



People Matter

Fiscal Year
2014 Annual Report



The discussion surrounding our world's water and sanitation crisis has taken a disturbing turn. I've noticed that we tend to discuss wells, pumps, and trainings as if they are the very end that we seek. We talk about people to help define the magnitude of the problem, but not as the solution to the problem. At the least, it's an oversight in our language. At worst, it is a reflection of how we place ourselves at the center of our effort and evaluation; it is a symptom of our tendency to consider ourselves as the savior of the poor.

If we drill a well and establish a pump, but have not done so in concert with the very people it is designed to serve, we have both decreased the life of that resource and undermined the process of true change happening in their midst. When we ignore the gifts of those we serve, the water is only another material factor in improved health. When we work together, the water is the catalyst for permanent transformation in the life of every person it touches.

We are directing the focus of this year's annual report on the true purpose of our work: loving real people living in difficult conditions. We work through the wells that serve them, and on the trainings that strengthen them—those items are critically important—but ultimately, none of that matters if the people we serve are overlooked and underutilized in the process.

People matter. They matter to us and they matter to God. More than anything else, we want to see healthy people and thriving communities as a result of our work together. We see dignified people living free from the burden of water-borne diseases. We see communities thriving where the flow of water increases productivity, cooperation, opportunity, and hope.

This is Lifewater—Christians who care deeply about our world's most vulnerable people and working with them to change lives. I'm tremendously glad to serve with you.

Sincerely Yours,

A handwritten signature in dark ink, appearing to read 'J. Narducci', written in a cursive style.

Justin Narducci
President/CEO

“Achieving sanitation and water for all may not be cost-free – but **it will set people free.** Access to sanitation and water means a child free of disease, a woman free of the back-breaking chore to fetch water, a girl free to attend school without fear, a village free of cholera, and a world of greater equality and dignity for all.”

**UN Secretary General
Ban Ki-moon, 2014**

Meet some
of the

People that Matter

I will take you as my own people, and I will be your God...

Exodus 6:7

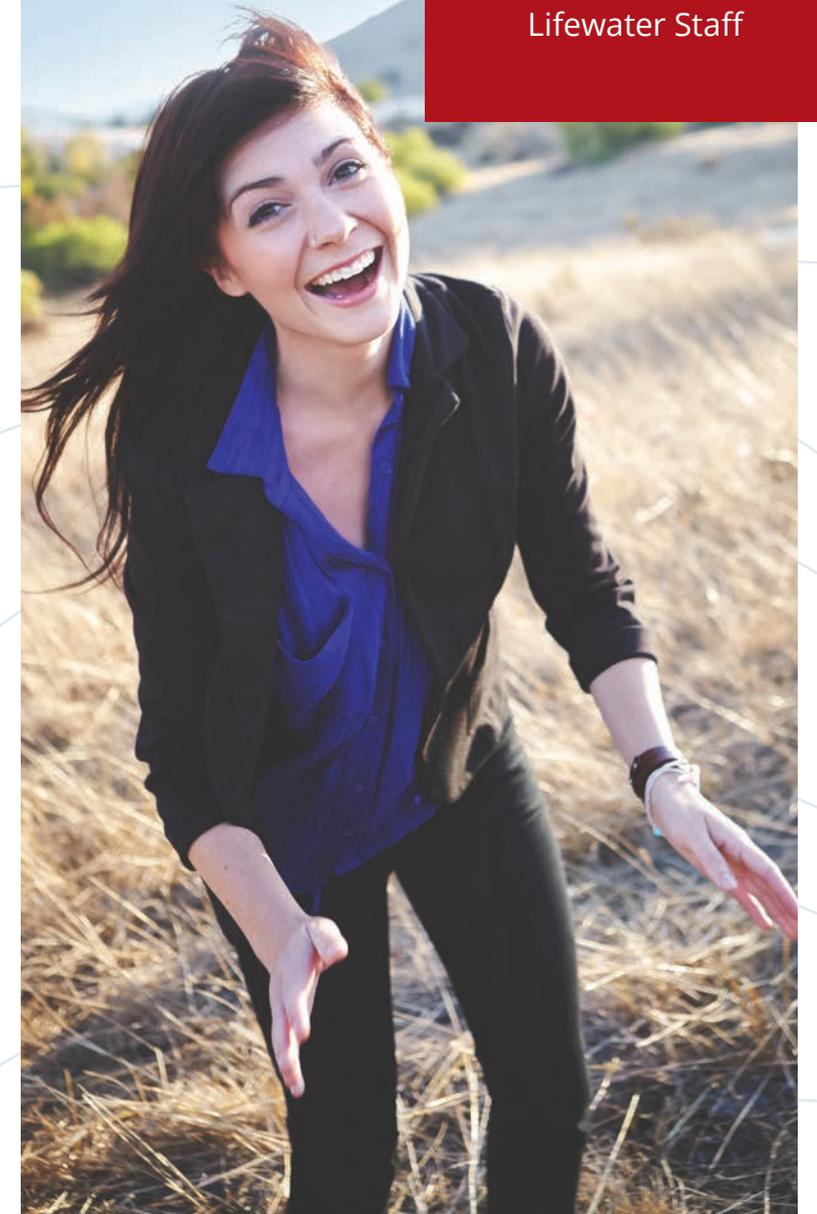
Meghan loves people.

It's clear to anyone she meets. She has a warm smile and listens eagerly. On staff with Lifewater, she also studies Economics and Psychology at Cal Poly and volunteers at a local youth group. Meghan is happiest when she's working with people and building relationships, which makes her a perfect fit for leading some of Lifewater's campaigns. Mature well beyond her age, she says in 5 years she'd like to be a part of a strong community and feel like she's helped to build something really good. At Lifewater, Meghan has "learned the power of a group of people working for a common purpose - that each individual can have a big impact, and that the cumulative impact is huge."

Meet...

**MEGHAN
VOMUND**

Lifewater Staff



Brent is too humble to tell you, but he's a rock star literally and figuratively.

He's a bass player, a former college fullback, and he supports his family with a job in agricultural equipment sales. This year, on World Water Day, he raised enough money with his family, friends, and church to provide new wells in two communities in Uganda. His smile stretches wide when he talks about the people who will be helped with his efforts; it gets even wider when he talks about one day traveling to meet some of them. Over the past few years, as he has supported Lifewater's work, Brent has changed—he's learned to give away the credit. "When I originally got involved, I wanted to be the one to make a huge difference, but I had to be more realistic, especially as a husband and father, about what I could do on my own. I've learned to accept and offer what I can, and appreciate that God multiplies that to make the real difference."

Brent did something and you can too!

Lifewater.org/ways-to-give



Meet...
BRENT WELLINGTON
Advocate

Buntheoun may not be internationally famous, but his films are changing lives.

He's the youngest person on staff with the Cambodian Health Organization (CHO), Lifewater's partner in the region. He graduated a few years ago from university with a degree in community development and currently spends 4 days every week in communities, training and encouraging families to adopt healthier WASH practices. Buntheoun has a continually innovating spirit and wants to see success. He noticed that showing people YouTube videos on solar distillation (SODIS) made a bigger impact than any other method, and now most families in his area are saving money and

staying healthier this way. When his training with handwashing wasn't going as well, he decided to make his own video about tippy-taps, an effective, inexpensive handwashing device made from widely available materials. Buntheoun's tippy-tap video is working! After putting the video up, he has seen them appear all around the communities he serves. In our book, Buntheoun is a star.



Meet...
THENG BUNTHEOUN
Partner Staff, Cambodia

When Lifewater arrived in Margaret's village to install a new well, the shy woman displayed an unabashed smile uncommon for older women in her area. Even before boreholes were common in the region, Margaret's husband, Anthony, would tell people that the village's drinking water was one of the reasons so many children were dying. Margaret and Anthony tried their entire lives to save money to have a well drilled, but a series of setbacks kept wiping out their savings. Anthony passed away last year and did not live to see his dream come true, but Margaret says that now, being close to the well, she feels she is still close to her husband. During the drilling, many came to watch for a while, but Margaret never left the site except to make lunch for the drillers.

"I feel so happy that God has answered our dream of having clean water for the community even if my husband is no longer alive. It would be good if he could have seen how his dream for clean water has come to pass, so that we could rejoice together. But I and the community shall work very hard to keep this well. I will be near the water well as though I am near my husband, because this was his dream and his love for his community."



Meet...
MARGARET
Community Member,
Uganda



Meet...
**AKALU
BELETE**
Health Trainer,
Ethiopia

When asked why he became a sanitation and hygiene promoter, Akalu answers,

"What you see in your environment fills you to want to help communities. In our communities we have a lot of problems and through WASH and handwashing we can solve so many problems."

A winsome, tireless trainer, he travels endlessly in the 3 kebeles (towns) to convince leaders and families the value of using their scarce resources to build latrines at handwashing stations in their

homes. "When I first came to communities I was a stranger and now I am family as I visit them in their communities and schools 1 to 2 times a week depending on the weather and the road conditions." It's a tough sell, but one he knows will save their lives. "My work is my pleasure. It is my joy to work in these communities and it is not a burden... Even though it is hard and tiring it gives me strength and great pleasure."

Meet...
**PETE
MURPHY**
Field Trainer



If you were to meet Pete at one of the Tuesday night community dinners he helps prepare, you might miss the fact that his work touches lives much farther away than his neighborhood.

A hydrogeologist and environmental consultant by occupation, Pete has been around the world helping to build the capacity of Lifewater's local partners in well drilling. At work in the LA Basin, he is helping to train younger staff in the knowledge he acquired from decades of experience in soil and groundwater investigation. Pete is most satisfied when he is "doing things that matter," and so he uses all these skills when training crews in Uganda.

Pete is passionate and focused about water and people, but when he started training with Lifewater, he met others from all walks of life and with different skills—each of them sharing his passion for valuing people, teaching with respect, and constantly learning new ways to get things done. He was surprised at the diversity of life experience among the field trainers, but he says, "Everybody fits. They find a needed place in the team and contribute wherever they can. This is an interesting and exciting experience for me."

*Nura grew up in southern Ethiopia,
in the arid lands of the Borena region.*

His family were nomads, following the water as it retreated through the long dry season. He was always too far from a school, so he never attended. Now a grandfather, his dream of sending all of his grandchildren to school is close to reality. This year Lifewater helped provide two cisterns in his community, which capture and store rainwater safely for year-round use. They are no longer nomads, and the community has decided to build a school for all the children to attend. Nura shared that his life lacked freedom and opportunity because of his illiteracy and frequent illness. When a health promoter from our Ethiopian partner convinced him last year to try boiling and filtering his water, he was skeptical, but within a month his stomach pains and diarrhea went away. Now he uses safe water all the time. Nura asks that we continue to train and lead people like the health promoter who trained his village, so that people like him can continue to grow in health and understanding.



Meet...
NURA
Community Elder,
Ethiopia

Meet...

HANG CHANDA

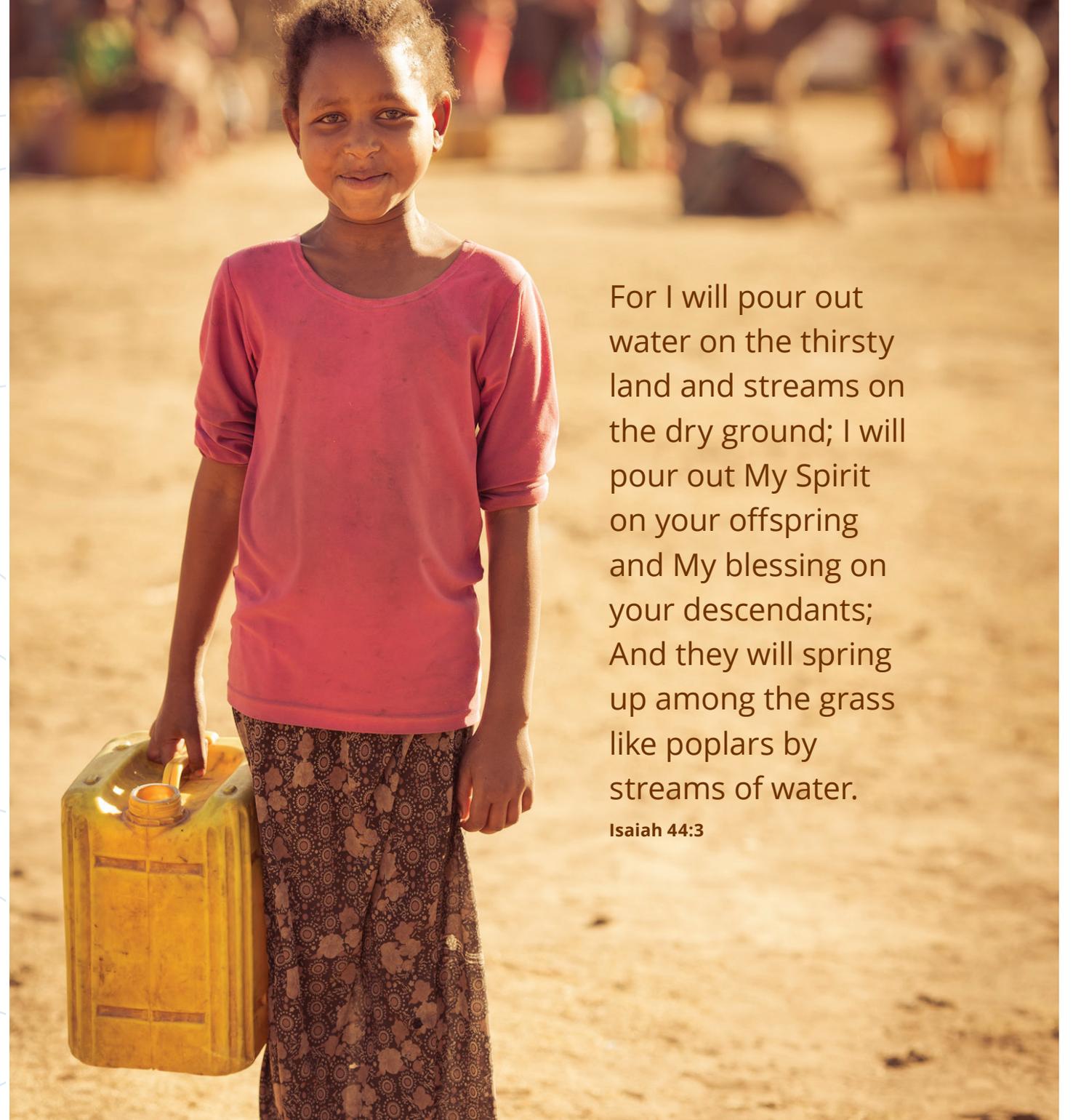
Water Committee Member, Cambodia



Pregnant with her fourth child, Chanda is on the water committee in her village of Snul Tret in Cambodia. She has been a part of the WASH program from the beginning—attending Lifewater trainings and then working in her own community to share what she has learned and to mobilize those around her towards better health. She started by making the WASH changes in her own home, including: making tippy taps for handwashing, using SODIS for safe drinking water, and constructing a latrine. Chanda is extraordinarily persistent about convincing her friends to practice

handwashing with their families. She persuaded them to try for one month; if they see their children being sick less, it will be a testimony to the impact that handwashing can have. She now has ten families doing this, all with healthier children. When asked about how she came up with this idea, Chanda said,

“I teach from my own experience—what I have done in my own home and how my own children are more healthy.”



For I will pour out water on the thirsty land and streams on the dry ground; I will pour out My Spirit on your offspring and My blessing on your descendants; And they will spring up among the grass like poplars by streams of water.

Isaiah 44:3

Regions Being Served



● **DRC**
Democratic Republic of the Congo



● **Bangladesh**



● **Cambodia**



● **India**



● **Ethiopia**



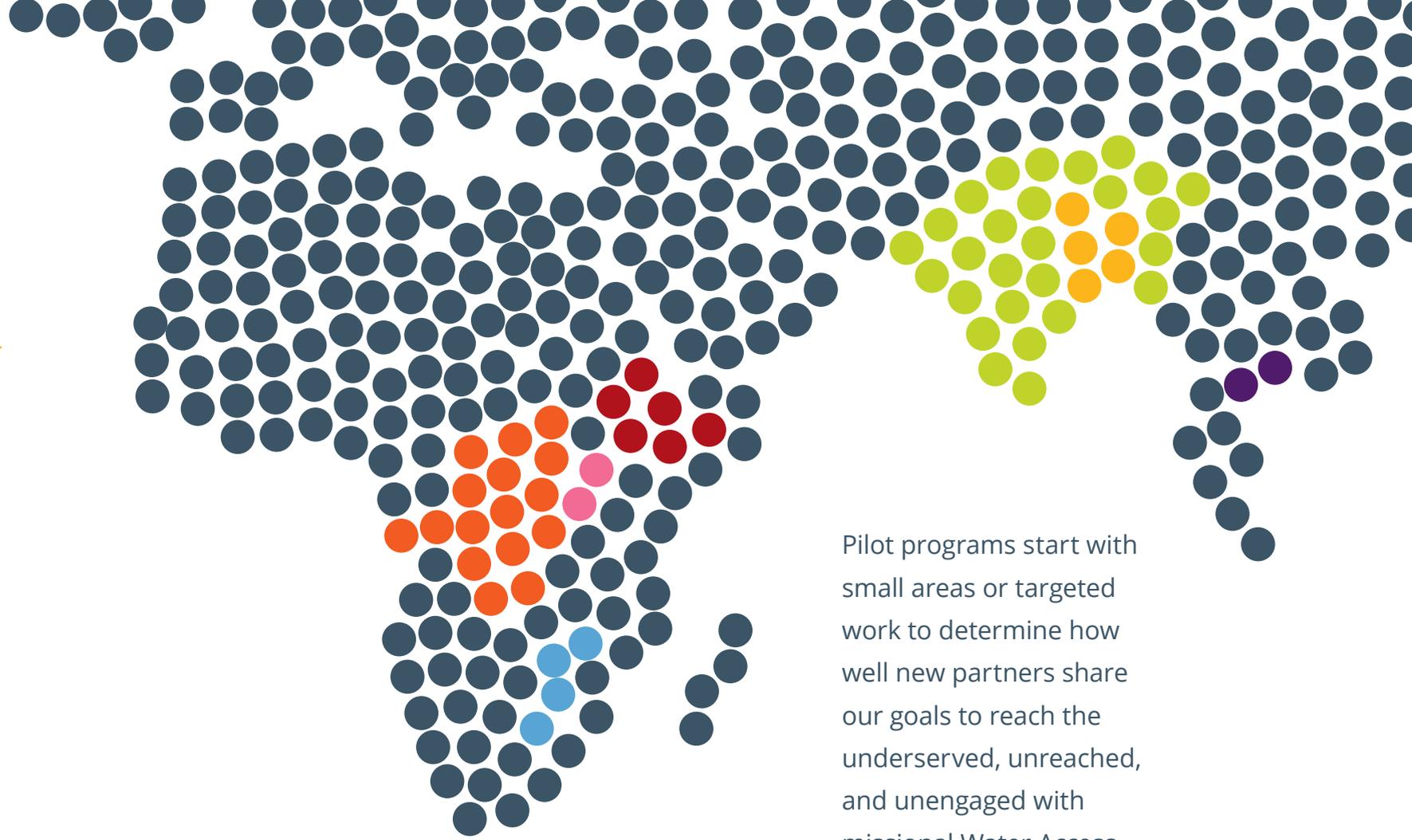
● **Malawi**



● **Uganda**

Programs ● ● ●

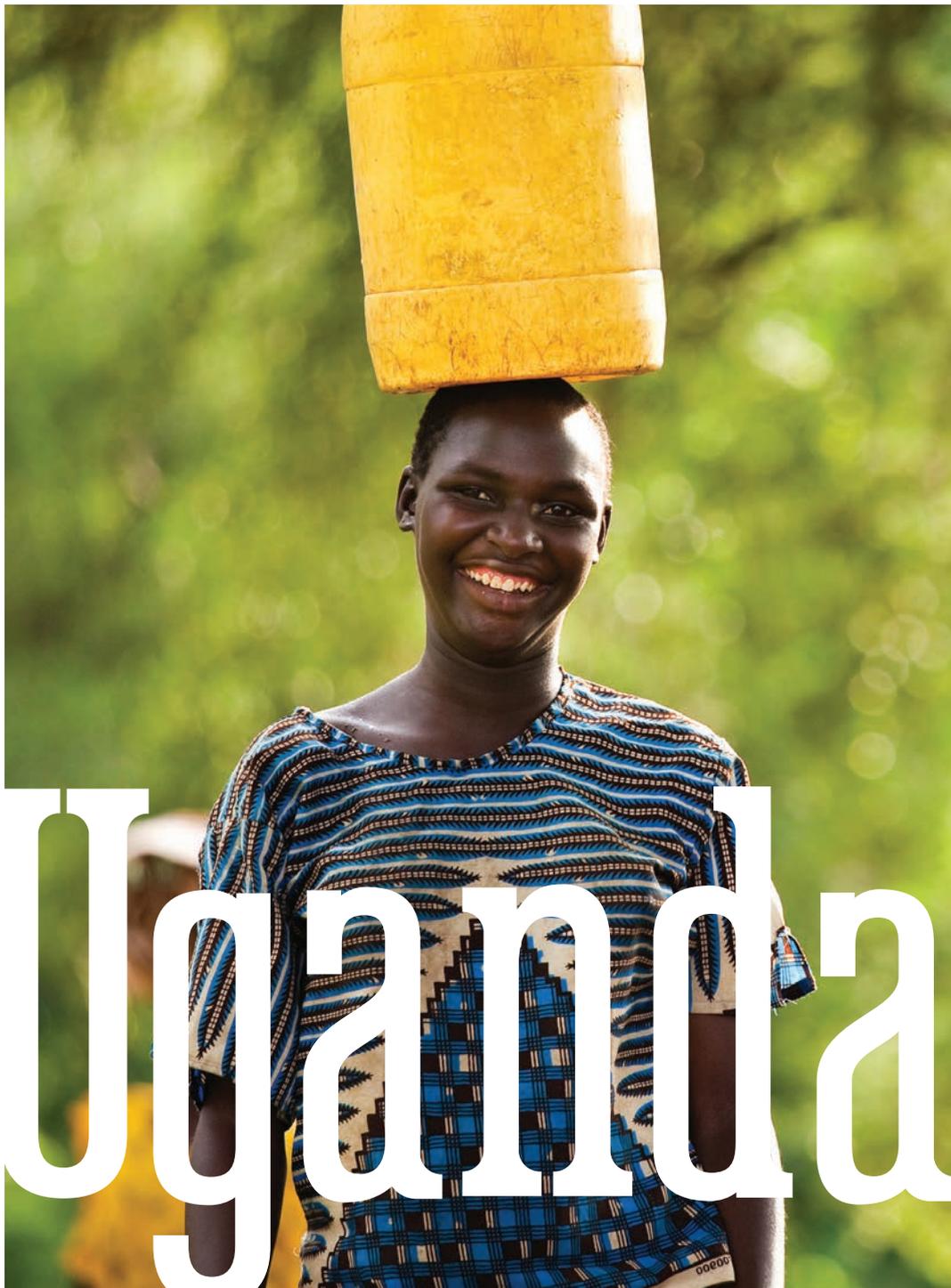
Pilot Programs ● ● ● ●



Lifewater initiated new pilot programs in four countries this year: **Bangladesh**, **India**, **Malawi**, and **Democratic Republic of the Congo (DRC)**. New programs require consistent support to get off the ground.

Become a monthly donor
Lifewater.org/monthlygiving

Pilot programs start with small areas or targeted work to determine how well new partners share our goals to reach the underserved, unreached, and unengaged with missional Water Access, Sanitation, and Hygiene (mWASH). Regardless of whether a full partnership results, the pilot programs have significant standalone value in serving thousands of people in these areas.



Water Beneficiaries
7,237

Sanitation Beneficiaries
18,976

Hygiene Beneficiaries
36,104

Water Points
12

Latrines
764

Individuals Trained
8,530



Water Beneficiaries
27,486

Sanitation Beneficiaries
61,793

Hygiene Beneficiaries
47,533

Water Points
30

Latrines
4,211

Individuals Trained
16,978



2014 Totals

*April 1, 2013 – March 31, 2014



Cambodia



Ethiopia



Uganda

Water Beneficiaries	43,583
Sanitation Beneficiaries	88,595
Hygiene Beneficiaries	89,872
Water Points	63
Latrines	5,509
Individuals Trained	30,508



Lifewater's distinctive mWASH model is the result of over 40 years of experience in the field. When combined, these elements are able to reduce the incidence of water-borne disease by at least 65%. It's a tested approach that reveals our real commitment to achieving the ultimate goal - healthy people, thriving communities.



m = missional

When people feel powerless before humiliation, disease, and death, they often come to erroneous conclusions about God and his love for them. Christian water development alone cannot fully articulate God's love in Christ, but when combined with the efforts of the local church it proclaims God's all-encompassing and redeeming love for the poor.

WA = Water Access

Sufficient access to safe water sources.

Lifewater's strategy involves teaching local implementing partners the needed skills and providing them with drilling equipment, repair tools, and spring protection expertise. Thus, these partners are empowered to provide safe water to their own communities.

S = Sanitation

Safe disposal of human excreta and wastewater.

Sanitation practices vary from one culture to another, and even within communities from one household to another. Lifewater teaches local implementing partners how to help families improve their sanitation to stop the spread of disease. Lifewater invests in latrine design, construction, and innovation.

H = Hygiene

Cleanliness behaviors such as handwashing, dish drying racks, and keeping water containers safe.

Hygiene encompasses actions that individuals can take to stop the spread of disease. While access to safe water and improved sanitation is critical, hygiene practices are necessary for long-term health. With Lifewater's curriculum, developed using decades of field experience and feedback, local partners conduct hygiene trainings with teachers, leaders, and communities.

Our Program Process



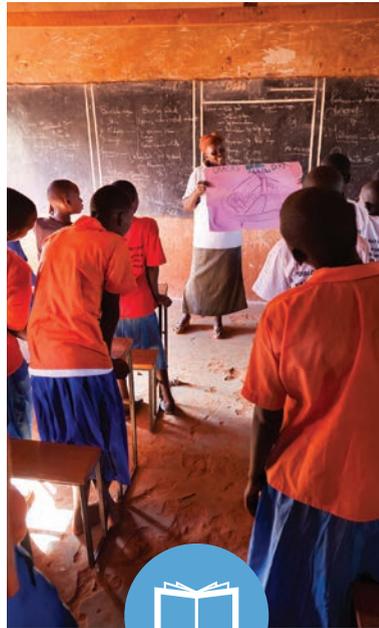
It all starts with a region, a partner, and a baseline survey of health in the region.

How big is a region? Usually a region ranges in population size from 10,000-30,000 people in rural villages.



A custom two-year program for the region is designed that utilizes assets and community actors already in the region.

Who are community actors? They include all key local leaders and stakeholders, namely local churches, regional government health workers, school teachers, students and households.



Our programs start with 'software' and not with hardware assets like toilets, latrines, or other expensive construction items.

Starting with influencing people's worldview, understanding of hygiene, safe water and proper sanitation increases program effectiveness and understanding.

What is 'software'? This is a term we use to describe the community mobilization and training strategies to transform people's perceptions, attitudes and practices. Software activities include leadership development and training at the village level.



Program activities progress to improving sanitation by constructing latrines at the household, community and/or school level.

These sanitation hardware assets are co-funded or entirely funded by households and villages. Because of this model of creation, these sanitation assets are truly owned and maintained locally.



The final program activity focuses on improving water access. Water committees are established and trained, then water points are built.

Water committees are established to collect fees and maintain community hardware. These committees are a critical piece of maintaining the assets and ensuring the long-term impact of the facility. These committees are formed during the software development phase, before the hardware phase.

Water points typically include shallow wells, deep wells, capped natural springs and rain tanks.



At the end of the program, another survey is undertaken to determine post-program impact.

Lifewater will continue to monitor and evaluate program impact and community involvement for 3 and 5 years after the program completion to prove that a lasting solution has been provided to meet the community need.

A series of comprehensive metrics are used by Lifewater to determine the transformation that has happened in the community. These indicators look at the physical and spiritual impact in the community to determine if the change was lasting and sustainable.

We can do this for \$40 per person—for life!



Next, Lifewater and its partner will move to a neighboring region and start the process all over again.

This strategy allows us to leverage the experience from the first program to influence and positively impact the new program and region.

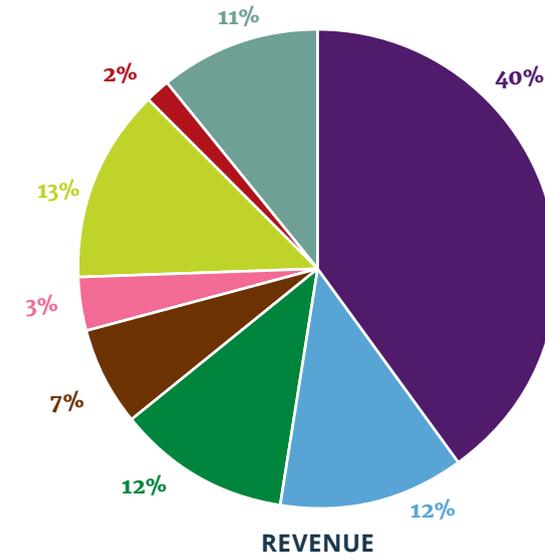


Come to me, all of you who are weary and carry heavy burdens, and I will give you rest.

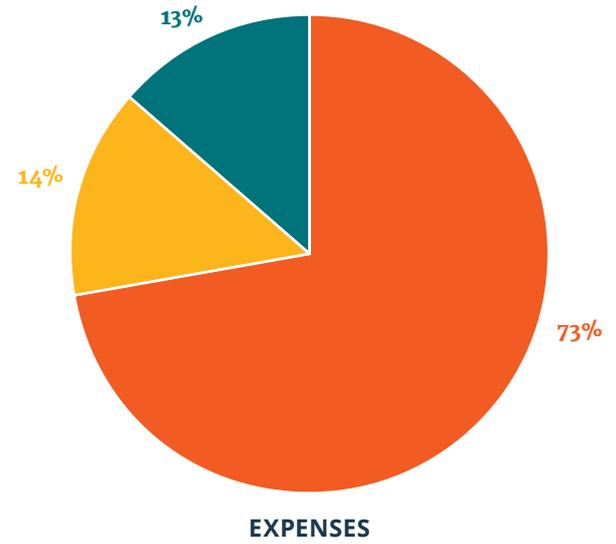
Matthew 11:28-30

STATEMENT OF ACTIVITIES Year Ended March 31, 2014

SUPPORT AND REVENUE	UNRESTRICTED	TEMP RESTRICTED	TOTAL
Contributions	\$1,401,560	\$137,000	\$1,538,560
In-kind contributions	\$239,046	-	\$239,046
Government grants	\$263,522	-	\$263,522
Program fees	\$85,572	-	\$85,572
Special events	\$124,709	-	\$124,709
Other income	\$6,590	-	\$6,590
<i>Net assets released from restrictions</i>	\$266,373	(266,373)	-
Total Support and Revenue	\$2,387,372	(129,373)	\$2,257,999
EXPENSES			
Program services	\$1,634,014	-	\$1,634,014
Supporting services	-	-	-
General & administrative	\$318,872	-	\$318,872
Fundraising	\$301,280	-	\$301,280
Total supporting services	\$620,152	-	\$620,152
Total Expenses	\$2,254,166	-	\$2,254,166
Change in Net Assets	\$133,206	(129,373)	\$3,833
Net Assets at Beginning of Year	\$413,270	\$483,024	\$896,294
Net Assets at End of Year	\$546,476	\$353,651	\$900,127



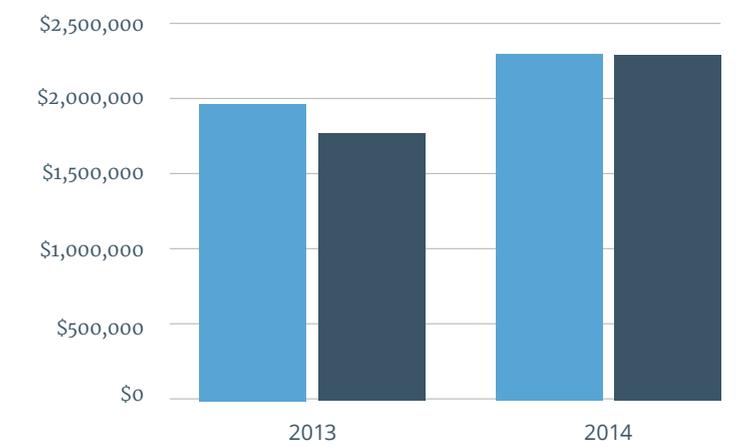
- Individuals
- Foundations
- Government
- Trainings & Trips
- Churches
- Strategic Partners
- Corporations
- Gifts In Kind



- Programs
- Management
- Fundraising

FY 2013 - FY 2014 COMPARISON OF TOTAL REVENUE COMPARED TO EXPENSES

- Revenue
- Expenses



STATEMENT OF FINANCIAL POSITION

Year ended March 31, 2014

ASSETS

Cash & cash equivalents	\$539,043
Contributions receivable	\$304,712
Grants receivables	\$45,000
Other receivables	\$1,100
Prepaid expenses & deposits	\$23,788
Furniture & equipment	\$33,365

Total Assets **\$947,008**

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts payable	\$7,095
Accrued expenses	\$39,786

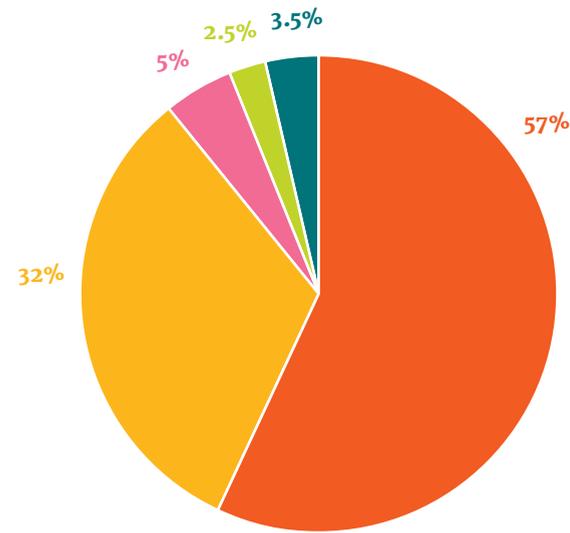
Total Liabilities **\$46,881**

NET ASSETS

Unrestricted	\$546,476
Temporarily restricted	\$353,651

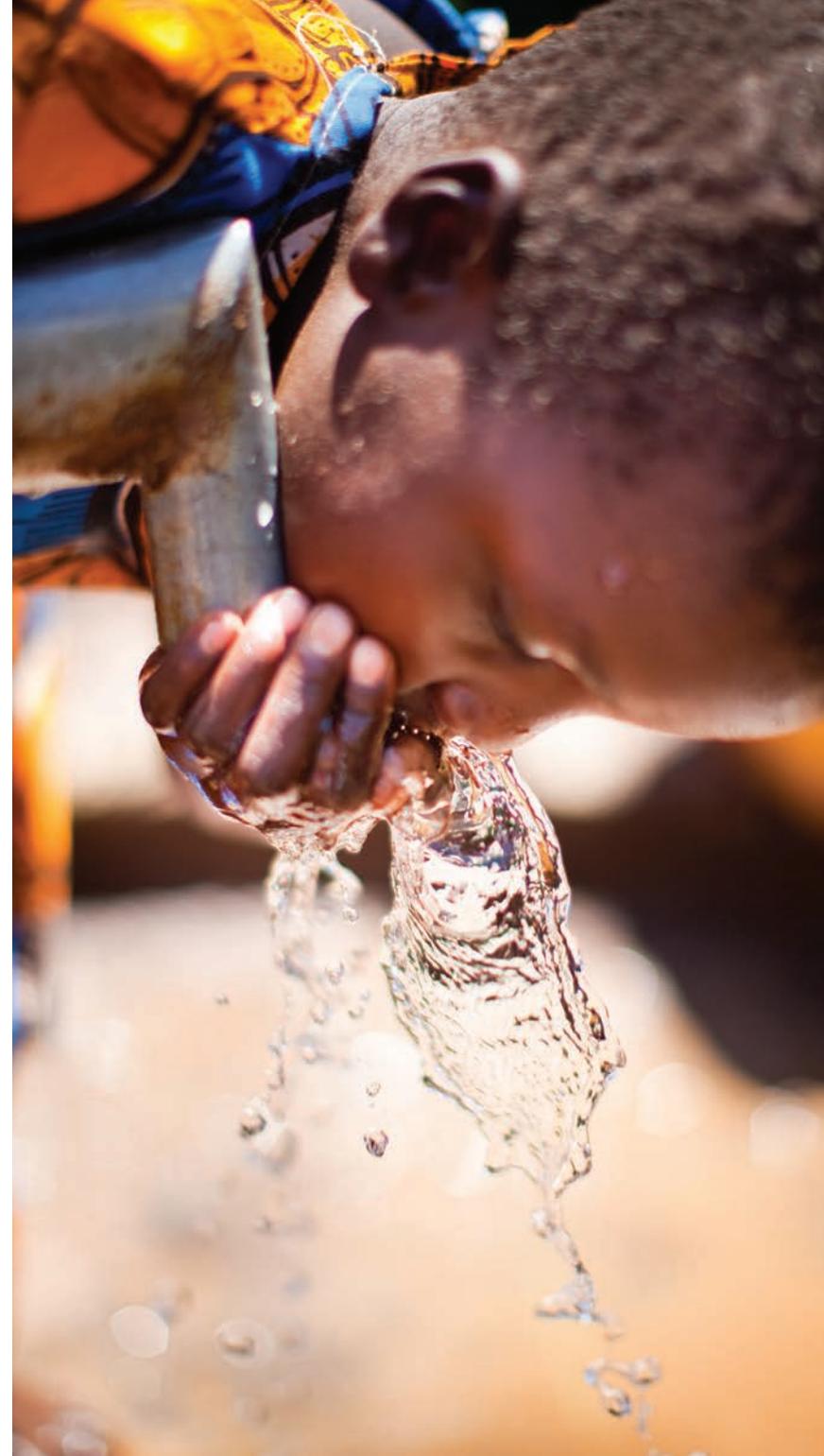
Total Net Assets **\$900,127**

Total Liabilities and Net Assets **\$947,008**



TOTAL ASSETS IN REVIEW

- Cash & cash equivalents
- Contributions receivable, net
- Grants receivables
- Prepaid expenses & deposits
- Furniture & equipment



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Where we are going...

I believe that we will see an end to our world's water and sanitation crisis in this generation, but it won't happen with widgets; it will happen with PEOPLE.

It won't happen with the advent of fancy new technologies that provide pure water, nor will it be solved by gizmos that track which pumps are used and which are in need of repair. If only it were that easy. Instead, Lifewater recognizes that the most effective, sustainable, and scalable investment for change is made in **PEOPLE**.

This change is happening through something much more powerful and localized, something that has been around for nearly 2,000 years and in the heart of God for eternity—the local church. The body of believers (small or large, rich or poor, messy or in order) has always been in the business of change, is wholly made up of and interested in people, and is perfectly positioned to meet the spiritual and physical needs of its neighbors.

The local churches, however, can't solve this crisis on their own.

It takes the whole church (global and local) taking the whole gospel to the whole world. The global church, supporting and walking alongside the local church in this work, will change the world. The key actors in ending preventable, water-borne disease are people inspired by Jesus' call to give water to the thirsty, attend to the sick, and love our neighbors.

It is people that truly matter—not technology, and not gizmos or widgets. It is people that have the ability to climb out of poverty when given the opportunity—no thing can do that for them. Healthy people build thriving communities. It is time for the global Church to be the hands and feet of Christ and to end this crisis once and for all. Are you with me?

Onward,

Justin Narducci
President/CEO





Providing water, health, and hope since 1977

Lifewater.org | [@Lifewater](https://twitter.com/Lifewater)

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