

**CONSOLIDATED FINANCIAL STATEMENTS**

# **WATER FOR PEOPLE**

**FOR THE YEARS ENDED  
SEPTEMBER 30, 2019 AND 2018**

# WATER FOR PEOPLE

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**CPAs & ADVISORS**

## **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors  
Water for People  
Denver, Colorado

We have audited the accompanying consolidated financial statements of Water for People (WFP), which comprise the consolidated statements of financial position as of September 30, 2019 and 2018, and the related consolidated statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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MEMBER OF CPAMERICA INTERNATIONAL, AN AFFILIATE OF CROWE GLOBAL  
MEMBER OF THE AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS' PRIVATE COMPANIES PRACTICE SECTION

## Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of WFP as of September 30, 2019 and 2018, and the consolidated changes in its net assets and its consolidated cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

## Other Matter

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The Consolidating Schedule of Financial Position page 22 and the Consolidating Schedule of Activity on pages 23 - 26 are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.



February 7, 2020

## WATER FOR PEOPLE

**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
AS OF SEPTEMBER 30, 2019 AND 2018**

**ASSETS**

	<u>2019</u>	<u>2018</u>
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	\$ 1,450,005	\$ 5,401,569
Investments	7,021,199	4,476,250
Grants and pledges receivable	4,709,586	5,038,797
Accounts receivable	920,194	174,283
Prepaid expenses	<u>212,996</u>	<u>440,709</u>
Total current assets	<u>14,313,980</u>	<u>15,531,608</u>
<b>PROPERTY AND EQUIPMENT, NET</b>	<u>509,140</u>	<u>568,361</u>
<b>OTHER ASSETS</b>		
Grants and pledges receivable, net of current portion	<u>152,363</u>	<u>372,604</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 14,975,483</u></b>	<b><u>\$ 16,472,573</u></b>

**LIABILITIES AND NET ASSETS**

<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued liabilities	\$ 4,078,617	\$ 2,792,807
Provision for unanticipated losses	78,776	90,000
Deferred revenue	203,969	19,000
Deferred rent	<u>26,166</u>	<u>21,047</u>
Total current liabilities	<u>4,387,528</u>	<u>2,922,854</u>
<b>LONG-TERM LIABILITIES</b>		
Deferred rent, net of current portion	<u>52,048</u>	<u>78,215</u>
Total liabilities	<u>4,439,576</u>	<u>3,001,069</u>
<b>NET ASSETS</b>		
Without donor restrictions	6,997,519	8,840,851
With donor restrictions	<u>3,538,388</u>	<u>4,630,653</u>
Total net assets	<u>10,535,907</u>	<u>13,471,504</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 14,975,483</u></b>	<b><u>\$ 16,472,573</u></b>

## WATER FOR PEOPLE

**CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS  
FOR THE YEARS ENDED SEPTEMBER 30, 2019 AND 2018**

	<b>2019</b>		
	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
<b>REVENUE</b>			
Grants and contributions	\$ 5,137,839	\$ 13,629,235	\$ 18,767,074
Gifts in-kind	361,260	-	361,260
Royalty income	310,432	-	310,432
Investment income	158,466	-	158,466
Special events, net of expenses	40,546	-	40,546
Other revenue	38,269	-	38,269
Net assets released from donor restrictions	<u>14,718,080</u>	<u>(14,718,080)</u>	<u>-</u>
Total revenue	<u>20,764,892</u>	<u>(1,088,845)</u>	<u>19,676,047</u>
<b>EXPENSES</b>			
Program Services	<u>18,986,982</u>	<u>-</u>	<u>18,986,982</u>
Supporting Services:			
Management and General	2,356,139	-	2,356,139
Fundraising	<u>1,265,103</u>	<u>-</u>	<u>1,265,103</u>
Total supporting services	<u>3,621,242</u>	<u>-</u>	<u>3,621,242</u>
Total expenses	<u>22,608,224</u>	<u>-</u>	<u>22,608,224</u>
Changes in net assets before other item	(1,843,332)	(1,088,845)	(2,932,177)
<b>OTHER ITEM</b>			
De-obligated awards and funds returned to donors	<u>-</u>	<u>(3,420)</u>	<u>(3,420)</u>
Changes in net assets	(1,843,332)	(1,092,265)	(2,935,597)
Net assets at beginning of year	<u>8,840,851</u>	<u>4,630,653</u>	<u>13,471,504</u>
<b>NET ASSETS AT END OF YEAR</b>	<b><u>\$ 6,997,519</u></b>	<b><u>\$ 3,538,388</u></b>	<b><u>\$ 10,535,907</u></b>

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CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS  
FOR THE YEARS ENDED SEPTEMBER 30, 2019 AND 2018

	<b>2018</b>		
	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
<b>REVENUE</b>			
Grants and contributions	\$ 5,454,722	\$ 14,683,025	\$ 20,137,747
Gifts in-kind	600,882	-	600,882
Royalty income	295,780	-	295,780
Investment income	83,170	-	83,170
Special events, net of expenses	63,047	-	63,047
Other revenue	9,564	-	9,564
Net assets released from donor restrictions	<u>13,719,071</u>	<u>(13,719,071)</u>	<u>-</u>
Total revenue	<u>20,226,236</u>	<u>963,954</u>	<u>21,190,190</u>
<b>EXPENSES</b>			
Program Services	<u>16,349,209</u>	<u>-</u>	<u>16,349,209</u>
Supporting Services:			
Management and General	1,826,212	-	1,826,212
Fundraising	<u>1,750,933</u>	<u>-</u>	<u>1,750,933</u>
Total supporting services	<u>3,577,145</u>	<u>-</u>	<u>3,577,145</u>
Total expenses	<u>19,926,354</u>	<u>-</u>	<u>19,926,354</u>
Changes in net assets before other items	299,882	963,954	1,263,836
<b>OTHER ITEMS</b>			
Provision for unanticipated losses	(90,000)	-	(90,000)
De-obligated awards and funds returned to donors	<u>-</u>	<u>(131,438)</u>	<u>(131,438)</u>
Changes in net assets	209,882	832,516	1,042,398
Net assets at beginning of year	<u>8,630,969</u>	<u>3,798,137</u>	<u>12,429,106</u>
<b>NET ASSETS AT END OF YEAR</b>	<b><u>\$ 8,840,851</u></b>	<b><u>\$ 4,630,653</u></b>	<b><u>\$ 13,471,504</u></b>

## WATER FOR PEOPLE

**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED SEPTEMBER 30, 2019**

	<u>Supporting Services</u>			<u>Total Supporting Services</u>	<u>Total Expenses</u>
	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>		
Direct program expenses and country contributions	\$ 8,880,089	\$ -	\$ -	\$ -	\$ 8,880,089
Salaries and benefits	5,783,901	1,379,910	962,419	2,342,329	8,126,230
Professional fees and contract services	1,012,270	168,873	13,330	182,203	1,194,473
Training, travel and meetings	1,451,694	66,943	142,456	209,399	1,661,093
Other	70,640	113,941	84,462	198,403	269,043
Rent/occupancy	413,356	236,708	-	236,708	650,064
Depreciation	183,729	17,868	-	17,868	201,597
Technology and supplies	324,944	104,352	1,664	106,016	430,960
Gifts in-kind expense	441,291	135,940	7,100	143,040	584,331
Telephone	131,613	5,461	425	5,886	137,499
Insurance	58,491	69,447	-	69,447	127,938
Printing, publications and website	234,964	56,696	53,247	109,943	344,907
<b>TOTAL</b>	<b><u>\$ 18,986,982</u></b>	<b><u>\$ 2,356,139</u></b>	<b><u>\$ 1,265,103</u></b>	<b><u>\$ 3,621,242</u></b>	<b><u>\$ 22,608,224</u></b>

See accompanying notes to consolidated financial statements.



## WATER FOR PEOPLE

**CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED SEPTEMBER 30, 2018**

	<u>Supporting Services</u>			<u>Total Supporting Services</u>	<u>Total Expenses</u>
	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>		
Direct program expenses and country contributions	\$ 7,399,267	\$ 825	\$ 20,288	\$ 21,113	\$ 7,420,380
Salaries and benefits	5,480,969	1,017,600	1,341,279	2,358,879	7,839,848
Professional fees and contract services	674,849	138,339	21,256	159,595	834,444
Training, travel and meetings	1,180,463	96,233	172,583	268,816	1,449,279
Other	27,624	111,749	3,930	115,679	143,303
Rent/occupancy	344,505	223,199	475	223,674	568,179
Depreciation	250,103	34,996	2,917	37,913	288,016
Technology and supplies	325,036	53,336	12,724	66,060	391,096
Gifts in-kind expense	320,281	76,254	68,023	144,277	464,558
Telephone	144,864	5,002	1,337	6,339	151,203
Insurance	47,438	59,509	-	59,509	106,947
Printing, publications and website	149,347	8,752	105,199	113,951	263,298
Postage	4,463	418	922	1,340	5,803
<b>TOTAL</b>	<b><u>\$ 16,349,209</u></b>	<b><u>\$ 1,826,212</u></b>	<b><u>\$ 1,750,933</u></b>	<b><u>\$ 3,577,145</u></b>	<b><u>\$ 19,926,354</u></b>

## WATER FOR PEOPLE

**CONSOLIDATED STATEMENTS OF CASH FLOWS  
FOR THE YEARS ENDED SEPTEMBER 30, 2019 AND 2017**

	<b>2019</b>	<b>2018</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Changes in net assets	\$ (2,935,597)	\$ 1,042,398
Adjustments to reconcile changes in net assets to net cash (used) provided by operating activities:		
Depreciation	201,597	288,016
Realized and unrealized gain	(98,641)	(45,554)
Change in discount on long-term receivables	(4,959)	(82,165)
Loss on sale of property and equipment	-	3,325
Decrease (increase) in:		
Grants and pledges receivable	554,411	571,526
Accounts receivable	(745,911)	(17,702)
Prepaid expenses	227,713	(58,829)
Increase (decrease) in:		
Accounts payable and accrued liabilities	1,285,810	683,861
Provision for unanticipated losses	(11,224)	90,000
Deferred revenue	184,969	(76,065)
Deferred rent	(21,048)	(15,927)
Net cash (used) provided by operating activities	<u>(1,362,880)</u>	<u>2,382,884</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of property and equipment	(142,376)	(273,265)
Purchases of investments	(5,496,308)	(2,526,913)
Proceeds from sales of investments	<u>3,050,000</u>	<u>500,000</u>
Net cash used by investing activities	<u>(2,588,684)</u>	<u>(2,300,178)</u>
Net (decrease) increase in cash and cash equivalents	(3,951,564)	82,706
Cash and cash equivalents at beginning of year	<u>5,401,569</u>	<u>5,318,863</u>
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b><u>\$ 1,450,005</u></b>	<b><u>\$ 5,401,569</u></b>

## WATER FOR PEOPLE

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2019 AND 2018

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

##### Organization -

Water for People (WFP) is a non-profit organization, incorporated in the State of Colorado and headquartered in Denver, Colorado. Water for People is a global non-profit organization working across nine countries to achieve lasting quality water and sanitation services. The purpose of Water for People is to promote the development of high-quality drinking water and sanitation services, accessible to all, and sustained by strong communities, businesses and governments. Water for People does this through a model called "Everyone Forever."

Everyone Forever is defined as a reliable and lasting water and sanitation service for every family, clinic and school in the regions where Water for People works. To do this, financial, physical and operational investments are made by local and national governments, community residents, entrepreneurs and other organizations to address current and future challenges of water systems and services. Water for People monitors field results until water service is sustainable by the local service authority and the monitoring capacity and responsibility are firmly embedded within communities and Government. Data and results are publicly available to everyone through Water for People's visually dynamic reporting platform, EF Tracker.

Everyone Forever programming expands from full coverage at district levels to national level and beyond, freeing countries from water and sanitation aid dependence, and providing a sustainable solution to end the global water and sanitation crisis.

##### Basis of presentation -

The accompanying consolidated financial statements are presented on the accrual basis of accounting, and in accordance with the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958, *Not-for-Profit Entities* and Accounting Standards Update (ASU) 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities*. The ASU was adopted during the year ended September 30, 2019 and applied retrospectively.

In accordance with FASB ASC 958-810, *Not for Profit Entities, Consolidation*, the accompanying consolidated financial statements include the accounts of Water for People country offices in Malawi, Bolivia, Guatemala, Honduras, India, Rwanda, Peru, Uganda and Nicaragua. The accounts of these country offices are consolidated due to the control the Denver office has over these offices. All material intercompany activity has been eliminated.

##### Cash and cash equivalents -

WFP considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents. Bank deposit accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000. At times during the year, WFP maintains cash balances in excess of the FDIC insurance limits. Management believes the risk in these situations to be minimal.

WFP had approximately \$140,000 and \$120,000 of cash and cash equivalents held at financial institutions in foreign countries at September 30, 2019 and 2018, respectively. The majority of funds invested in foreign countries are uninsured.

##### Investments -

Investments are recorded at their readily determinable fair value.

## WATER FOR PEOPLE

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2019 AND 2018

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

##### Investments (continued) -

Interests, dividends, realized and unrealized gains and losses are included in investment income in the Consolidated Statements of Activities and Changes in Net Assets.

##### Grants and pledges receivable -

Grants and pledges receivable are recorded at their net realizable value, which approximates fair value. Grants and pledges receivable that are expected to be collected in future years are recorded at the present value of their future cash flows.

The discounts on these amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in grants and contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met. All grants and pledges receivable are considered by management to be fully collectible. Accordingly, an allowance for doubtful accounts has not been established.

##### Property and equipment -

Property and equipment in excess of \$5,000 are capitalized and stated at cost. Property and equipment are depreciated on a straight-line basis over the estimated useful lives of the related assets, generally three to ten years. Leasehold improvements are amortized over the remaining life of the lease. The cost of maintenance and repairs is recorded as expenses are incurred. Depreciation expense for the years ended September 30, 2019 and 2018 totaled \$201,597 and \$288,016, respectively.

##### Income taxes -

Water for People is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying consolidated financial statements. Water for People is not a private foundation.

##### Uncertain tax positions -

For the years ended September 30, 2019 and 2018, Water for People has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes, and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the consolidated financial statements.

##### Deferred revenue -

Deferred revenue consists primarily of support designated for use in future periods. WFP recognizes such revenue when it is earned.

##### Net asset classification -

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor imposed restrictions.

## WATER FOR PEOPLE

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2019 AND 2018

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Net asset classification (continued) -

Accordingly, net assets and changes therein are classified and reported as follows:

- **Net Assets Without Donor Restrictions** - Net assets available for use in general operations and not subject to donor restrictions are recorded as "net assets without donor restrictions". Assets restricted solely through the actions of the Board are referred to as Board Designated and are also reported as net assets without donor restrictions.
- **Net Assets With Donor Restrictions** - Contributions restricted by donors are reported as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in "net assets with donor restrictions", depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Consolidated Statements of Activities and Changes in Net Assets as net assets released from donor restrictions. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as revenue without donor restrictions when the assets are placed in service.

Grants and contributions -

Grants and contributions are recorded as revenue in the year notification is received from the donor. Grants and contributions with donor restrictions are recognized as "without donor restrictions" only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions; such funds in excess of expenses incurred are shown as net assets with donor restrictions in the accompanying consolidated financial statements. Grants and contributions received in advance of incurring the related expenses are recorded as "net assets with donor restrictions".

Gifts in-kind -

Gifts in-kind consist of donated services, materials and equipment. Gifts in-kind are recorded at their fair value as of the date of the gift.

Foreign currency translation -

The U.S. Dollar is the functional currency for WFP's worldwide operations. Transactions in currencies other than U.S. Dollars are translated into dollars at the rate of exchange in effect during the month of the transaction. Assets and liabilities denominated in currencies other than U.S. Dollars are translated into dollars at the exchange rate in effect at the date of the Consolidated Statements of Financial Position. Currency gains and losses from translation are included in other revenue in the accompanying consolidated statements of activities.

Use of estimates -

The preparation of the consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting period.

## WATER FOR PEOPLE

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2019 AND 2018

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

##### Use of estimates (continued) -

Accordingly, actual results could differ from those estimates.

##### Provision for unanticipated losses -

WFP has established a provision for unanticipated losses. The provision is to cover expenses that result from programs which WFP may maintain for which there is no donor funding as well as potential losses as a result of donor audits, supplier tax liabilities, severance liabilities, bad debt and frozen assets.

##### Functional allocation of expenses -

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Activities and Change in Net Assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses directly attributed to a specific functional area of WFP are reported as direct expenses to the programmatic area and those expenses that benefit more than one function are allocated on a basis of estimated time and effort or other reasonable basis.

##### Investment risks and uncertainties -

WFP invests in various investment securities. Investment securities are exposed to various risks such as interest rates, market and credit risks.

Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the accompanying consolidated financial statements.

##### Fair value measurement -

WFP adopted the provisions of FASB ASC 820, *Fair Value Measurement*. FASB ASC 820 defines fair value, establishes a framework for measuring fair value, establishes a fair value hierarchy based on the quality of inputs (assumptions that market participants would use in pricing assets and liabilities, including assumptions about risk) used to measure fair value, and enhances disclosure requirements for fair value measurements. WFP accounts for a significant portion of its financial instruments at fair value or considers fair value in their measurement.

##### Reclassification -

Certain amounts in the prior year's consolidated financial statements have been reclassified to conform to the current year's presentation. The reclassifications are primarily due to the adoption of ASU 2016-14, as discussed above, which requires two classifications of net assets from the previously presented three classes. Net assets previously classified as of September 30, 2018 as unrestricted net assets in the amount of \$8,840,851 are now classified as "net assets without donor restrictions". Net assets previously classified as temporarily restricted net assets in the amount of \$4,630,653 are now classified as "net assets with donor restrictions".

**WATER FOR PEOPLE**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
SEPTEMBER 30, 2019 AND 2018**

**2. INVESTMENTS**

Investments consisted of the following as of September 30, 2019 and 2018:

	<b>2019</b>	<b>2018</b>
	<b>Fair Value</b>	<b>Fair Value</b>
Money Market Funds	\$ 7,021,199	\$ -
U.S. Treasury Bills	-	4,476,250
<b>TOTAL INVESTMENTS</b>	<b>\$ 7,021,199</b>	<b>\$ 4,476,250</b>

Included in investment income are the following:

	<b>2019</b>	<b>2018</b>
Interest and dividends	\$ 59,825	\$ 37,616
Realized and unrealized gain	98,641	45,554
<b>TOTAL INVESTMENT INCOME</b>	<b>\$ 158,466</b>	<b>\$ 83,170</b>

In accordance with FASB ASC 820, *Fair Value Measurement*, WFP has categorized its financial instruments, based on the priority of the inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument.

Investments recorded in the Consolidated Statements of Financial Position are categorized based on the inputs to valuation techniques as follows:

**Level 1.** These are investments where values are based on unadjusted quoted prices for identical assets in an active market WFP has the ability to access.

**Level 2.** These are investments where values are based on quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, or model-based valuation techniques that utilize inputs that are observable either directly or indirectly for substantially the full-term of the investments.

**Level 3.** These are investments where inputs to the valuation methodology are unobservable and significant to the fair value measurement.

Following is a description of the valuation methodology used for investments measured at fair value. There were no transfers between levels in the fair value hierarchy during the years ended September 30, 2019 and 2018. Transfers between levels are recorded at the end of the reporting period, if applicable.

- *Money Market Funds* - The money market fund is an open-end fund that is registered with the Securities and Exchange Commission (SEC) and is deemed to be actively traded.
- *U.S. Treasury Bills* - Valued at the closing price reported in the active market in which the individual securities are traded.

**WATER FOR PEOPLE**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
SEPTEMBER 30, 2019 AND 2018**

**2. INVESTMENTS (Continued)**

The table below summarizes, the investments measured at fair value on a recurring basis, by level within the fair value hierarchy as of September 30, 2019.

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total September 30, 2019</u>
<b>Asset Class:</b>				
<b>Money Market Funds</b>	<b>\$ <u>7,021,199</u></b>	<b>\$ <u>-</u></b>	<b>\$ <u>-</u></b>	<b>\$ <u>7,021,199</u></b>

The table below summarizes, the investments measured at fair value on a recurring basis, by level within the fair value hierarchy as of September 30, 2018.

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total September 30, 2018</u>
<b>Asset Class:</b>				
<b>U.S. Treasury Bills</b>	<b>\$ <u>4,476,250</u></b>	<b>\$ <u>-</u></b>	<b>\$ <u>-</u></b>	<b>\$ <u>4,476,250</u></b>

**3. GRANTS AND PLEDGES RECEIVABLE**

As of September 30, 2019 and 2018, contributors to WFP have made written promises to give totaling \$4,879,386 and \$5,433,797, respectively. Grants and pledges due in more than one-year have been recorded at the present value of the estimated cash flows, using a discount rate of 4.78% as of September 30, 2019, and 5.67% as of September 30, 2018.

Grants and pledges receivable are due as follows at September 30, 2019 and 2018:

	<u>2019</u>	<u>2018</u>
Less than one year	\$ 4,709,586	\$ 5,038,797
One to five years	<u>169,800</u>	<u>395,000</u>
Total	4,879,386	5,433,797
Less: Allowance to discount balance to present value	<u>(17,437)</u>	<u>(22,396)</u>
<b>GRANTS RECEIVABLE</b>	<b>\$ <u>4,861,949</u></b>	<b>\$ <u>5,411,401</u></b>

WFP has conditional gifts outstanding that are not recorded as either contributions receivable or recognized as contribution revenue due to WFP needing to meet donor-imposed requirements. As of September 30, 2019 and 2018, WFP had the following conditional gifts where the conditional requirements were not yet met:

	<u>2019</u>	<u>2018</u>
Raise Matching Funds	\$ 1,999,066	\$ 3,009,881
Meeting Specific Performance Targets	<u>180,921</u>	<u>293,168</u>
<b>TOTAL</b>	<b>\$ <u>2,179,987</u></b>	<b>\$ <u>3,303,049</u></b>



**WATER FOR PEOPLE**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
SEPTEMBER 30, 2019 AND 2018**

**4. PROPERTY AND EQUIPMENT**

Property and equipment consisted of the following at September 30, 2019 and 2018:

	<b>2019</b>	<b>2018</b>
Equipment	\$ 120,688	\$ 120,664
Furniture	130,945	131,140
Computer software and equipment	1,369,802	1,259,197
Vehicles	1,035,210	1,042,902
Leasehold improvements	139,759	130,339
Collections	7,000	7,000
 Total Property and equipment	 2,803,404	 2,691,242
Less: Accumulated depreciation and amortization	(2,294,264)	(2,122,881)
 <b>NET PROPERTY AND EQUIPMENT</b>	 <b>\$ 509,140</b>	 <b>\$ 568,361</b>

**5. LINE OF CREDIT**

WFP has a \$1,500,000 bank line of credit which has no maturity date. Amounts borrowed under this agreement bear interest at a rate of 2.75% plus the 30-day LIBOR rate (2.02% and 2.26% as of September 30, 2019 and 2018, respectively).

There were no outstanding balances on the line of credit as of September 30, 2019 and 2018. The line of credit is collateralized by securities held with the bank.

**6. BOARD DESIGNATED NET ASSETS**

A Strategic Investment Fund (SIF) was created via full Board approval on September 26th, 2018. The Fund was seeded with \$2,000,000 generated from previous years' financial surplus. The SIF is to be used by WFP for a range of purposes, including: acceleration of currently programmed district-level work activities (Everyone Forever), acceleration of scale activities, acceleration of global leadership activities, financial support to local partners, and research and development in water and sanitation. The use of the Fund, and the activities funded by it, require an approval by the Board of Directors. Following is a summary of net asset activity as of and for the years ended September 30, 2019 and 2018:

	<b>Without Donor Restrictions</b>			<b>Total With Donor Restrictions</b>	<b>Total Net Assets</b>
	<b>Undesignated</b>	<b>Board Designated</b>	<b>Total Without Donor Restrictions</b>		
Balance at September 30, 2017	\$ 8,630,969	\$ -	\$ 8,630,969	\$ 3,798,137	\$ 12,429,106
Change in net assets	209,882	-	209,882	832,516	1,042,398
Designation of Strategic Investment Fund	(2,000,000)	2,000,000	-	-	-
Balance at September 30, 2018	6,840,851	2,000,000	8,840,851	4,630,653	13,471,504
Change in net assets	(1,843,332)	-	(1,843,332)	(1,092,265)	(2,935,597)
 <b>BALANCE AT SEPTEMBER 30, 2019</b>	 <b>\$ 4,997,519</b>	 <b>\$ 2,000,000</b>	 <b>\$ 6,997,519</b>	 <b>\$ 3,538,388</b>	 <b>\$ 10,535,907</b>

**WATER FOR PEOPLE**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
SEPTEMBER 30, 2019 AND 2018**

**7. NET ASSETS WITH DONOR RESTRICTIONS**

Net assets with donor restrictions consisted of the following at September 30, 2019 and 2018:

	<u>2019</u>	<u>2018</u>
Water for People general funding	\$ 150,000	\$ 100,000
Malawi charity:Water	509,367	517,803
Malawi UNICEF	253,109	-
Bolivia Swedish Postcode Foundation	-	85,284
Guatemala EDUCO	-	111,772
India charity:Water	143,909	134,578
Rwanda charity:Water	882,202	1,102,090
Rwanda Moskowitz Foundation	-	1,000,000
Rwanda UNICEF	12,090	-
Rwanda anonymous	87,198	144,541
Peru Caterpillar Foundation	-	300,197
Peru Green Empowerment	11,537	-
Peru James Percy Foundation	626,977	-
Uganda charity:Water	278,116	-
Uganda GIZ	14,106	-
Uganda Hilton Foundation	-	1,058,572
Uganda Kampala Capitol City Authority	569,777	-
Uganda UNICEF	-	68,037
Nicaragua Fray Damiano	-	7,779
	<u>          </u>	<u>          </u>
<b>TOTAL NET ASSETS WITH DONOR RESTRICTIONS</b>	<b><u>\$ 3,538,388</u></b>	<b><u>\$ 4,630,653</u></b>

The following net assets with donor restrictions were released from donor restrictions by incurring expenses (or through the passage of time) which satisfied the restricted purposes specified by the donors:

	<u>2019</u>	<u>2018</u>
Water for People general funding	\$ 100,020	\$ 75,000
Malawi program general funding	2,770	221,623
Malawi Coca-Cola RAIN	-	180,404
Malawi charity:Water	1,490,954	1,362,435
Malawi LDS Charities	500,019	300,010
Malawi One Foundation	126,855	-
Malawi UNICEF	1,434	-
Malawi University of Strathclyde	-	230,798
Bolivia program general funding	-	202,221
Bolivia Kimberly Clark Corporation	60,500	50,000
Bolivia Osprey Foundation	-	100,000
Bolivia Swedish Postcode Foundation	78,495	209,507
Guatemala program general funding	5,500	5,000
Guatemala Atlas Corporation	-	30,000
Guatemala Colgate	-	65,549
Guatemala EDUCO	108,582	200,630
Guatemala Kimberly Clark Corporation	60,500	100,000
Guatemala LDS Charities	300,019	300,010
Guatemala One Drop	664,067	905,238
Guatemala TOMS Shoes	50,000	-

**WATER FOR PEOPLE**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
SEPTEMBER 30, 2019 AND 2018**

**7. NET ASSETS WITH DONOR RESTRICTIONS (Continued)**

The following net assets with donor restrictions were released from donor restrictions by incurring expenses (or through the passage of time) which satisfied the restricted purposes specified by the donors (continued):

	<u>2019</u>	<u>2018</u>
Honduras Inter-American Development Bank	\$ 18,627	\$ 289,965
Honduras Kimberly Clark Corporation	60,500	50,000
Honduras LDS Charities	300,019	300,010
India program general funding	-	34,562
India Colgate	150,000	150,000
India charity:Water	412,277	472,268
India One Drop	346,748	913,035
India Xylem	-	250,000
Rwanda program general funding	7,500	494,156
Rwanda Coca-Cola RAIN	31,000	224,340
Rwanda charity:Water	3,926,869	2,269,820
Rwanda James Percy Foundation	137,097	-
Rwanda LDS Charities	300,019	300,010
Rwanda Moskovitz Foundation	1,000,000	1,000,000
Rwanda One Foundation	253,710	-
Rwanda SNV	112,248	93,733
Rwanda UNICEF	7,556	-
Rwanda anonymous	80,156	182,645
Peru program general funding	-	10,000
Peru Water for People Canada	264,980	219,322
Peru Caterpillar Foundation	300,197	12,364
Peru Colgate Foundation	-	50,262
Peru Green Empowerment	6,405	-
Peru Kimberly Clark Foundation	85,500	75,000
Uganda program general funding	15,000	59,823
Uganda Adventure Project	85,000	75,000
Uganda charity:Water	1,183,804	-
Uganda GIZ	116,753	-
Uganda Hilton Foundation	1,058,572	414,684
Uganda Kampala Capitol City Authority	12,975	-
Uganda LDS Charities	300,019	300,010
Uganda Stone Foundation	-	35,627
Uganda Steve Rosenthal	50,000	-
Uganda UNICEF	68,037	141,836
Nicaragua program general funding	58,499	33,000
Nicaragua Atlas Corporation	50,000	-
Nicaragua COSUDE	-	233,849
Nicaragua CAPS PODA	-	3,293
Nicaragua Fray Damiano	7,779	53,465
Nicaragua Kimberly Clark Corporation	60,500	50,000
Nicaragua LDS Charities	300,019	300,010
Nicaragua Signe Hanson	-	50,000
Nicaragua San Rafael	-	38,557
	<u>          </u>	<u>          </u>
<b>NET ASSETS RELEASED FROM DONOR RESTRICTIONS</b>	<b><u>\$ 14,718,080</u></b>	<b><u>\$ 13,719,071</u></b>

## WATER FOR PEOPLE

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2019 AND 2018

#### 8. LIQUIDITY AND AVAILABILITY

Financial assets available for use for general expenditures within one year of the Consolidated Statement of Financial Position date comprise the following:

	<u>2019</u>	<u>2018</u>
Cash and cash equivalents	\$ 1,450,005	\$ 5,401,569
Investments	7,021,199	4,476,250
Grants and pledges receivable	4,861,949	5,411,401
Accounts receivable	<u>920,194</u>	<u>174,283</u>
Subtotal financial assets available within one year	14,253,347	15,463,503
Less: Donor restricted funds	(3,538,388)	(4,630,653)
Less: Board-designated funds	<u>(2,000,000)</u>	<u>(2,000,000)</u>
<b>FINANCIAL ASSETS AVAILABLE TO MEET CASH NEEDS FOR GENERAL EXPENDITURES WITHIN ONE YEAR</b>	<b><u>\$ 8,714,959</u></b>	<b><u>\$ 8,832,850</u></b>

WFP has a policy to structure its financial assets to be available and liquid as its obligations become due. As of September 30, 2019 and 2018, WFP had financial assets equal to approximately five months of operating expenses. In addition, WFP has a line of credit agreement (as further discussed in Note 5) which allows for additional available borrowings up to \$1,500,000.

#### 9. GIFTS IN-KIND

During the years ended September 30, 2019 and 2018, WFP was the beneficiary of donated goods, services and space which allowed WFP to provide greater resources toward various programs. The following donations have been included in revenue and expense for the years ended September 30, 2019 and 2018.

	<u>2019</u>	<u>2018</u>
Donated IT software	\$ 166,647	\$ 426,210
Donated services	168,513	162,955
Donated space, materials and other	<u>26,100</u>	<u>11,717</u>
	<b><u>\$ 361,260</u></b>	<b><u>\$ 600,882</u></b>

#### 10. LEASE COMMITMENTS

WFP rents equipment and office facilities under noncancelable operating leases that have various expiration dates through 2022. Effective April 1, 2013, WFP entered into a lease for office space in Denver, Colorado with a term of nine years ending March 2022.

Monthly rental expense is based on an annual rate per square foot of the leased space, which increases by 50 cents per square foot annually beginning October 1, 2015. The lease agreement provided WFP with free rent for the first 12 months.

Accounting principles generally accepted in the United States of America require that the total rent commitment should be recognized on a straight-line basis over the term of the lease. Accordingly, the difference between the actual monthly payments and the rent expense being recognized for financial statement purposes is recorded as a deferred rent liability on the Consolidated Statements of Financial Position.

## WATER FOR PEOPLE

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2019 AND 2018

#### 10. LEASE COMMITMENTS (Continued)

The following is a schedule of the future minimum lease payments:

**Year Ending September 30,**

2020	\$	158,705
2021		166,384
2022		<u>84,472</u>
	\$	<u><b>409,561</b></u>

Rent expense for the years ended September 30, 2019 and 2018 was \$332,923 and \$321,513, respectively. The deferred rent liability was \$78,214 and \$99,262, respectively.

#### 11. RETIREMENT PLAN

WFP provides retirement benefits to its employees through a defined contribution plan covering all full-time employees who work more than 20 hours per week. WFP's matching contributions to the Plan during the years ended September 30, 2019 and 2018 totaled \$175,346 and \$188,212, respectively.

#### 12. CONCENTRATION OF REVENUE

For the years ended September 30, 2019 and 2018, three donors provided approximately 51% and 41%, respectively, of WFP's total revenue. Approximately \$2,300,000 of the balance of grants and pledges receivable as of September 30, 2019 is attributable to these donors. WFP has no reason to believe that the relationships with these donors will be discontinued in the foreseeable future. However, any interruption of these relationships may result in a significant decrease in revenue.

#### 13. NEW ACCOUNTING PRONOUNCEMENTS (NOT YET ADOPTED)

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers* (Topic 606). This ASU establishes a comprehensive revenue recognition standard for virtually all industries under generally accepted accounting principles in the United States (U.S. GAAP) including those that previously followed industry-specific guidance. The guidance states that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The FASB issued ASU 2015-14 in August 2015 that deferred the effective date of ASU 2014-09 by one year; thus, the effective date is for fiscal years beginning after December 15, 2018. Early adoption is permitted.

In June 2018, the FASB issued ASU 2018-08, Not-for-Profit Entities (Topic 958): *Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made*, which is intended to clarify and improve current guidance about whether a transfer of assets is an exchange transaction or a contribution. The amendments in this ASU provide a more robust framework to determine when a transaction should be accounted for as a contribution under Subtopic 958-605 or as an exchange transaction accounted for under other guidance (for example, Topic 606). The amendments also provide additional guidance about how to determine whether a contribution is conditional or unconditional. The amendments in this ASU could result in more grants and contracts being accounted for as contributions than under previous GAAP.

## WATER FOR PEOPLE

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS SEPTEMBER 30, 2019 AND 2018

#### 13. NEW ACCOUNTING PRONOUNCEMENTS (NOT YET ADOPTED) (Continued)

The ASU recommends application on a modified prospective basis; however, retrospective application is permitted. This ASU is effective for fiscal years beginning after December 15, 2018.

In 2016, the FASB issued ASU 2016-02, *Leases* (Topic 842). The ASU changes the accounting treatment for operating leases by recognizing a lease asset and lease liability at the present value of the lease payments in the Statement of Financial Position and disclosing key information about leasing arrangements. The ASU is effective for private entities beginning after December 15, 2020. Early adoption is permitted. The ASU should be applied at the beginning of the earliest period presented using a modified retrospective approach.

WFP plans to adopt the new ASUs at the respective required implementation dates.

#### 14. SUBSEQUENT EVENTS

In preparing these consolidated financial statements, WFP has evaluated events and transactions for potential recognition or disclosure through February 7, 2020, the date the consolidated financial statements were issued.

## **SUPPLEMENTAL INFORMATION**

## WATER FOR PEOPLE

**CONSOLIDATING SCHEDULE OF FINANCIAL POSITION  
FOR THE YEAR ENDED SEPTEMBER 30, 2019**

	Denver	Malawi	Bolivia	Guatemala	Honduras	India	Rwanda	Peru	Uganda	Nicaragua	Total
<b>ASSETS</b>											
<b>CURRENT ASSETS</b>											
Cash and cash equivalents	\$ 1,308,369	\$ 5,015	\$ 6,778	\$ 14,601	\$ 618	\$ 29,000	\$ 40,386	\$ 3,141	\$ 40,112	\$ 1,985	\$ 1,450,005
Investments	7,021,199	-	-	-	-	-	-	-	-	-	7,021,199
Grants and pledges receivable	4,644,924	-	-	64,662	-	-	-	-	-	-	4,709,586
Accounts receivable	14,770	349,441	31,470	29,915	-	8,803	8,831	928	458,131	17,905	920,194
Prepaid expenses	151,156	12,766	-	-	4,744	(931)	11,882	1,100	32,279	-	212,996
Total current assets	13,140,418	367,222	38,248	109,178	5,362	36,872	61,099	5,169	530,522	19,890	14,313,980
<b>PROPERTY AND EQUIPMENT, NET</b>	190,110	83,433	42,940	4,919	36,298	13,088	78,217	1,178	44,848	14,109	509,140
<b>OTHER ASSETS</b>											
Grants and pledges receivable, net of current portion	152,363	-	-	-	-	-	-	-	-	-	152,363
<b>TOTAL ASSETS</b>	13,482,891	450,655	81,188	114,097	41,660	49,960	139,316	6,347	575,370	33,999	14,975,483
<b>LIABILITIES AND NET ASSETS</b>											
<b>CURRENT LIABILITIES</b>											
Accounts payable and accrued liabilities	797,257	630,445	237,179	186,009	152,535	73,034	1,220,786	141,209	500,216	139,947	4,078,617
Provision for unanticipated losses	78,776	-	-	-	-	-	-	-	-	-	78,776
Deferred revenue	203,969	-	-	-	-	-	-	-	-	-	203,969
Deferred rent	26,166	-	-	-	-	-	-	-	-	-	26,166
Total current liabilities	1,106,168	630,445	237,179	186,009	152,535	73,034	1,220,786	141,209	500,216	139,947	4,387,528
<b>LONG-TERM LIABILITIES</b>											
Deferred rent, net of current portion	52,048	-	-	-	-	-	-	-	-	-	52,048
Total liabilities	1,158,216	630,445	237,179	186,009	152,535	73,034	1,220,786	141,209	500,216	139,947	4,439,576
<b>NET ASSETS</b>											
Without donor restrictions	9,507,716	(389,502)	(155,991)	(136,574)	(110,875)	(23,074)	(1,116,086)	(134,862)	(337,285)	(105,948)	6,997,519
With donor restrictions	2,816,959	209,712	-	64,662	-	-	34,616	-	412,439	-	3,538,388
Total net assets	12,324,675	(179,790)	(155,991)	(71,912)	(110,875)	(23,074)	(1,081,470)	(134,862)	75,154	(105,948)	10,535,907
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 13,482,891</b>	<b>\$ 450,655</b>	<b>\$ 81,188</b>	<b>\$ 114,097</b>	<b>\$ 41,660</b>	<b>\$ 49,960</b>	<b>\$ 139,316</b>	<b>\$ 6,347</b>	<b>\$ 575,370</b>	<b>\$ 33,999</b>	<b>\$ 14,975,483</b>



**WATER FOR PEOPLE**

**CONSOLIDATING SCHEDULE OF ACTIVITY  
FOR THE YEAR ENDED SEPTEMBER 30, 2019**

	Denver		Malawi	
	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions
<b>REVENUE</b>				
Grants and contributions	\$ 5,137,839	\$ 13,629,235	\$ 220,571	\$ 2,320,489
Gifts in-kind	361,260	-	-	-
Royalty income	310,432	-	-	-
Investment income	156,109	-	60	-
Special events	40,546	-	-	-
Other revenue	(7,877)	-	572	-
Net assets released from donor restrictions	15,036,676	(15,036,676)	2,122,032	(2,122,032)
Total revenue	21,034,985	(1,407,441)	2,343,235	198,457
<b>EXPENSES</b>				
Program Services	18,269,428	-	2,188,881	-
Supporting Services:				
Management and General	2,356,139	-	-	-
Fundraising	1,265,103	-	-	-
Total supporting services	3,621,242	-	-	-
Total expenses	21,890,670	-	2,188,881	-
Change in net assets before other item	(855,685)	(1,407,441)	154,354	198,457
<b>OTHER ITEM</b>				
De-obligated awards and funds returned to donors	-	(230)	-	-
Change in net assets	(855,685)	(1,407,671)	154,354	198,457
Net assets at beginning of year	10,363,401	4,224,630	(543,856)	11,255
<b>NET ASSETS AT END OF YEAR</b>	<b>\$ 9,507,716</b>	<b>\$ 2,816,959</b>	<b>\$ (389,502)</b>	<b>\$ 209,712</b>

SCHEDULE 2

Bolivia		Guatemala		Honduras		India	
Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions
\$ 719,511	\$ 33,024	\$ 205,998	\$ 1,065,810	\$ 330,154	\$ 379,146	\$ 212,484	\$ 161,594
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	1,590	-	58	-	-	-
-	-	-	-	-	-	-	-
(4,812)	-	11	-	13,143	-	1,798	-
118,309	(118,309)	1,109,731	(1,109,731)	379,146	(379,146)	161,594	(161,594)
833,008	(85,285)	1,317,330	(43,921)	722,501	-	375,876	-
825,327	-	1,352,730	-	751,517	-	410,849	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-
825,327	-	1,352,730	-	751,517	-	410,849	-
7,681	(85,285)	(35,400)	(43,921)	(29,016)	-	(34,973)	-
-	-	-	(3,190)	-	-	-	-
7,681	(85,285)	(35,400)	(47,111)	(29,016)	-	(34,973)	-
(163,672)	85,285	(101,174)	111,773	(81,859)	-	11,899	-
<b>\$ (155,991)</b>	<b>\$ -</b>	<b>\$ (136,574)</b>	<b>\$ 64,662</b>	<b>\$ (110,875)</b>	<b>\$ -</b>	<b>\$ (23,074)</b>	<b>\$ -</b>

**WATER FOR PEOPLE**

**CONSOLIDATING SCHEDULE OF ACTIVITY  
FOR THE YEAR ENDED SEPTEMBER 30, 2019**

	Rwanda		Peru	
	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions
<b>REVENUE</b>				
Grants and contributions	\$ -	\$ 4,044,796	\$ 60,003	\$ 592,283
Gifts in-kind	-	-	-	-
Royalty income	-	-	-	-
Investment income	198	-	-	-
Special events	-	-	-	-
Other revenue	27,356	-	274	-
Net assets released from donor restrictions	4,010,180	(4,010,180)	592,283	(592,283)
Total revenue	4,037,734	34,616	652,560	-
<b>EXPENSES</b>				
Program Services	4,600,644	-	693,584	-
Supporting Services:				
Management and General	-	-	-	-
Fundraising	-	-	-	-
Total supporting services	-	-	-	-
Total expenses	4,600,644	-	693,584	-
Change in net assets before other item	(562,910)	34,616	(41,024)	-
<b>OTHER ITEM</b>				
De-obligated awards and funds returned to donors	-	-	-	-
Change in net assets	(562,910)	34,616	(41,024)	-
Net assets at beginning of year	(553,176)	-	(93,838)	-
<b>NET ASSETS AT END OF YEAR</b>	<b>\$ (1,116,086)</b>	<b>\$ 34,616</b>	<b>\$ (134,862)</b>	<b>\$ -</b>

**SCHEDULE 2**  
**(Continued)**

Uganda		Nicaragua		Eliminations		Consolidated Total	
Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions	Without Donor Restrictions	With Donor Restrictions
\$ -	\$ 2,725,952	\$ 68,610	\$ 465,986	\$ (1,817,331)	\$ (11,789,080)	\$ 5,137,839	\$ 13,629,235
-	-	-	-	-	-	361,260	-
-	-	-	-	-	-	310,432	-
425	-	26	-	-	-	158,466	-
-	-	-	-	-	-	40,546	-
3,648	-	4,156	-	-	-	38,269	-
2,503,444	(2,503,444)	473,765	(473,765)	(11,789,080)	11,789,080	14,718,080	(14,718,080)
2,507,517	222,508	546,557	(7,779)	(13,606,411)	-	20,764,892	(1,088,845)
2,844,896	-	655,537	-	(13,606,411)	-	18,986,982	-
-	-	-	-	-	-	2,356,139	-
-	-	-	-	-	-	1,265,103	-
-	-	-	-	-	-	3,621,242	-
2,844,896	-	655,537	-	(13,606,411)	-	22,608,224	-
(337,379)	222,508	(108,980)	(7,779)	-	-	(1,843,332)	(1,088,845)
-	-	-	-	-	-	-	(3,420)
(337,379)	222,508	(108,980)	(7,779)	-	-	(1,843,332)	(1,092,265)
94	189,931	3,032	7,779	-	-	8,840,851	4,630,653
<b>\$ (337,285)</b>	<b>\$ 412,439</b>	<b>\$ (105,948)</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 6,997,519</b>	<b>\$ 3,538,388</b>