin
Elizabeth Zeltin

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Jacqueline Gerbitz
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Daniel J. Lingen
Stephen McDandlish
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