

WATERPARTNERS

INTERNATIONAL



ANNUAL REPORT

1998



WaterPartners International is a nonprofit organization dedicated to addressing the water supply and sanitation needs of people living in developing countries. We promote innovative and cost-effective community water projects that have the greatest chance for long-term success. We work to help people understand the impact that safe water — life's most basic commodity — can have on their quality of life.

In the developing countries, WaterPartners works through local partner organizations. We carefully seek out and support partners that have proven their ability to facilitate quality projects at the community level. We regularly monitor the implementation of projects and their long-term sustainability.

WaterPartners also serves as a link between beneficiaries and donors and holds itself accountable to both. Raising awareness about the plight of people without safe and adequate water supplies is an important part of our mission. Through site visits we gain insight into the communities we support and assess the progress of projects. The personal and detailed reports that follow give our beneficiaries a voice and keep donors informed about the progress of the projects they support.



Twenty-eight communities in three Latin American countries have benefited from WaterPartners' assistance since 1990, the year the organization began funding these programs. During 1998, WaterPartners supported seven community water projects.



WaterPartners International is a charitable institution under Section 501(c)(3) of the Internal Revenue Code. Financial support comes from foundations, corporations, the religious community, other private organizations and thousands of individuals.



WaterPartners has its headquarters in Columbia, Mo., and satellite offices in Chapel Hill, N.C. and Seattle, Wa.





A journey of a thousand miles must begin with a single step. I cannot help but think of this saying when reflecting on what WaterPartners faces. More than one billion people lack safe and adequate water supplies. That implies a long journey for WaterPartners. We took the first step in 1990 when we helped one community--El Limon, Honduras--with their water supply project. In 1998, I am happy to report that our journey's pace quickened considerably.

WaterPartners had a great year, approaching the \$250,000 mark in total funds committed to water supply projects since 1990. Much of this revenue has come from those attending our *Water for Life* events around the country. These events allow donors to learn first-hand about the work they are supporting. Attendance at these events continues to build. In 1998 we added a new event in San Francisco and laid the groundwork for another new event in Austin, Texas. In 1999 we will hold the 10th Annual Water for Life dinner in Kansas City.

On the international front our increased donations meant we were able to fund seven projects in three countries. We also continued to strengthen our project evaluation process to insure that the water projects we support are the highest quality possible. This goes to the core of our work: insuring that the funds our donors provide have the maximum long-term impact on the water supply needs of the world's poor. We continue to enjoy a 100% project success rate. All of the projects we have supported continue to operate and meet the water supply needs of the communities they benefit.

But the bottom line is that because of WaterPartners and its donors, thousands more people have been given the opportunity to create their own safe drinking water supply systems. People in the United States are often surprised to find that so many people lack access to the most basic commodity: safe water. They are equally surprised to see how drastically lives are changed when this basic need is met. Once people are free from the daily burden of walking to collect water, once they are healthier because of safe water, once they find the pride in completing a water supply project, they are ready to move on with their lives. They can spend more time in school, give more attention to their children, or raise crops to sell. They are free to live healthier, fuller, more productive lives.

EXECUTIVE DIRECTOR'S

MESSAGE

Thank you for the trust you place in us and your support in helping us to continue our long journey of changing lives through safe water.

Gary J. White
Executive Director

WaterPartners supported its first water project nine years ago in Honduras. Since then, WaterPartners has helped 19 additional Honduran communities build local water systems. Honduras is the poorest country that WaterPartners works in. Communities

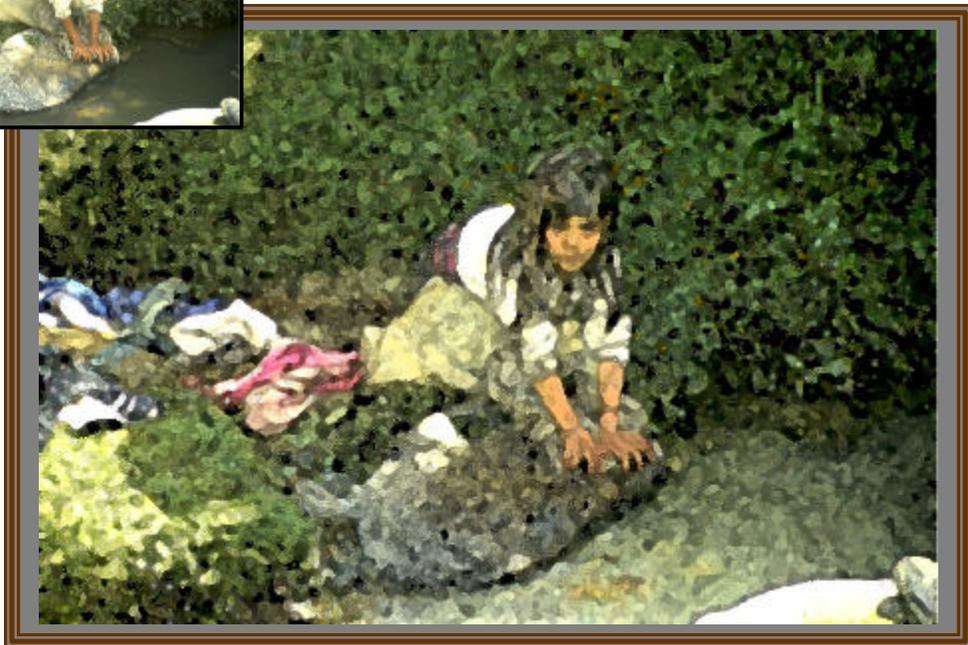
HONDURAS

along the Honduran/El Salvadoran border, where a large number of El Salvadoran refugees have stressed the region's resources, are among the neediest communities in this country and where WaterPartners

has chosen to focus its work. Catholic Relief Services/Honduras and COCEPRADIL, our partner organizations here, serve as our intermediary by assisting communities with project implementation. WaterPartners believes that water systems are the culmination of community-specific, public health and development projects. That philosophy is reflected in CRS' work, which focuses on education — teaching organization and participation skills, administration, system maintenance, sanitation and hygiene.

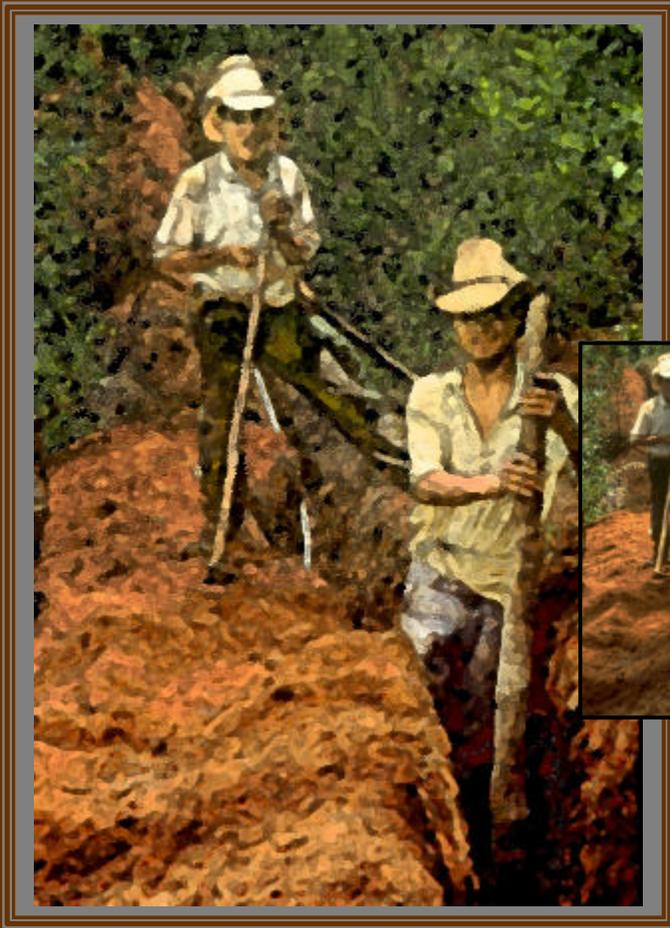
Sonsa, Municipality of Gualcinse, Department of Lempira

Sonsa is a community in western Honduras with a population of 164 people. The people of Sonsa currently obtain water from several unprotected springs and rivers. Community members are often forced to walk further distances to obtain water in the dry season because some of the closest sources of water are dry. Upstream drainage, agricultural practices, the presence of farm animals, and the lack of sanitation services contaminate the available water sources. The people of Sonsa identified the water supply situation as critical due to quantity, convenience, and quality of existing supplies, and asked our partner organization for assistance. With the help of WaterPartners, Sonsa began construction on a new water system in November.



El Morro, Municipality of Tomalá, Department of Lempira

The 232 people of El Morro are well on their way to replacing their traditional, contaminated water source with safe, mountain spring water. In November, El Morro began working with three other communities to construct a large-scale project that will bring water to about 1,000 people. Before Hurricane Mitch hit in November, 1998, they had just begun the initial community organizational activities. Work resumed on this project in early 1999.



San Cristobal, Municipality of Tomalá, Department of Lempira

This community of 449 people is a two hour walk down a steep mountain and a one hour walk up another steep hill from where the only road leading to it, a dirt road, ends. The people of San Cristobal currently obtain their water from small waterholes and springs throughout the area – some of which disappear during the dry season. Health education is desperately needed, as everyone drinks the water without boiling it or purifying it with chlorine. In addition, there are no latrines, and pigs, chickens and other animals roam freely about the houses.

San Pablo de Consolación, Municipality of Tomalá, Department of Lempira

San Pablo is a small community of 88 people. After seeing our local partner, COCEPRADIL, at work in nearby villages, the people of San Pablo decided to ask for help in building a water system. Thanks to WaterPartners financial assistance, they are now working with El Morro, San Cristobal, and Santo Domingo to construct a new water system.

Santo Domingo, Municipality of Tomalá, Department of Lempira

Local water is plentiful in Santo Domingo during the winter rainy season. But come summer, the people of Santo Domingo must walk four kilometers to gather water — a trip that often takes up much of a day. Through WaterPartners' Prime the Pump Fund, the 220 people of Santo Domingo are working to achieve their goal of constructing a new water system.

A special report on the effect of Hurricane Mitch on WaterPartners' projects:

The bad news hasn't changed. When Mitch unexpectedly stalled over Central America last November, dumping over four feet of rain in some areas, thousands of people perished.

In poor countries like Honduras, storms like Mitch always become tragedies. People are crowded into flood plains and marginal lands in makeshift houses lacking proper foundations. The ability to track storms, to send out storm warnings, to evacuate those in danger, or to send help immediately to those in the areas of greatest need doesn't exist.

Mitch would have been deadly anywhere it decided to hit, but it devastated Honduras.

Now months after the storm, reports of Hurricane Mitch's rampage through Central America have almost disappeared from the news, but the hard work of rebuilding is just beginning for families in WaterPartners' communities.



Maria, the secretary of San Jose, Honduras' water committee, goes over agenda items during a community meeting in 1993.

Since 1990, WaterPartners has funded water systems in 20 Honduran communities. Two of these communities were adversely affected by

In Paraiso Moras, whose water project was completed in 1995, the damage was more extensive. The walls of the spring catchment basin

were damaged, pipes were damaged in several places where they made above-ground stream

crossings, and several latrines overflowed and collapsed.

But this is where the bad news ends. The good news is that the families of San Jose and Paraiso Moras are currently working to reconstruct the damaged parts of their water systems.

In the wake of Hurricane Mitch, "the first action each community took was to have an internal community

HURRICANE MITCH

Hurricane Mitch - the villages of San Jose and Paraiso Moras.

In San Jose, a community of 236 people whose water project was supported by funds raised at the 1993 Chapel Hill *Water for Life* event, about 1,500 feet of pipe was damaged by the storm. This pipe served as the main conduction line for San Jose and nine other neighboring communities.



Community members from San Jose, Honduras continue discussing the water project even after the water committee meeting has ended.

meeting to discuss the problems, determine the level of destruction, calculate the materials needed and associated costs, and make decisions on what actions were needed to reconstruct the damaged areas," said Miguel Flores, water project manager for our partner organization in Honduras. "Community organization was paramount in this process, and it worked very well."

Once detailed damage reports and information for reconstruction were compiled, water committee representatives from San Jose and Paraiso Moras asked our partner organization for assistance in purchasing materials. Then they combined donated materials with community

resources to begin repairing the damaged systems.

"It is obvious that the community level organization and training that was provided by these water projects has been critical in facilitating a rapid reconstruction process," said Marla Smith-Nilson, WPI co-founder. "The government of Honduras is overburdened in its reconstruction efforts, and unfortunately, the communities that cannot initiate the reconstruction

Valentin Martinez, president of Paraiso Moras' water committee, addresses the community during a meeting. A banner signed by WaterPartners' donors hangs in the foreground.



process themselves will not be reached for years to come."

The isolated communities WaterPartners has supported have already initiated the reconstruction process on their own, putting them far ahead of many other communities that also need assistance.

"This is exactly the type of impact and effort that we want our projects to obtain," Smith-Nilson said.

"Although the immediate effects of Hurricane Mitch have been extremely unfortunate and tragic for much of Honduras and Central America, the long-term issues, I believe, will largely be unchanged. The effects and aftermath of Hurricane Mitch only inspire our efforts to support more sustainable improvements in the rural and isolated communities of Central America."

Since 1994, WaterPartners has supported six Guatemalan water and sanitation projects, in the communities of Chichoy, Llano Grande, Ixchomchaj, Belen, Xeabaj and El Chaj. WaterPartners' projects offer much more than just running water.

They also provide communities with latrines, hygiene education, watershed management

capabilities and training in water system administration, operation and maintenance. Although families as a whole are involved in the health education and promotion process, women are encouraged to improve their overall situation by becoming health promoters and by forming and working with other women's groups. Our partner organization, CARE Guatemala, has been responding to the critical water and sanitation needs in this country for more than 30 years.



Each community working with WaterPartners must make an important commitment — cash and in-kind contributions for the project's construction and a water bill for maintenance following its completion. We believe these contributions help to involve the community in the development of their water system, providing a sense of ownership. However, two Guatemalan communities that WaterPartners chose to sponsor this year decided to work with other organizations that required little, if any, financial contribution. This limited our 1998 activity in Guatemala, as it takes time to select partners from this country's many needy communities. But WaterPartners was able to support two new community projects, in Xeabaj and El Chaj.

GUATEMALA

Xeabaj, Municipality of Chichicastenango, Department of Quiché

WaterPartners signed an agreement with the community, through our partner organization in Guatemala, in early 1998 to begin work on a WaterPartners-funded water project. There are 380 people in Xeabaj, of which 330 have chosen to join in the development and ownership of the spring-fed, gravity-flow water system. In 1998, the water system was designed and reviewed. The community treasurer and environmental promoters were selected by the community, and a community tree nursery was established. A baseline health assessment of the community was completed, as well as the training of community health promoters. Progress was also made in water system construction. A community plumber was selected and trained. The spring cap, the main pipeline from the spring cap, the water storage tank, and the distribution pipeline were also completed.

El Chaj Municipality of Usphantan, Department of Quiché

This is WaterPartners newest project in Guatemala. Like all project communities, El Chaj will pay part of the capital costs of the new water system. That investment will give the community a sense of ownership in the project. In 1998, members of the working committees were selected by their fellow community members. These committee members then received training from our partner organization. A field validation of the water project design was also completed.

WaterPartners began working with the people of El Salvador in 1996. This year we supported a second water project there, in the community of Las Americas, through our partner organization, ProVida.

EL SALVADOR

ProVida was founded by a group of medical doctors in 1984 to provide medical assistance to women, children and refugees involved in the on-going Salvadoran civil war. Because of the mobile population and the

displacement caused by the war, the organization had historically been unable to help communities build permanent water systems. Today, in a time of peace, such construction is possible.

Immediately after the war ended, ProVida began emphasizing "preventative medicines," including water and sanitation projects. Now, these projects have become ProVida's primary concern.



Las Americas, Department of Cuscatlan

This community of 441 people was greatly affected by El Salvador's 10-year civil war. Many people were killed, others were displaced and most homes were destroyed. After the war ended, those who returned to rebuild the community wanted to ensure there was a safe water supply and adequate sanitation services. The people of Las Americas used to obtain their water through several hand-dug wells. When they dry up, the people were forced to walk about 30 minutes to collect water from Suchitoto, the closest town. Now, thanks to a grant from WaterPartners, Las

Americas has completed construction of their new water system. The water system was turned on for the first time on Christmas Eve, and the community celebrated their new life. The people of Las Americas told WaterPartners that they like their new water project because they now have more time to do other things besides carry water. They also have more time for rest, and the kids have more time for school. When WaterPartners staff asked if they chlorinate the water they drink now, one woman, Doña Jesus Serrano, replied affirmatively and said, "better to prevent than regret."

Throughout 1998, WaterPartners International looked for new opportunities to share its mission. WPI staff continued to give presentations at corporations, churches, universities and schools. With the help of volunteers, four *Water for Life* events were held.

***Water for Life* Events**

WaterPartners added a new *Water for Life* event location in 1998. *Water for Life* events give WaterPartners staff an opportunity to share their project community visits with people in the United States. These events not only raise funds for WaterPartners, they link people together — people from Central America with people in the United States.

This year's new event was held in San Francisco in May. The event was organized by Laura Parsons, who heard about WPI through an article published in a magazine in 1993. She has been a loyal supporter of WaterPartners ever since then. In 1997, she approached us about starting a *Water for Life* event in San Francisco, where she lives.

She attended the 1997 Seattle *Water for Life*

DOMESTIC SUPPORTERS

event, to see what a *Water for Life* event is, and then organized the 1998 San Francisco event with a group of

volunteers. WaterPartners is pleased that San Francisco has joined Kansas City; Chapel Hill, N.C.; Seattle; and Washington, D.C. as a *Water for Life* event city.

***Prime the Pump* Fund**

Thanks to the generosity of a Kansas City, Mo. Donor, in 1998 WaterPartners established the *Prime the Pump* Fund. The donor committed \$25,000 to inaugurate this fund. One-half of that amount was donated in August 1998 and the remainder will be donated when the original funds have been expended. WaterPartners also plans to solicit donations to the fund from other donors.

The challenge grant that inaugurated the *Prime the Pump* Fund is used as an incentive for new donors to make a contribution to WaterPartners because all new donations are matched by the fund. In addition, increased donations by existing donors are matched. As qualifying donations are received, we draw down the *Prime the Pump* Fund and apply it to community-based water projects. WaterPartners selected the community of Santo Domingo in the Department of Lempira, Honduras as the first community to benefit from the fund.

By the end of 1998, the fund had been drawn down \$11,500. Because WaterPartners' revenue has been growing by an average annual rate exceeding 50% for the last six years, the *Prime the Pump* Fund should provide an excellent source of new revenue. It will give current and new donors an additional incentive to support our work. It will also provide an even greater incentive for staff to expand our revenue even more.

Corporations

Camp, Dresser & McKee, Inc.,
Raleigh, N.C.
Environ Corporation, Princeton, N.J.
Montgomery Watson, Herndon, Va.

Foundations

Jewish Federation of
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Vanguard Public Foundation of
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Organizations

American Society of Civil Engineers,
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Newman Center, Columbia, Mo.
Pacific Northwest Section of the
American Water Works Association
St. Bernadette Grade School,
Kansas City, Mo.
St. Bernadette Church, Kansas City, Mo.
St. Thomas More Church,
Chapel Hill, N.C.
Water for People
Women's Auxiliary, Knights of Columbus,
Kansas City, Mo.

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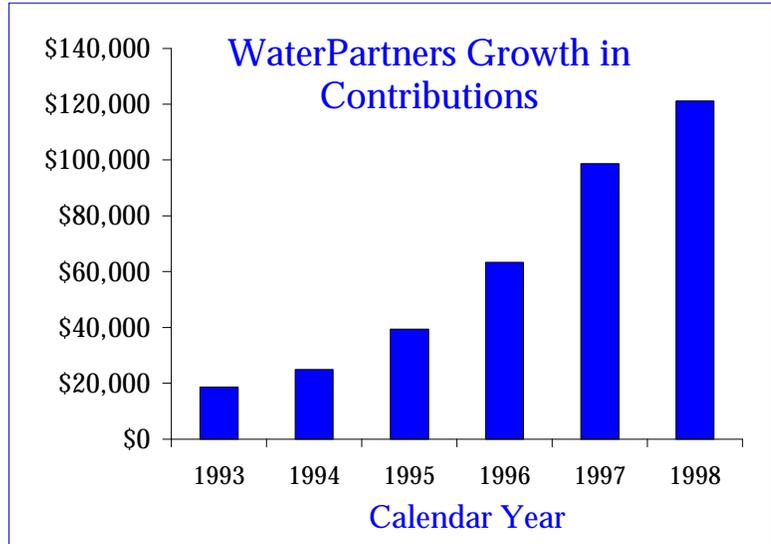
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WaterPartners is honored to give special recognition to its Sustaining Donors, who pledged their support on a continuing basis in 1998.

Thanks, too, to the individuals who gave to WaterPartners through the Combined Federal Campaign, the North Carolina State Employees Combined Campaign, Water for Life events, and in response to mail appeals.

Support from new and continuing donors allowed WaterPartners to increase its revenue by over 20% during calendar year 1998. On average, WaterPartners revenue has grown by over 50% over the past 6 years.

WaterPartners raised approximately \$120,000 during 1998. Our revenues included grants from organizations such as the Partnership Fund of the Vanguard Public Foundation, San Francisco; and the Newman Center in Columbia, Mo.



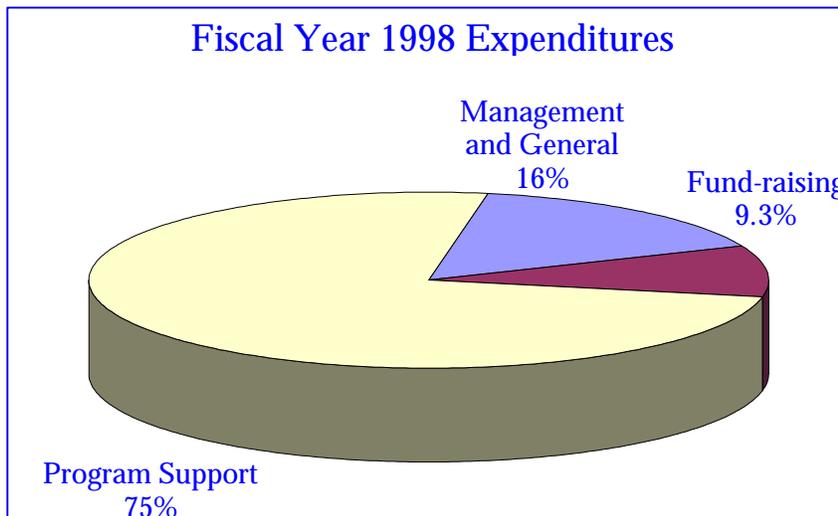
This was the second year that WaterPartners participated in the Combined Federal Campaign and the North Carolina State Employee Combined Campaign. These two programs allow government employees to give through payroll deductions to WaterPartners. In the coming years, WaterPartners will expand this portion of our revenue through our recent membership in

FINANCES

Independent Charities of America and through joining other state combined campaigns.

The sustaining donors enrolled in our direct debit program continued to provide a solid base of support, contributing almost 12% of our total revenues for calendar year 1998.

WaterPartners continued to devote a high percentage of donations to programs services – 75% of our total expenses. General management accounted for 16% of total expenses and fund-raising accounted for 9.3% of total expenses.



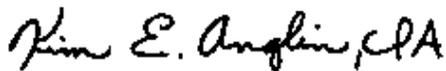
April 22, 1999

To: Board of Directors
WaterPartners International

I have audited the accompanying statement of financial position of WaterPartners International as of September 30, 1998, and the related statements of activities and of cash flows for the year then ended. These financial statements are the responsibility of the organization's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with generally accepted auditing standards. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. I believe that my audit provides a reasonable basis for my opinion.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of WaterPartners International as of September 30, 1998, and the results of its operations and cash flows for the year then ended, in conformity with generally accepted accounting principles.



Kim E. Anglin, CPA

Durham, N.C.

INDEPENDENT AUDITOR'S REPORT

FINANCIAL STATEMENT

Fiscal Year Ended September 30, 1998

REVENUE

Support	
Direct Public Support	\$ 91,850
Special Events	29,090
Less: Direct Expenses for Special Events	(12,737)
Inventory Prizes at Education Events	<u>(38)</u>

TOTAL REVENUE **108,665**

EXPENSES

Program Services	
Grants	\$ 58,500
Project and Program Monitoring	9,762
Education	2,389
Total Program Services	<u>70,651</u>

Supporting Services

Management and General	
Salaries and Payroll Taxes	10,575
Supplies	1,231
Telephone	1,050
Postage	415
Occupancy	39
Printing	101
Travel	1,270
Miscellaneous	310
Total Management and General	<u>14,991</u>

Fundraising

Salaries and Payroll Taxes	1,763
Supplies	1,509
Telephone	1,050
Postage	1,078
Occupancy	39
Printing	1,865
Travel	438
Miscellaneous	993
Total Fundraising	<u>8,735</u>

Total Supporting Services 23,726

TOTAL EXPENSES **94,337**

Increase (Decrease) in Unrestricted Support 13,788

NET ASSETS, BEGINNING OF YEAR 6,129

NET ASSETS, END OF YEAR **\$ 19,917**

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WaterPartners International depends on contributions to carry out its essential work in Latin America and its educational mission in the United States. Gifts to WaterPartners support community water projects in developing countries.



Please remember WaterPartners in your will, matching gifts at work and United Way campaigns. Even if WaterPartners is not listed, many workplace giving campaigns allow you to “write in” our name.



To make a contribution or for more information about gift options, please contact:

Donor Services

WaterPartners International

P.O. Box 654

Columbia, Mo. 65205-0654

Phone/Fax: (573) 447-2222

E-mail: info@water.org

Web site: www.water.org



WaterPartners is a registered 501(c)(3) nonprofit organization. Gifts are tax deductible to the extent provided by the law.





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