AYEAR LIKE NO OTHER

ANNUAL REPORT





Dear Friends and Partners,

To say 2020 was full of challenges would be an enormous understatement. The COVID-19 pandemic challenged everyone across the globe and Water For People was not spared from these struggles.

Water For People navigated significant COVID-19 related difficulties in the nine countries where we work. The extent of the virus outbreak, as well as the response in each country, varied. Throughout the year, we continuously monitored and quickly reacted to the rapidly changing landscape. In addition, the readiness and rapid response of the water and sanitation offices we support in the districts where we work effectively helped combat the spread of the virus.

The health and safety of our teams and communities remained our top priority. Water For People's global employees moved to working remotely whenever possible. While we could not complete our annual monitoring in 2020, and there were delays in evaluation efforts of our country programs, the resourcefulness and creativity of our teams ensured the progress of our Everyone Forever work continued despite this new and dynamic environment.

On the positive side, COVID-19 elevated the importance of handwashing globally, and consequently shined the spotlight on the significance of Water For People's work. In April, we were prominently featured by New York Times columnist and two-time Pulitzer Prize winner, Nicholas Kristof, whose C-19 Impact Initiative highlighted organizations fighting on the frontlines of the COVID-19 pandemic. Through the initiative, Kristof encouraged his readers to support Water For People. We were grateful to be recognized for bringing sustainable water and sanitation systems to communities, schools, and especially, to health clinics around the world.

We leaned into this momentum and leveraged it to officially launch Destination 2030 (D30), our 10-year vision to help countries achieve United Nations Sustainable Development Goal 6 – Clean Water and Sanitation for All.

Despite the year's challenges, we remain on track to reach 4 million people with reliable water services by the end of 2021 – a true testament to the strength of Water For People and our partners. Amidst record fundraising in 2020 and accompanied by a truly inspiring demonstration of resilience and commitment by our teams in nine countries, the future has never looked so promising.

While the world has changed dramatically in this year like no other, our commitment to our mission has not. We are grateful for those of you who have supported our work for many years and are equally thankful for the thousands of new donors who joined the Water For People community this year. Thank you for believing in a world where Everyone has access to safe water and sanitation systems that will last Forever. We look forward to continuing this journey with you.

With our utmost gratitude,

Eleann Al

Eleanor Allen Chief Executive Officer Bill Roe

Chair, Board of Directors







This past year, the world collectively experienced a year like no other. No country, no community, no individual was spared from this experience. At Water For People, the arrival of the COVID-19 pandemic underscored the importance of our commitment to a solution like no other: the Everyone Forever model. Through this model, we remain on a mission to deliver water and sanitation services that reach everyone...and that last for generations to come.

While COVID-19 dialed up pressure on the need for clean water and handwashing, Water For People remained laser focused on ensuring some of the world's most vulnerable communities have the infrastructure, the hygiene education, and most importantly, the sustainable, clean water they need to keep their families, their schools, and their health clinics safe.

We did not falter in our commitment to the mission, and we achieved great progress thanks to the unwavering support of our generous donors and partners. This silver lining fueled our resiliency and the resiliency of the communities we serve.

FOR THIS, WE ARE DEEPLY GRATEFUL

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, improved sanitation, and hygiene education.

To conserve resources, we do not print the full list of donors. To see 2020 donors, please visit waterforpeople.org/annualreport-2020.

WHEN HYGIENE HITS HOME

With COVID-19 and its health impacts making headline news, hygiene remained front and center throughout 2020. This spotlight provided Water For People the opportunity to partner with communities in ways we never had before. In Peru, we joined a government-led water, sanitation, and hygiene (WASH) roundtable to support the implementation of a national plan to prevent the spread of COVID-19. In India, we worked with community mobilizers and water committees to educate the public about the importance of handwashing. And we continued building local capacity in all nine countries, so communities are more resilient against future pandemics.



450,000

people reached with hygiene messages to prevent the spread of COVID-19 through our participation in the Healthy Nicaragua Campaign

230,000

people served by permanent handwashing stations constructed at health facilities and public markets in Rwanda

92

handwashing stations installed in public spaces throughout Kampala and Luuka Districts in Uganda

3

district hospitals in Malawi received PPE including masks, disinfectant, and surgical gloves

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
Everyone Forever

districts



3.66M*
people with reliable water services

2020 Progress



223,938

people reached with new or improved water services



666,332

people reached with new or improved sanitation services



206,554

people reached with hygiene education



47%

of co-investment by government partners

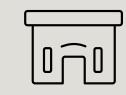


222 schools with access

to improved WASH



396 communities with new or improved water service



28 district water and sanitation offices created or supported



13 clinics with access to improved WASH

*This number is the same as 2019, as data collection was not possible in 2020. Water For People remains on track to reach 4M by the end of 2021.

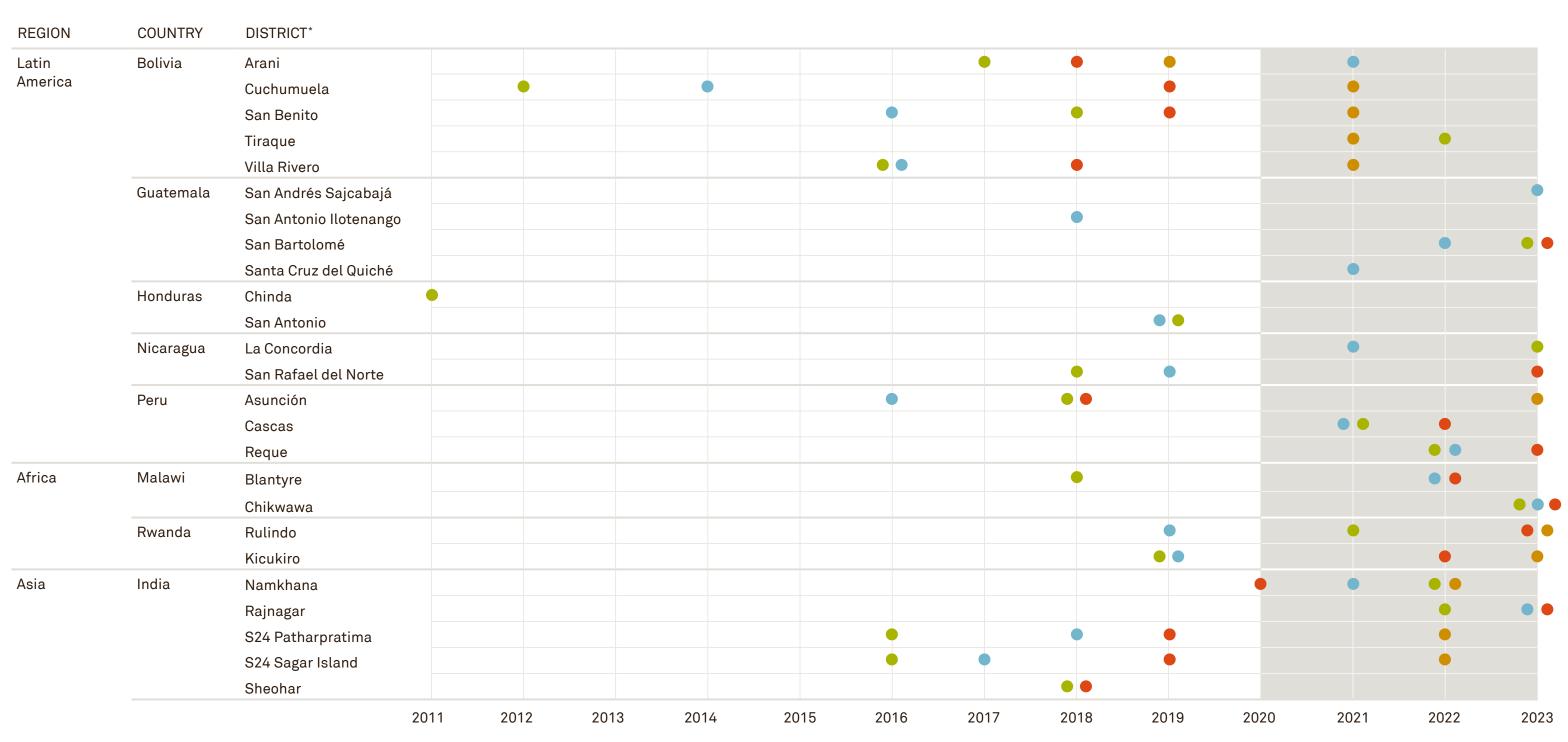


Everyone and Forever Milestones

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 reached, 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 pages 10-11). Here is a view of past, current, and projected milestones.

*While we currently work in 38 Everyone Forever districts, this chart only shows districts projected to reach an

Everyone or Forever milestone through 2023.



Year to reach every community Year to reach every school and clinic

Year to reach sustainable services

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.

REGION	COUNTRY	DISTRICT	PROGRESS TOWARD SUSTAINABILITY IN ALL EIGHT INDICATORS*		
Latin America	Bolivia	Arani			
		Arbieto			
		Cuchumuela			
		Pocona			
		San Benito			
		Tiraque			
		Villa Rivero			
	Guatemala	San Andrés Sajcabajá			
		San Antonio Ilotenango			
		San Bartolomé			
		Santa Cruz del Quiché			
	Honduras	Chinda			
		El Negrito			
		San Antonio			
	Nicaragua	La Concordia			
		San Rafael del Norte			
	Peru	Asunción			
		Cascas			
		Reque			
Africa	Malawi	Blantyre			
		Chikwawa			
		Chiradzulu			
	Rwanda	Gicumbi			
		Kicukiro			
		Rulindo			
	Uganda	Kamwenge			
		Luuka			
Asia	India	Sheohar		Sustainable	Not yet sustainable
		South 24 Parganas (S24 Patharpratima and S24 Sagar Island)			,

Note: Due to COVID-19, service provider monitoring was not completed for most countries, and scores from 2019 monitoring were used for service provider scores for all but Rwanda and Nicaragua. For India, all data is from 2019.

10

^{*} Districts are rated on eight sustainability indicators. This chart shows progress toward sustainability over all eight indicators: 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 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.

Examples of this include our collaborations with Agenda for Change, a global coalition of system-strengthening organizations, and IRC, a like-minded "think and do tank" committed to building strong WASH systems. By influencing other actors in the sector to use similar principles, together, we can ensure Everyone has water and sanitation solutions that last Forever.

In 2020, collaboration took on a new look. Water For People embraced the opportunity for our voice to be heard in virtual settings, where we shared ongoing learnings, raised the visibility of the impact of our work, and helped others envision what impact could be achieved through collective action and commitment to the Everyone Forever impact model.

EVERYONE • FOREVER



PROGRESS TOWARD GLOBAL LEADERSHIP

38 presentations at conferences and external meetings

We made 38 presentations at conferences and external meetings despite most conferences being canceled or held virtually. We proactively sought opportunities to raise the level of visibility of Water For People through the Everyone Forever model in the water and sanitation sector and beyond. By providing thoughtful and considered commentary on our successes, challenges, and failures, our goal is to promote a faster end to the global water and sanitation crisis.

PROGRESS TOWARD SCALE

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

1.54 million people reached globally to date through market-based sanitation initiatives

17 new partners

We signed Memoranda of Understanding with 17 new partners — ranging from local and national governments to community-based organizations to international NGO partners — all with the goal of further shifting how WASH services are delivered.

FINANCIALS

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION | SEPTEMBER 30, 2020 AND 2019

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	2020	2019
CURRENT ASSETS		
Cash and Cash Equivalents	\$ 2,625,374	\$ 1,450,005
Grants and Pledges Receivable	3,933,871	5,629,780
Prepaid Expenses and Other Assets	199,918	212,996
Investments	7,414,552	7,021,199
Total Current Assets	14,173,715	14,313,980
LONG TERM ASSETS		
Contributions Receivable, Net of Current Portion	2,533,192	152,363
Property and Equipment, Net	418,223	509,140
Total Long-Term Assets	2,951,415	661,503
Total Assets	\$ 17,125,130	\$ 14,975,483
LIABILITIES AND NET ASSETS		

Total Liabilities and Net Assets

CURRENT LIABILITIES Note Payable Accounts Payable and Accrued Liabilities Provision for Unanticipated Losses Deferred Revenue Deferred Rent Total Current Liabilities	471,443 2,268,955 94,536 876,206 18,203 3,729,343	- 4,078,617 78,776 203,969 26,166 4,387,528
LONG-TERM LIABILITIES Note Payable, Net of Current Portion Deferred Rent, Net of Current Portion Total Liabilities	304,749 33,845 4,067,937	52,048 4,439,576
NET ASSETS Without donor restrictions With donor restrictions Total Net Assets	7,631,142 5,426,051 13,057,193	6,997,519 3,538,388 10,535,907

\$ 17,125,130

\$14,975,483

CONSOLIDATED STATEMENT OF ACTIVITIES | SEPTEMBER 30, 2020 AND 2019

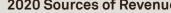
	2020	2019
	Total	Total
REVENUE		
Contributions, Grants, and Sponsorships	\$ 22,360,888	\$ 18,767,074
In-Kind Contributions	412,989	361,260
Special Events	1,681	40,546
Investment Income	42,644	158,466
Other Income	172,065	348,701
Total Revenue	22,990,267	19,676,047
EXPENSE		
Program Services	16,738,337	18,986,982
Supporting Services:		
Management and General	2,492,428	2,356,139
Fundraising	1,161,620	1,265,103
Total Support Services	3,654,048	3,621,242
Total Expense	20,392,385	22,608,224
Change in Net Assets Before Other Items	2,597,882	(2,932,177)
OTHER ITEMS		
De-obligated Funds	(76,596)	(3,420)
CHANGE IN NET ASSETS	2,521,286	(2,935,597)
Net Assets - Beginning of Year	10,535,907	13,471,504
NET ASSETS - END OF YEAR	\$ 13,057,193	\$ 10,535,907

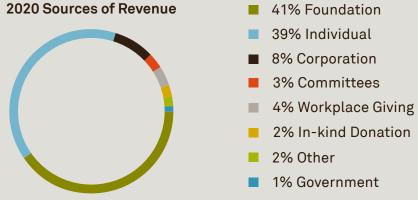
2020 Spend by Region

66% Africa 23% Latin America 11% India

2020 Use of Funds

82% Programs 13% Administration 5% 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, 2019 - September 30, 2020

Everyone Forever Global Strategic Partners

\$1 million+

charity: water

Focusing Philanthropy

Latter-day Saint Charities

Sea Grape Foundation

Everyone Forever Visionaries

\$500.000 - \$999.999

Anonymous (1)

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One Foundation

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Marcia and Sidney St. Martin Mr. James W. Stephenson John and Rita Sudman Bjorn and Sharon von Euler

Malcolm Walter Paul and Judy Ware Floyd and Diana Wicks Jim Williams

Mr. Bob and Mrs. Chris Willis

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

Anonymous (3) Helene Baribeau Alden Beard Arthur Bell Michael P. Bell Matt and Marlo Berg Beverly A. Bishop Robert P. Blauvelt Ann and Bill Brackett Ned and Lindsey Breslin 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 Susan Davis Sanford and Linda Dee Leendert T. DeJong Chuck and Joan DiLaura

Kenneth W. Cox

Marion Erwin Kathy Freas Joseph Goodwill Glen A. Grant Susan Greenberg John David Griffith

Carolyn Hardy-Olsen and Dennis Olsen

Nancy Hawes Jenifer S. Heath Tamara Hess Sarah Hite Lyle Hoag Robert Kemp Pat and Linda McCann

Betty Miller John T. Morris Alice Milnor Norton Cindy Paulson Ken Ransford Barbara Reskin Connie and Dick Riegler Eric P. Rothstein

Richard and Mary Anne Sawey

Valerie Shinn

Patricia Spence and Steven Spence

Elisa M. Speranza Kelly Trace

Bill and Judi Warkentin

Caitlin and Zachary Warkentin

Jim Williams

Patricia J. Williamson

In Memoriam

Michael P. Bell George P. Brooks Barbara L. Brown Joachim Ebert John Eder James M. Fobel Bahareh Karami Gary L. Leegard Lester B. Pavne Joe Puglia Allen Sklare

Kerry Smith Alfred C. "Fred" Speranza

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Strategic Advisors

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