

LIFEWATER INTERNATIONAL  
2018 ANNUAL REPORT

More  
than  
a well



Front Cover: Betty and her daughter, Bridgette, enjoying clean water from their well in Bulimuka village (completed May 2018)

# More Than a Well.

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Clean water transforms lives. But, it's only part of the story.

Compelled by the love of Christ, local Lifewater staff help families adopt life-changing healthy habits. With improved sanitation and hygiene, parents can work and children can go to school. Local investment and ingenuity ensure safe water sources will impact generations to come.

With more than 40 years of experience, we know that lasting change is about more than just building wells. It is a commitment to helping children thrive. It's empowering communities to grow and find a path out of poverty. It's being the hands and feet of Jesus to a thirsty world.

## MISSION

**We are Christians committed to ending the global water and sanitation crisis, one village at a time.**

## VISION

**Safe water for every child.  
A healthy home for every family.  
The love of Christ for all.**

LIFEWATER IS A TOP-RATED CHRISTIAN CHARITY



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# Letter from the CEO

“The poor and needy search for water, but there is none; their tongues are parched with thirst. But I the LORD will answer them; I, the God of Israel, will not forsake them.”

– ISAIAH 41:17

In 1983, our founder, William A. Ashe (“Bill”), set up a small booth at Billy Graham’s Conference for Itinerant Evangelists in Amsterdam. Bill’s sign asked a simple question: How can Lifewater help you meet the physical and spiritual needs of the villages you are serving?

He received more than 2,000 applications from missionaries representing 100+ countries. At the time, an estimated 2.4 billion people did not have access to safe water. By God’s grace, that number has greatly reduced in the past 40 years; but, there is still much work to be done.

The same question Bill asked still drives us today. **The work of Lifewater is about more than wells: It’s about walking alongside the poor and marginalized, meeting both physical and spiritual needs, and empowering communities to thrive.**



Clean water helps girls in Cambodia go back to school.

## CY 2018 GOAL REPORT

To date, our annual reports have been aligned with an April-March fiscal year. Beginning with this report, we are shifting our reporting to align with a calendar-year format.

**GOAL** Serve 25% more people than in 2017

**RESULT** 151,471 people served in 2018, up 29%

**GOAL** Deploy online giving platform utilizing real-time data

**RESULT** Platform launched November 2018

**GOAL** 100% of water points monitored in “sustainability phase”

**RESULT** Program in place to measure five years of sustainability

**GOAL** Drilling operations in Ethiopia working at scale

**RESULT** 40 wells completed by drill team in 2018

2018 was a significant year of scale for both our engineering and philanthropic efforts. We added additional engineering capacity in-house and were thrilled to see “Bill the Drill” complete his first successful drilling season in the remote region of Bensa, Ethiopia.

In November of 2018, we deployed our brand-new online giving platform. Using real-time data, mapping technology, and actual stories from villages, donors now have insight into the impact of their gifts like never before. This next-gen platform is what donors have come to expect and will position Lifewater to more effectively engage a new generation of donors passionate about the cause.

And in 2018, Charity Navigator granted Lifewater a four-star rating, the highest-possible rating from the leading charity evaluator in the country.

## LOOKING AHEAD: 2019 AND BEYOND

Those who yet remain without basic access to safe water live in remote and hard-to-reach villages where the movement of people, equipment, and supplies is challenging and expensive.

Further frustrating efforts to address our world's rural water and sanitation crisis is the persistent failure of handpumps in just a few short years following installation. Some reports indicate that the scope and severity of this problem is vast, with handpump failure rates in Kenya, for example, at 42 percent!

We believe sustainable solutions require much more than drilling a well and moving to the next village. Lifewater Staff have to work arm-in-arm with the community and local church leaders to build relationships, identify their assets, meaningfully participate in the change process, and invest cash and non-cash resources into the initiatives. All of this activity must be monitored and evaluated in real-time so that we truly know what works and what doesn't—allowing us to learn from our failures and multiply our successes.

Looking ahead, we will expand our sustainability monitoring into a fee-for-service operations and maintenance service, ensuring water sources last for generations to come. In 2020, we will launch a brand new country program, partnering with the people of Tanzania to provide lasting health and change. And, as we continue to grow, we look forward to the completion of our 1,000 Villages campaign goal of serving one-thousand communities in need.

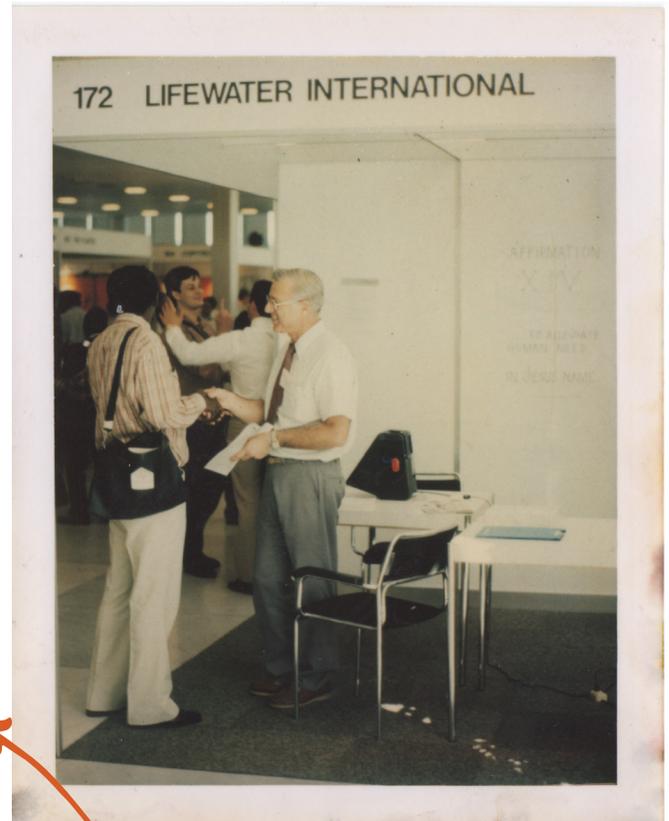
Today, Bill's pioneering missionary spirit, compassionate heart, and resourceful ingenuity live on in this organization. We are positioned to have a bigger impact in 2019 than we've ever had in the history of this organization.

As Isaiah 41 says, the Lord does indeed satisfy thirst for the poor and needy—but, the solution doesn't appear to be manna falling from heaven. He does so through His Church as she pursues those who are most vulnerable. I'm so glad that we get to serve together to that end.



Soli Deo Gloria,

Justin Narducci  
PRESIDENT/CEO



Lifewater founder, Bill Ashe (r), at Billy Graham Conference in 1983.

More about  
Tanzania on  
Page 37!

# The Lifewater Way

Real, lasting change requires a partnership between donors, local communities, and Lifewater staff. Here's how it works.



VISION OF A HEALTHY VILLAGE

PROGRAM



**1 SELECTING REGIONS**

Leadership teams choose communities in extremely poor countries with extensive need for WASH programs.



**2 DISTRICT-WIDE PLANNING**

Our Programs team organizes projects by districts for a 7-10 year period.



**3 CUSTOM ENGINEERING**

Engineers assess the water problem in every village and plan appropriate solutions.



**4 WASH TRAINING**

Community-led total sanitation (CLTS) training reveals current practices that are making people sick.



**5 HEALTHY HOMES**

Field teams work house by house, coaching individual families to adopt five sanitation and hygiene practices.

DONOR

**VILLAGE WATER PROJECT ONLINE**

A community story and project plan is posted on lifewater.org for funding.



**DONOR SUPPORTS WATER PROJECT**

Generous donors review village water projects and select specific communities to support.



**A HEALTHY HOME**

Families that adopt five life-changing healthy habits to become Healthy Homes.

**B SUSTAINABLE SAFE WATER**

Engineering, community investment, and proper construction ensure a lasting water source.

**C HEALTHY SCHOOL**

Parents and administrators partner to provide clean water and safe bathrooms at schools. WASH clubs help children adopt healthy habits.

**D HEALTHY CHURCH**

Rooted in sound theology, Healthy Churches love their neighbors in both word and deed.

**E HEALTHY VILLAGE**

Communities with 90% Healthy Homes, ODF verification, and a safe water source are certified Healthy Villages.



**6 COMMUNITY CONTRIBUTION**

Families adopt health practices, elect water committees, and contribute up to 20% of the cost of the water source.



**7 ODF VERIFICATION**

The local government verifies the community Open Defecation Free, a major health milestone.



**8 SAFE WATER CONSTRUCTION**

Engineers and field teams construct a new water source or rehabilitate an existing source.



**9 HEALTHY VILLAGE CELEBRATION**

The community celebrates their status as a Healthy Village with singing, dancing, and feasting!



**10 SUSTAINABILITY & MAINTENANCE**

Communities pay a small monthly fee to our WaterWorks program, ensuring 100% lasting functionality for their water source.

6

7

8

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**REGULAR UPDATES**

Donors receive updates on village progress.



**PRAYER**

Donors are able to pray for needs and families in the village they support.

**TRANSFORMATION STORY**

A story of success and new life is posted on lifewater.org and shared with all supporters.



# Whom We Serve



*Wolide gathers clean water at the new source in her village.*

## MEET WOLIDE

Wolide is a young girl living in the remote village of Farmers T/C in Bensa, Ethiopia. Before her village had safe water, she and her mother would walk long distances to collect contaminated water from streams and swamps.

**Girls like Wolide and her mother, Gete, are the people we serve at Lifewater.**

These are families that live in very remote, hard-to-reach places throughout East Africa and Southeast Asia. Most live on less than \$1 a day. They are incredibly underserved, often forgotten by local governments, churches, and other aid organizations.

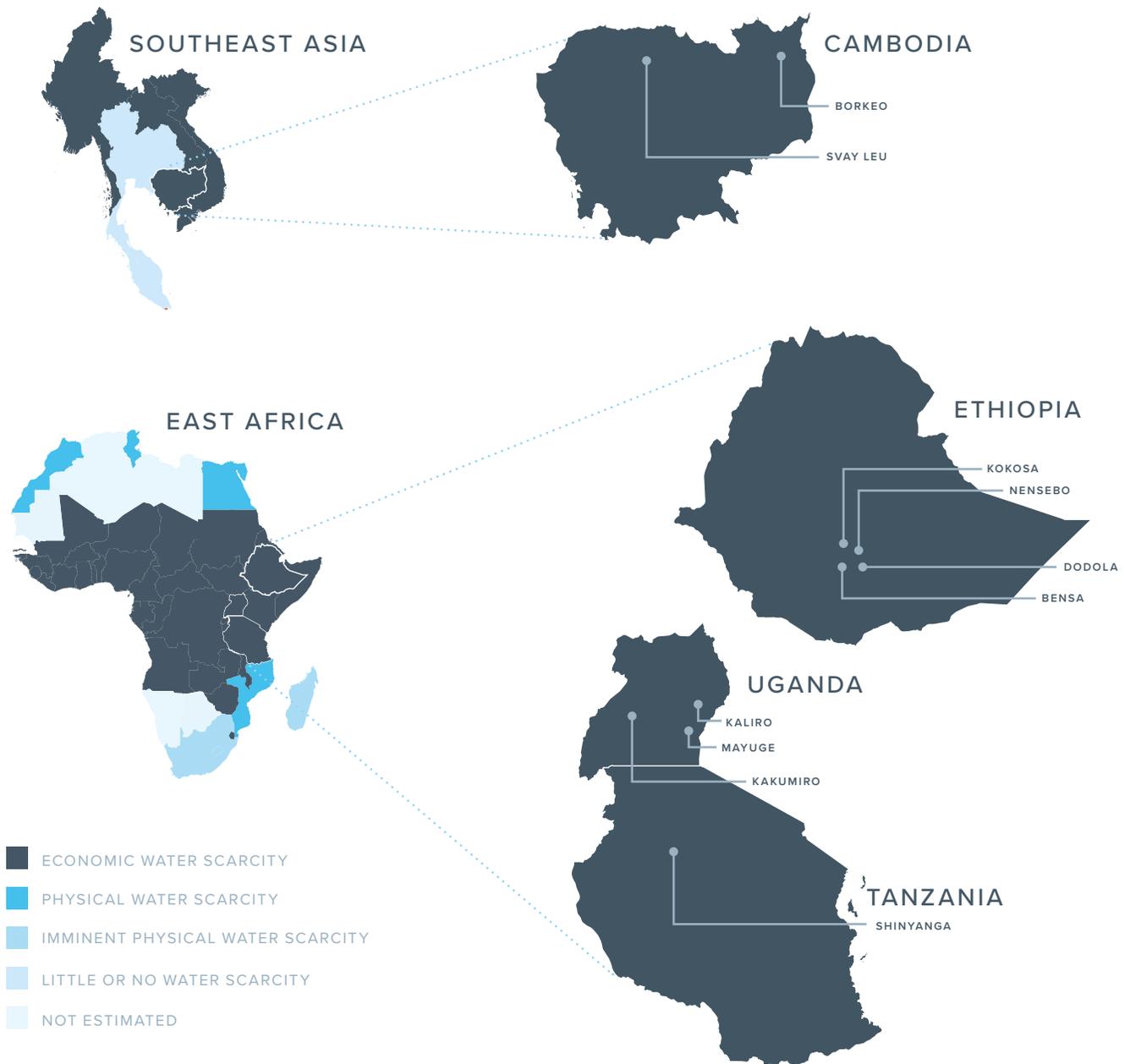
At Lifewater, we go to hard places to serve the world's most vulnerable: the poor, the widow, the orphan, and those with special needs, that they may know they are loved by us and by God.

**“Our new habits and the clean water have been a blessing from God; this has given us joy and hope. I want other families to become healthy like mine.”**

– GETE, WOLIDE'S MOTHER



ACTIVE PROGRAM REGIONS



*Physical and Economic Water Scarcity  
(World Water Assessment Programme 2012)*



WHAT WE DO

## Sustainable, Safe Water

The Rural Water Supply Network estimates 22 percent of safe water sources in developing countries are broken, and almost 15 percent fail within their first year.

Water points must be engineered properly using appropriate technologies, then regularly maintained and monitored to ensure they keep working for years to come. Lifewater's commitment to quality engineering, community involvement, and maintenance has produced water point sustainability rates of 99 percent in current program regions.

## 2018 HIGHLIGHTS

### 163 WATER SOURCES COMPLETED

Most of the 163 custom water sources completed in 2018 were in hard-to-reach places that required creative engineering solutions. This figure includes both village and school water projects.

### NEW WATER QUALITY TESTING PROCESS

Ensuring clean water is actually safe is a process that continues long after the initial water quality testing. This year, we established new water quality testing procedures that are managed locally and exceed international and national requirements in each country.

### DEPLOYED LIFEWATER DRILL RIG

In years past, Lifewater contracted with local drilling providers. In 2018, the first-ever Lifewater drill rig began operations in Ethiopia. The drill was named “Bill” after Lifewater’s founder, Bill Ashe, and to date, it has drilled 40 wells in Ethiopian communities who might otherwise not have safe water.



*“Bill the Drill” providing safe water in Bensa, Ethiopia.*

40 wells drilled



*With safe water in their village, children now have more time for school.*



Clean water means improved health for villages in Cambodia.

## IN CAMBODIA, A SINGLE MOTHER OVERCOMES THE ODDS WITH SAFE WATER

Yee Lai has a dutiful work ethic and a fierce independence. Since her husband passed, Yee raised six children in Rohal village, putting them through school, nursing them to health, and growing rice to feed them.

Until just recently, four wells within walking distance of Yee's home sat in disrepair, leaving her family to rely on ponds and puddles for drinking water.

"Sometimes, we would spend three hours in the fields just looking for water to use for the day," she said. "Each child was sick three times a year with diarrhea, typhoid, and fever."

Today, Rohal village has water filters and rainwater storage tanks of their own. Their broken wells are repaired, and 96 families are practicing health and sanitation habits critical to preventing the spread of disease.

"We do not get sick like before... we don't spend money for the hospital as we have become more healthy," Yee said. "Our children can go to school happily."

Yee and her children have more time together and more time to pursue their dreams.

"I hope to have a small business selling groceries and raising chickens at home," Yee said. "I want my community to become healthy like my household."

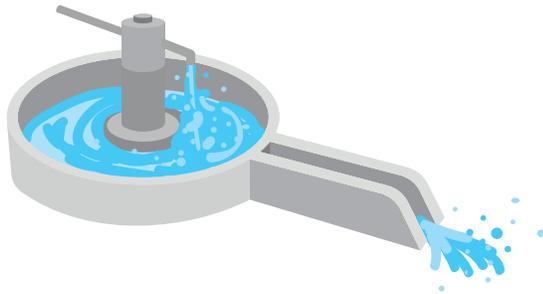
**"We don't spend money for the hospital as we have become more healthy."**

— YEE, MOTHER OF SIX

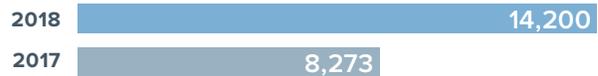


KEY RESULTS

**163** WATER SOURCES COMPLETED *Most ever in one year!*



**14,200** SCHOOL CHILDREN WITH SAFE WATER



**440** TRAINED WATER COMMITTEES

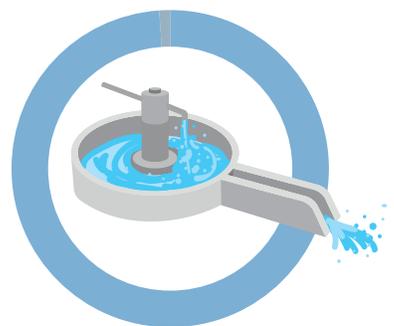
*Water committees are made up of local men and women who manage the well and collect fees. (totaling 3,223 members)*



\*Cumulative

**99%** WATER SOURCE SUSTAINABILITY !!!

*Sustainability data is for projects completed from 2016 onward. 91 percent of water points were monitored during the period.*





*Communities actively contribute to their water projects.*

WHAT WE DO

# Empowered Communities

God is already at work in the communities we serve. Through prayer and intentionally seeking those in the margins, we join in the redemptive work of the Kingdom in the unreached parts of our world.

By listening first and seeking the knowledge of local leaders, we aim to foster the skills and resources already present in a community. The result is empowered people and change that lasts.

## 2018 HIGHLIGHTS

### 98% DECREASE IN DIARRHEAL DISEASES

Vision of a Healthy Village (VHV) is Lifewater’s grassroots approach to solving the global water and sanitation crisis. The purpose: to reduce diarrheal disease, the second leading cause of death for children under the age of five.

To measure the impact of VHV, our staff conducted a statistically-significant endline survey of programs in the West Arsi zone of Ethiopia at the end of 2018.

What they found was, after two and a half years of work in the region, households were reporting a 98 percent decrease in the prevalence of childhood diarrheal disease.

### SERVING MORE PEOPLE, MORE EFFECTIVELY

Quality should never be sacrificed for the sake of quantity. In 2018, Lifewater served more people than we ever have in our history as an organization—151,471 across more than 400 villages. This is an increase of 30 percent from the previous year.

Expansion was fueled by a new program office in western Uganda and expanding the scope of existing programs in Cambodia and Ethiopia. Additional staff and extended programs provide the resources needed to reach more people with the highest quality of water access and sanitation work.

### RECORD NUMBER OF HEALTHY VILLAGES

When a village is open defecation free, has a safe water source, a water committee, and at least 90% of homes have adopted five healthy habits, they become a “Healthy Village.” Last year’s achievement of 113 Healthy Villages is the most ever in one year.



A Healthy Village in Uganda celebrates their achievements.

98% improvement



Kamanya Emu Village, Uganda, dances in celebration of safe water.



*Manuyonjo works with his water committee to protect the new village well.*

## MANUYONJO'S WATER COMMITTEE MAKES SUSTAINABILITY POSSIBLE

When we arrived in Mashaga Emu village, Manuyonjo introduced himself with a smile that stretched from cheek to cheek and a binder under his arm.

“My name is Manuyonjo Yunusu, and I am the chairman of this water well,” he said.

We learned that Manuyonjo is actually the chairman of all four water committees in the sub-villages within his very large community.

“For 62 years of my life we suffered getting water from ponds and swamps,” he said. “I had pain in my heart, and I felt so hopeless; when I heard of Lifewater, I knew the pain would pass because I could help my community make this a reality.”

Each of the five members of the water committee that we met that day felt called to leadership and making real change in their communities.

Together, they establish order, instill vital health practices, and ultimately, keep the well safe. Lasting change is a reality all over Uganda, Ethiopia, and Cambodia because of dedicated water committees like Manuyonjo's.

**“When I heard of Lifewater, I knew the pain would pass because I could help my community.”**

– MANUYONJO YUNUSU



## KEY RESULTS

*Most ever in one year!*

# 151,471

TOTAL PEOPLE SERVED

Active program participants as of December 31, 2018



# 113

HEALTHY VILLAGES

Community meets all pre-requisites and a sustainable safe water source is constructed



# 9,582

HEALTHY HOMES

Families learn and adopt five healthy habits to prevent waterborne disease in their home.



# 1,335

COMMUNITY HEALTH WORKERS

Trained leaders visit each home to coach healthy habits, encourage progress, and collect data.





*New believers worship together in Bensa, Ethiopia*

WHAT WE DO

# Thriving Churches

“LET US CONSIDER HOW WE MAY SPUR ONE ANOTHER ON TOWARD LOVE AND GOOD DEEDS.”

HEBREWS 10:24

Lifewater engages the global Church to be the hands and feet of Jesus to the unreached. We mobilize local churches to serve the needs of their local communities, loving others in word and deed.

In places where there is no church, our church planting partners work to plant one. And, in remote villages where there is a Christian presence, we guide church leaders towards growth and action.



Only 3.2 percent of Cambodians are Christian (source: joshuaproject.net).

## 2018 HIGHLIGHTS

### DEVELOPING CHURCH CURRICULUM

Errant theology, often blended with animist beliefs, has permeated churches in many of the remote regions where Lifewater serves. These false narratives stigmatize poverty, disability, and suffering; as a result, local churches do not reach out to vulnerable households in their communities.

Lifewater is developing WASH curriculum specifically to mobilize local churches to love their neighbors, particularly those most vulnerable.

### PARTNERSHIP WITH ARU FORMALIZED

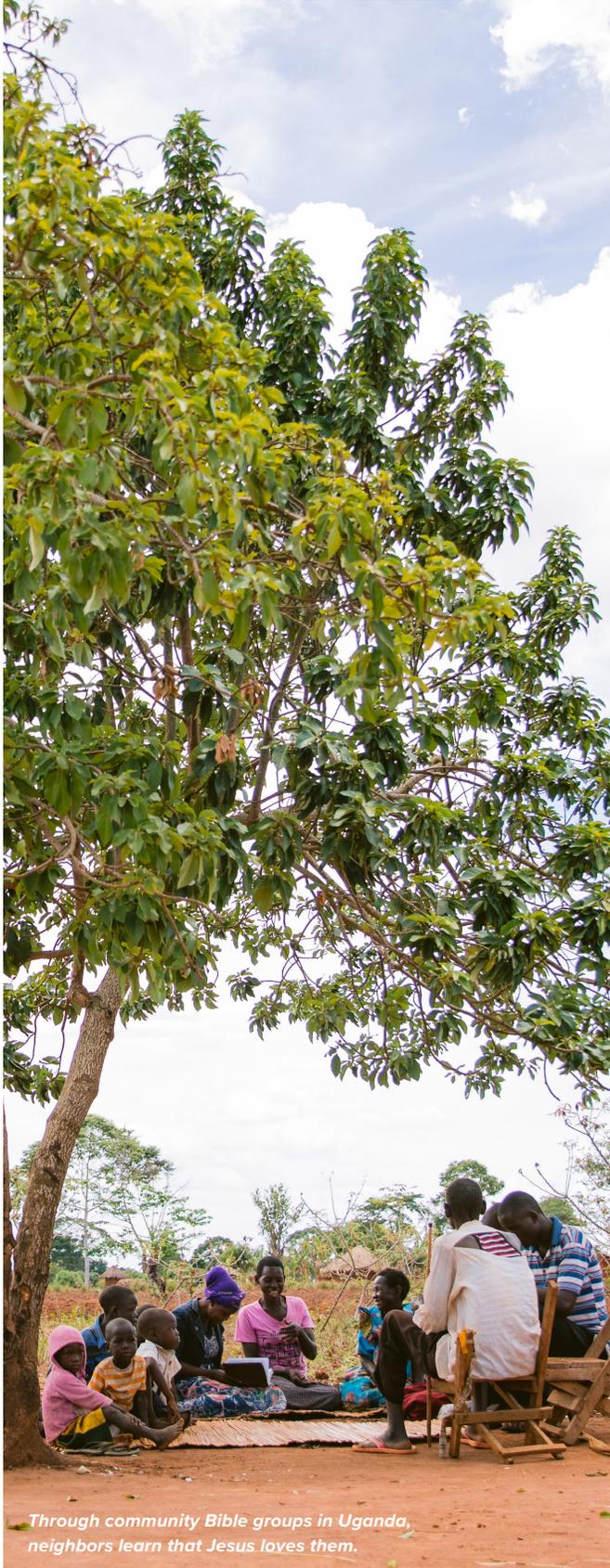
In 2018, Lifewater established a partnership with Africa Renewal University in Kampala, Uganda to carry out theological training for local church leaders. Founded in 2007 by the Gaba Bible Institute, ARU equips local and regional Christian leaders to love and serve their neighbors.

### SERVANT LEADERSHIP TRAINING

Lifewater staff members are Christians working to love others like Jesus. This past year, all field teams began a new training program in partnership with Development Associates International, an organization dedicated to transforming communities through Christian servant leadership.



Ziana, who was once Muslim, shares the Gospel with her neighbors.



Through community Bible groups in Uganda, neighbors learn that Jesus loves them.

## HOW ONE MOTHER FOUND PEACE AND JOY

Rose Mirembe is affectionate, confident, and her Ugandan name means “peace.” With her boisterous laugh and kind smile, you wouldn’t expect that she had a difficult childhood.

Rose was raised by her single father, a man who refused to send her to school and forced her to roam the villages selling alcohol. At 16 years old, she ran away with a boy and began having children of her own.

She eventually married and settled down in Bujeje village, where she felt more alone than ever.

When Lifewater came to construct a safe water well and improve health practices, she felt hopeful for the first time in a long time. Soon, Lifewater’s ministry partners arrived at Bujeje village and invited Rose to a Bible study.

Although Rose already considered herself a Christian, she got to learn about the depth of Jesus’ love more than ever before. With newfound grace for herself and others, Rose decided she would plant the first church in her village.

“The church has become alive because we are engaged with the community,” she said. “This involves helping the needy among us.”

**“The church has become alive because we are engaged with the community.”**

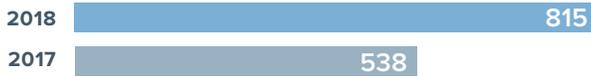
– ROSE MIREMBE



## KEY RESULTS

**815** CHURCH LEADERS TRAINED

*Local church leaders are equipped to reach their communities through new outreach strategies.*



**544** DISCOVERY BIBLE STUDIES STARTED

*Discovery Bible Studies are created specifically to reach oral cultures in rural regions.*



**100%** CHRISTIAN STAFF

*Our headquarters and regional offices are staffed by believers committed to loving like Jesus.*



**72** ACTIVE CHURCH PLANTERS *\* with ministry partners*

*Lifewater partners with organizations like New Generations and EECMY to plant new churches.*



 = 10 church planters

# 2018 Ministry Achievements

## PROVEN, REPEATABLE RESULTS

2018 was marked by a watershed moment in organizational history. The baseline results from our first Vision of a Healthy Village program in Ethiopia revealed a 98 percent decrease in prevalence of childhood diarrhea, confirming the effectiveness of the program in virtually eliminating waterborne diseases.

In November 2018, Lifewater launched a revolutionary new giving platform to bring donors closer to the impact of their giving than ever before. And last year, Charity Navigator granted Lifewater a four-star rating, the highest possible rating from the leading charity evaluator in the country.

## 2018 ACCOMPLISHMENTS

### SERVING **29%** MORE PEOPLE

Actively serving more than 151,000 people, up 29% over 2017.



### 163 WATER SOURCES COMPLETED

The most new water sources ever completed in one year.



### 40 WELLS WITH DRILL RIG

Lifewater rig completes first full year of operation, drilling 40 deep wells.



### 98% REDUCTION IN DIARRHEAL DISEASES

West Arsi, Ethiopia endline results prove WASH programs reduce childhood diarrhea.



Proven results

### STAFF GROWTH

112 staff worldwide in 2018, up 83% over 2017.



### NEW GIVING PLATFORM

Online village sponsorship platform launched Nov 2018.





*Children in West Arsi, Ethiopia, now experience 98 percent less diarrhea.*

# Quarterback Advocates for Clean Water

NFL QB Ryan Tannehill Spotlights  
Lifewater for “My Cause, My Cleats.”

During a 2018 game against the New England Patriots, Miami Dolphins quarterback Ryan Tannehill stepped onto the field at Hard Rock Stadium with a dual purpose: defeat their AFC East foe and represent the cause for clean water.

With seven seconds left and trailing 33-28, Tannehill threw a pass to a wide receiver who lateraled the ball, leading to a game-winning touchdown and beating the Patriots 34-33.

In preparation for the game, Tannehill used his cleats to make a statement: Clean water for all.



Ryan Tannehill on the field with the Miami Dolphins.



Tannehill is an advocate for clean water.

“My Cause, My Cleats” began in 2016 in an effort to bring charitable causes to light, specifically those close to the hearts of NFL players. Tannehill wore his Lifewater-embazoned cleats on Sunday’s matchup against New England, an instant classic that has been dubbed “The Miami Miracle.”

“We’re excited for Ryan’s success and grateful that he would choose Lifewater!” Lifewater President/CEO Justin Narducci said. “I’m inspired by Ryan’s commitment to give voice to one of the greatest challenges facing families in the far corners of the world today: inadequate access to safe water along with poor hygiene and sanitation services.”

My Cause, My Cleats players also have the opportunity to include their cleats in an auction. All proceeds are donated to charities of each player’s choosing.

“Our players are passionate supporters of many charitable causes and serve as changemakers in their communities,” NFL Commissioner Roger Goodell said.

LEARN MORE ABOUT MY CAUSE MY CLEATS  
[nfl.com/mycausemycleats](http://nfl.com/mycausemycleats)



*Ryan Tannehill wore his Lifewater cleats in the 2018 game dubbed "The Miami Miracle."*



**“I’m inspired by Ryan’s commitment to give voice to one of the greatest challenges facing families in the far corners of our world today.”**

– JUSTIN NARDUCCI, LIFEWATER CEO

# Choosing a Water Project as a Family

How the Rupps Use Lifewater.org to Make Giving a Family Activity

There isn't one recipe for raising a generous child, but we do know that generosity is best modeled by others and instilled through practice.

Kristina and Scott Rupp of Bradenton, FL have adopted an exciting way of teaching generosity to their two children, Alia, age 8, and Elliot, age 4. Every month, they sit down together to learn about a family in need of safe water and choose a village water project to sponsor on lifewater.org.

Eight-year-old Alia loves choosing projects with her family and checking on the village's funding progress.



*A child gathers water from Butangala Kaumba village, one of many communities sponsored by the Rupp family.*



*Alia and her mother, Kristina, choose a village together at lifewater.org.*

"It's saving someone's life, and it's really cool to see when the project's done!" she said. "I tell my mom, 'Go back to the page; how much do they have now?'"

Scott and Kristina own MillerRupp, a public relations consulting business in Florida.

"Money is so personal," Scott said. "I spent a good portion of my life trying to have as much as I could, and when I realized that our first fruits are really intended for God, we started tithing on a regular basis."

Giving monthly and seeing exactly where their gifts are going changed the way the Rupp family viewed money.

**"We're building wells in other countries... that's phenomenal!" Scott said.**

Watching their parents give generously and intentionally is inspiring Alia, who gives to Lifewater from her allowance.

By giving each month as a family, Kristina said, "We're planting the seeds for both Alia and Elliot to do stuff like this when they're older."

SUPPORT A VILLAGE WATER PROJECT  
[lifewater.org/projects](https://lifewater.org/projects)



*The Rupp family has provided villages like this one in Uganda with lasting safe water. (Nzira Kayindi, completed October 2018)*



**“It’s saving someone’s life,  
and it’s really cool to see  
when the project’s done!”**

– ALIA, 8 YEARS OLD

# How Amy Climbed Her Own Mountain

From Heartache to Hope: Climbing Kili to Bring Clean Water to Children

It was seven years ago that Amy and Jake started trying to have kids. Years of doctor visits and medical tests went by, but nothing changed.

“I really wrestled with God... If we weren’t supposed to [have kids], what was the point in having the desire?” she said.

For years, they sought answers, and each day, Amy felt as though she was climbing a mountain of her own. In 2018, Amy finally started to feel as though she was ready to imagine something different for her life, and she decided to climb Mt. Kilimanjaro for Clean Water.



Children in Hade Wajira village have clean water because of Amy's climb.



Amy summited Mt. Kilimanjaro for clean water and brought health to hundreds (photo courtesy of Amy Boley Photography).

“I realized I had been given the gift of time...and resources, and maybe I don’t have kids to take care of my own, but I can do something to care for other people’s kids,” she said.

Each morning on Mt. Kilimanjaro, Amy would sit with a hot cup of tea, close her eyes while the sun warmed her face and listen to the voices of the Kilimanjaro guides sing in Swahili.

“Harambe dada, rafiki, kaka, harambe dada, rafiki, kaka.”

*Hold onto a sister, friend, brother, hold onto a sister, friend, brother.*

She felt united to her team, and for the first time in a long time, capable of climbing her own mountains.

**“Nobody gets to the top of that mountain by themselves,” she said.**

Together, she and fellow hikers raised over \$170,000 for families in Ethiopia and Uganda. Because of Amy, the 250 people of Hade Wajira village, Ethiopia have safe water.

JOIN US FOR KILIMANJARO 2020  
[lifewater.org/kilimanjaro](http://lifewater.org/kilimanjaro)



*Amy and the 2018 Climb for Clean Water team  
heading toward the summit of Kilimanjaro  
(photo courtesy of Amy Boley Photography).*



**“Maybe I don’t have kids to  
take care of my own, but I  
can do something to care for  
other people’s kids.”**

– AMY BOLEY, 2018 KILI CLIMBER

# Living Water Church Gives Abundantly

Pastor of Missions Dan Hostetler Shares Why Living Water Gives Again and Again

Pastor of Missions Dan Hostetler and his wife, Sue, arrived at Living Water church in Ohio 24 years ago. Since then, the church of about 1,000 people has given hundreds of thousands to missions and ministries.

Each year, Living Water donates a minimum of 10 percent of their tithing to nonprofits. Pastor Dan has seen this generosity motivate and unite his church.



Pastor Dan and his wife, Sue, visiting a village in Uganda



Lifewater representative Daren Wendell (l) speaks to Living Water Church.

“When our people see how God is at work in other parts of the world, they are much more involved,” he said. “We’re seeing families strengthened and children more involved in giving.”

In early 2018, Dan and his wife traveled to Uganda with Lifewater to see the impact that lasting, safe water and improved sanitation have in remote communities.

“Sue and I, we marvelled at how God was working through you folks to bring health, hygiene, and the gospel to people,” he said. “The joy that it brought, the hope, and the longevity of what it meant for them... children could go to school!”

Dan and Sue were greeted by Ugandan communities with dancing and singing in praise for the health of their children. They were touched by the impact of safe water and sanitation.

As a church, Living Water said “yes” to bringing hope and health to six villages in need and continues to give year after year.

GET YOUR CHURCH INVOLVED  
[lifewater.org/church-outreach-ideas](https://lifewater.org/church-outreach-ideas)



*Living Water Church has given hundreds of mothers in Uganda clean water.*



**“When our people see how  
God is at work in other  
parts of the world, they are  
much more involved.”**

– DAN HOSTETLER, PASTOR OF MISSIONS

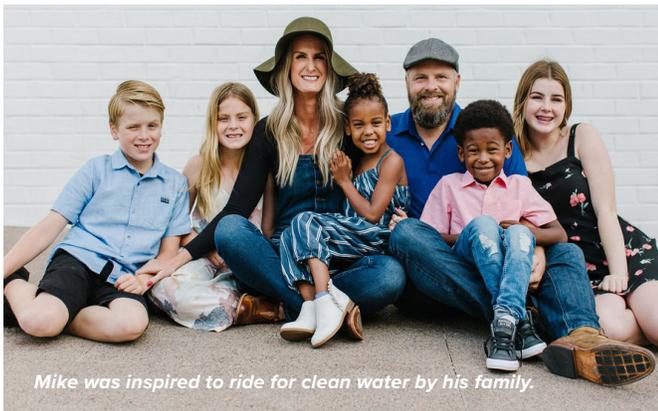
# Cycling Across the Country for Safe Water

2018 Wheels4Water Team Serves 11 Schools, Thousands of Students

In 2018, Mike Fredericks set out to lead a team of seven on a nine-day ride across the United States. They had one goal in mind: raise \$250,000 for safe water for children in Ethiopia.

“The ride was the best nine days of my life,” he said. “We accomplished something huge, way outside of what we could have done on our own... we had a bigger purpose.”

A father of five and founder/CEO of Corporate Color Printing in Orange County, CA, Mike is an entrepreneur and business owner with a heart for international development. He and his wife, Jamie, adopted twins from Ethiopia in 2016; he credits his family for inspiring him to get involved in Wheels4Water.



Mike was inspired to ride for clean water by his family.



The 2018 team celebrates the beginning of their ride at the Pacific Ocean.

“When it comes to the water crisis in Ethiopia, Miki and Didi...I want them to grow up knowing that Dad loves their country,” he said.

On April 21, 2018, the Wheels4Water team cycled across the country to fight the water crisis in a big way. Covering 2,700 miles from San Diego, CA to Charleston, South Carolina, the team raised \$303,105 and served 11 schools in Bensa, Ethiopia.

Fredericks recalled his visits to Ethiopia to pick up his twins and then again on a Vision Trip with Lifewater.

“Going to Ethiopia and seeing a mom and her kids, there’s no difference in what she wants for her kids and what my wife and I want for our kids,” he said. “We’re all the same; we want the best for our kids, [and] we want them to be healthy and thrive and grow.”

This year, the Wheels4Water team takes to the mountains on a 4-day trek from Aspen to Mount Evans, raising funds for four village water projects in Ethiopia.

JOIN WHEELS4WATER IN 2020  
[lifewater.org/wheels4water](http://lifewater.org/wheels4water)



*The Wheels4Water team cycled coast to coast in nine days.*



**“We accomplished something huge, way outside what we could’ve done on our own.”**

– MIKE FREDERICKS, 2018 WHEELS4WATER RIDER

# Financial Activity

The overall financial position of Lifewater is strong moving into 2019. Giving remained robust in 2018 (up 8%), driven by a combination of donors sponsoring specific water projects on the new lifewater.org and sustained giving from private foundations.

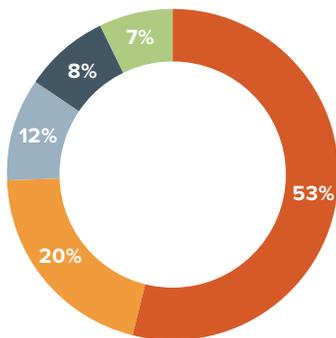
Total expenditures were up 28 percent in-line with program beneficiary growth of 30 percent. Lifewater added staff in key engineering positions to ensure program quality remained intact as programs expanded. Large capital expenditures are planned for 2019, including the establishment of a second full-scale drilling operation (anticipated 2020 start) and the purchase of five field support vehicles.

To view the full audited financial statements, visit [lifewater.org/financials](http://lifewater.org/financials).

## REVENUE VS. EXPENSES | CALENDAR YEAR

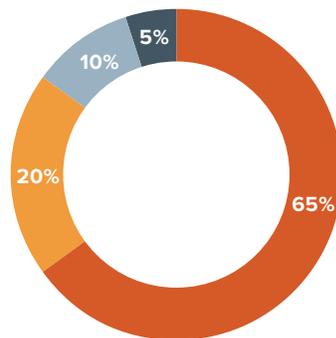


## GIVING BY CATEGORY



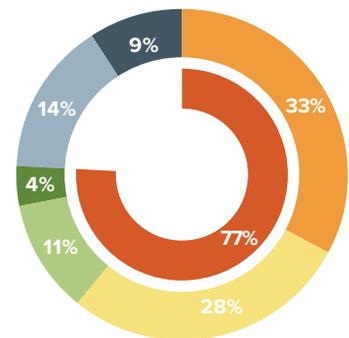
- 53% CAMPAIGNS/GENERAL GIVING
- 20% GRANTS
- 12% EVENTS
- 8% ADVENTURES
- 7% MONTHLY DONORS

## GIVING BY DONOR TYPE



- 65% INDIVIDUALS
- 20% FOUNDATIONS
- 10% CHURCHES
- 5% CORPORATIONS

## EXPENSE BREAKDOWN



- 77% PROGRAMS
- 33% ETHIOPIA
- 28% UGANDA
- 11% CAMBODIA
- 4% NEW PROGRAM DEVELOPMENT
- 14% MANAGEMENT
- 9% FUNDRAISING

## STATEMENT OF FINANCIAL POSITION

	2016	2017	2018
<b>ASSETS</b>			
Cash and Equivalents	\$865,174	\$1,422,622	\$1,101,361
Pledges Receivable	\$159,899	\$215,188	\$595,277
Prepaid & Other	\$128,074	\$61,878	\$79,346
<b>Current Assets</b>	<b>\$1,153,147</b>	<b>\$1,699,688</b>	<b>\$1,775,984</b>
Fixed Assets (Net)	\$84,452	\$123,953	\$464,411
Long-Term Assets	\$198,052	\$169,911	\$83,805
<b>Total Assets</b>	<b>\$1,435,651</b>	<b>\$1,993,552</b>	<b>\$2,324,200</b>
<b>LIABILITIES</b>			
Accounts Payable	\$45,610	\$34,701	\$69,730
Accrued Expenses	\$57,132	\$46,082	\$130,052
<b>Current Liabilities</b>	<b>\$102,742</b>	<b>\$80,783</b>	<b>\$199,782</b>
<b>NET ASSETS</b>			
w/o Donor Restrictions	\$775,439	\$1,449,708	\$1,305,056
w/ Donor Restrictions	\$557,470	\$463,061	\$819,362
<b>Total Net Assets</b>	<b>\$1,332,909</b>	<b>\$1,912,769</b>	<b>\$2,124,418</b>
<b>Total</b>	<b>\$1,435,651</b>	<b>\$1,993,552</b>	<b>\$2,324,200</b>

## STATEMENT OF FINANCIAL ACTIVITIES

	2016	2017	2018
<b>REVENUE</b>			
General Donations	\$1,865,651	\$2,639,580	\$3,582,298
Foundations/Grants	\$1,427,453	\$1,685,140	\$1,113,430
Events/Adventures	\$223,111	\$519,975	\$821,911
GIK/Other	\$63,462	\$65,213	\$24,183
<b>Total Revenue</b>	<b>\$3,579,677</b>	<b>\$4,909,908</b>	<b>\$5,541,822</b>
<b>EXPENSES</b>			
Salaries and Benefits	\$1,396,926	\$1,824,258	\$2,433,157
Construction/Materials	\$275,760	\$870,874	\$1,017,854
Community Mobilization	\$192,437	\$316,697	\$373,300
Vehicles, Field Trans.	\$312,521	\$286,091	\$291,835
IT, Systems	\$94,739	\$99,341	\$201,247
Outside Services	\$99,634	\$64,166	\$176,102
Insurance, Depr.	\$133,919	\$134,325	\$171,676
Office Rent	\$97,567	\$112,545	\$153,170
Mktg. and Promotion	\$115,905	\$117,745	\$136,634
Office Operations	\$92,887	\$77,366	\$127,864
Partnership Grants	\$283,903	\$179,111	\$124,810
Travel and Meetings	\$109,579	\$92,478	\$123,887
<b>Total Expenses</b>	<b>\$3,205,777</b>	<b>\$4,174,997</b>	<b>\$5,331,536</b>
<b>Net Income</b>	<b>\$373,900</b>	<b>\$734,911</b>	<b>\$210,286</b>



# Looking Ahead

Equipped with a proven, scalable model, Lifewater is moving forward in faith to bring safe water and health to more people, more effectively. Accomplishing this growth while maintaining excellence in both programs and stewardship will require a commitment to careful planning, staff development, advanced technology, and faithful partnership.

## MORE PEOPLE SERVED

Lifewater will continue to grow the proven VHV model to serve more people, more effectively, with a target of 250 water projects and 180,000 beneficiaries in 2019.

- TOTAL BENEFICIARIES SERVED
- WATER PROJECTS COMPLETED
- SCHOOL BATHROOMS COMPLETED



## HEALTHY CHURCHES

The new Healthy Churches initiative will provide foundational theology training for Christian leaders and mobilize the local church to love their neighbors in both word and deed. In 2019, Lifewater is pilot-testing Healthy Churches in Ugandan communities.



## WATER WORKS

In 2020, Lifewater is expanding water source sustainability monitoring to a full operations and maintenance service program. With the new Water Works program, communities receive frequent water well checks and guaranteed repairs for a small monthly fee, ensuring their water sources last for generations to come.



## TANZANIA EXPANSION

Lifewater is launching a brand-new country program in Tanzania, serving the people of Shinyanga with clean water, improved sanitation, and hygiene. It's estimated that 9.2 percent of children in Tanzania die before their fifth birthday,\* and over 23 million people live without access to safe water.

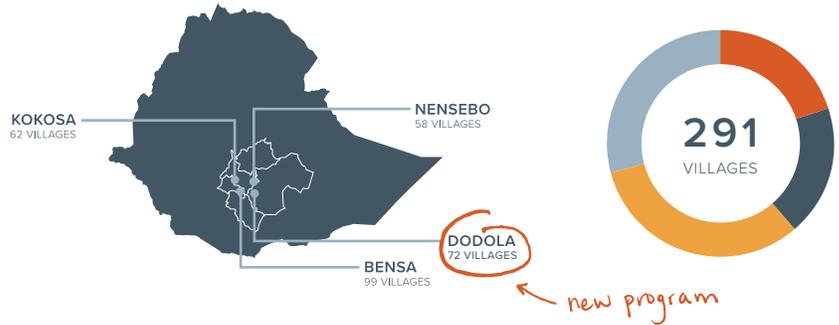


\* The 2010 Demographic and Health Survey

## ETHIOPIA

COUNTRY OFFICE: AWASA

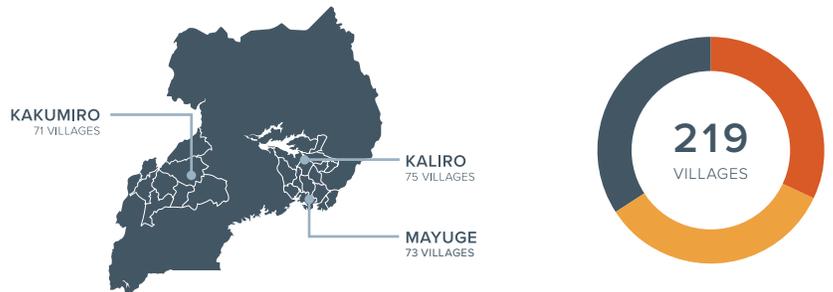
Lifewater has successfully launched the new Dodola program, and baseline research/reporting is already underway in the region. The Dodola program office has 17 staff and will serve 25,000 people in its first project. Ethiopia remains the largest operational footprint at Lifewater with four program regions and nearly 300 active villages.



## UGANDA

COUNTRY OFFICE: KAMPALA

Plans are in place to pilot-test a number of new initiatives in Uganda this year: a fee-based maintenance/sustainability program, a new church mobilization strategy, and solar-powered submersible water pumps for increased community water access. Lifewater's church mobilization strategy will train pastors in how the church can serve vulnerable populations (widows, orphan-led households, and those with disabilities).



## CAMBODIA

COUNTRY OFFICE: SIEM REAP

Lifewater staff are preparing to train pastors in the Borkeo district and working closely with local churches to serve the most vulnerable children and families. Ten existing water point rehabilitation projects are underway with construction scheduled to begin soon.



## TANZANIA

*new country*

COUNTRY OFFICE: ARUSHA

The formal registration process is complete to begin operations in Tanzania. Lifewater hired a new country director, Devocatus Kamara, who comes to the organization with more than 25 years of experience with World Vision. Program work is slated to begin in Shinyanga District in Q1 2020.



# A Message from Our Chairman

There is nothing quite like being in a village as they celebrate their new, clean water source. Hearing the drums and seeing parents' eyes fill with happy tears... it's an unmatched experience.

I've been blessed to see the celebration firsthand in Ethiopia and Uganda. In 2020, I hope to experience the celebration of clean water and new hope in Cambodia. I'll be riding through the country with 14 other cyclists on the first-ever Wheels4Water Ride for Water in Cambodia. If you join me, I know you'll be inspired by what God is doing in these rural communities.

We are so grateful for opportunities like Wheels4Water and the annual Kili-manjaro Climb for Clean Water that change lives forever.

Of course, you don't have to climb a mountain or ride crosscountry to make an impact! Donors are changing lives from their computers and mobile phones. Each day on lifewater.org, people are discovering specific villages in need, reading about a family from that community, and partnering to provide lasting change. Afterward, **they get to see how their generosity changes the life of that community.**

Watching families dance around their new water supply is a beautiful thing, and today, more Lifewater donors get to experience it than ever before.

Safe water and sanitation are only the beginning. What follows is generations of growth, health, and the love of Jesus for remote communities.

We couldn't do it without the nearly 4,000 people like you who make all of this possible. Without the grace of God and your faithful support, this work doesn't happen. On behalf of our entire Board of Directors, thank you.



In Christ,

A handwritten signature in black ink that reads "Douglas Headrick".

Doug Headrick  
**CHAIRMAN OF THE BOARD**

*Doug Headrick, Chairman, is a registered Professional Civil Engineer, and he is currently serving as General Manager of the San Bernardino Valley Municipal Water District. He has been a Lifewater volunteer since 2003.*

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General Manager, San Bernardino Valley  
Municipal Water District

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**VICE CHAIRMAN**  
Agent and Owner,  
State Farm Insurance

Karen Tobin, JD  
**SECRETARY**  
Judge,  
Circuit Court of Cook  
County Illinois (Retired)

David LeVan, MBA  
**TREASURER**  
Senior Director,  
Walmart

Justin Narducci, MBA  
**PRESIDENT/CEO**  
Lifewater International

Justin Ahrens  
**DIRECTOR**  
Founder and Principal,  
Rule 29 Creative Agency

Gene Ashe  
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**DIRECTOR**  
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Fuller Theological Seminary

Lisa Wen, MBA  
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