This is our call: to love others in real, tangible ways. To love like Jesus.

Over the past 40 years, Lifewater has served more than 2.5 million people with life-saving clean water, sanitation and hygiene. As we look ahead to the next forty, we'll need to go further and deeper than ever before. We are Christians committed to ending the global water and sanitation crisis.

And we won’t stop working until every child has safe water.
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“See, I am doing a new thing...I am making a way in the wilderness and streams in the wasteland.”

— Isaiah 43:19
A Letter from Our CEO

Three years ago, we made a direction-shaping decision for Lifewater. Instead of relying on in-country partners for program work, we shifted to Lifewater-staffed field teams. It was a big step of faith, but we are now seeing the fruit in our ability to serve more people, more effectively with consistent quality.

This change shaped our Vision of a Healthy Village, a vision that has become a reality. In 2017, we opened our sixth field office led entirely by national field staff. Combined, these teams currently reach 86,000 people every month with life-changing health & hygiene lessons any family can do. The result: nearly 4,000 healthy homes have been certified by our field staff, all tracked in real-time with our advanced cloud-based data system.

Our teams also worked alongside communities to complete 118 village water projects, the most in any fiscal year in our history. These results were made possible through the generous support of investors like you who provided a record $3.8M, an increase of 36% over the prior year. It was an honor to reach this milestone as we celebrated the life of our founder, William A. Ashe, who went to be with the Lord this past December.

As a Christian organization, we seek to join God’s redemption story already at work among the people we serve. Our partnership with the church-planting ministry CityTeam International is off to a strong start as teams work in tandem with Lifewater staff to reach unreached communities with the Gospel.

Thank you for investing in this ministry. The best is yet to come! Empowered with a replicable model, this year we plan to add two additional field offices, deploy a drilling division in Ethiopia, and complete 150 village water projects. The Lord is doing something new in us that we believe has ripple effects far beyond Lifewater. Thank you for fueling this work—none of it happens without you!

Glad to serve with you,

Justin Narducci, President/CEO
Vision of a Healthy Village

Lifewater is tackling the water crisis through something we call the Vision of a Healthy Village. Because it’s not just about drinking dirty water. It’s about individuals and families transforming unhealthy behaviors that have persisted for generations.

Vision of a Healthy Village is the culmination of 38 years of experience in water access, sanitation, and hygiene (WASH) and exhaustive research of best practices in Christian community development. And it’s working. To date, more than 185 communities are actively involved in the Vision of a Healthy Village program.

What Makes a Village Healthy?

A healthy village is made up of individual households that have adopted five simple yet life-changing improvements. Everything is built using affordable, locally-available materials.

- **WASH HANDS**
  Everyone washes hands with soap and water.

- **STORE & USE WATER SAFELY**
  Water is filtered or boiled to avoid contamination.

- **BATHROOM WITH ROOF & DOOR**
  A clean, safe place to go.

- **DRYING RACK**
  Dishes are kept away from animals and waste.

- **KEEP AREA CLEAN**
  Area around home is safe and clean.
1. **Healthy School**  
Safe water and bathrooms keep kids in school and help reduce poverty.

2. **WASH Club**  
Students learn and share safe sanitation and hygiene habits.

3. **Local Government**  
Collaboration helps ensure support and water source maintenance.

4. **Health Promoters**  
Community volunteers set an example and help neighbors make healthy changes.

5. **Water Committee**  
Local leaders manage the well and collect fees for maintenance.

6. **Church Planting**  
Clean water opens doors for the Gospel where there is no local church.

7. **Water Source**  
The final step: working together to build a safe water source.

All field activities are tracked in real time using AKVO, a cloud-based data collection tool.
Year in Review

Fiscal Year 2017 marks a turning point. Building upon a 40-year legacy of faithful service, our Vision of a Healthy Village program has catalyzed lasting change for more than 85,000 vulnerable people.

This year was a historic one: with the launch of three new field offices in Ethiopia (2) and Cambodia (1) plus the completion of 118 village water projects, it is the biggest impact we have ever had in our 40 years of service.
“Since I became a Healthy Home, I haven’t taken my kids to the clinic in one year. I used to take them often, but I don’t have to anymore.”

— Bunato, Ethiopia
FY 2017 By the Numbers

ACTIVE PARTICIPANTS (CUMULATIVE)

85,968 People Served

NUMBER OF PEOPLE

TIME (QUARTER)

BORENA, ETHIOPIA
KALIRO, UGANDA
WEST ARSI, ETHIOPIA
SVAY LEU, CAMBODIA
BENSA, ETHIOPIA
3,783 Healthy Homes

52 Field Staff

16 HQ Staff

136 Trained Water Committees

610 Active Community Health Facilitators

24 Active Church Planters

10–15% Community Contribution for Water Source

118 Village Water Projects Completed
A Three-Part Approach

Vision of a Healthy Village is a holistic approach that goes beyond building wells. It’s rooted in a deep belief in the dignity and capability of those whom we serve. Together, these three areas of focus transform communities for good:

**WASH**
Safe water access, sanitation & hygiene are the difference between life & death.

**Sustainability**
Lasting change requires investment from everyone in the community.

**Gospel Impact**
The hope of the Gospel permeates everything we do.
“Now there is no more disease in my family.”

— Ruth, Uganda
To achieve the greatest health benefits, improvements in access to safe, clean water, adequate sanitation, and hygiene education must be made together. These three disciplines, commonly referred to as “WASH,” can virtually eliminate water-borne diseases.

**HYGIENE HABITS**
*Simple practices like washing hands, drying dishes away from animals, and keeping a clean compound make a big difference.*

**COMMUNITY-LED TOTAL SANITATION**
*Lifewater staff show communities how feces is contaminating their environment, then leaders rise up to bring change to their village.*

**SAFE WATER SOURCES**
*Once healthy changes have been adopted, Lifewater works with the community to build a sustainable water source. It might be a well, a renovated spring, or even rain tanks.*
FY 2017 WASH ACHIEVEMENTS

Ethiopia

118
Water Points Constructed

3,783
Healthy Homes

85,968
People Served

81
WATER POINTS

1,738
HEALTHY HOMES

52,646
PEOPLE SERVED
Uganda

- Water Points: 18
- Healthy Homes: 1,646
- People Served: 18,465

Cambodia

- Water Points: 19
- Healthy Homes: 399
- People Served: 14,857
“We promise to keep our home healthy. Even when Lifewater leaves, my home will not become dirty again until I die. And if possible, when I die, even my grave, it will be swept clean every day!”

— Medi, Uganda
Sustainability

Real, lasting change happens when communities actively contribute to the program. We spend time establishing relationships, listening, and activating resources already within the community. The result is empowered people, thriving villages, and change that lasts.

TRAINING INFLUENCERS
Change comes from within the community. We identify and train trendsetters to spearhead a grassroots movement.

COMMUNITY CONTRIBUTIONS
Communities know the pride of ownership. Each village contributes 10–15% of the cost of the water source through labor, materials, or capital.

WATER COMMITTEES
Water Committees ensure the community’s investment lasts for generations to come by monitoring use, collecting fees, and managing repairs.
136 Active Water Committees
with
1,018 members

610 WASH Influencers

359 ETHIOPIA
134 UGANDA
117 CAMBODIA
EMPOWERING WOMEN

50% Women Leaders

Water Committees elevate women to leadership roles, with half the posts filled by women leaders from the community.

WATER PUMP SUCCESS RATE

94% vs. 60%

94% of the wells Lifewater has built over the past 10 years are still operational, compared to the 30–40% average failure rate of wells in sub-Saharan Africa.*

*Lifewater figures based on preliminary reports on 49 water points drilled in northern Uganda between 2007–2015. Phase 2 will be completed in 2017 with full report to follow. Overall numbers based on estimates made by the Rural Water Supply Network.
“Being part of the committee is being part of the solution to our problems, and that makes me happy.”

— Ayantu, Water Committee Member, Ethiopia
Gospel Impact

God is moving in the places we serve. Lifewater works alongside local churches, mobilizing believers to help their neighbors learn healthy habits. Many communities have significant unreached populations—when there is no local church, we partner with church planters to bring the Gospel to those who have never heard Jesus cares for them.

CHRIST-CENTERED WORK
By meeting practical needs in relationship, doors are opened to share the love of Jesus.

UNREACHED PEOPLE GROUPS
Lifewater works in the 10/40 Window, home to 2.5 billion people of Muslim, Buddhist, and Hindu faith and very few Christian workers.

CHURCH PLANTING
Through our partnership with CityTeam International, we launch Disciple Making Movements and discovery Bible studies in unreached communities.
Our headquarters and field offices are staffed by believers committed to loving like Jesus.
Story of Impact

Moses is a believer in Kaliro, Uganda. His neighbor is a prominent witch doctor in the community, and Moses had never had the courage to share his faith before.

After participating in the Disciple Making Movement training with CityTeam, Moses was challenged to reach out to his neighbor. The witch doctor has invited Moses to begin a discovery Bible study in his home.
“Lifewater provides a real way to live out our commitment to love like Jesus and make a lasting impact in the world.”

— Billy Nolan, Director of Global Partnerships at North Point Community Church
FY 2017 Financials

Fiscal Year 2017 was another record-setting year for Lifewater. Total donations topped $3.8M, up 36% over the previous year. Growth trends remain strong moving into FY 2018, and we are projecting $4.5M in donations for the upcoming fiscal year.

Program expenses increased in step with donations, up 32% for the fiscal year. The first-ever Lifewater drill rig is scheduled to deploy in Ethiopia in the fall of 2017 and two additional field locations are planned for launch, both of which will fuel increases in program expenditures in the new year.

Our team is working hard to reduce administrative costs. We’ve budgeted 10% total administrative expenses for FY 2018, a significant improvement from 17% in FY 2017.

Revenue and Expenses

Revenue

- 46% INDIVIDUALS, BEQUESTS
- 43% FOUNDATION GRANTS
- 4% CHURCH CONTRIBUTIONS
- 5% CORPORATE GIFTS
- 1% GIFTS-IN-KIND
- 1% OTHER

Expenses

- 73% PROGRAMS
- 17% ADMINISTRATIVE
- 10% FUNDRAISING
Lifewater upholds the highest standards of financial stewardship. Our organization is accredited by the Evangelical Council for Financial Accountability and has been awarded Gold Participant Status by GuideStar for transparency in our finances and impact.

View detailed financial information (including an independent audit and IRS form 990) on our website: lifewater.org/financials.

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<th>SUPPORT &amp; REVENUE</th>
<th>FY 2017</th>
<th>FY 2016</th>
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<tbody>
<tr>
<td>CONTRIBUTIONS</td>
<td>3,491,179</td>
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<table>
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<tr>
<td>PROGRAM SERVICES</td>
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<td>FUNDRAISING</td>
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<tr>
<td>TOTAL EXPENSES</td>
<td>3,690,087</td>
<td>2,735,472</td>
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</tbody>
</table>

| CHANGE IN NET ASSETS   | 144,486     | 93,000      |
| NET ASSETS, BEGINNING OF YEAR | 772,761 | 679,761     |
| NET ASSETS, END OF YEAR | 917,247     | 772,761     |
Looking Ahead

Experts believe we can end the world water crisis in our lifetime. It’s a seemingly insurmountable goal, and yet in the past 25 years, 2.6 billion people have gained access to an improved drinking water source. We are making real progress.

The road ahead will be difficult. Of the more than 663 million people still living without safe water, most live in rural, hard-to-reach places within the 10/40 Window. As we look to ending the world water crisis, we’ll need to go further and deeper than ever before.

Equipped with a proven, scalable model (the Vision of a Healthy Village), we are moving forward in faith to bring safe water and health to more people, more effectively. Further up and further in!

FY 2018 Strategic Objectives

- Increase capacity to serve 100,000 per year by 2019
- Launch new country program in Laos
- Deploy drill rig to serve 100,000+ in rural Ethiopia
- Monitor water source sustainability with real-time data
- Invest in staff spiritual formation and leadership development
Villages Served

End of 2019

End of 2018

End of 2017

Currently Serving

185 VILLAGES

325 VILLAGES

515 VILLAGES

600 VILLAGES

Currently Serving

ANNUAL REPORT FY 2017
Our Leadership

Senior Staff

JUSTIN NARDUCCI, MBA
President/CEO

PAMELA CRANE-HOOVER, PHD
Vice President, Global Programs

CHRISTINE ZURBACH
Vice President, Philanthropy

LINDSAY LANGE, MSPH
Director of Program Quality

GARY WEYEL
Director of Marketing

ZERIHUN HAILU
Country Director, Ethiopia

ALEX MBAGUTA
Country Director, Uganda

SOPHEAK IM
Country Director, Cambodia

FY2017 Board of Directors

JUSTIN AHRENS
Governance Committee

GENE ASHE
Vice Chairman

JEFF BJORCK, PHD
Secretary

HAROLD HARRINGTON
Treasurer

DOUGLAS HEADRICK, MS, MBA
Chairman

DAVID LEVAN, MBA
Board Member

JUSTIN NARDUCCI, MBA
President/CEO

Learn more about our staff and board: lifewater.org/team
“Lifewater blesses both the giver and receiver with the gift of clean water. We are confident their work will have life-sustaining impact and be done well.”

— Cary A. Paine, President, The Stewardship Foundation
“It becomes more than just safe drinking water for a few people; it becomes a miracle in the community.”

— William A. Ashe
Remembering Our Founder

William A. Ashe
1931–2016

Even as a brand-new Christian, Bill Ashe knew one thing for sure: he was called to love his neighbor as himself. It wasn’t just words on a page—it was a clear call to do something. And for Bill, a third generation water pump professional, that something was bringing safe water to the vulnerable in our world.

Never did Bill imagine his humble efforts would grow into Lifewater International, a Christian non-profit organization that would serve more than 2.5 million people across 40 countries in 40 years with safe water, improved hygiene and better sanitation.

Thank you, Bill, for modeling what it means to love Christ and to serve Him among the most vulnerable. We will celebrate your life and legacy in our daily work to provide safe and sustainable water to every child—for the glory of God and the good of all people.
Credits

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