

WATERPARTNERS INTERNATIONAL



ANNUAL REPORT 2000



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

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.



Forty-four communities and more than 20,000 individuals have benefited from WaterPartners' assistance since 1990, the year the organization began funding these programs. During 2000, WaterPartners supported nine 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 global headquarters in Columbia, Missouri, and satellite offices in Washington, DC; New York, New York; and Seattle, Washington.





Message from the Executive Director



Honduras...Ethiopia...Ecuador...India...Bangladesh...The Philippines...these are all places WaterPartners staff will be working in the first three months of 2001. For those of you who know us as an organization that focused only on Central America, this may come as a bit of a surprise. But some incredible opportunities opened up for us in 2000 that have allowed us to redefine our work.

We are obviously very excited about being able reach many more people in diverse regions of the world. However, we are also excited about the increasing recognition we are receiving. People everywhere are learning of our work and putting their support behind it. Singer/songwriter Jewel and her mother have created an alliance with us to reach into Asia. Greg and Vickie Iverson are establishing a multi-million dollar foundation to fund our projects in Latin America. And at this moment I am flying home from Africa where WaterPartners is developing a partnership with A Glimmer of Hope, a foundation established in 2000 with an initial endowment of \$100 million.

We believe this interest from a new generation of supporters is sending a clear message that we are on the mark. We have patiently developed and tested our approach to helping people in a sustainable way—by funding water projects that work in the long run. With each passing year and a continuing string of successful projects, we believed more donors would recognize the value of working through WaterPartners. I am happy to report that in 2000 this belief was realized.

Because of our success at finding new donors, 2001 will bring a rapid increase in our revenue. We can now begin to implement the new programs and initiatives we have been crafting during the past few years. We are ready for the challenge that lies before us: scaling up our efforts while at the same time clinging tightly to the principles and methods that have brought us our initial success.

We could not have reached this new generation of supporters without the first generation. Our loyal donors over the years have been the energy we needed to begin. Our volunteers, Board of Directors and staff have invested themselves completely in our work because they recognized the need to pursue the WaterPartners solution. I am confident that they will be able to do even more as we ride the wave of support that was generated in 2000.

In circling this vast globe and witnessing the enormity of the global water supply crisis, I find it ironic that the place where this challenge will be met is so small and so personal: the human heart. Ultimately, it is not planning, engineering and economics that will make the difference—those things will follow naturally. Rather, it is by opening our hearts, throwing off cynicism and daring to believe that each of us can make a difference. It is only the response of the collective human heart that will allow us to solve a problem so large—a problem that drains the life out of millions of our global neighbors each year. It will take each of us to realize the day when everyone in the world can take a safe drink of water.



Gary J. White
Executive Director

WATERPARTNERSHIPS

WaterPartners has achieved success by capitalizing on partnerships. Internationally, we work through local support organizations that have proven their ability to facilitate quality projects at the community level. Our domestic partnerships are just as important. WaterPartners has always served as a link between beneficiaries and donors, and in 2000 we began several important partnerships.

Clearwater Project Relationship

WaterPartners and Clearwater—a project of Jewel's humanitarian foundation, Higher Ground for Humanity—have joined forces to more quickly see the day when everyone in the world can take a safe drink of water. The Clearwater Project, which takes its name from a pristine place in Jewel's childhood home of Alaska, was established by the singer/author/actress and her mother, Higher Ground for Humanity co-founder Nedra Carroll, as a vehicle to address the global tragedy of contaminated water.

Developing the WaterPartnership

The collaboration began in May 2000, when WaterPartners Executive Director, Gary White, traveled to Sisoguichi, Mexico, to observe the implementation of Clearwater's first water project. The next joint venture was a mid-July trip to Honduras, where WaterPartners introduced the Clearwater team to communities with water projects in various stages of development. A Clearwater video crew documented the visit. Impressed with the level of community involvement and the lasting solutions they saw while visiting WaterPartners-supported projects, the Clearwater Project committed \$75,000 for the community water project in Gualcea, Honduras. In August 2000, White assisted Clearwater with projects in Tanzania, India, and Bangladesh and evaluated projects and partner organizations for potential funding.

Fundraising through Netaid

Recognizing the value of WaterPartners' experience and community-centered practices, Clearwater committed the benefits of a fundraising effort through Netaid (a collaboration of the United Nations and networking technology giant Cisco Systems) to projects developed through WaterPartners and its local partner organizations in Honduras. The goal for the event, which is completely Internet-based, is \$313,000. These funds will allow five Honduran communities to build safe drinking water systems.

The Greg and Vickie Iverson Charitable Supporting Organization

The Iverson of Highlands, Utah established the Gregory and Vickie Iverson Charitable Supporting Organization and named WaterPartners International as the primary beneficiary. The supporting organization will initially be funded with a gift of stock estimated to be worth \$3.5 million. The Iverson's endowment represents the largest commitment of funds to WaterPartners in its 10-year history. The Iversons' endowment is pivotal in helping us build on our strong grassroots support because it will allow us to scale up our efforts to reach many more people in need of safe water. The Iversons are a good match for WaterPartners because they want not only to fund projects, but also to stay involved as the projects progress.

Greg Iverson first learned about the global water crisis as an LDS missionary in Latin America. He lived in Honduras, Costa Rica, and Panama. While living and working in Latin America on and off since then, Iverson saw many people – usually women – carrying heavy buckets for great distances, just to bring home dirty water from a ditch. "I kept thinking all these years that if I could do anything, it would be to give the people in developing countries water. Once you have water, it's a start; it's a way to get your life back," he says.

Sullivan Higdon & Sink

This award-winning public relations and marketing firm took WaterPartners on as a pro bono client. They designed a new logo and "look", created an attention-getting print advertisement (shown at right), and were integral in arranging a donated placement in a special issue of FORTUNE magazine.



Postcards from Nicaragua

Most people are familiar with WaterPartners through our domestic activities: our *Water for Life* events, the *Agua Dulce* newsletter, and our website, for example. However, the most significant part of our work is international. We carefully seek out and support local organizations that have proven their ability to facilitate high-quality water projects at the community level. Part of this involves meeting with the organization's staff and visiting some of their existing beneficiary communities. In June 2000, we traveled to Nicaragua to evaluate two potential partner organizations.

These postcards from Executive Director Gary White show some of our international activities.



June 2000
Hi -
WaterPartners doesn't just meet with the staff of the potential partner organization; we also visit some of the communities they have worked in.
Often this means a long bumpy ride into the rural areas. This time it was in the back of a truck.
Gary



June 2000
Hi -
In Nicaragua, we visited two communities to see how the potential partner organization implements water projects. This is Ramona.
Augustina Valle's home in Montanita. We interviewed her as part of our evaluation.
Gary



June 2000
Hi -
We inspect all aspects of the water projects managed by the partner organization. Here I am checking a valve box for a water system in progress for Balsamo Tres, Santa Rosa.
Gary



June 2000
Hello -
We also interview community members to find out how they were involved in the project and how well the system works. This is an important point of view.
Gary



June 2000
Hello again -
WaterPartners looks for partners who plan sustainable water projects. A key factor in sustainability is protection of the water source. The plants from this nursery will be planted in the watershed.
Gary



June 2000
Hello -
At the end of each day, the other staff and I write up our observations and thoughts about the potential partner organization's work. Laptop computers make this easier!
Gary

Honduras

WaterPartners supported its first water project in Honduras in 1990. Since then, we have helped 31 Honduran communities build their own safe drinking water systems. All of the communities described below are in the Department of Lempira.

Gualcea, El Sitio, San Antonio, Santa Rita, Cololaca, and Gualcinse

The people in Gualcea have been disappointed before. For years, the 106 families who live there have been trying to get funding for a water project. Three years ago, they thought their dream was going to come true. Another organization bought them some pipes. But the remaining funding fell through and the pipes turned out not to be appropriate for their needs. The situation was desperate; there are no water sources near Gualcea. Some people have to walk for two hours each way twice a day to a small dirty river just to get enough water for drinking and cooking. This water is contaminated by sediment and sewage from La Virtud, the closest city, and so many people in the community get sick, especially the children.



But there is hope. When WaterPartners visited Gualcea in July 2000, the families were optimistic. They are ready to work hard to construct the project. They are ready to pay the equivalent of a day's wages each month into a fund for maintenance and repair of the project. They know that the new water source has been tested for contamination and meets the acceptable levels set by health agencies. This hope also flows through the other communities who will participate in this project: El Sitio (population 306), San Antonio (population 590), Santa Rita (population 343), Cololaca (population 781), and Gualcinse (population 487). They will share not only a water source, but also new lives. Children will be healthy enough to play and go to school. Mothers can grow gardens to supplement their diets. Thanks to donations from the Clearwater Project and attendees at the 2000 Kansas City-North, Mid-Missouri, Triangle (NC), and Washington, DC *Water for Life* dinners, there is hope.

La Quesera and El Carrizalito

These projects were funded by donations from people who attended the 1999 Seattle, Triangle (NC), Kansas City, and Washington, DC *Water for Life* events. La Quesera and El Carrizalito will share a water source (a mountain spring) and a water transmission line. During our visit to the community in July 2000, members of the community were digging ditches for the 4-kilometer water transmission pipeline from the spring cap to the water storage tank. Each community's distribution tank will provide pressure for the distribution system and serve as a reservoir that allows the water to be disinfected with chlorine. Pipes will then carry the water from the tank to *pilas*, or outdoor wash basins, located at each household in the community. These communities' water systems will be different from most systems in the United States because they require no pumping—all the work will be done by gravity. This is important because there are no pumps to break down.

San Pablo de Consolación, San Cristobal, El Morro, and Santo Domingo

When their projects are complete, San Pablo de Consolación (population 91), San Cristobal (population 532), El Morro (population 284), and Santo Domingo (population 220) will share a water source and a water transmission line. WaterPartners' Honduran partner organization often groups projects this way in order to make them more cost-effective. Each community will construct its own water storage tank and distribution system. When these communities decided to pursue a water project, they knew that it would involve thousands of hours of labor and both personal and financial sacrifice. These communities are very poor and acquiring cash is difficult. But they also knew that it would be worth their efforts, for the project will bring safe water to every family in the four communities. Safe water will mean improved health for everyone, time for children to study, and for families to pursue activities other than the ongoing drudgery of gathering water. The residents of these communities are providing all the labor and local materials to complete the construction of this project, as well as food and lodging for our partner organization staff when working in the community. In 2000, they completed most of the physical project components. These projects were funded by donations at the 1999 Seattle *Water for Life* event, the 1998 Kansas City *Water for Life* event, and the Prime the Pump fund.

Guatemala

Since 1994, WaterPartners has supported 10 water and sanitation projects in Guatemalan communities. Beyond running water, our projects 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

Construction on this joint project was complete in June 2000. Paraje Patzula and Caserio Choaraxaj, both in the Municipality of Joyabaj, Department of Quiché, now share a water source and water transmission main. This success culminates many years of seeking to bring reliable and safe drinking water to their communities. With this effort, the people of these two communities demonstrated their desire to improve their situation and their ability to work together on a project. Each community has an elected Water Board, which has the authority to collect water fees necessary to operate and maintain the water system. The community members provided all the labor needed to construct their water project. Their contribution of labor and local materials is valued at \$24,000.

Their water system now consists of a concrete-capped mountain spring with a pipeline to carry the water to a distribution tank. This tank provides pressure for the distribution system and serves as a reservoir that allows the water to be disinfected with chlorine. Pipes now carry the water from the tank to *pilas*, or outdoor wash basins, located at each household in the communities. Local technicians, known as *fontaneros*, have been elected in both communities and have received special training to operate and maintain the water system.

The health education component of WaterPartners-supported projects involves 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 Paraje Patzula and Caserio Choaraxaj through health education classes, including hand-washing before preparing food and regular use of latrines. A critical part of the health education program has been training 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 the community's Water Board to identify problems and respond to them. These projects were funded by our 1999 One Day for Water program and general contributions.



Paraxamolo, Department of Quiché

Thanks to contributions at the 1999 San Francisco and Kansas City *Water for Life* events, Paraxamolo completed their water project in June 2000. Safe water at each household is a dramatic change from their previous lives. Before their water project was complete, the residents of Paraxamolo used to obtain their water from a poorly constructed water system that they built themselves more than 20 years ago. This system covered only a small portion of the community's 154 households and was very unreliable during Guatemala's dry season. Those who were not served by this small water system had to walk for half an hour to collect contaminated water from small streams. The WaterPartners-funded water project, however, will have staying power because of the sound organizational structure, which required the investment of a great deal of time and effort on the part of both our partner organization and the community.

OUTREACH AND EDUCATION

New Logo

Sullivan, Higdon & Sink of Kansas City donated their creative services to design a modern, web-friendly logo for WaterPartners International (shown at right). We believe it conveys the main point of WaterPartners: a safe drink of water.



Water for Life Events

Water for Life events, which take the form of receptions, dances, and dinners, give us an opportunity to share news from our visits to WaterPartners-supported projects with people in the United States. These events not only raise funds for WaterPartners, they also link donors and beneficiaries. Attendees sign banners that we present to each community, and beneficiaries send messages of thanks to our donors. In 2000, we added two new events in Kansas City–North and Columbia, Mo. We also held our annual events in Kansas City, Mo.; Raleigh-Durham-Chapel Hill, NC; Washington, DC; and Seattle, Wa.

One Day for Water

On March 22, 2000, we held our second annual One Day for Water. The goal of this program is 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 in several other countries participated to learn how much water we use each day, how much it costs, and how we can't live without it. In 2000, we added activities for children, made the kits available for download on our website, and distributed a national press release to promote the educational activities. Now people request the activity kits year-round. WaterPartners asks adult participants 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 from curious co-workers or neighbors. Children's activities include brainstorming about ways they use water, keeping track of their water use for the day, seeing how far they can carry a jug of water, and writing a story about what their lives would be like without taps in their houses.

Media Coverage in 2000

- "WaterPartners International launches public education campaign on water issues," [UN Wire](#)
- "Columbia-based organization aids in cleaner water," [Columbia Missourian](#)
- "WaterPartners rides wave of support," [Columbia Daily Tribune](#)
- "Telecommuting," (5-part series) [Philanthropy News Network](#)

Water for 2000 Campaign

The goal of this campaign was to bring safe water to 2000 more families in villages in developing countries than we did in 1999, and to begin reaching out to larger communities in need of safe water. The campaign encouraged many existing donors to increase the size of their gifts, and brought in \$42,000 in direct gifts to the campaign. WaterPartners will continue to use our successful approach with small communities, while exploring how we can

translate that success into larger projects.

Website Renovation

In 2000, WaterPartners' website (www.water.org) underwent two major renovations. We updated the structure, content, and look, as well as providing most of our outreach materials for immediate download. We also began to promote our website. These changes resulted in a 300% increase in visitors to our website over 1999.

Washington, DC Earth Day

A group of WaterPartners volunteers in Washington, DC staffed a booth at the Earth Day Festival. They distributed free WaterPartners postcards and educational materials, and quizzed booth visitors on their knowledge of water issues.



MAJOR DONORS

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Foundations

Clearwater Project
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Vanguard Public Foundation

Organizations


Cromie Elementary School, Warren, Mi.
St Andrew Presbyterian Church, Elkview, WV
Diocese Of Kansas City - St Joseph, Kansas City, Mo.
Knights Of Columbus, St Therese Church, Kansas City, Mo.
Northwest Community Unitarian Universalist Church, Houston, Tx.
Northwest Missouri Psychiatric Rehabilitation Center, St Joseph, Mo.
Orange Water and Sewer Authority, Carrboro, NC

St Bernadette Grade School, Kansas City, Mo.
St Bernadette Parish, Kansas City, Mo.
St Joseph Society and Table, Kansas City, Mo.
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WaterPartners is honored to give special recognition to our Sustaining Donors, who pledged their continuing support in 2000. Thanks, too, to the individuals who gave to WaterPartners at *Water for Life* events, mail appeals, and Workplace Giving Campaigns including the Combined Federal Campaign and State Employee Giving Campaigns in California, Florida, North Carolina, Missouri, and Washington.



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Drops in the Bucket

Every little bit counts. That's why we are specially recognizing the following "drops in the bucket" in the year 2000.

\$1 from Candice Smith for *One Day for Water*

\$5.22 from Anna White (Columbia, Mo.) for Lenten giving

\$35 from Mrs. Murray's third grade class at Cromie Elementary School (Warren, Mi.)

\$100 from St. Bernadette's (Kansas City, Mo.) eighth grade class gift

\$101.25 from a Sunday School bake sale organized by Sharon Fristoe (Kansas City, Mo.)

\$206 from the Northwest Missouri Psychiatric Rehabilitation Center

\$238.48 from St. Bernadette's (Kansas City, Mo.) fifth grade garage sale

\$335 from Mrs. Klube's sixth grade class at Sunrise Elementary (Redmond, Wa.)

\$670 in honor of Susan Davis and Douglas von Bushberger's (New York, NY) wedding

\$2460 in honor of Ladan Sobhani and Mark Kipfer's (Petaluma, Ca.) wedding

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Department of Athletics
Washington Boat Tours & Charters
West End Wine Bar
Ming-Jing Wu

In-Kind Donations

In addition to donations of cash, WaterPartners relies on donations of goods and services. These range from the items for silent auctions or food or wine for our *Water for Life* events to the design of our new logo. For example, Meissen's Catering has donated the food for 11 annual events in Kansas City. Sullivan Higdon & Sink designed the WaterPartners advertisement that appeared in FORTUNE magazine. Many thanks to all the individuals and companies who contributed in this special way in 2000.

FINANCIAL DEVELOPMENT

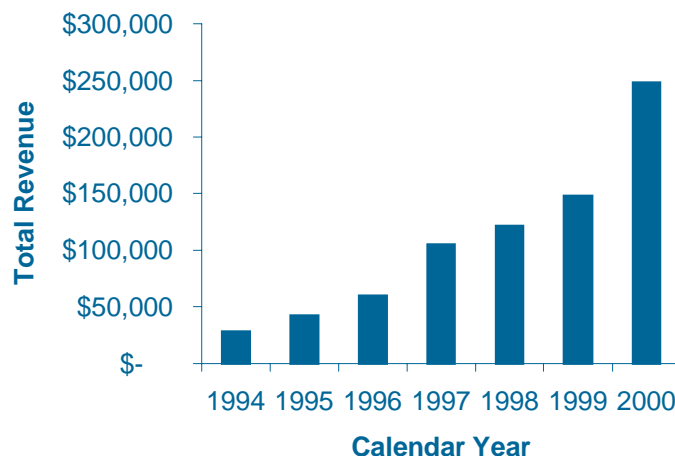
WaterPartners ended the millennium with our strongest year yet. During the 2000 calendar year, WaterPartners' total revenue increased to \$248,000, a 68% increase over 1999. The continued support of our loyal donors allowed us to engineer this rapid growth. WaterPartners' total revenue has increased an average of 44% per year since 1994. The Water for 2000 campaign was a key element of this growth. The campaign encouraged many existing donors to increase the size of their gifts, and brought in \$42,000 in direct gifts to the campaign.

Another key element of this growth was \$105,000 in grants from the Clearwater Project, the Kansas City Diocese, the Vanguard Foundation, and the Jewish Federation.

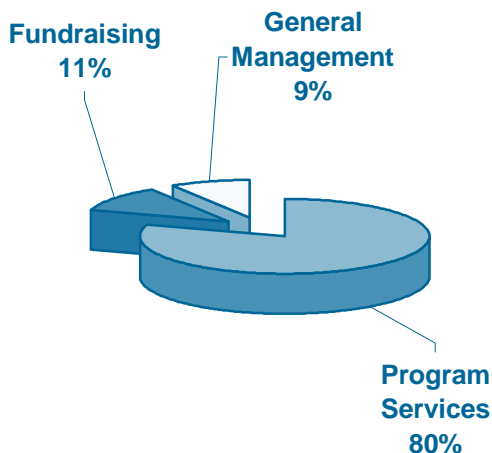
As in previous years, over 25% of revenue came from our *Water for Life* events around the country, and more than 15% came from WaterPartners' sustaining donors.

Technology is vital to linking WaterPartners staff with each other and with our partner organizations. During the past year, we used technology to give donors new ways to support our mission and diversified our sources of revenue.

WaterPartners' Growth in Contributions



WaterPartners Fiscal Year 2000 Expenses



Donors can make on-line donations on our website (www.water.org), shop on-line and have a portion of their sales go to WaterPartners, or arrange to have a donation transferred directly from their checking account through our direct debit program. Customers of the Orange County (North Carolina) Water and Sanitation Authority (OWASA) can make donations by rounding up their water bills each month in the utility's *Taste of Hope* program. WaterPartners can raise funds more efficiently using these methods, thereby increasing the amount of money we can spend on program services.

During the past fiscal year, WaterPartners spent 80% of total expenses on program activities. Our goal is 90%. We are investing for the future so that we can reach many more people with safe water.

INDEPENDENT AUDITORS' REPORT

BOARD OF DIRECTORS WATERPARTNERS INTERNATIONAL

We have audited the accompanying statement of financial position of WaterPartners International (a North Carolina non-profit organization) as of September 30, 2000, 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. Our responsibility is to express an opinion on these financial statements.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we 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. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of WaterPartners International as of September 30, 2000, and the results of its operations and cash flows for the year then ended, in conformity with generally accepted accounting principles.

Minor & Associates, P.A.

Minor & Associates, P.A.
Durham, North Carolina
February 5, 2001

FINANCIAL STATEMENT

FISCAL YEAR ENDED SEPTEMBER 30, 2000

REVENUE

Support	
Direct Public Support	\$ 159,337
Foundation Grants	105,000
Interest Income	782
Less: Direct Expenses for Special Events	(17,517)
Less: Realized Loss on Securities	(57)
Less: Returned Checks	(50)

TOTAL REVENUE **247,495**

EXPENSES

Program Services	
Grants	\$ 96,000
Salaries, Benefits and Payroll taxes	23,365
Supplies	2,312
Small Equipment	2,624
Telephone	1,198
Postage	1,272
Printing and publications	1,340
Travel	6,984
Miscellaneous	1,561
Total Program Services	<u>136,656</u>

Supporting Services	
Management and General	
Salaries, Benefits and Payroll Taxes	7,058
Supplies	1,491
Small Equipment	2,624
Telephone	935
Postage	552
Printing	9
Travel	2,041
Miscellaneous	894
Total Management and General	<u>15,604</u>
Fundraising	
Salaries and Payroll Taxes	9,278
Supplies	2,944
Small Equipment	2,624
Telephone	935
Postage	1,173
Printing	356
Travel	1,280
Miscellaneous	551
Total Fundraising	<u>19,141</u>
Total Supporting Services	<u>34,745</u>

TOTAL EXPENSES **171,401**

Increase in Unrestricted Support 76,094

NET ASSETS, BEGINNING OF YEAR **10,968**

NET ASSETS, END OF YEAR **\$ 87,062**

This statement is not complete without the auditors' notes. The complete statement is available from WaterPartners.



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Director of Outreach
Susan Davis

Director of Donor Services
Erin Keys

Web Site Administrator
Tracy Jackson

Workplace Giving Coordinator
Steven Hanson



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
email 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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