

Dear Water For People Supporter,

2021 was a year of reflection. We celebrated Water For People's 30th anniversary and completed our Strategic Plan 2017-2021. Upon realizing these milestones, we pause to acknowledge the progress from this past year, throughout our five-year strategic plan, and over our 30-year history of reaching communities with water and sanitation services.

We are proud to share with you that, since 2017, we have **impacted 4.67 million people with reliable water access** – surpassing the original goal of 4 million! Working with local entrepreneurs and businesses, we helped 1.77 million people gain access to sanitation services. We reached an additional 5.9 million people through work with other local organizations and governments to replicate the Everyone Forever model.

As you explore this Annual Report, you'll learn more about this progress and the people involved. This impact would not have been possible without your shared belief in a world where everyone has access to clean water and sanitation services, forever. Thank you.

Water For People's 30-year history has included periods of evolution — such as moving from a project-by-project method to the current Everyone Forever model. The COVID-19 pandemic has brought another era of change as we adapt to new styles of work, partnership, and leadership. We are proud of our teams around the world who have embraced flexibility and perseverance — continuing to support access to safe water, dignified toilets, and hygiene resources at a time when community health is critical.

In continuing our evolution, and in commitment to living our values, we restructured our leadership team in 2021. By expanding from a centralized senior leadership team structure to a global leadership team with representatives from India, Latin America, and Africa, we improve transparency, enhance the incorporation of regional perspectives, and promote equitable decision-making. Water For People is committed to elevating our global voices and ensuring organizational decisions and priorities are reflective of the countries in which we work. This is one example of how Water For People continues to emphasize Justice, Equity, Diversity, and Inclusion throughout our work culture, offices, and programs.

As we make progress toward reaching Everyone Forever, billions of people still lack access to safely managed water and sanitation services. Destination 2030 is our shared plan and vision to drive exponential progress toward United Nations Sustainable Development Goal 6: Clean Water and Sanitation For All by 2030. Learn more about our audacious plan on page 9.

We have accomplished much in the 30 years since our founding. With your continued support of our critical mission to help end the global water crisis, we look forward to scaling our impact together in the years ahead toward our goal of Everyone Forever. Onward to Destination 2030!

Eleanor Allen
Chief Executive Officer

Eleann Al

Chair, Board of Directors





On the cover and opposite page:
Solitario Ledezma
Veliz lives in a community within Pocona,
Bolivia. Thanks to partnerships with
Water For People, he and his family have reliable access to water.

OUR VISION

A world where every person has access to reliable and safe water and sanitation services.

OUR MISSION

Water For People exists to promote the development of high-quality drinking water and sanitation services, accessible to all, and sustained by strong communities, businesses, and governments.

OUR VALUES







Empowerment







Transparency

EVERYONE

We spend years, not days, in communities. We work until every single person – even the hardest-to-reach, the most vulnerable, the marginalized – has access to safe and reliable water, sanitation, and hygiene services.

FOREVER

Forever means building from the ground up and top-down – empowering local communities and governments to invest in the long-term water and sanitation solutions that are right for them.

A LOOK BEHIND THE NUMBERS

As you explore the report, you will find numbers. Numbers reflecting people impacted, schools with improved water access, families with bathrooms, hospitals with hygiene resources, and agreements signed with governments.

And behind every single one of these numbers is a person.



LUCAS **NICARAGUA**

Lucas stands proudly in front of the new bathrooms at his school. It wasn't long ago that their facilities were run-down and unsafe, making proper hygiene difficult. Thanks to collaboration between the community and Water For People, his school has new bathrooms and sinks for handwashing.



DOÑA EDONIA **BOLIVIA**

Doña Edonia recently graduated as a plumber. With training from Water For People, she can make improvements to her bathroom as well as others in her community. And after 10 years of living in the town of Villa San Salvador, she now turns on a tap at home and water flows.



DR. IVAN MUJUNI **UGANDA**

Dr. Mujuni feels prepared for infection prevention and control. His hospital is on the front lines of COVID-19, and through working with Water For People, they now have more handwashing stations, drinking water points, and safe waste management. He reports fewer cases of hospital-acquired or water-based diseases because of these improvements.



MINU MANDAL **INDIA**

Minu relentlessly advocates for water in her community. From meetings with her local government to attending water point maintenance trainings from Water For People, she is fiercely committed to ensuring her community has lasting access to safe water.

These are the people behind the numbers.

As we reflect on this past year, we recognize that these extraordinary accomplishments would not be possible without your partnership and support.

To watch our thank you message and see a list of our valued donors, please visit waterforpeople.org/annualreport.



PROOF

MEASURING OUR IMPACT

The goal of Everyone Forever is to reach every family, clinic, and school with lasting water and sanitation. Our Strategic Plan 2017-2021 set out to prove this model works by continually reaching more people with water and sanitation services, promoting co-investment from our district partners, and creating and supporting local water and sanitation offices.

See our 2021 progress over the next few pages, and then explore our five-year strategic plan results and reflections starting on page 17.

2021 Progress









partners

253,365

people reached with new or improved water services

330,482

people reached with new or improved sanitation services

301,302 people reached with

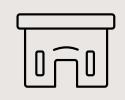
49% of co-investment hygiene education leveraged from



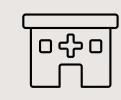
435 schools with access to improved WASH



587 communities with new or improved water service



38 district water and sanitation offices created or supported



32 clinics with access to improved WASH

GLOBAL LEADERSHIP AND SCALE

GLOBAL LEADERSHIP

Global Leadership efforts focus on accelerating change by sharing success and important learnings of the Everyone Forever impact model.

In 2021, we presented at 45 conferences and external meetings. By amplifying voices and increasing visibility at the local, national, and global levels, Water For People is ensuring that lessons learned are in the hands of more people.

To share our colleagues' knowledge further, we held an internal blog competition.

Nineteen program topic blogs were written, voted on, and published through Water For People's technical-focused website, The WASH Room. From rainwater harvesting in India to microcredit solutions in Guatemala, these pieces share lessons and reflections with other organizations and governments – furthering Water For People's experience-based leadership.

Visit <u>The Wash Room</u> to read these blog entries and more.

SCALE

Our Strategic Plan 2017-2021 Scale goals were built upon the district-level momentum of Everyone Forever to improve water and sanitation services at an even greater level.

In this spirit, Water For People has joined forces with IRC – a water, sanitation, and hygiene-focused nonprofit based in the Netherlands – to drive exponential and audacious progress.

In 2021, our organizations announced Destination 2030, a joint effort to close the gap for the estimated 2 billion people globally who still lack sustainable access to safe water, and the more than 4 billion who lack access to safely managed sanitation.

Our Destination 2030 vision is clear: the passionate pursuit of water, sanitation, and hygiene services for all.

Destination 2030 includes a joint strategy and monitoring framework developed together and shared by Water For People and IRC. Combining forces, we aim to deliver increased reach and scale incountry, expand to new countries with new partners, promote a shared approach to systems change regionally and globally, and share expertise to improve effectiveness. Destination 2030 was developed by diverse global teams local to the countries where both organizations work.

Visit <u>waterforpeople.org/destination2030</u> to learn more.

WATER

Everyone and Forever Milestones



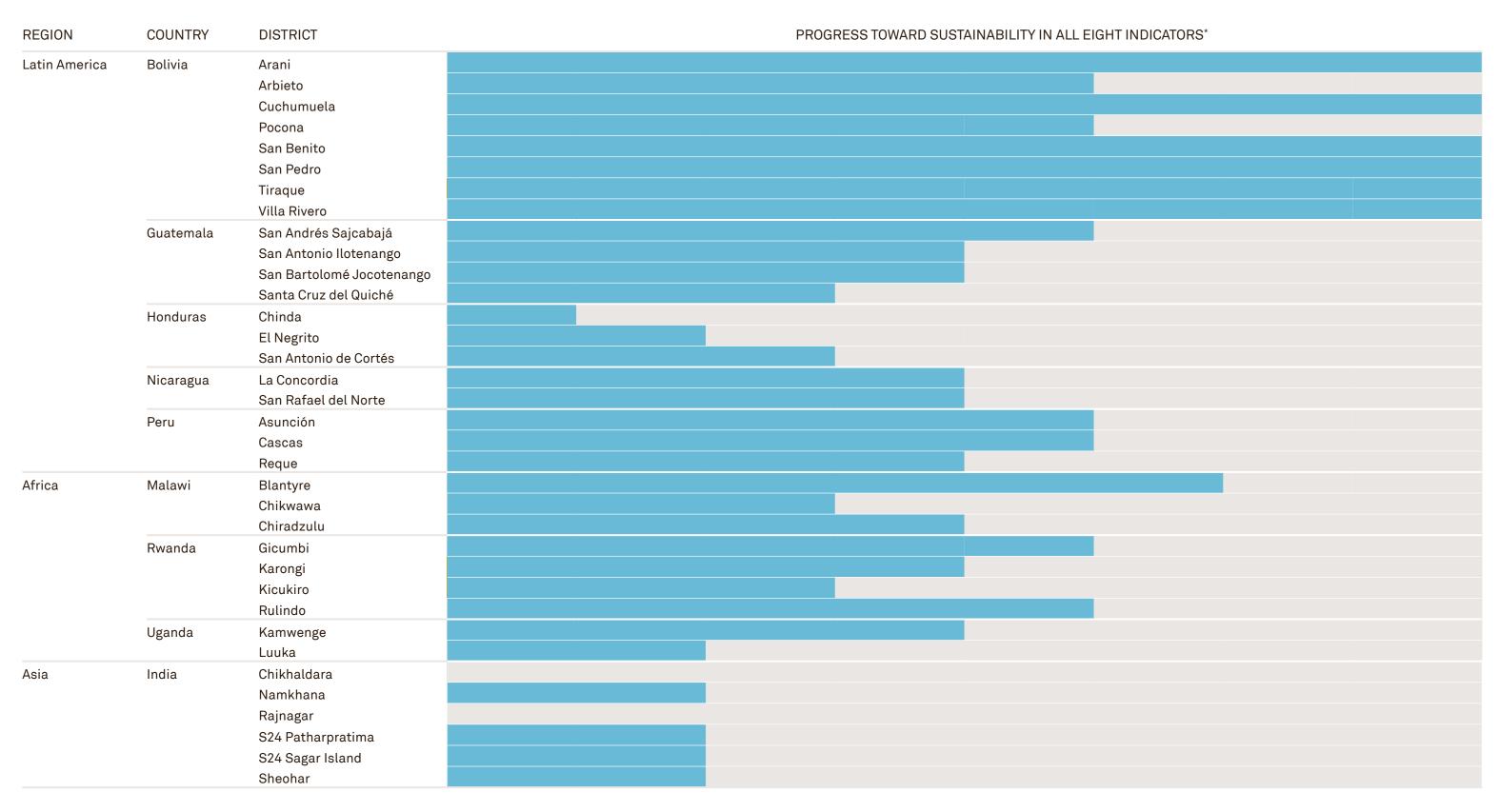
We measure our progress toward reaching Everyone with safe water by working at the community, public institution (schools and clinics), and household levels. When all three milestones are reached, we can confidently declare that Everyone in a district has access to reliable water services. We measure progress toward reaching Forever (water services are sustainable without further investment by Water For People) using the Sustainable Services Checklist (see pages 12-13). This table is a view of past, current, and projected milestones.

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*While we currently work in 39 districts, this chart only shows districts projected to reach an Everyone or Forever milestone through 2025.



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.

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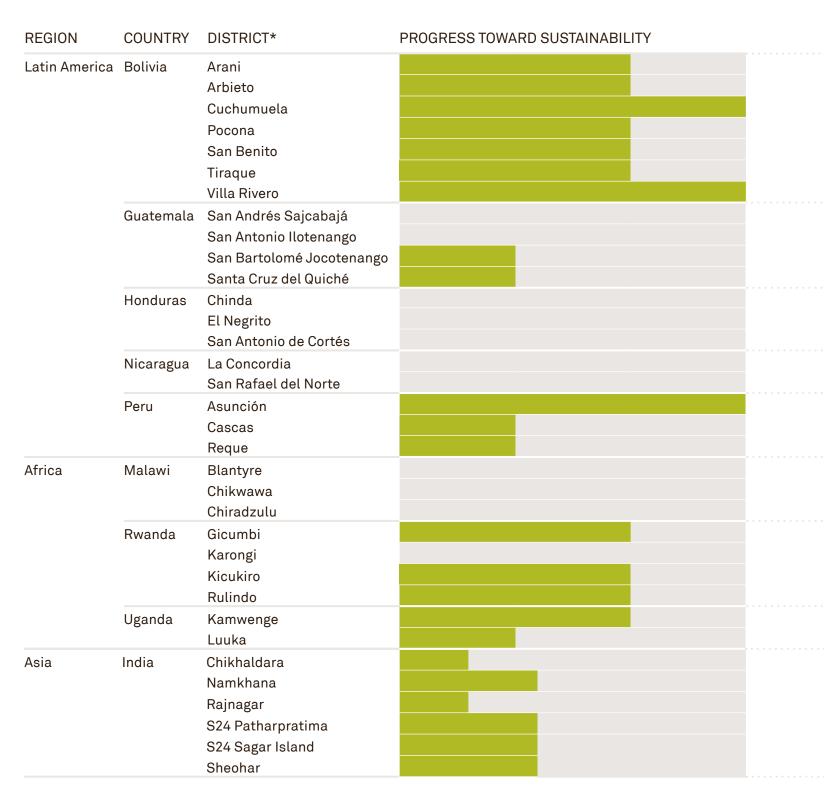
^{*} Districts are rated on eight sustainability indicators. This chart shows progress toward sustainability over all eight indicators: Service Authority Structure, Finance, Management, and Monitoring (four indicators); Service Provider Structure, Finance, Operation and Maintenance (three indicators); Water Resources Management (one indicator).

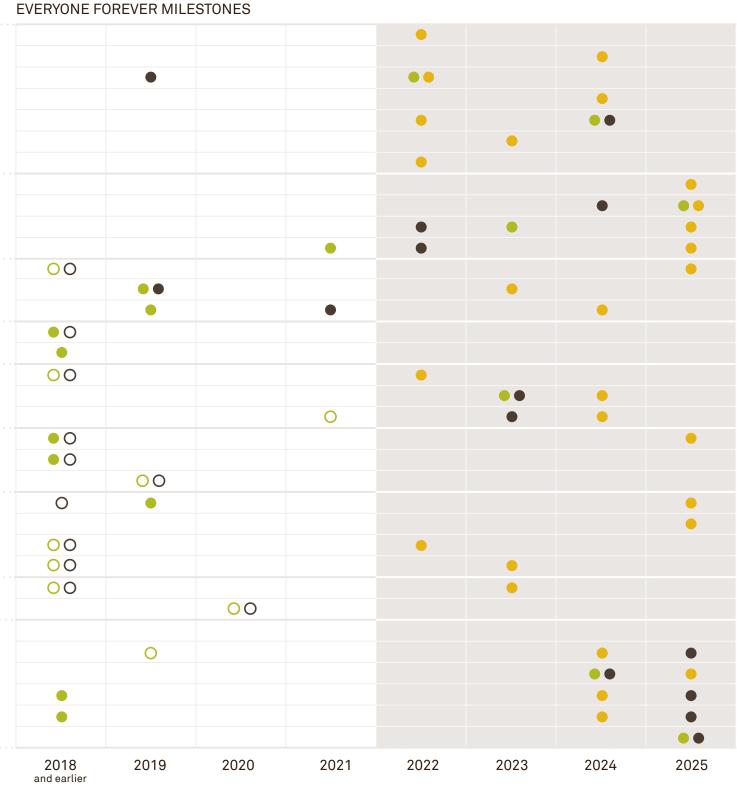
SANITATION

Sustainable Services Checklist

Everyone and Forever Milestones

SANITATION





Sustainable

Not yet sustainable

On the Sustainable Services Checklist on the left page, districts are rated on sustainability indicators that include Structure, Finance, and Monitoring of service authority, and two additional service provider indicators in India.

*While we currently work in 39 districts, this chart only shows districts projected to reach an Everyone or Forever milestone through 2025.

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5 YEARS OF IMPACT

STRATEGIC PLAN 2017-2021 RESULTS

We know our Everyone Forever model works, and we just spent the last five years increasing our impact – X 20! Through goals anchored in Proof, Global Leadership, and Scale, we expanded our reach and drew closer to achieving Everyone Forever and Sustainable Development Goal 6.

Increasing our impact X 20 was based on reaching 4 million people at the district (local) level, our overarching Proof goal, and 80 million people at the national level in four focus countries, our overarching Scale goal, by 2021.

With our government partners at the local level, we exceeded our Proof impact population target of 4 million people by **impacting 4.67 million people with reliable water services**, despite the COVID-19 pandemic.



4.67M

people impacted with reliable water services

PROOF



38

district water, sanitation, and hygiene offices created



40

Everyone milestones reached



2

Forever milestones achieved



39

Everyone Forever districts in 2021 (from 30 districts in 2017)

GLOBAL LEADERSHIP

Global Leadership efforts focused on sharing success and important learnings of the Everyone Forever model to accelerate social change and enhance our thought leadership, reputation, and visibility globally. We co-founded Agenda for Change in 2015, to support collaboration and catalyze sector strengthening through collective action. Agenda for Change has grown to 14 members, working together to support government-led water, sanitation, and hygiene systems in more than 40 countries.

SCALE

75M

people reached through partnerships with national governments in Bolivia, Peru, Rwanda, and Uganda 5.9M

people reached through replication of the Everyone Forever model 1.77M

people reached through sanitation initiatives





FINANCIALS

All financials are in US dollars

Income Statement Comparison | September 30, 2021 and 2020

	2021	2020
REVENUE		
Contributions, Grants, and Sponsorships	\$ 20,028,450	\$ 22,320,033
Other	1,115,049	2,593,638
Total Revenue	21,143,499	22,913,671
EXPENSES		
Program	18,127,341	16,738,337
Management and General	2,584,627	2,492,428
Fundraising	1,368,964	1,161,620
Total Expenses	22,080,932	20,392,385
Change in Net Asset	(937,433)	2,521,286

Balance Sheet Comparison | September 30, 2021 and 2020

	2021	2020
ASSETS		Y
Current	\$ 14,610,214	\$ 14,173,715
Long-term	1,567,418	2,951,415
Total Asset	16,177,632	17,125,130
LIABILITIES		
Current	4,057,872	3,744,985
Long-term	-	322,952
Total Liability	4,057,872	4,067,937
Total Net Assets	12,119,760	13,057,193
Without Donor Restriction	8,287,526	7,631,142
With Donor Restriction	3,832,234	5,426,051



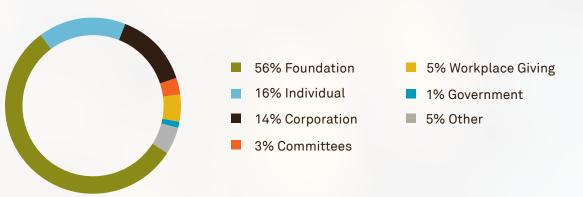


For 18 consecutive years, Water For People has received Charity Navigator's 4-star rating – its highest possible score! This longevity places Water For People in the top 1% of all charities. The GuideStar Gold Seal of Transparency indicates our commitment to transparency.

Strategic Investment in FY21: \$260,000

A Strategic Investment Fund (SIF) was created in FY18. The Fund was seeded with \$2,000,000 generated from previous years' financial surplus. The SIF is to be used by Water For People for a range of purposes, including: acceleration of currently programed 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.

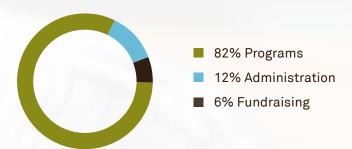
2021 Revenue Sources



2021 Expenses by Region



2021 Expense Allocation





THANK YOU

to our donors

Generous donors 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, 2020 - September 30, 2021

Everyone Forever Global Strategic Partners

charity: water

Focusing Philanthropy

Kimberly-Clark Corporation

Latter-day Saint Charities

Sea Grape Foundation

Everyone Forever Visionaries

\$500,000 - \$999,999

Anonymous (1)

Deutsche Gesellschaft fur Internationale Zusammenarbeit

Osprey Foundation

One Drop Foundation

Everyone Forever Champions

\$250,000 - \$499.999

Anonymous (1)

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\$100,000 - \$249,999

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IRC International Water & Sanitation Centre

Kampala Capitol City Authority

The Spurlino Foundation

Texas Section AWWA & Texas WEA

Thankyou Charitable Trust

United Nations Office for Project Services

United States Agency for International Development

Water for All

The Waterloo Foundation

The Weissman Family Foundation, Inc.

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Mary Addink

26

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WWPS, LLC

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Water For People as a beneficiary in their estate plans

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Bradley W. Cutter Billy J. Fine

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Matthew Ostrower Cindy Paulson

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World Water Corps Volunteers

Volunteers who provide technical expertise

to Water For People Bruce Richart Tyler Nading Mike Johnson

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