

2017

ANNUAL REPORT



water  mission®



KENYA | Safe water flows in the community of Enariboo.

Dear Friends,

It is my honor to thank you for your continued support and for your engagement with Water Mission. With your help and by God's grace, we provided safe water and hope to more than 384,000 people around the world in 2017. Last year was a year of dynamic growth for Water Mission. I've summarized examples of just a few projects that will give you a good idea of the incredible doors the Lord opened for us to transform people's lives with safe water and the good news of the Gospel.

Last year we completed **the most technically complex project in Water Mission history** in the remote Maasai village of Enariboo, Kenya. After an unsuccessful attempt to drill a 1,000-foot well in the village, we found a reliable source of water. However, it was far removed from Enariboo, and it belonged to a neighboring community that was initially unwilling to share it. We navigated the complex cultural issues, installed a water treatment system near the water source, and constructed

a pipeline that was more than 11 kilometers (7 miles) long and traversed an elevation change of more than 1,000 feet.

In a remote area in western Tanzania, a five-day drive from the capital city, we began constructing **large solar-powered water treatment systems to provide safe water for over 250,000** people living in three refugee settlements. Thanks to this project and similar projects in refugee settlements located in northern Uganda, we are now recognized as THE experts in

“...we are now recognized as THE experts in solar-powered pumping and water treatment solutions.”

George C. Greene III
Founder, CEO



LIBERIA



HONDURAS



HAITI

9K
PEOPLE
PROVIDED
WITH HEALTHY
LATRINES
IN 2017

384K
PEOPLE
PROVIDED
WITH SAFE
WATER IN 2017



MALAWI



UGANDA



PERU



TANZANIA



MEXICO

180K
REFUGEES
SERVED
SAFE WATER
THROUGHOUT
2017



INDONESIA

solar-powered pumping and water treatment solutions.

In 2017, Water Mission participated in the **Stockholm International Water Institute (SIWI) World Water Week Conference**, the premier event for water professionals to exchange ideas and technology that address the world's most challenging water issues. We had an opportunity to share best practices that we have developed in the areas of financial sustainability, solar pumping solutions, and remote monitoring. New

partnerships are now forming with other organizations eager to incorporate our technologies into their projects.

On September 20, 2017, **Hurricane Maria devastated Puerto Rico**, opening the door for us to come alongside FEMA and the EPA to deliver life-saving safe water to thousands of people. Again, using our experience with solar energy, we installed solar-powered pumping solutions in numerous rural communities on the island.

This work has also opened the door for us to work with the EPA to develop a means to allow organizations like Water Mission to deploy emergency water treatment equipment in the United States in the wake of a natural disaster. Our work in Puerto Rico continues in high gear even as I write this letter.

The Lord blessed us with phenomenal opportunities last year, and you made it possible for us to respond. On behalf of our staff around the world and the hundreds of

thousands of people whose lives were transformed by our safe water projects, I want you to know that you are deeply appreciated.

Thank you and may God bless you,

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

It's Been a Busy Year

Last year, **Water Mission grew by 38%**, and while some of the growth can be attributed to specific initiatives that were undertaken by the ministry, some of it can't be explained. The growth that we can explain was the result of intentional stewardship of the resources that are at our disposal. This intentionality produces results like a **program expense ratio of 86%** and an eleventh consecutive four-star rating from Charity

Navigator, a distinction shared by less than one percent of rated charities.

As for the factors that we can't explain, **we give glory to God**. With all the uncertainty surrounding us in the world today, one promise on which we can rely is that God will find favor with us if we abide in His will. As such, if we seek Him first, we find ourselves in a place we refer to as a "blessable position." Some of the ways that we try to stay in

this position at Water Mission include starting each day with a staff-wide devotion and opening and closing meetings in prayer. Being in a "blessable position" is the only explanation that we have for seeing some amazing doors open to serve more people this year.

We are grateful for the commitment, skills, and creativity of the investors, volunteers, and staff that God has called to the work of Water Mission.

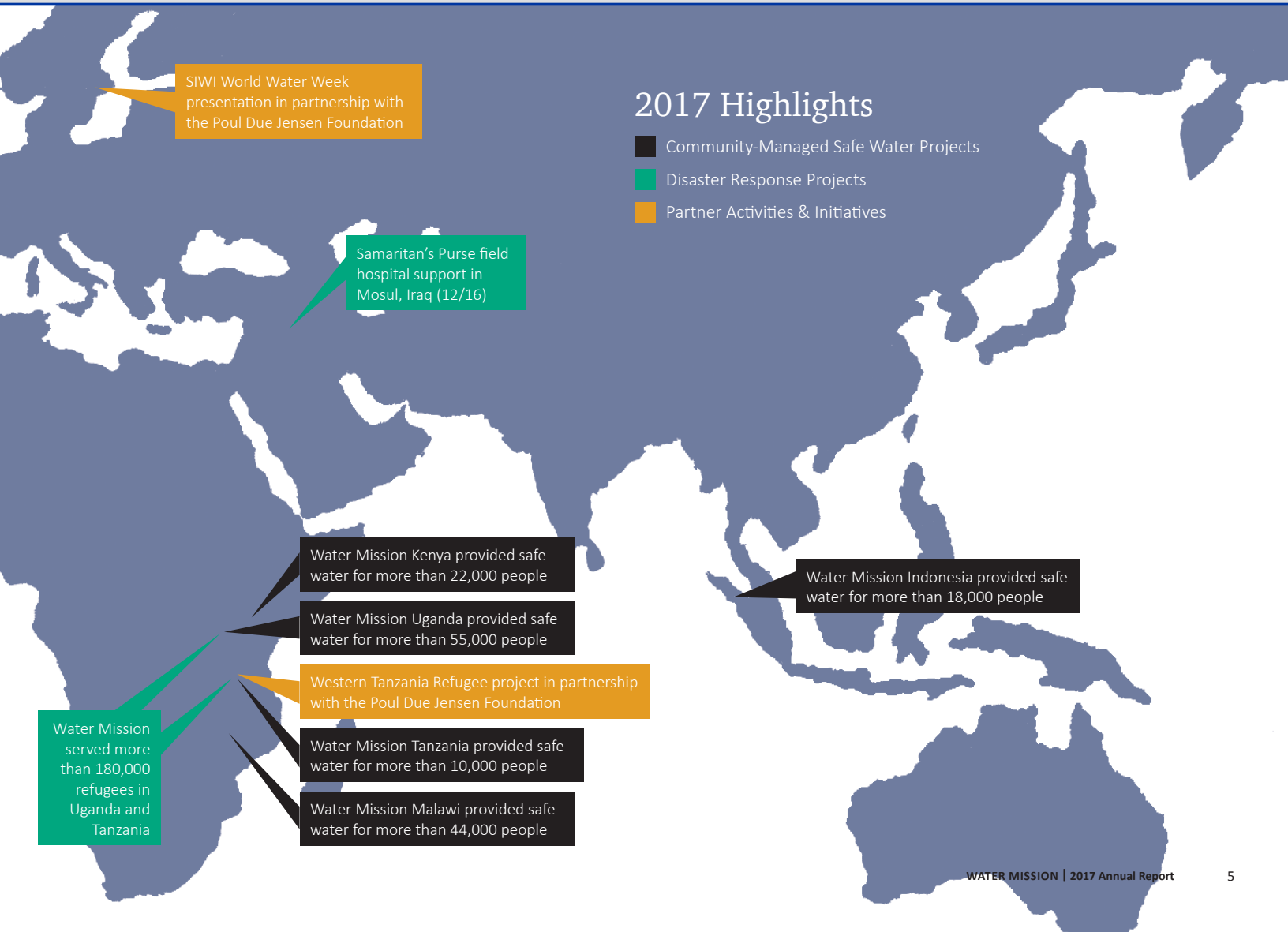
May the favor of the Lord our God rest on us; establish the work of our hands for us...

Psalm 90:17





HONDURAS | School children play during a WASH training session.



2017 Highlights

- Community-Managed Safe Water Projects
- Disaster Response Projects
- Partner Activities & Initiatives

SIWI World Water Week presentation in partnership with the Poul Due Jensen Foundation

Samaritan's Purse field hospital support in Mosul, Iraq (12/16)

Water Mission Kenya provided safe water for more than 22,000 people

Water Mission Uganda provided safe water for more than 55,000 people

Western Tanzania Refugee project in partnership with the Poul Due Jensen Foundation

Water Mission Tanzania provided safe water for more than 10,000 people

Water Mission Malawi provided safe water for more than 44,000 people

Water Mission Indonesia provided safe water for more than 18,000 people

Water Mission served more than 180,000 refugees in Uganda and Tanzania

Engineering Programs

Innovation that Expands Possibilities

Water Mission continues to focus on innovation, working to ensure that our teams around the world are consistently developing and implementing cutting-edge technologies and community development programs.

Frequently, **Charleston-based engineers travel overseas to support our country programs.** This past year, engineers from our headquarters supported the implementation of safe water projects at hospitals across Liberia, trained and supported our engineering team in Tanzania, developed

the technical capacity of our Peru team, and designed a small reverse osmosis water treatment system in Haiti.

In support of implementing high-capacity safe water projects designed to meet the needs of hundreds of thousands of people living in refugee camps in East Africa, our engineers **developed a standard procedure for designing large-scale, solar-powered pumping solutions.** In northern Uganda, Water Mission currently provides drinking water to more than 143,000 South Sudanese refugees. In western Tanzania, we are designing a solution to provide drinking water to more than 250,000 refugees from

“With easily accessible data, we can manage projects more effectively, ensuring sustainability.”

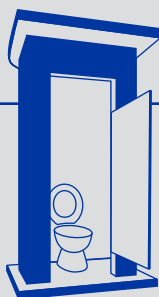
Jeff Zapor,
Director of
Engineering and
Innovation

the Democratic Republic of the Congo and Burundi.

In 2017, Water Mission also **concentrated on improving our ability to monitor system performance.** Because the majority of our projects are in remote areas with fragile infrastructures, monitoring our water systems can be challenging. Using the latest satellite technology, we are able to remotely monitor water production, water quality, well depth, and water pressure for our safe water projects. With easily accessible data, Water Mission can manage projects more effectively, ensuring that our systems continue to provide sustainable access to safe water.



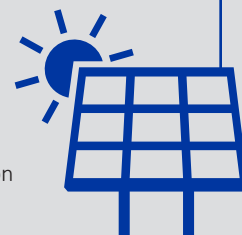
UGANDA | A child enjoys access to safe water in Bidi-Bidi Refugee Settlement.



Sanitation Study

Last year, Water Mission **conducted a study to evaluate the utilization of more than 15,000 latrines**. These latrines were installed by Water Mission in Honduras over an eight-year period dating back to 2007. We were encouraged to find that more than 85% of the latrines were still functional, affirming the viability of the implementation model. This study was presented at the UNC Water and Health Conference (October 2016). Also, at the Water, Engineering, and Development Centre (WEDC) International Conference (July 2017), we shared that, of the small number of households with septic pits that were full, less than 25% had taken action to empty or reroute their pits. Based on these findings, we have increased septic pit management education.

Solar Expertise



Drawing on experience gained from more than 1,100 successful solar pumping installations, Water Mission has **been involved in several initiatives aimed at promoting solar-powered systems for rural water supply**. We were selected as the solar pumping topic leader for the Rural Water Supply Network's five-year strategy, and we presented on related topics at the following high-profile conferences: IBM Interconnect Conference in Las Vegas (March 2017), WEDC International Conference in Loughborough, England (July 2017), and SIWI World Water Week in Stockholm (August 2017).

CONFERENCES + RESEARCH

Restore Survey

With the goal of better supporting holistic transformation, Water Mission has been **developing a survey to measure management capacity, well-being, and Water, Sanitation, and Hygiene (WASH) behaviors**. Using information from focus groups and existing literature, we built a prototype survey and tested it in several countries. We plan to launch the survey in the near future in Honduras and use our findings in the Safe Water for Western Honduras program (an initiative made possible by the Pentair Foundation). The Restore Survey will enable Water Mission to quantitatively measure the impact of our projects.



Kohler Clarity™ Pilot

Over the past year, Water Mission began **piloting the use of Kohler Clarity™ household ceramic filters**. When combined with chlorination, the filter is capable of achieving the World Health Organization's highest performance targets and providing up to 40 liters of safe water each day — enough for a small family. Our evaluation of the product found that households consistently use and are satisfied with the filters and are able to purchase replacement filter cartridges at full cost. These findings will help us expand and improve our ability to serve small communities with dispersed populations in a cost-effective manner.



Disaster Response



PUERTO RICO | Our disaster response team works by flashlight.



PUERTO RICO | A disaster response engineer works with community members.

Collaboration in the Midst of Tragedy

Water Mission continues to strengthen its disaster response capabilities, responding to disasters with a strong sense of urgency and a commitment to excellence. Throughout the past year, we collaborated with local governments and other non-governmental organizations (NGOs) to serve dozens of communities faced with catastrophe.

In October 2016, we immediately responded to **the dire need in Haiti following Hurricane Matthew**. Working with the Haitian government, we provided access to safe water for nearly 100,000 people in the hardest hit areas.

The fall of 2017 brought one natural disaster after another. In early September, Water Mission partnered with Samaritan's Purse in response to **Hurricane Irma's destruction in the Caribbean**, providing safe water access in St. Martin for residents and relief workers. Additionally, through our partnership with Lift, a nonprofit logistics provider, we deployed four Parker reverse

osmosis systems to serve people in need on the island.

Following an 8.2-magnitude **earthquake off the southern coast of Mexico** on September 7 and a 7.1-magnitude earthquake near Mexico City just 12 days later, Water Mission set up three Living Water Treatment Systems on the coast and two systems in central Mexico to serve impacted people. Our team collaborated with Operation Blessing, who assisted with deployment, logistics, and storage of our safe water systems.

In the wake of the **devastation caused by Hurricane Maria** in late September, Water Mission deployed four water treatment systems to the island of Dominica. We also collaborated directly with FEMA and the EPA to address the needs of rural communities in Puerto Rico, providing crucial relief for thousands of residents. To date, we have restored safe water service to more than 40 communities. As Puerto Rico continues rebuilding, we remain focused on implementing long-term, solar-powered solutions in rural areas that still lack electricity.



IMPACT

250

Staff-led WASH promoter training sessions with community leaders

112

Safe water and sanitation projects completed in 2017

20K

Volunteer hours served in our North Charleston headquarters

Dynamic Supporters

Inspiration that is Contagious

Each year, Water Mission works with our donors, volunteers, and partners to fight the global water crisis. It is through the generosity of these inspiring supporters that we are able to continue working toward our vision of a world where all people have safe water and an opportunity to experience God's love.

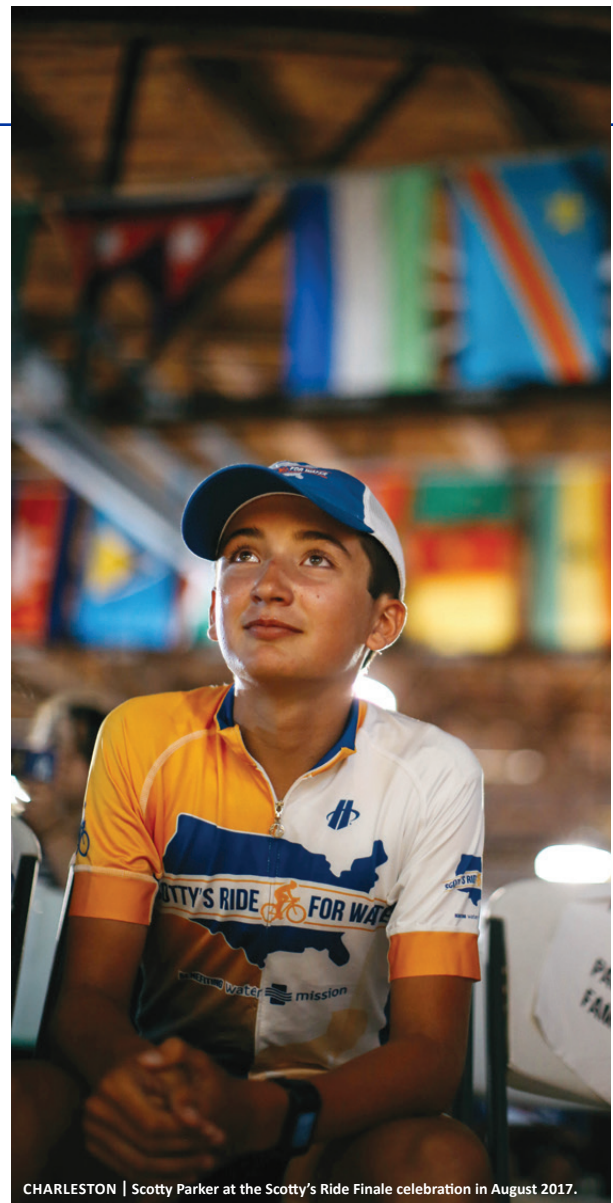
We have a wide range of supporters — children aspiring to make a difference through creative fundraising, strategic partners providing products that support our solutions, teams of co-workers building camaraderie through participation in our annual Walk for Water, and many more.

In 2017, our **11th annual Charleston Walk for Water** drew a record-breaking 4,782 walkers, 350 volunteers, and more than \$330,000 in support. Inspired by the burden that millions of women and children bear each day collecting water, participants gained a firsthand understanding of the back-breaking experience. In 2018,

we are bringing the Walk home to our headquarters in North Charleston, S.C., with a new route that will take walkers straight through our production warehouse.

In addition to our flagship Charleston event, **22 regional Walks were hosted by inspirational supporters** in cities across the U.S. and Canada. Combined, 2,800 people engaged by walking and raising more than \$653,000 last year, allowing us to significantly expand our reach.

Then, there's **Scotty Parker, a young man who inspires us all**. By the time Scotty turned 10 years old, he had raised more than \$70,000 through birthday and biking fundraisers. This past summer, Scotty, who is now 13, led a team of five cyclists on a nine-week journey across the country, starting in California and pedaling more than 3,300 miles to Water Mission's headquarters. Scotty and his team raised more than \$620,000, which will provide safe water and the hope of Christ to numerous communities in Central America and Africa.



CHARLESTON | Scotty Parker at the Scotty's Ride Finale celebration in August 2017.

12.5K

Messenger Audio Bibles distributed in the field



942

User surveys completed for our Restore Survey, which measures holistic impact

120K

Add'l people served by partners who received technical consulting from Water Mission

600K

Gallons of water filtered in our R&D innovation lab



The Living Water Message

Commissioned to Share God's Love

The work we do involves two equally important aspects — the physical and the spiritual. We are grateful for corporate partners that provide products and services that support safe water and sanitation solutions. We are also grateful for organizations and individuals that work alongside us to share the hope of Christ with people in need.

In 2017, we commissioned five water projects in Malawi, impacting more than 40,000 lives across the country. In partnership with **Ruth's Shawl**,

a Christian organization with ministry operations in rural areas of Malawi, we conducted evangelism and discipleship activities in communities where safe water projects were implemented. Activities included church mobilization, *The Jesus Film* screenings, inductive Bible study seminars, and children's ministry events. Together with Ruth's Shawl, we are serving as ambassadors for Christ, demonstrating His love to the people of Malawi.

World Series champion **Jaime García** has partnered with Water Mission to transform six communities in his native country of Mexico through

the provision of safe water. Jaime is passionate about safe water and sharing the Living Water message. He visits the beneficiaries of his projects often, and whenever possible, he shares his faith. Jaime's work with Water Mission has even affected his family. On a recent trip to visit safe water projects in Mexico, Jaime's mother had the opportunity to experience the love of God. When she heard about all that the Lord was accomplishing and the faith that drove her son's generosity, she chose to dedicate her life to Jesus!

With hundreds of thousands of people attempting to start

over in crowded and often unsanitary conditions, it can be easy for people living in **refugee camps** to lose hope. In western Tanzania's Nyarugusu Refugee Settlement, Water Mission worked alongside several organizations as they conducted trauma healing conferences for pastors, women, and children. Through the conferences, door-to-door outreach, and the distribution of audio Bibles, tens of thousands heard the Living Water message of the Gospel.

Water Mission serves all people, regardless of age, gender, race, or faith.



MEXICO | Jaime García works with Water Mission Mexico staff members.



TANZANIA | A crowd gathers during a conference in Nyarugusu Refugee Settlement.

BY THE NUMBERS

Comparing Fiscal Year 2017 (10/1/16–9/30/17) to Fiscal Year 2016 (10/1/15–9/30/16). All numbers in 000's.

	FY2017	FY2016
Income & Ministry Support		
Contributions, Services, & Special Events	17,298	12,832
In-Kind*	3,223	2,118
Other Income**	143	69
Total	\$20,664	\$15,019

Expenses

Programs	16,140	12,545
Fundraising***	1,749	1,676
General & Administrative	964	864
Total	\$18,853	\$15,085

Change in Net Assets	1,811	(66)
Adjustments for Foreign Currency	(50)	(140)
Change in Net Assets	\$1,761	\$(206)

Net Assets, Beginning of Year	8,603	8,809
Net Assets, End of Year	\$10,364	\$8,603

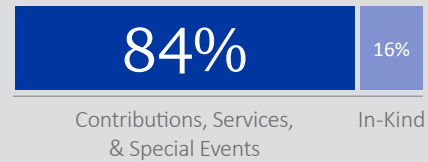
Assets

Cash & Cash Equivalents	6,160	4,567
Total Receivables	371	375
Inventory	3,429	3,059
Other Current Assets	318	270
Property & Equipment	989	1,179
Total Assets	\$11,267	\$9,450

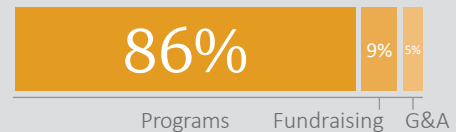
Liabilities & Net Assets

Current Liabilities	903	847
Net Assets	10,364	8,603
Total Liabilities & Net Assets	\$11,267	\$9,450

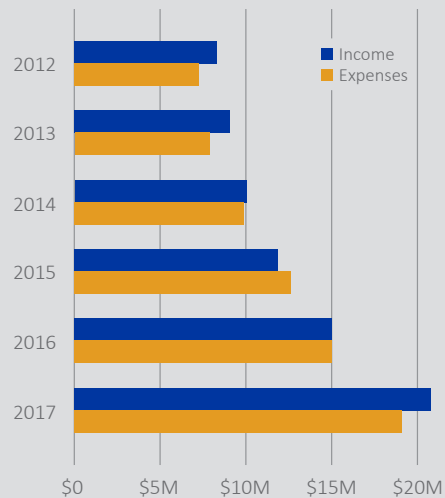
2017 INCOME



2017 EXPENSES



GROWTH TREND



* In-kind income includes donated goods and services.

** Other income is from interest, etc.

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

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

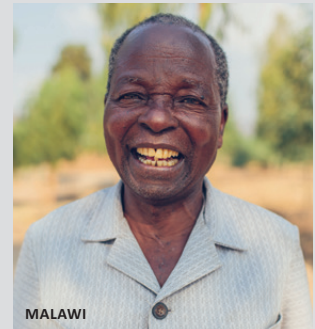
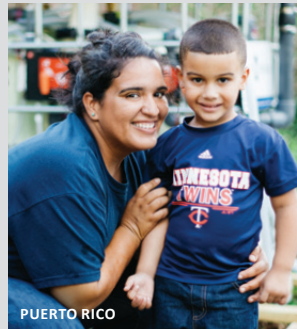
WATER MISSION STATS TO DATE



2,400
WATER &
SANITATION
PROJECTS
COMPLETED



3.6M
IMPACTED
BY SAFE
& LIVING
WATER



137K
SERVED
WITH
SANITATION
SOLUTIONS



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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 more than 250 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.