

2016 ANNUAL REPORT

EXPANDING WHAT'S POSSIBLE



*Community members
gather at a water
distribution point in
Mpapayu, Tanzania.
Story on page 5.*



water mission™

Kenya



WATER MISSION STATS TO DATE

OVER 2,300

SAFE WATER & SANITATION PROJECTS COMPLETED

Mexico



OVER 18,000

HEALTHY LATRINES INSTALLED

Indonesia



OVER 68,000

SUPPORTERS WHO HAVE COME ALONGSIDE US



George & Molly Greene

Dear Friends,

Five years ago, we articulated a new vision for Water Mission – to be a Christian engineering ministry that is recognized as a global leader in transformational safe water solutions by 2017.

Why?

Because we believe that in order to solve the global water crisis — which is enormous (approximately 1.8 billion people lack access to safe water) and urgent (water borne diseases kill over 800,000 people every year, and many of these are children who will never celebrate their fifth birthday) — the world needs to rapidly scale up the rate at which people gain sustainable access to safe water.

We developed our vision to be recognized as a global leader in engineering technologies, systems, processes, and procedures to drive us to be a “best-in-class” organization. Best-in-class is defined as the highest current performance level in an industry, used as

a standard or benchmark to be equaled or exceeded. If Water Mission is thought of in this capacity, then we will be best positioned to assist and guide other organizations so that we can work together to achieve sustainable scale.

While we have much to learn, we believe our vision has been achieved, and this has been demonstrated by our proven ability to implement sustainable water projects in some of the most difficult situations imaginable – earthquakes and other natural disasters, refugee camps that are home to hundreds of thousands of people living in desperate conditions, and the ongoing work in rural communities, hospitals, schools, and orphanages where people have never had access to safe water. More and more, other organizations are using us as a resource.

Last year, we brought safe water to over 255,000 people. While we are only able to share a few of the impactful projects in this year’s Annual Report, after reading them I think you will agree that there is ample evidence that our vision has been achieved. It’s now time to turn our focus outward, and envision a world where everyone has access to safe water and an opportunity to experience God’s love.

EXPANDING IMPACT

A Year of Firsts

Water Mission’s expanding ability to serve more people in need is demonstrated across the organization. 2016 saw several “firsts” that pushed boundaries for us. Below are some notable highlights.

- An anonymous donor announced their intention to make a **\$5M unrestricted gift** to be distributed over the next five years.
- The **first landmark study presented at UNC Chapel Hill’s Water Institute Conference** proved high levels of sustained function and use of pour-flush latrines installed in Honduras. Results demonstrate the transformational impact of our sanitation work in the region.
- The **first sanitation projects were installed in our Africa programs**. Over 4,800 people in Kiringa, Uganda, were served as part of a safe water and sanitation project, which included the installation of 60 Healthy Latrines. An additional 240 latrines are scheduled for 2017. This project was made possible by the 25-40 Foundation, DFW Plastics, and the United Methodist Committee on Relief.
- The first **Life Principles Conference was held by Water Mission Kenya for over 90 pastors** to enable them to grow in their knowledge and understanding of God and equip them for more effective ministry.



Construction of the first Healthy Latrines installed by Water Mission in Africa. Kiringa, Uganda



OVER **3,300,000**
LIVES IMPACTED WITH
SAFE & LIVING WATER!

We stand now at the threshold of an incredible opportunity to reach more people than ever before with safe water and sanitation solutions. As a result, more people will have the opportunity to experience the love of Jesus.

It is my honor to thank you personally, on behalf of our Board of Directors, and on behalf of our nearly 300 staff members in Charleston and in our country programs around the world. Perhaps more importantly, it’s my honor to thank you on behalf of those people who, for the first time in their lives, now have an opportunity to live a healthy life because you have made it possible for them to have sustainable access to safe water and to learn that they are loved, as we are, by the God of all creation.

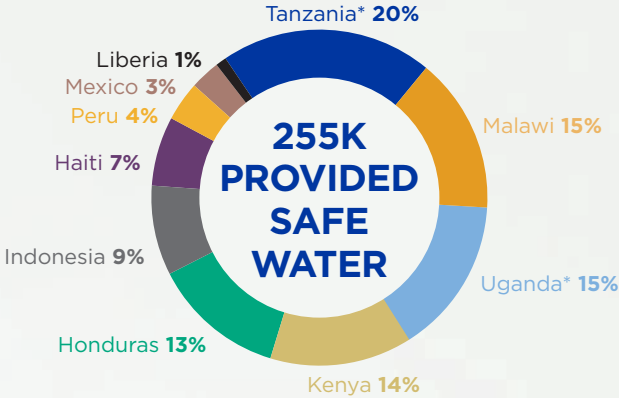
I am grateful for your support and investment in Water Mission, and I hope that it has been, and will continue to be, a rewarding experience for you.

Blessings,

George C. Greene III, PE, PhD
Founder, CEO

Providing Safe & Living Water in 2016

Safe water flowed for over 255,000 people for the first time in 2016, thanks to the steady commitment of our staff and funding from investors and partners around the world. The majority of projects completed were in communities where we also provided hygiene training and partnered with local churches to enable ministry efforts.




Institutional projects grew in Liberia where 12 safe water projects were installed at hospitals and clinics. Recognizing the enormous need in Liberia, we established a regional office in Monrovia to support future opportunities.

Our **disaster response efforts** primarily focused on the humanitarian crises in refugee camps. Existing installations in Tanzania’s Nyarugusu camp served over 40,000 people in 2016. Separately, Water Mission Uganda responded to the needs of 25,000 refugees, mainly women and children, fleeing South Sudan into Northern Uganda’s Elegu camp where safe water treatment systems and bathing facilities were installed.

Through our partnership with InTouch Ministries, **thousands of people heard the Living Water message** through the distribution of over 8,000 mobile audio Bible devices known as Messengers.

As a result of our commitment to appropriate technologies that optimize sustainability, **our total number of solar-powered installations surpassed 1,000 in 2016**. Existing and new implementing partners recognize the many advantages of solar power and increasingly specify the custom engineered solutions.

			
255,000	537	8,334	1,000
People served through 88 commissioned safe water projects	Safe water and sanitation projects in the pipeline	Messenger audio Bibles sharing Living Water	Solar-powered systems supported in the field

* Includes projects providing safe water in refugee camps.

For whoever drinks of the water that I will give him shall never thirst; but the water that I will give him will become in him a well of water springing up to eternal life. — John 4:14

2016 STATS

47,200

INDIVIDUAL SITE
VISITS TO
WATERMISSION.ORG

15,602

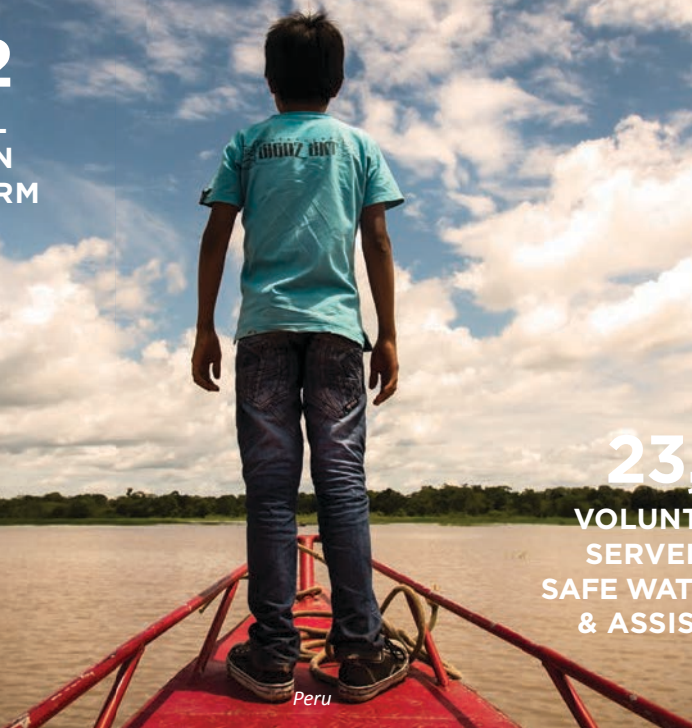
INDIVIDUAL
GIFTS GIVEN
TO TRANSFORM
LIVES

19,800

MILES WALKED AT
40 WALK FOR
WATER EVENTS
ACROSS THE U.S.

23,000

VOLUNTEER HOURS
SERVED BUILDING
SAFE WATER SOLUTIONS
& ASSISTING STAFF



EXPANDING OPPORTUNITY

Going Beyond Expectations

For decades, the Muslim community of Mpapayu, Tanzania, suffered without access to safe water for its 1,400 residents. When our Tanzania staff installed a solution in 2016, safe water began flowing within just a few months. The project's success and the Safe Water Committee's (SWC's) careful oversight of resources led to an even greater demand for safe water in the surrounding area than originally planned.

Our customized solar-powered solution was already delivering at peak capacity for the designed system (13,000 liters per day), but it was not enough to meet the growing demand.

With their own resources, the SWC mobilized to address the issue by installing a backup AC power connection that supplemented system capacity to increase the daily available volume. Now, there is plenty to share with their neighbors.

"It's a beautiful example of a community experiencing transformation and empowerment to start resolving their own problems,"

said George C. Greene, IV, PE, President and Chief Operating Officer.

This project was made possible by the Conway Family of Kiawah, SC.



Collecting safe water. Mpapayu, Tanzania

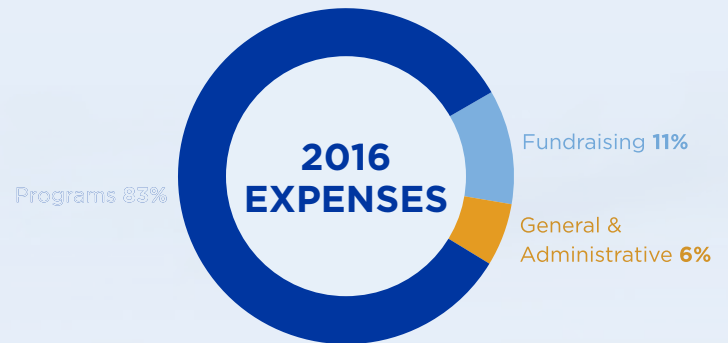
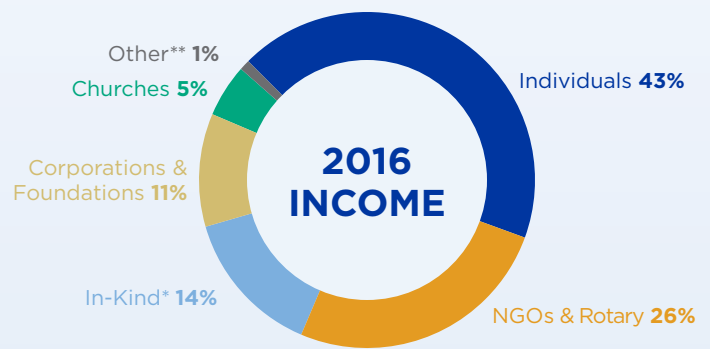
Year in Review

The financials from 2016 show that Water Mission is expanding – **strengthening our foundation in preparation for growth** that will enable us to serve more people around the world.

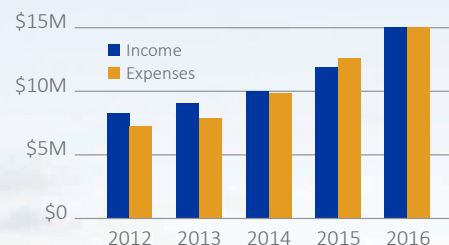
Compared with the previous year, 2016 brought 26% revenue growth, primarily from individuals and non-governmental organizations (NGOs). It also brought significant investment increase in the following strategic areas:

- Information technology systems, including Microsoft® Office 365™ and other cloud-based tools that will improve operating efficiencies.
- Community development initiatives that will build capacity and optimize project sustainability.
- Advocacy programs that will expand awareness of the global water crisis and enable more people to take action to save lives.

Charity Navigator awarded Water Mission their top rating for the tenth consecutive year, a distinction shared by less than one percent of charities rated by the organization.



GROWTH TREND



* In-Kind income includes donated goods and services.
 ** Other income is from interest, etc.



Comparing Fiscal Year 2016 (10/1/15–9/30/16) to Fiscal Year 2015 (10/1/14–9/30/15). **All numbers in 000's.**

EXPANDING CAPABILITIES

Investing in our Foundation

Water Mission’s fast-paced growth and best-in-class mindset compel us to improve our technology, systems, and processes on a continuous basis.

- Our Community Development team began designing a **survey that will routinely measure each project’s impact on people’s lives** as a direct result of our work, measuring factors like improved physical health and education. The survey design kicked-off in Uganda and Peru in 2016, and will be further developed and adopted by all of our country programs in 2017.



Sanitation study participants in Honduras.

- Our relationships with existing investors grew to new levels, and we saw a host of new investors come alongside us and demonstrate a shared passion for transforming lives through safe water. By sharing inspirational stories from projects around the world, **more and more people are engaging with and supporting the work of Water Mission.**
- As a leader in the WASH sector, we recognize that continuous learning is key to our growth. In 2016, the Community Development and Engineering teams from Honduras, Mexico, Haiti, and Peru participated in the **Latin American and Caribbean regional WASH workshop** hosted by Water Mission Haiti. The purpose was to share best practices and improve implementation methods.

	FY2016	FY2015
Income & Ministry Support		
Contributions, Services, & Special Events	12,832	10,147
In-Kind	2,118	1,706
Other Income	69	78
Total	\$15,019	\$11,931
Expenses		
Programs	12,545	10,994
Fundraising*	1,676	1,029
General & Administrative	864	646
Total	\$15,085	\$12,669
Change in Net Assets	(66)	(738)
Adjustments for Foreign Currency	(140)	(598)
Change in Net Assets	(206)	(1,336)
Net Assets, Beginning of Year	8,809	10,145
Net Assets, End of Year	8,603	8,809
Assets		
Cash & Cash Equivalents		
Temporarily Restricted	2,576	3,258
Unrestricted	1,991	926
Total Receivables	375	196
Inventory	3,059	3,172
Other Current Assets	270	462
Property & Equipment	1,179	1,146
Total Assets	\$9,450	\$9,160
Liabilities & Net Assets		
Current Liabilities	847	351
Net Assets	8,603	8,809
Total Liabilities & Net Assets	9,450	9,160

*Fundraising refers to activities that offer opportunities to support the work of the ministry

Deepening Partnerships

Our longstanding and new relationships with individual donors, volunteers, foundations, corporations, churches, and non-governmental organizations (NGOs) have been the drivers of our ability to achieve our vision. The funding, products, services, and other resources come from you, our investors, who have entrusted us to transform lives.

Over 40 percent of our cash income in 2016 came from individuals. Many of you directed the funds to programs and projects that align with your passions, while others supported Water Mission's prioritized investment opportunities in projects and operations.

In 2016, Water Mission's relationships with strategic partners deepened on many levels. A few noteworthy highlights are listed below.

- As our newest strategic partner, **IBM dedicated a team to design and develop a real-time alerting system** that monitors all installations around the world. The system will provide actionable data for our project managers to make better informed decisions, respond more efficiently, and optimize service to the communities we serve.
- The Poul due Jensen Foundation (**The Grundfos Foundation**) **announced its intentions to invest \$5.3M** to install the world's largest solar-powered safe water solution to serve 250,000 people in three refugee camps in Western Tanzania. The project is expected to be implemented over the next three years.
- Building on our strong ties and transformational work in Colon, Honduras, that began in 2007, **Pentair announced its intentions to invest \$5M** over the next five years to expand our joint impact in Western Honduras.

We are grateful for all of our investors and partners. Through our joint efforts, we have impacted more than 3.3 million people in 53 countries through safe water and sanitation solutions. Your generosity inspires us every day to steward your gifts to build health, hope, and faith for those we serve.



Haiti

water builds™ we build safe water solutions that break through the global water crisis.

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Molly F. Greene, Chairman
Founder

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NON-VOTING MEMBER
George C. Greene IV, PE
President and Chief Operating Officer

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Water Mission is a nonprofit Christian engineering organization that builds safe water solutions for people in developing countries and disaster areas. Water Mission has nearly 300 staff members working around the world in permanent country programs located in Africa, Asia, Latin America, and the Caribbean.

Water Missions International is a 501(c)(3) tax-exempt organization, EIN #57-1116978.