

1999 Annual Report

WaterPartners International



We envision the day
when everyone in the world
can take a safe drink of water.



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It is easy to take for granted ready access to a safe supply of drinking water. Yet, more than one billion people lack this most basic commodity. Creating accessible, safe water supplies in developing countries liberates people to live healthier, fuller, more productive lives.

The Mission of WaterPartners International:

Inspire people to act

Donors to provide consistent financial resources with a sense of solidarity for those in need of safe water

Staff and volunteers to seek innovative and efficient solutions to meeting the global water supply needs of today and tomorrow

People in need of safe water to take the lead in meeting their own needs

Together, these people form the ***WaterPartnership*** that will allow us to realize our vision.

Develop high quality, sustainable water projects

We use our expertise to foster high quality, sustainable, community-level water supply projects. We promote innovative solutions that enable communities to take a leading role in solving their own water supply problems.

Enable donors to invest wisely

We exist to create a global awareness of the water supply crisis and to help people respond. We carefully invest donors' funds in only the highest quality projects through locally-based water development organizations. We hold ourselves accountable to donors and to people who benefit from the projects they support.



Thirty-five communities have benefited from WaterPartners' assistance since 1990, the year the organization began funding these programs. During 1999, 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.



Message from the Executive Director



The way each of us touches the lives of those around us is not always obvious. One of the things that I believe WaterPartners does exceptionally well is clearly revealing to people just how they can touch the lives of others. I believe this is critical when you face a problem as overwhelming as 1.5 billion people without access to safe drinking water. That number can make you simply close your eyes and surrender to the belief that you, as one individual, cannot touch those lives. We are in the business of helping people keep their eyes wide open. Not only do we help bring safe water to those in need, we also bring understanding to people who can help. We show them how they have made a difference – how their donations touch lives.

In 1999 more lives were touched by WaterPartners' donors than ever before – both those who benefit from water projects and those who support them. Because our donations were up by more than 25% we were able to support seven new water projects. While we moved forward on new projects, we also continued to look back to ensure our approaches are sustainable. We evaluated the first project we supported in the community of El Limon, Honduras. We knew the project was a success when it was completed; now we know that 10 years later the water is still flowing. The core of our international work is sustainability. We continue to see a 100% project success rate after 10 years of supporting projects.

Domestically we continued our efforts to reach more people with the message of the hardship created for people who lack safe water. Through our newsletter, our web site and our *Water for Life* events held around the country, we reached thousands of people. We did this with the assistance of three new part-time staff members and countless volunteers. We also were successful because so many of our current donors carry our message to people they know, who in turn become "WaterPartners."

WaterPartners is prepared for even greater accomplishments in 2000. We will launch our Water for 2000 Campaign to raise funds to reach an additional 2000 families with safe water. In 1999 we continued to build an organization that can efficiently administer a much larger budget. We have now assembled talented, dedicated people to serve as staff, board members and volunteers. Because of their efforts through the years we have built a solid track record. The time has come for us to tell our story to a wider audience. In 2000 our priority will be to seek out people and organizations that can make substantial investments in us, allowing us to more multiply our efforts and fully realize our potential.

When 2000 is complete we will have helped many more people touch the lives of those around them. Those will be the lives of the people who will have achieved their dream of a healthier, fuller life because they can finally take a safe drink of water.

A handwritten signature in black ink that reads "Cary J. White". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Cary J. White
Executive Director

Honduras

WaterPartners supported its first water project ten years ago in Honduras. Since then, WaterPartners has helped 24 Honduran communities build their own safe drinking water systems.

La Quesera and El Carrizalito, Department of Lempira

In the dry season, the people of La Quesera and El Carrizalito retrieve water from wells. Depending on the location of the house, on average it is a 20-minute walk to a well. In the rainy season many people collect water from rivers or natural catchment areas. Upstream drainage, agricultural practices, the presence of farm animals, and the lack of sanitation services have contaminated the available water sources.

When possible, our Honduran partner organization often groups several communities together into one water project in order to make the projects more cost-effective. La Quesera and El Carrizalito will share a water source and a water transmission line. Each community will construct its own water storage tank and distribution system.

The objective of this project is to improve the health and lives of the population in these two communities through the construction of a sustainable, potable water system; training in community-level participation and organization; installation of latrines; health and hygiene education; and protection of the watershed supplying the new water system.

Santa Teresita, Department of Lempira

The 140 people of Santa Teresita are well on their way to completing their safe drinking water system. They have completed 5 of the 7 educational seminars conducted by our partner organization. The topics covered by these seminars include administration of the water project, community organization and participation, basic sanitation, participation of women, and watershed protection. Each seminar is four to five hours per day for five days, and at least one adult female and one adult male from each household participate in the seminars. The children of Santa Teresita have also participated in less-intensive educational sessions covering these same topics.



Much progress has been made on the physical construction of the water system. The water source has been tested to make sure there are no bacteriological or chemical contaminants. The water source has also been tested to insure that it will provide sufficient water flow for the community in the rainy and dry seasons, both now and in the future as the community grows.

El Portillo, Department of Lempira

El Portillo is located in western Honduras in the Lempira Department near the borders with El Salvador and Guatemala. All of the people living in El Portillo are subsistence farmers, their food production doing little more than providing food for their own tables. The people of the community are among the 75 percent of Honduras' population that do not have access to safe drinking water and among the 85 percent that do not have latrines or toilets.

The 199 residents of El Portillo have provided labor and local materials during the construction of their project, as well as food and lodging for our partner organization's staff when working in the community. They have completed construction of the spring cap, the water transmission pipeline, and the water storage tank. The water distribution lines and the outdoor wash basins at each home are approximately 50% complete. In addition, approximately 25% of the families have completed construction of their household latrines.

Honduran children are full of life. They're curious, excitable and fun-loving. But too often, unsafe water ends their play. Water should be sustaining these children, not killing them.

Guatemala

Since 1994, WaterPartners has supported nine Guatemalan water and sanitation projects. WaterPartners' projects offer 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.

Paraje Patzula and Caserio Choaraxaj, Department of Quiché

Paraje Patzula is a community of 865 people in the Municipality of Joyabaj, Department of Quiché. It is located approximately 135 miles from the capital city of Guatemala. With assistance from our partner organization, they are participating in a water project with one other community, Caserio Choaraxaj, population 975.

The residents of Paraje Patzula and Caserio Choaraxaj have been working to bring reliable and safe drinking water to their community for many years. About 15 years ago, they took matters into their own hands and constructed their own water system. Because they didn't have the necessary technical assistance, this system is unreliable, especially during the dry season, and it covers only a small portion of the two communities. Those who are not served by this small water system must walk approximately 45 minutes to collect contaminated water from small streams. With this effort, however, the people of these two communities have demonstrated their desire to improve their situation and their ability to work together on a project.

Our Guatemalan partner organization began community organizational activities in Paraje Patzula and Caserio Choaraxaj in May, 1999. As part of this process, each community has elected a Water Board which governs the project. Among other duties, this Board serves as the main contact between our partner organization and the community, facilitates the health education program, and determines the work schedule for construction. The Water Board also has the authority to collect water fees necessary to operate and maintain the water system.

Paraje Patzula and Caserio Choaraxaj, under the supervision of technicians from our partner organization, began water project construction in July, 1999. Local technicians have been elected in Paraje Patzula and have received special training to operate and maintain the water system after our partner organization completes its portion of the project.

Paraxamolo, Department of Quiché

Guatemalan women spend hours every day gathering water. Their hopes for clean water are simple: bathing their family and washing clothes at home. WaterPartners donors have helped make their dreams grow.

Paraxamolo is a community of 877 people in the highlands of Guatemala. Because of the prevalence of diarrhea, especially among the young children of the community, our Guatemalan partner organization began an intensive health education program in May, 1999. Health education has proven to be the most effective way to insure the health benefits of safe drinking water system are sustained. Our goal is to leave each community with the knowledge of what practices will lead to improved health and the ability to respond to their own basic health needs.

The health education component of WaterPartners-supported projects involve an intensive training and motivation program to teach the communities to manage their health and sanitation needs on a sustainable basis. Healthy behaviors have been encouraged in Paraxamolo through health education classes, including regular use of latrines and hand-washing before preparing food.

A critical part of Paraxamolo's health education program has been the training of health promoters so that the health practices will continue to be reinforced after the project is complete. The health promoters use regular home visits to help each family in the community practice what they have learned in

their health education classes. The promoters are also keeping records of each household's progress, and these records are reviewed by Paraxamolo's Water Board in order to identify problems and respond to them.

Paraxamolo, under the supervision of technicians from our partner organization, began water project construction in July, 1999. The water system, water drainage system, and latrines are expected to be 100% constructed in 2000.



Outreach and Education

Water for Life Events

Water for Life events give us an opportunity to share our visits to WaterPartners-supported projects with people in the United States. These events not only raise funds for WaterPartners, they also link people together —people from Central America with people in the United States. In 1999, WaterPartners held five **Water for Life** events in Kansas City, Mo., Raleigh/Durham/Chapel Hill, N.C., Washington D.C., San Francisco, Ca., and Seattle, Wa. The Seattle event was co-hosted by another organization, Water for People. In Kansas City, WaterPartners celebrated its 10th Annual **Water for Life** event.

Exploris Museum

The Exploris Museum in Raleigh, N.C., held its grand opening in October 1999. WaterPartners' Executive Director Gary White served as a consultant to Exploris for their "Living in Balance" exhibit, which explores how water supply varies in different countries. The exhibit also includes a computer game hosted by Gary that asks players to design a drinking water system to meet the needs of a community.

Taste of Hope Program

Residents of Orange County North Carolina supported WaterPartners in 1999 through our new "Taste of Hope" program which allows Orange Water and Sewer Authority (OWASA) customers to "round-up" their water bills to support WaterPartners' projects.

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 across 1998 and 1999 to inaugurate this fund.

The challenge grant that inaugurated the **Prime the Pump** Fund was used as an incentive for new donors to make a contribution to WaterPartners because all new donations were matched by the fund. In addition, increased donations by existing donors were matched. By the end of 1999, the fund had been used to match \$25,000 in new and increased donations.

WaterPartners selected the communities of Santo Domingo and El Portillo in the Department of Lempira, Honduras to benefit from the fund.

"The program made me more aware of water problems around the world."

One Day for Water participant, Heather, age 14, Cheyenne, WY.

One Day for Water

WaterPartners held its first annual One Day for Water on March 22, 1999. Our aim was to bring more attention to the world's leading cause of sickness and death - unsafe and inadequate water supplies - by raising awareness of the importance of water in our lives. People across the United States and three other countries participated in our first One Day for Water to learn how much water we use each day, how much it costs, and how we can't live without it.

Participants were asked to do four simple things: drink only water, carry all the drinking water they need for the day, keep track of all their water use, and answer questions that curious co-workers and classmates might have.

Take WaterPartners to Work

The "Take WaterPartners to Work" campaign, publicized through our **Agua Dulce** newsletter, encouraged supporters to display WaterPartners brochures at their office, church, or other places where people gather. Many people took advantage of this opportunity to share something they believe in.

Workplace Giving Campaigns

In 1999, many WaterPartners supporters donated to us through their workplace giving campaigns. For the third year, WaterPartners participated in the Combined Federal Campaign and the North Carolina State Employees Combined Campaign. In 1999, WaterPartners expanded this program and joined state employee workplace giving campaigns in California, Florida, Missouri, and Washington. WaterPartners is also listed in many other corporate and governmental campaigns. If WaterPartners is not listed, donors can "write us in" as a charity to support.

Major Donors

Corporations

CH2M HILL
Chedd-Angier
Engel Reiman & Lockwood PC
Glaxo Wellcome
Hazen And Sawyer
John R. McAdams Co.
Microsoft
Thompson Financial Services

Foundations

Jewish Federation
of Metropolitan Chicago
Vanguard Public Foundation
of San Francisco

Organizations

Church Of St. Matthew,
Kansas City, Mo.
De La Salle Academy,
Kansas City, Mo.
Diocese Of Kansas City - St Joseph
Knights of Columbus Women's
Auxiliary of Kansas City
Newman Center, Columbia, Mo.
Orange Water and Sewer Authority,
Carrboro, NC
Pacific Northwest Section of the
American Water Works Assn.
St. Bernadette Parish,
Kansas City, Mo.
St Joseph Society & Table,
Kansas City, Mo.
St. Thomas More Church,
Chapel Hill, NC
Water For People
Wayland Middle School 6th Graders,
Wayland, Ma.
St Peter's School, Kansas City, Mo.

Sustaining Donors

Demilt & Denise Aitken
Ralph & Sandra Angel
Paul & Amber Angel
William & Ellen Archer
Celso & Mary Arredondo
William Atwater
Mallikarjun Ays &
Sridevi Angalakudati
Brian & Jacqueline Bankler
Lois & George Beres
Tim & Becky Bock
Joe Bock & Sue Lyke
Judy Bock
Jim & Dorothy Bock
Wilfred & Esther Brandt
Deanna Braun
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Sam Brooks

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Mary Bulman-Griggs & Joe Griggs
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Maria Hemmer
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Larry & Lana Hillier
Godfrey & Lore Hochbaum
Edward Holland
Richard & Barbara Holloway
William Holman
Matt & Tracy Jackson
Jessica & Camp Jenkins
Kirk Johnson
Donald Jones
Richard Kamens & Bobette Eckland
John & Millicent Kang
Erin & Marc Keys
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Robert & Mary Kolenda

Richard & Louise Kowalsky
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Peggy Layne
Shelley & Arnold Leder
Jerry & Judy Lee
Justin Lessler
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Judith Lessler
Joshua Levin
Jay & Hunter Levinsohn
Heather Linton
Anne & Chris Lutes
Virginia Maag
Jane & Duncan Mac Rae
Ferdous Mahmood
Melissa Malkin
Dan & Peggy Martin
Margaret Elliott
Geoff Martin
Randall Marx
Michelle Mayer
John McBride & Sarah Marsh
Erin McGraw
Jenny McNulty
Wayne & Margaret Meirath
Christine Moe
Shane & Diane Moore
Charles & Ditti Morse
Pam Moss
Yoshi Murata & Mary Ward
Chris & Diane Murdock
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Karen Nilson & Christopher Pamp
John & Janet O'Connor
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Brian O'Grady
Daniel & Beth Okun
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Charles & Mary O'Melia
Ram & Carrie Oren
Debbie & Jerry Organ
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Jeffrey & Tina Pacht
April Parker
John & Joanye Pitts
Mary Nell Porter
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Homer & Kathleen Radford
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Christopher & Sharon Ringwalt
Krista & Zac Robinson
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Terry Robinson
David Ruggles
Betty Sanders
Dave Sarr
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Esther & Allen Schechter
Ange Schieferecke
Susie Scott
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Curtis Wheeler
Mark White
Gerald & Kathy White
Gary & Becky White
Kyle White
Ieda Warda
Bob Willet
Thomas Wirtz

WaterPartners is honored to give special recognition to its Sustaining Donors, who pledged their support on a continuing basis in 1999. Thanks, too, to the individuals who gave to WaterPartners through "Water for Life" events, mail appeals and Workplace Giving Campaigns including the Combined Federal Campaign and State Employee Giving Campaigns in North Carolina, Missouri, Washington, California, and Florida.

Financial Development

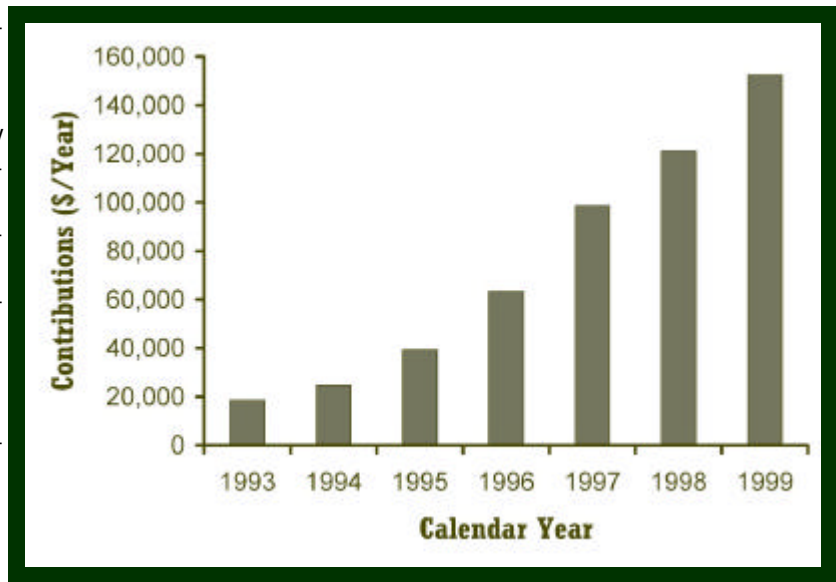
Support from new and continuing donors allowed WaterPartners to increase its revenue by over 20% during calendar year 1999. On average, WaterPartners revenue has grown by over 40% in each of the past seven years.

WaterPartners raised approximately \$150,000 during 1999. Our revenue included grants from organizations such as the Vanguard Public Foundation of San Francisco, the Diocese of Kansas City-St. Joseph, Orange Water and Sewer Authority customers, and the Newman Center in Columbia, Mo.

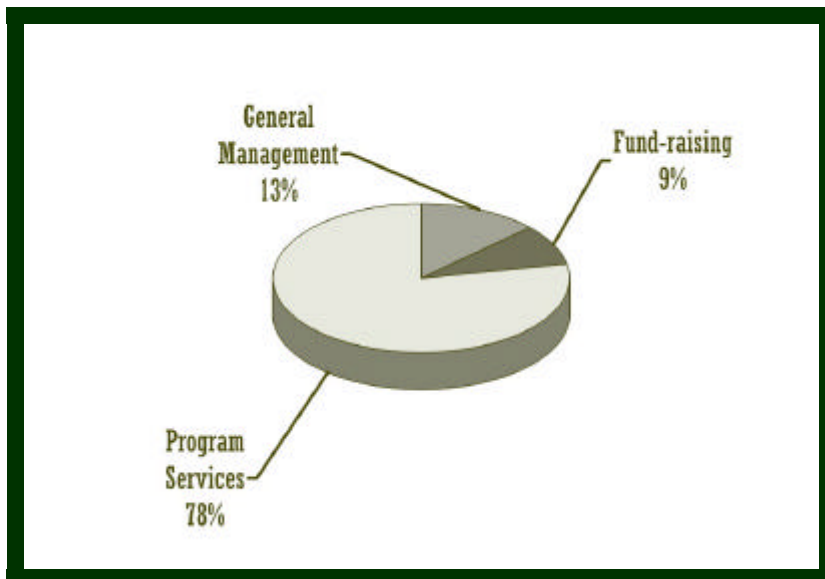
This was the third year that WaterPartners participated in the Combined Federal Campaign and the North Carolina State Employee Combined Campaign. These two programs allow government employees to give through payroll deductions to WaterPartners.

In 1999, WaterPartners expanded this portion of our revenue through our membership in *Independent Charities of America* and through joining other state combined campaigns in California, Florida, Missouri, and Washington.

WaterPartners Growth in Contributions



WaterPartners Fiscal Year 1999 Expenses



The sustaining donors enrolled in our direct debit program continued to provide a solid base of support, contributing over 12% of our total revenues for calendar year 1999.

WaterPartners continued to devote a high percentage of donations to programs services – 78% of our total expenses. General management accounted for 13% of total expenses and fund-raising accounted for 9% of total expenses.

Independent Auditor's Report

Board of Directors
WaterPartners International

I have audited the accompanying statement of financial position of WaterPartners International as of September 30, 1999, 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, 1999, 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.
December 2, 1999

Financial Statement

Fiscal Year Ended September 30, 1999

REVENUE	
Support	
Direct Public Support	\$ 114,240
Interest Income	197
Special Events	28,650
Less: Direct Expenses for Special Events	(19,128)
TOTAL REVENUE	123,959
EXPENSES	
Program Services	
Grants	\$ 83,000
Salaries and Payroll taxes	12,585
Supplies	2,331
Telephone	967
Postage	2,137
Occupancy	19
Printing and publications	146
Travel	1,876
Miscellaneous	648
Total Program Services	<u>103,709</u>
Supporting Services	
Management and General	
Salaries and Payroll Taxes	7,889
Professional Services	800
Supplies	1,886
Telephone	853
Postage	724
Occupancy	19
Printing	146
Travel	3,916
Miscellaneous	1,076
Total Management and General	<u>17,319</u>
Fundraising	
Salaries and Payroll Taxes	6,363
Supplies	2,441
Telephone	854
Postage	1,456
Occupancy	19
Printing	159
Miscellaneous	619
Total Fundraising	<u>11,911</u>
Total Supporting Services	<u>29,230</u>
TOTAL EXPENSES	132,939
Increase (Decrease) in Unrestricted Support	(8,980)
NET ASSETS, BEGINNING OF YEAR	<u>19,947</u>
NET ASSETS, END OF YEAR	\$ 10,967

Officers and Staff

Board of Directors

Jan Creidenberg, M.B.A
Marketing Consultant
Sullivan, Higdon, and Sink
Kansas City, Ks.

Ruth DeHolton, M.S.
High School Math Teacher
Houston, Texas

Francis DiGiano, Ph.D.
Professor of Environmental Engineering
University of North Carolina-Chapel Hill

Jim Doherty, Ph.D.
Senior Health Economics Scientist
Global Health Outcomes
Glaxo Wellcome Inc.
Research Triangle Park, N.C.

David Hood, CPA
Vice President and Business Analyst
Quintiles America
Raleigh, N.C.

Brad Lessler, M.P.H.
Health Behavior and Health Education
Specialist
Chapel Hill, N.C.

David Sarr, M.S., P.E.
Senior Engineer
Environmental Strategies Corporation
Reston, Va.

Marla Smith-Nilson, M.S., P.E.
Co-Founder and Staff Member
WaterPartners International
Seattle, Wa.

William Sollecito, Ph.D.
Research Professor and Associate Director
of the Public Health Leadership Program
University of North Carolina-Chapel Hill

Jeff Varick, M.B.A
Manager
Integral Inc.
Boston, Ma.

Gary White, M.S., P.E.
Executive Director and Co-Founder
WaterPartners International
Columbia, Mo.

Staff

Executive Director
Gary White

**Director of International
Programs**
Marla Smith-Nilson

Financial Manager
David Sarr

Outreach Director
Susan Davis

Publications Manager
Avis Durgan

**Water for Life Event
Coordinator**
Julie Daniels

Web Site Administrator
Tracy Jackson

**Workplace Giving
Coordinator**
Steven Hanson

“I am committed to seeing that any aid we bring to a community comes in a constructive and long-lasting form, so 20 years from now the community is still a better place because of our small part.”

**Brad Lessler
WaterPartners Board Member
Chapel Hill, N.C**



WaterPartners International depends on contributions to carry out its essential work in the developing world 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 (573) 447-2222
Fax: (573) 447-2221
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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