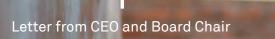
Water For People

ANNUAL REPORT

YEAR 2019

THIS CHANGES EVERYTHING



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Everything Means Everything

2

Donors

Focus on Foreve

CONTENTS

Proof: Our Impact

6-7 Milestone

8-9 Sustainable Services Checklist

10-11 Global Leadership and Scale

> 12-13 Financials

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!

Fleanin AL

Villiam

Eleanor Allen **Chief Executive Officer**

Bill Roe Chair, Board of Directors





EVERYTHING MEANS 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. 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.

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



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





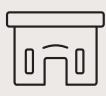
186,485

people reached with water access

506,313 people reached with sanitation services







26 district water and sanitation offices created or supported

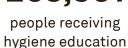




people with reliable water services



269,361





45%

of co-investment by partners in 2019





360 communities with new or improved water service

22 clinics with access to improved WASH

Everyone and Forever Milestones

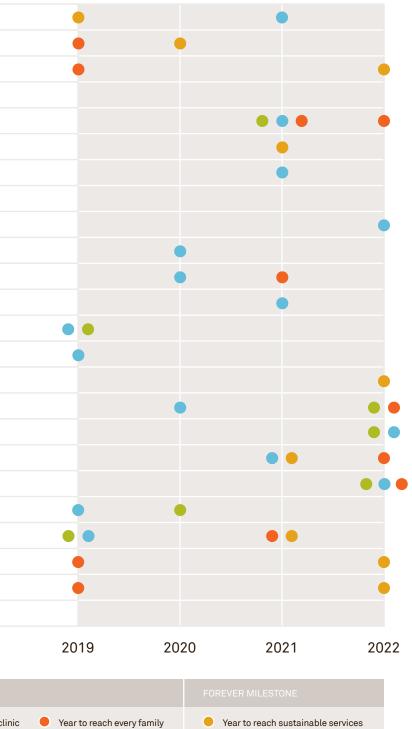
We measure our progress toward reaching Everyone with safe water by working at the community, public institution (schools and clinics), and household levels. When all three milestones are completed, we can confidently declare that Everyone in a district has access to reliable water services. We measure 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.

REGION	COUNTRY	DISTRICT*								
Latin America	Bolivia	Arani							•	•
		Cuchumuela		•		•				
		San Benito								•
		San Pedro			•				•	•
		Tiraque								
		Villa Rivero					•	•		•
	Guatemala	San Andrés Sajcabajá								
		San Antonio Ilotenango								•
		San Bartolomé								
		Santa Cruz del Quiché								
	Honduras	Chinda	•							
		El Negrito								
		San Antonio								
	Nicaragua	San Rafael del Norte								•
	Peru	Asunción								•
		Cascas								
		Reque								
Africa	Malawi	Blantyre								•
		Chikwawa								
	Rwanda	Rulindo								
		Kicukiro								
Asia	India	S24 Patharpratima								•
		S24 Sagar Island							•	
		Sheohar								•
			2011	2012	2013 20)14 20	15 20	16 20	017	2018

*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.

EVERYONE MILESTONES

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



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			
		San Pedro			
		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			
Africa	Malawi	Blantyre			
		Chikwawa			
	Rwanda	Gicumbi			
		Kicukiro			
		Rulindo			
	Uganda	Kamwenge			
Asia	India	S24 Patharpratima			
		S24 Sagar Island	Sustainable Not yet sustainable		
		Sheohar	Sustainable Not yet sustainable		

* 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).

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. 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.

PROGRESS TOWARD GLOBAL LEADERSHIP

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.



PROGRESS TOWARD SCALE

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		
	2019	2018
CURRENT ASSETS		
Cash and Cash Equivalents	\$ 1,450,005	\$ 5,401,569
Grants and Pledges Receivable	5,629,780	5,213,080
Prepaid Expenses	212,996	440,709
Investments	7,021,199	4,476,250
Total Current Assets	14,313,980	15,531,608
LONG TERM ASSETS		
Grants and Pledges Receivable,		
Net of Current Portion	152,363	372,604
Property and Equipment, Net	509,140	568,361
Total Long-Term Assets	661,503	940,965
Total Assets	\$ 14,975,483	\$ 16,472,573
LIABILITIES AND NET ASSETS		
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	26,166	21,047
Total Current Liabilities	4,387,528	2,922,854
LONG-TERM LIABILITIES		
Deferred Rent, Net of Current Portion	52,048	78,215
Total Liabilities	4,439,576	3,001,069
NETASSETS		
Without donor restrictions	6,997,519	8,840,851
With donor restrictions	3,538,388	4,630,653
Total Net Assets	10,535,907	13,471,504
Total Liabilities and Net Assets	\$ 14,975,483	\$ 16,472,573

Note: See the 2019 Behind The Numbers document on our website for more details.

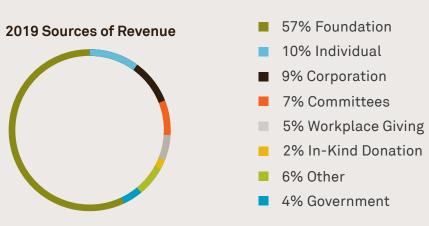
REVENUE Contributions, Grants, and Sponsorships In-Kind Contributions Special Events Investment Income Other Income Total Revenue
EXPENSE Program Services Supporting Services: Management and General Fundraising Total Support Services
Total Expense
Change in Net Assets Before Other Items
OTHER ITEMS Provision for Unanticipated Loss De-obligated Funds
CHANGE IN NET ASSETS
Net Assets - Beginning of Year
NET ASSETS - END OF YEAR

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

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

CONSOLIDATED STATEMENT OF ACTIVITIES | SEPTEMBER 30, 2019 AND 2018

2019	2018		
Total	Total		
\$ 18,767,074	\$ 20,137,747		
361,260	600,882		
40,546	63,047		
158,466	83,170		
348,701	305,344		
19,676,047	21,190,190		
18,986,982	16,349,209		
2,356,139	1,826,212		
1,265,103	1,750,933		
3,621,242	3,577,145		
, ,			
22,608,224	19,926,354		
(2,932,177)	1,263,836		
(_,,	.,,		
0	(90,000)		
(3,420)	(131,438)		
(0,420)	(101,400)		
(2,935,597)	1,042,398		
13,471,504	12,429,106		
\$ 10,535,907	\$ 13,471,504		



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

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\$1 million+ charity: water LDS Charities The Rick and Nancy Moskovitz Foundation One Drop Foundation

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\$500,000 - \$999.999 James Percy Foundation Kampala Capitol City Authority

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Safe Water Guardians

Extraordinary individuals who have included Water For People as a beneficiary in their estate plans Helene Baribeau Alden Beard Matt and Marlo Berg Beverly A. Bishop Robert P. Blauvelt

Anonymous 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 Marion Erwin Kathy Freas, Ph.D Joseph Goodwill John David Griffith Anonymous 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 Kellv Trace Bill and Judi Warkentin Caitlin and Zachary Warkentin Jim Williams Patricia J. Williamson

Strategic Advisors

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

World Water Corps Volunteers

Jaime Boutilier Garry Boychuk Tyrel Clark Alfredo Esguerra Tom Fee Stephen Glain Matt Hatch Merly Herrera Domenec Jolis Monica Louie Mark Taylor Jairo Luque Villanueva



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