



# 27 MILLION

LIVES CHANGED





## Dear Friends and Supporters,



Thanks to each of you, we celebrated a big milestone in 2019 — 27 million people reached with water and sanitation! Throughout the world, we helped empower families with access to small, affordable loans so they could get access to lasting water and sanitation solutions in their homes.

We cannot do this work alone. In 2019 we accelerated impact by developing relationships with new partners including financial institutions, water providers and development agencies. We helped influence public policies and strategies to increase funding for water and sanitation for those living in poverty. And combined with your continued support, we transformed the lives of more than 8 million people in 2019 alone.



Today, we find ourselves in the midst of a global pandemic. As we navigate the challenges and uncertainties of COVID-19, there is one thing we know for sure — now more than ever the health of families around the world relies on safe water and people like you.

Access to safe water and sanitation is critical to the health and resilience of our global community. It is vital to prevent the spread of disease today and to support the health of families tomorrow. And because of you, 27 million people have greater resilience to this pandemic and other diseases. They are now more prepared to safeguard their families.

We're committed to continuing our work to empower millions more in need with safe water and sanitation. With your donations, we can continue helping those living in poverty build resilience that allows health, hope and a bright future.

Sincerely,

**Gary White**  
CEO and Co-founder

**Jennifer Schorsch**  
President



## 2019 at a glance



**8 million+**

8,086,446 lives changed  
across 12 countries



**\$706 million**

\$706 million in loans  
disbursed by our partners  
for water and sanitation

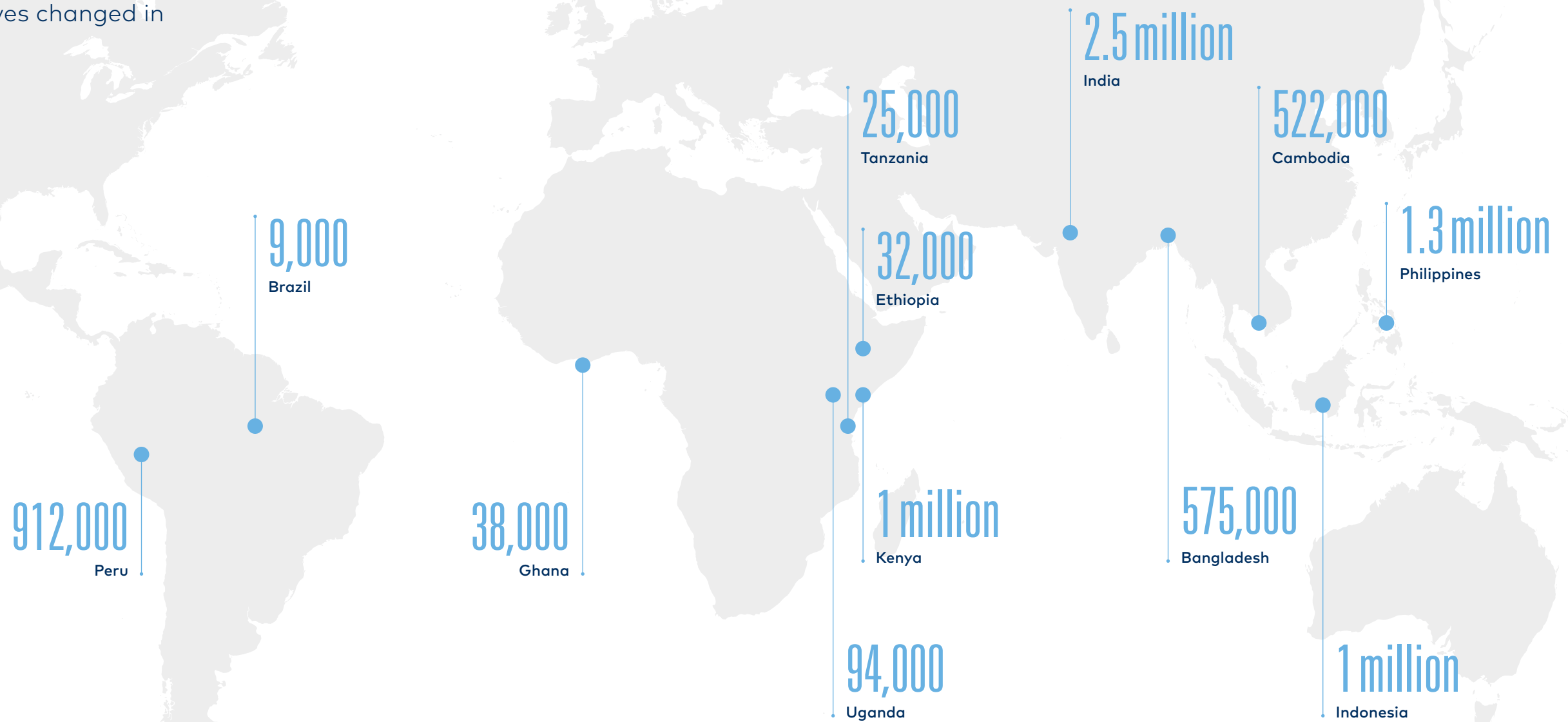


**4 stars**

Received the top rating  
from Charity Navigator for  
the 10th consecutive year

In 2019, 8 million more people in twelve countries now have access to safe water and sanitation.

See the number of lives changed in each country in 2019.



\*Based on reporting available as of February 2020

## Smart solutions in action

For millions around the world, access to funds stands between them and safe water and sanitation in their home. Water.org offers a portfolio of smart solutions that break down the financial barriers between people living in poverty and access to safe water and sanitation.

In 2019, we worked to accelerate impact in these ways:

1

Partnering directly with financial institutions to provide loans for water and sanitation

2

Expanding partnerships to accelerate access

3

Increasing access to financing at a systems level



### Partnering directly with financial institutions

Water.org enables access to critical financing for household water and sanitation solutions for those living in poverty. We partner with local financial institutions by providing technical assistance, connections and small grants, where needed, so they can provide small, affordable loans to people in need of water and sanitation at home.

#### Empowering families to change their world

Without water at home, Grace and her husband Joshua paid high prices for water to be drawn from a local pond and carted to their property. Through a small, affordable loan from a Water.org partner in Kenya, Grace installed a water storage tank on her farm.

With access to safe water just outside her door, Grace can feed her chickens, grow food in her garden, and use the water to cook, bathe, and do laundry. Hope, health, time, income, opportunity – safe water takes families like Grace and Joshua's from poverty to possibility.



## Expanding partnerships to accelerate access

Water.org works with partners across sectors, including financial institutions and water service providers, to expand access to affordable financing for water and sanitation. We provide technical assistance, share best practices, and collaborate with stakeholders to develop, implement and scale effective solutions.

### Strengthening rural and urban utilities to reach more people

In the Philippines, Water.org is partnering with 12 utilities in the Palawan province to help them implement business plans and best practices in order to expand their services and reach more people in need. If families need access to credit to connect to the utility, they are also able to work with Water.org's existing microfinance institution partners. Initial work in this area is showing positive results.

## Increasing access to financing at a systems level

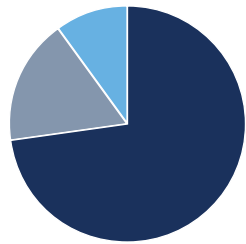
As leaders in financing for water and sanitation, we are committed to working with development agencies, governments and other partners to influence public policy and practice changes that make more funds available for water and sanitation solutions, at local, national and global levels.

### Encouraging lending for water and sanitation in India

We worked with the Reserve Bank of India, the country's central bank, to reclassify water and sanitation lending as a priority sector. They require banks to lend 40% of their assets to areas they designate as priority sectors. Previously the priority sectors were areas that could contribute to the development of India's economy like agriculture, education, and housing for people living in poverty. Lending for water and sanitation was not considered a priority sector, so there was little opportunity for such a critical area of need. This reclassification resulted in a significant increase in bank lending to microfinance institutions and self-help groups, making water and sanitation loans possible for people in need.

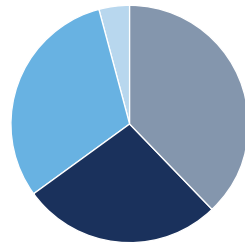


## Allocation of Expenses (FY 19)



- \$20.5M Programs 73%
- \$4.7M Administration 17%
- \$2.8M Fundraising 10%

## Sources of Revenue (FY 19)



- \$9.5M Foundations 38%
- \$6.5M Corporations 27%
- \$7.6M Individuals 31%
- \$908K Investment & other 4%

## Statement of activities

As of Sept. 30

Revenue, gains & other support	2019	2018
Contributions and grants	\$23,981,975	\$30,102,257
Investment income and other	636,359	531,350
<b>Total revenue, gains &amp; other support</b>	<b>\$24,618,334</b>	<b>\$30,633,607</b>

Expenses	2019	2018
Water programs	\$19,008,834	\$15,719,362
Outreach	1,579,724	1,119,671
WaterEquity programs	—	2,023,765
<b>Total program services</b>	<b>\$20,588,558</b>	<b>\$18,862,798</b>

Management and general	\$4,728,376	\$4,281,512
Fundraising	2,822,628	1,790,084
<b>Total expenses</b>	<b>\$28,139,562</b>	<b>\$24,934,394</b>

Change in net assets*	2019	2018
Change in net assets	(\$3,521,228)	\$5,699,213
Net assets, beginning of year	23,807,257	18,108,044
<b>Net assets, end of year</b>	<b>\$20,286,029</b>	<b>\$23,807,257</b>

## Statement of financial position

Year ending Sept. 30

Assets	2019	2018
Cash and cash equivalents	\$20,871,276	\$24,045,069
Grants and other receivables	61,645	106,703
Prepaid expenses	373,667	307,847
Investments	2,291,045	2,217,234
Other assets	—	—
Property and equipment, net	424,238	495,254
<b>Total assets</b>	<b>\$24,021,871</b>	<b>\$27,172,107</b>

Liabilities & net assets	2019	2018
Accounts payable	\$1,066,064	\$1,056,049
Accrued expenses	2,279,536	1,808,302
Refundable advances	390,242	500,499
<b>Total liabilities</b>	<b>\$3,735,842</b>	<b>\$3,364,850</b>

Unrestricted net assets	\$6,739,719	\$11,078,365
Temporarily restricted net assets	\$13,546,310	\$12,728,892
<b>Total net assets</b>	<b>\$20,286,029</b>	<b>\$23,807,257</b>

<b>Total liabilities &amp; net assets</b>	<b>\$24,021,871</b>	<b>\$27,172,107</b>
---	---------------------	---------------------



On behalf of the people whose lives changed with safe water and sanitation in 2019, thank you for your support.

Together, we will see the day when everyone in the world has access to safe water and sanitation.



#### **Water.org Board of Directors**

Adam Schechter  
Andy Sareyan  
Anil Arora  
Cortney Erin  
Gary White  
Hilary Schneider  
Jack Leslie  
Jodi Kahn  
Keith Quinn  
Larry Tanz  
Lynn Taliento  
Paul O'Connell  
Terry Trayvick  
Tony Stayner

