

Water For People

# FOCUS ON FOREVER

YEAR  
2018

ANNUAL  
REPORT



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Dear Friends and Partners,

We are proud to issue this annual report documenting one of the strongest years ever at Water For People! As of 2018, our work has positively impacted 3.3 million people. That is 3.3 million men, women, and children who no longer have to walk long distances to fetch water or suffer waterborne diseases – they can now pursue a better and healthier future. Access to safe water through our work has saved time, improved health, and enhanced education, prosperity, and dignity. Thank you for supporting this critical work to bring safe water and sanitation to Everyone Forever.

We have continued to make incredible progress toward reaching Everyone. Since 2011, we have reached Everyone in many districts in India, Bolivia, Peru, Nicaragua, and Guatemala. In 2018, Blantyre, Malawi became the first district in Africa to reach every community with water! Globally, the momentum is building, and others are replicating our model – the ultimate proof that our approach is working.

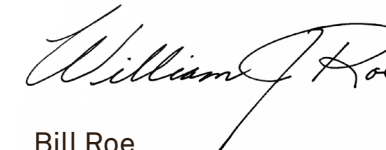
In 2018, we added to the extensive body of evidence that our Everyone Forever model is truly helping end the global water and sanitation crisis for millions of people. For the first time ever, a district where we work, San Pedro, Bolivia, reached a critical Forever milestone. This means that those living in San Pedro now have water service that is sustainable and that the district is self-sufficient. The district's service authority and service providers are maintaining water service – operation, investment, and monitoring – without support from Water For People. Water For People will continue to provide oversight, and we will exit when we are confident that water will flow Forever. This is the highest expression of our work and demonstrates that we can do more than reach Everyone. Ensuring that water will flow Forever is possible!

Thinking back on the past year, we are filled with gratitude, joy, and inspiration. Everyone Forever isn't a quick fix. Our work is complex and difficult. Thankfully, we are starting to see exciting returns on many years of perseverance, focus, and belief. We are confident what we leave in place will be sustainable and will improve the quality of life for generations to come. Thank you for being a part of this journey and for your support and investment. You and all of our partners are proving Everyone Forever works and that it will help end the global water and sanitation crisis. We can't wait to see what we can achieve together in the coming years.

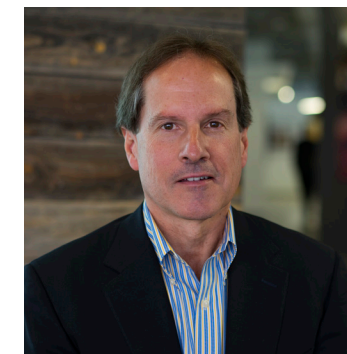
In partnership,



Eleanor Allen  
Chief Executive Officer



Bill Roe  
Chair, Board of Directors



# A BETTER FUTURE WITH WATER

When water arrived at Binaga School in the remote countryside of Rwanda, it gave students a better future. Before Water For People partnered with the school to promote better water and sanitation services, many students missed class regularly to fetch water several miles from their homes, or because they were sick from drinking dirty water. Without decent sanitation facilities, menstrual hygiene resources for girls, or handwashing stations, students couldn't practice proper

hygiene. Many girls stayed home from school when they had their periods. Now all of that has changed. The school has new toilets and water stations, allowing kids to stay in school. Children like Josephine, who plans to be a journalist, and Eugene who wants to be a mechanic, can dream for the future. With confidence that water and sanitation will last Forever, students know they can now accomplish their goals.



# FOCUS ON FOREVER

2018 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.

## — FIRST FOREVER DISTRICT —

In 2018, San Pedro, Bolivia became the first district to reach a Forever milestone. The district's service authority and service providers are maintaining water service – operation, investment, and monitoring – without support from Water For People. Water For People will maintain an oversight-only role before exiting completely, once we are confident that water will flow Forever.

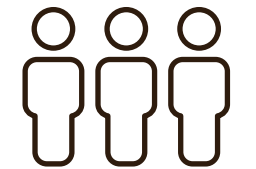
# PROOF

Measuring Our Impact

## Progress Toward our 2017-2021 Strategic Goal of Proof

The goal of the Everyone Forever model is to reach every family, clinic, and school with lasting water and sanitation. We continue 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.

- 32 districts
- 1 district transitioned to oversight-only
- 31 district water and sanitation offices created and supported



**3.3M**

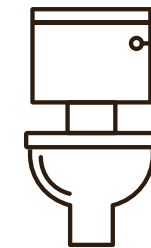
people with reliable water services

## 2018 Progress



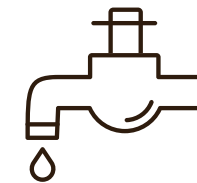
**217,896**

people reached with water access



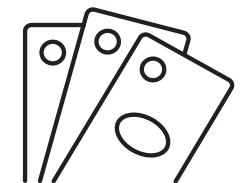
**354,881**

people reached with sanitation services



**176,443**

people receiving hygiene education



**58%**

of co-investment by partners in 2018



**275**

jobs created



**109**

schools reached with water access



**473**

communities with new water access

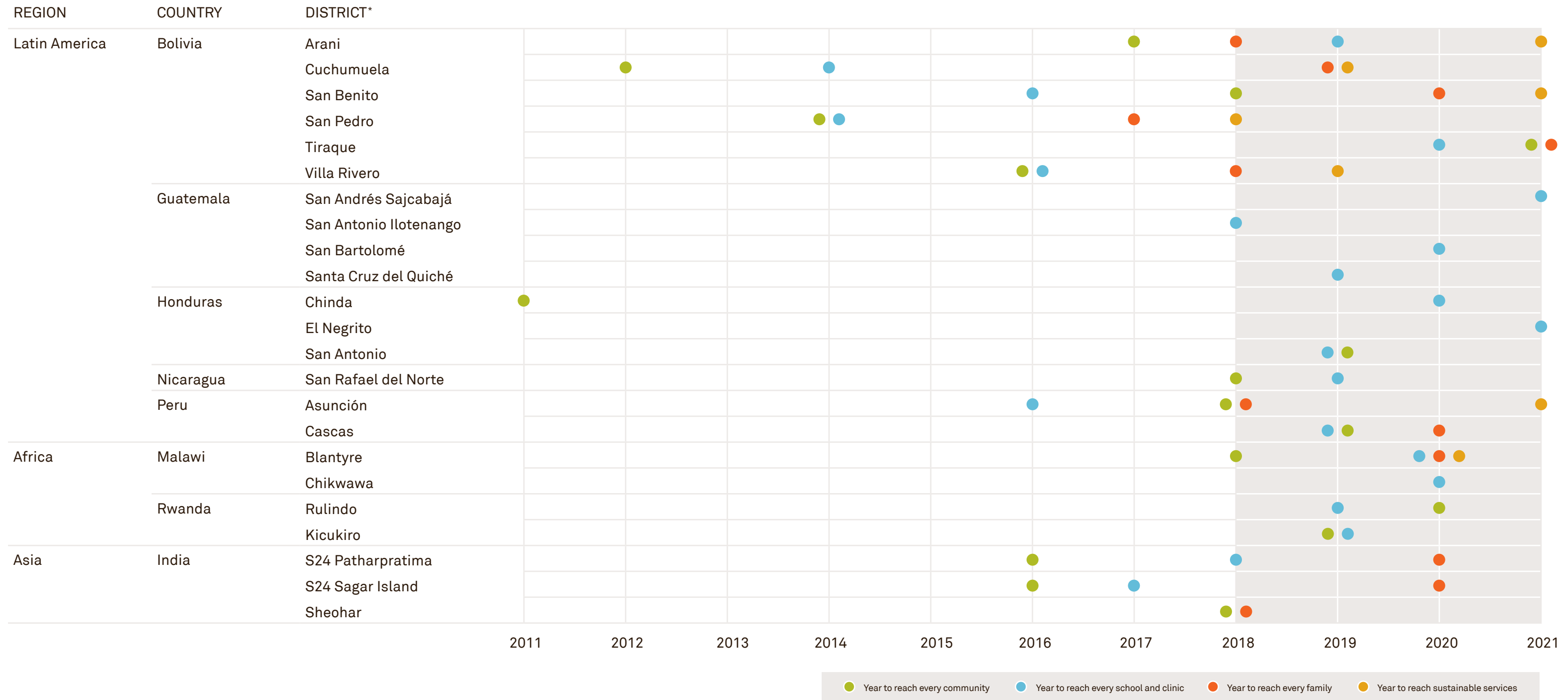


**33**

clinics reached with water access

# Everyone and Forever Milestones

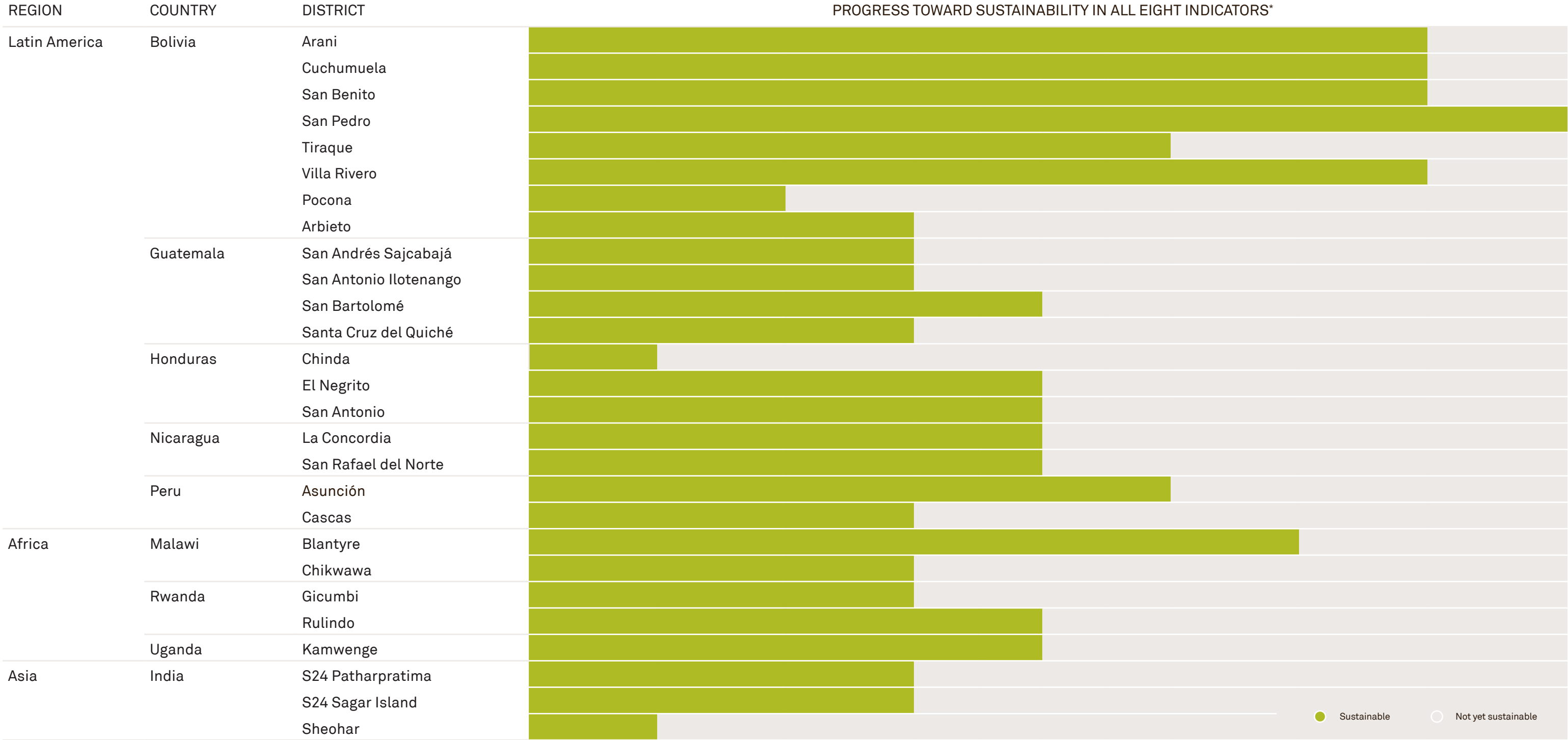
We measure our progress toward reaching Everyone with safe water by working at the community, public institution (schools and clinics), and household levels. When all three milestones are completed, we can confidently declare that Everyone in a district has access to reliable water services. We measure progress toward reaching Forever (water services are sustainable without further investment by Water For People) using the Sustainable Services Checklist (see p. 8). The first Forever milestone was achieved in San Pedro, Bolivia this year, meaning Water For People has moved into an oversight-only role. Here is a view of past, current, and projected milestones.



\*While we currently work in 32 Everyone Forever districts, this chart only shows districts projected to reach Everyone at the community, public institution, or household levels through 2021, the end of our current strategic planning period.

# Sustainable Services Checklist

The Sustainable Services Checklist monitors each district's progress toward having sustainable water services, considering eight metrics under three categories: service authority, service provider, and water resources management.



\*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 social 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. We want to influence other actors in the water and sanitation sector to utilize similar principles, so together, we can end the water crisis faster.

## PROGRESS TOWARD GLOBAL LEADERSHIP

### 90 spoken and written contributions about our work in 2018

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. 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.

### 111 meetings in 2018 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 policies and provide training to government offices that are implementing Everyone Forever practices.

## PROGRESS TOWARD SCALE

### 1.1 million people impacted globally to date

by collaborating with other NGOs and governments to replicate Everyone Forever.

### 468,000 people reached globally to date

with scalable market-based sanitation services outside of Everyone Forever districts.

**IN PERU** Water For People has been supporting the national program for rural sanitation in establishing the basis for Everyone Forever in multiple municipalities, as well as advising the national regulator on an appropriate rural tariff that is affordable for people in areas of higher poverty.

**IN UGANDA** we have worked for six years to develop the market for emptying pit latrines safely. This work has led to the establishment of the Gulper Association of Kampala, which registers and regulates companies that provide latrine pit emptying services. Human waste in Kampala can be safely managed and the people carrying out the work are protected from harm.

**IN GUATEMALA** we signed agreements with CARE, Living Water International, Food for the Hungry, and World Vision to promote the implementation of the Everyone Forever model in each NGO's geographic area of work.

**IN HONDURAS** we support a national Everyone Forever movement known locally as *Para Todos Por Siempre* (PTPS). PTPS has created district-level plans that will allow Honduras to scale sustainable water services nationally, and it is already serving as a model for how other countries could facilitate national collaboration toward Everyone Forever.

**IN RWANDA** the Everyone Forever movement is supported by the national government, which continues to scale the model in new districts. This year, we advised five districts that are replicating Everyone Forever. Moving forward, we will help develop investment plans to reach Everyone in all 27 rural districts.

# FINANCIALS

CONSOLIDATED STATEMENT OF ACTIVITIES | SEPTEMBER 30, 2018 AND 2017

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION | SEPTEMBER 30, 2018 AND 2017

ASSETS	2018	2017
<b>CURRENT ASSETS</b>		
Cash and Cash Equivalents	\$ 5,401,569	\$ 5,318,863
Grants and Pledges Receivable	5,038,797	4,730,323
Prepaid Expenses and Other Assets	614,992	538,461
Investments	4,476,250	2,403,783
Total Current Assets	15,531,608	12,991,430
CONTRIBUTIONS RECEIVABLE, NET	372,604	1,170,439
PROPERTY AND EQUIPMENT, NET	568,361	586,437
Total Assets	\$ 16,472,573	\$ 14,748,305
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable and Accrued Liabilities	\$ 2,792,807	\$ 2,108,946
Provision for Unanticipated Losses	90,000	0
Deferred Revenue	19,000	95,065
Deferred Rent	21,047	15,928
Total Current Liabilities	2,922,854	2,219,939
<b>LONG-TERM LIABILITIES</b>		
Deferred Rent, Net of Current Position	78,215	99,261
Total Liabilities	3,001,069	2,319,200
<b>NET ASSETS</b>		
Unrestricted	8,840,851	8,630,969
Temporarily Restricted	4,630,653	3,798,137
Total Net Assets	13,471,504	12,429,106
Total Liabilities and Net Assets	\$ 16,472,573	\$ 14,748,306

	2018	2017
	Total	Total
<b>REVENUE</b>		
Contributions, Grants, and Sponsorships	\$ 21,137,747	\$ 21,201,108
In-Kind Contributions	600,882	420,902
Special Events	63,047	2,806
Investment Income	83,170	37,476
Other Income	305,344	332,547
Total Revenue	21,190,190	21,994,839
<b>EXPENSE</b>		
Program Services	16,349,209	16,124,435
Supporting Services:		
Management and General	1,826,212	1,977,494
Fundraising	1,750,993	1,815,002
Total Support Services	3,577,145	3,792,496
Total Expense	19,926,354	19,916,931
Change in Net Assets Before Other Items	1,263,836	2,077,899
<b>OTHER ITEMS</b>		
Provision for Unanticipated Loss	(90,000)	0
Deobligated Funds	(131,438)	0
CHANGE IN NET ASSETS	1,042,398	2,077,899
Net Assets - Beginning of Year	12,429,106	10,351,207
NET ASSETS - END OF YEAR	\$ 13,471,504	\$ 12,429,106

### 2018 Spend by Region

53% Africa  
35% Latin America  
12% India

### 2018 Use of Funds

82% Programs  
9% Administration  
9% Fundraising

### 2018 Sources of Revenue



- 52% Foundation
- 19% Individual
- 11% Corporation
- 6% Committees
- 5% Workplace Giving
- 3% In-Kind Donation
- 3% Other
- 1% Government



# 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, 2017 - September 30, 2018

### Everyone Forever Global Strategic Partners

**\$1 million+**

charity: water  
Conrad N. Hilton Foundation  
LDS Charities  
The Rick and Nancy Moskovitz Foundation  
One Drop Foundation

### Everyone Forever Visionaries

**\$500,000 - \$999,999**

Autodesk Foundation

### Everyone Forever Champions

**\$250,000 - \$499,999**

Anonymous (1)  
Carylon Corporation  
Caterpillar Foundation  
The Coca-Cola Foundation  
Colgate-Palmolive  
EDUCO  
Inter-American Development Bank  
Kimberly-Clark Corporation  
One Foundation  
Osprey Foundation  
The Stephen & Sandy Rosenthal Family Foundation  
Swedish Postcode Foundation  
Xylem, Inc. and Employees

### Everyone Forever Leaders

**\$100,000 - \$249,999**

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Absolut Elyx  
AECOM and Employees  
American Water and Employees  
Bentley Systems and Employees  
Brown and Caldwell and Employees  
California-Nevada Section AWWA  
CDM Smith and Employees  
COSUDE Swiss Cooperation Agency  
John F. and Mary A. Geisse Foundation  
Indiana Section AWWA  
Jacobs Engineering Group and Employees  
New Jersey Section AWWA

Henry E. Niles Foundation, Inc.  
Pacific Northwest Section AWWA  
University of Strathclyde Research & Innovation

### Everyone Forever Advocates

**\$50,000 - \$99,999**

The Adventure Project  
Carollo Engineers and Employees  
Richard J. Conroy and Genevieve G. Conroy  
EA Engineering, Science, and Technology, Inc. and Employees  
Florida Section AWWA  
Fray Damiano  
Greeley and Hansen, LLC  
Signe Hanson  
Ride With Purpose Association  
SNV Netherlands Development Organization  
The Spurlino Foundation  
Texas Section AWWA  
TOMS  
Water For All  
The Waterloo Foundation

### Everyone Forever Supporters

**\$20,000 - \$49,999**

Anonymous (5)  
Alcaldia de San Rafael  
American Water Works Association and Employees  
Arcadis and Employees  
Bonneville Charitable Foundation  
Brenntag and Employees  
British Columbia - Yukon Committee  
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IHS Markit  
Imbibe  
Mary Kay and Thomas Kaufmann  
Kentucky/Tennessee Section AWWA  
Las Vegas Valley Water District and Employees  
Louisville Water Company and Employees  
Pat and Linda McCann  
Minnesota Section AWWA  
Missouri Section AWWA & Missouri WEA  
Nalco Water and Employees

Neptune Technology Group Inc.  
New England Section AWWA  
Ohio Section AWWA & Ohio WEA  
Ontario Water Works Association  
Pennsylvania Section AWWA  
Rocky Mountain Section AWWA & Rocky Mountain WEA  
William and Kathleen Roe Fund  
David and Elizabeth Steinglass  
UNICEF  
Malcolm Walter  
Water Environment Association of Ontario  
Patricia Williamson

### Everyone Forever Sponsors

**\$5,000 - \$19,999**

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Vivian Acebal and Andrea Baldo  
AE2S and Employees  
Ambre Blends, LLC  
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Jana Andersen  
Harlan and Lois Anderson Family Foundation  
Cheryl and Dee Anstett  
Arizona Water Association  
Arzan Wealth  
Atlantic Canada Water Works Association  
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Avista Technologies  
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New England WEA  
North Carolina Section AWWA & North Carolina WEA  
North Dakota Section AWWA  
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VMWare and Employees  
Water & Wastewater Operators Association and Employees  
Water Bureau Employees Welfare Fund  
WaterOne  
Western Canada Section AWWA  
Tal Winter  
Edward and Willa Wolcott  
Yusko Family Foundation

### Everyone Forever Friends

**\$1,000 - \$4,999**

Anonymous (27)  
Jim and Nita Abney  
Bruce and Susan Adams  
Eleanor Allen and David Fellows  
Robert and Carol Allison  
AmazonSmile Foundation  
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ARES Operations, LLC and Employees  
Clare Argetsinger  
Michael Augustyn  
Philip and Daniele Barach Foundation

Barrett Environmental & Educational Foundation  
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Bay Area Water Works Association  
Andrew Bayne  
BC2 Environmental and Employees  
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Mark Smith  
Bill and Janice Smith  
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South Dakota Section AWWA

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Sharon Wong  
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John J. Aho  
Roberta Basham  
Bill M. Butler  
Doris Christensen  
Baby Hawley  
Roberta Bryant Jackson  
Martha T. Jamison  
Arthur Laudel  
Latasha Marshall  
Janet A. Mortimore  
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Renee M. Wright

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Floyd and Diana Wicks  
Jim Williams  
Mr. Bob and Mrs. Chris Willis  
Mrs. Ellen Wolf and Mr. Richard Harris

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**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  
Ann and Bill Brackett  
Ned and Lindsey Breslin  
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Bill Roe  
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Susan Gilbert  
Doug Griffes  
Pat McCann  
Joan Miller  
Steve Rosenthal  
Caroline Russell  
Geneva Travis

#### **World Water Corps Volunteers**

Jeff Friesen  
Tyrel Clark  
Stephen Glain  
Domenech Jolis



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