

# A B I D E



Lifewater International  
Annual Report 2019





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# ABIDE

To abide: a steadfast remaining with, even when times grow challenging and a virus shakes our world. Abiding means commitment to quality work and care for everyone, especially the world's most vulnerable.

For more than 40 years, we've served those in need with life-saving sanitation, hygiene, and safe water. This is progress that lasts. This is progress that abides.

## 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.



Ronald, age 2  
Bunabala village, Uganda



# LETTER FROM THE CEO

“Abide in me, as I also abide in you. No branch can bear fruit by itself; it must remain in the vine. Neither can you bear fruit unless you remain in me.”

– John 15:4

In my new office space, my “manager,” our 7-year-old terrier mix, Josie, sits at my feet, and my windows face our neighborhood. As I write this in July of 2020, the entire world is isolated by COVID-19. Still, we remain united by a common purpose: **to serve children and families who are vulnerable, with great care and compassion.**

This year’s theme, “Abide,” is a *steadfast remaining with*, and it’s a concept that captures the programs of 2019, the programs of now, and the programs of the future. Lifewater programs are long-term development projects. They are significant commitments to bring sustainable WASH (water access, sanitation, and hygiene) to an entire region in an unreached part of the globe. Perhaps more deeply, they are promises

made to communities that we’ll bring safe water to their children.

In this way, our work abides. **The impact remains with families for generations after we depart, because quality work creates change that lasts.** Even as the world grapples with a pandemic, I am encouraged knowing that the work of providing clean water, improved health, and the hope of the gospel has and will continue to transform lives in a profound way.

## 2019 Goal Report

**Goal:** Construct 18% More Safe Water Points

**Result:** 207 safe water points constructed, up 22%

**Goal:** Pilot Sustainability Program in Uganda

**Result:** Introduced pilot sustainability program (WaterWorks)

**Goal:** Begin Expansion into Tanzania

**Result:** Key staff hired in Shinyanga, Tanzania and villages in need identified

## Looking Ahead: 2020 and Beyond

In 2019, Lifewater saw incredible growth. But, like so many businesses and nonprofits, COVID-19 has impacted giving; in 2020, we are projecting a 10% reduction in revenue compared to 2019. Less revenue will require wise stewardship and planning to ensure the health of the organization moving forward.

Looking ahead, we’ll continue to serve the global population by providing hand washing devices, soap, and COVID-19 prevention training for vulnerable communities for as long as the pandemic remains a threat.

We’ll continue our expansion in Tanzania, knowing that nearly half of the population is still without basic water access. Our original timelines will be delayed, however, and we look forward to beginning work in communities in 2021. To account for the drop in revenue, we’ll also reduce our budgets and output in other countries of operation.

Additionally, we’ll evaluate and fine tune Lifewater’s WaterWorks and Healthy Churches initiatives, empowering communities with sustainable safe water and the support of the local church.

Many things have changed in Lifewater’s 40+ year history, but our passion for being the hands and feet of Jesus has not changed since the day our founder, Bill Ashe, began this work in 1977. **We will press on, abiding in love, and continue to connect partners like you in meaningful ways with the people you are serving.**

John 15:4 tells us to abide in God’s presence, growing more like Him every day. May we all reach for the hope found in Jesus as we serve others with great care.

From me, and from all of us at Lifewater, we are honored to engage in this work with you—yesterday, today, and tomorrow.



In Christ,

**David LeVan**

Chief Executive Officer  
Lifewater International

More on this on page 17

## Change That Lasts

Lifewater programs are multi-year efforts that create sustainable change.

### Ethiopia

**2015 – present**

4 program areas



### Cambodia

**2016 – present**

2 program areas



### Uganda

**2016 – present**

3 program areas



### Tanzania

**2020**

1 program area



Newest area of operation!











# THE LIFEWATER WAY

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



- A HEALTHY HOME**  
Families 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.

## Vision of a Healthy Village

 <p><b>1 SELECTING REGIONS</b> Leadership teams choose communities in low-income countries with extensive need for WASH programs.</p>	 <p><b>2 DISTRICT-WIDE PLANNING</b> Our Programs team organizes projects by districts for a 7-10 year period.</p>	 <p><b>3 CUSTOM ENGINEERING</b> Engineers assess the water problem in every village and plan appropriate solutions.</p>	 <p><b>4 WASH TRAINING</b> Community-led total sanitation (CLTS) training reveals current practices that are making people sick.</p>	 <p><b>5 HEALTHY HOMES</b> Field teams work house by house, helping individual families adopt five sanitation and hygiene practices.</p>	 <p><b>6 COMMUNITY CONTRIBUTION</b> Families adopt health practices, elect water committees, and contribute 10% of the cost of the water source.</p>	 <p><b>7 ODF VERIFICATION</b> The local government verifies the community as Open Defecation Free, a major health milestone.</p>	 <p><b>8 SAFE WATER CONSTRUCTION</b> Engineers and field teams construct a new water source or rehabilitate an existing source.</p>	 <p><b>9 HEALTHY VILLAGE CELEBRATION</b> The community celebrates their status as a Healthy Village with singing, dancing, and feasting!</p>	 <p><b>10 SUSTAINABILITY &amp; MAINTENANCE</b> Communities pay a small fee to ensure their water source keeps working.</p>
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<p><b>Donor</b></p> <p><b>6 WATER PROJECT ONLINE</b> A real story from a regional program is posted on lifewater.org for funding.</p>	<p><b>7 DONORS SUPPORT WATER PROJECT</b> Generous donors connect with a story and choose a project to help families in a region.</p>	<p><b>8 IMPACT STORIES</b> Donors receive updates on the impact to the region they served.</p>	<p><b>9 PRAYER</b> Donors are able to pray for needs and families in the region they support.</p>	<p><b>10 TRANSFORMATION STORY</b> A story of success and new life is posted on lifewater.org and shared with all supporters.</p>
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## What We Do

# SAFE WATER BUILT TO LAST

Our water sources are about quality over quantity, and sustainable solutions over quick fixes. That's why each Lifewater water source is custom engineered based on the hydrogeology of each community, population size, and locally-available materials.

Safe water sources shouldn't just be built, but built to last. With regular water quality testing and maintenance on Lifewater wells, we ensure that quality care is realized and promises of long-term transformation are kept.

## 2019 Highlights

### 207 Water Sources Completed

In 2019, Lifewater completed construction on 207 safe water sources in the world's most rural, remote villages in need. Every safe water source represents months or even years of community-led changes (like electing a water committee and adopting life-saving health practices house by house). And every water source is a promise kept—a promise of quality, safe drinking water for every person in the community.

### Sustainability Pilot Program Launched

Construction itself does not translate to long-term water access. Like everything mechanical, water wells need regular maintenance and repairs. In 2019, Lifewater launched a new maintenance program called WaterWorks with the intent to provide ongoing support through local technicians. The program will be in the pilot phase in Uganda throughout 2020.

### Drilling in Hard Places

Due to their complex hydrogeology, it is difficult to find water in remote places like West Arsi, Ethiopia and Kakumiro, Uganda. Because of this, many families remain in desperate need of safe water. With a team of expert engineers, hydrogeologists, the drill team, and the expertise of the communities themselves, **Lifewater completed 15 safe water sources in Kakumiro and 51 in West Arsi in 2019.**



Lifewater staff member, Emmanuel, giving a child a safe drink of water



“My vision is to educate my children so they can live a better life.”

– Zaytuna, mother in Ethiopia

### A Young Mother in Ethiopia Receives Safe Water

Zaytuna lives in Hade village, Ethiopia with her three children and husband. For as long as Zaytuna can remember, she’s gathered contaminated drinking water from faraway springs and rivers. With no bathroom of their own, Zaytuna and her neighbors went outside. This further contaminated their surface water sources when the rains came.

But in 2019, Lifewater staff helped her community adopt life-saving sanitation and hygiene habits like washing hands with soap and using a latrine with walls, a roof, and a door. Soon, Zaytuna’s children could run and play, free from sickness. A sustainable, safe water well was constructed in her community!

“When we would go for water, our children would become hungry and cry; now, we gather water quickly,”

Zaytuna said. “We can look after our children, wash their clothes, and prepare their food.”

Zaytuna even has time to work on her farm each day, generating more food for the family.

“I stopped going to school very young and married,” she added, her 1-year old, India, in her arms. “My vision is to educate my children so they can live a better life.”

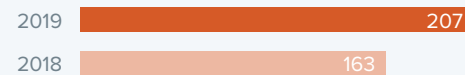
Today, Zaytuna and her family are thriving because of Lifewater donors.



(Top) Zaytuna pumping safe drinking water from the community well. (Bottom) Zaytuna and daughter India at their water well in Hade village

## 207 Water Sources Completed

Every water source is custom engineered based on surveys, population, and locally-available materials.

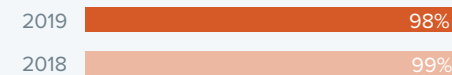


## 4,613 School Children with Safe Water

For thousands of children in Lifewater programs, school is a haven of safe water, clean bathrooms, and hygiene resources for girls.

## 98% Water Source Sustainability

Lifewater water sources are monitored and maintained annually or bi-annually to track sustainability.



## 234 Active Water Committees

Water committees instill vital health practices, gather funds from families for maintenance and repair, and keep the water sources safe.





What We Do

# EMPOWERED COMMUNITIES

God is already working in the places we serve. By listening first and seeking local wisdom, Lifewater staff identify the skills and resources already present within a community.

Knowing local leaders, we can work together to identify households most in need—the orphans, the elderly, the single mother or father—and bring about hope and health so no one is left behind. The result is empowered communities who make change that lasts.

## 2019 Highlights

### 78% Less Time Collecting Water

Safe water access returns a precious resource to communities everywhere—time. In Kaliro, Uganda, the average travel time was over 2.5 hours for a single journey for water. This meant children missed school and mothers missed work. According to our recent endline report from Kaliro, the region saw a **78 percent decrease in time spent collecting water**. Water access is making a way for families in every country of operation.

### Menstrual Hygiene Management (MHM) in Schools

For girls, menstruation can mean an end to their education simply because their schools lack basic hygiene and sanitation resources. In 2019, Lifewater developed and established MHM curriculum in schools in Uganda. With the right information, safe bathrooms, and female hygiene resources, girls can keep learning even while menstruating.

### New Project Launched in Dodola, Ethiopia

Lifewater launched a brand new project in Ethiopia in 2019. In the new project area, Dodola, **88 percent of families drink from “unimproved” sources** (like an open well dug by hand or an unprotected spring on the mountainside). Women and children walk for many hours a day to get water. Today, 39 percent of homes in the 3,358-home project are Lifewater certified “Healthy Homes,” with bathrooms of their own, hand washing stations, dish drying racks, and clean compounds.

*Broke ground on first well in 2020!*



Water committees in Uganda help to manage and maintain the water source so safe water keeps flowing.



“I am happy to receive this food because I was facing a shortage.”

– Neurm, grandmother in Cambodia

### Meeting Urgent Needs in Cambodia During COVID-19

For years, Neurm has been raising her 8-year-old granddaughter, Ratana, in the rural community of Trapang Knar, Cambodia. When the news of the COVID-19 pandemic closed businesses and kept families in their homes in early 2020, food shortages quickly threatened Neurm and her neighbors.

Like so many families in rural Cambodia, they earn their meals on a day-to-day, week-by-week basis. Neurm and Ratana became fearful. **But, Lifewater donors gave so that they could eat.**

In May, Lifewater staff in Cambodia brought rice, hand washing devices, soap, and critical information

about staying healthy to families in Trapang Knar village. Lifewater donors helped reach 500 families in the area—many thousands of people—during one of the most urgent and frightening times in their lives.

“I am happy to receive this food because I was facing a shortage,” Neurm said. “I can now live on with my grandchild, and I am very grateful.”

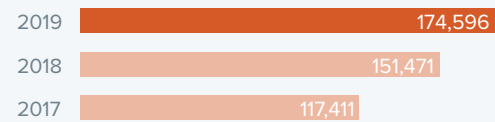
Ratana is in second grade and wants to become a teacher when she’s older. Now, Ratana can study her school work without growing hungry or sick.



➔ Neurm and her granddaughter, Ratana

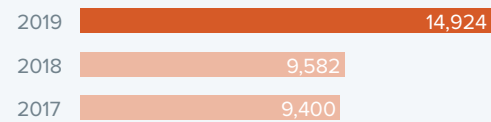
## 174,596 Total People Served

People served are those actively involved in Lifewater programs.



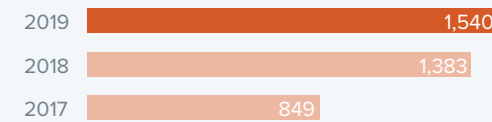
## 14,924 Healthy Homes

Healthy Homes have a safe place to use the bathroom, a hand washing device, a dish drying rack, a clean compound, and a safe place to store clean water.



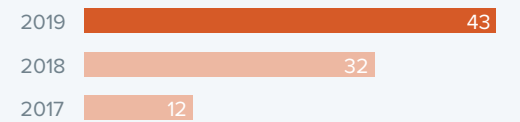
## 1,540 Community Health Workers

Lifewater’s Health Promoters train local volunteers to help their neighbors adopt life-saving health and sanitation practices.



## 43 Active WASH Clubs

A WASH club is a group of student leaders who actively participate in teaching hygiene and sanitation to their peers through songs, dramas, and dances.







What We Do

# HEALTHY CHURCHES

“My command is this: Love each other as I have loved you.” – John 15:12

Through generous donors, Lifewater activates the church to serve as the hands and feet of Jesus in their communities. Staff guide each church in foundational theology and God’s mandate to love the vulnerable so that they can truly love like Jesus.

In places where there is no church, Lifewater works with church partners to reach the globe’s most unreached villages.

## 2019 Highlights

### First Healthy Churches Registered

Healthy Churches are reflections of God’s love for His people. With dignifying bathrooms on church grounds, hand washing stations, and clean water nearby, they are welcoming homes to all. Through Lifewater ministry partners, pastors are trained in foundational theology along with WASH instruction from Lifewater staff. In 2019, Lifewater registered 96 Healthy Churches in Uganda.

### 1,348 Vulnerable Households Reached

When local churches partner with Lifewater, they begin to identify and reach especially vulnerable households to help them live more healthy, full lives. These are families who would otherwise not be able to access basic sanitation and hygiene. In 2019, Lifewater Healthy Churches served 1,348 vulnerable households, uniting communities as one body of Christ and bringing hope to many.

### Pastor Training in Cambodia

Cambodia remains one of the most unreached countries on the globe, with just 3.2 percent of the population professing Christianity. Finding local churches to partner with has been challenging, particularly in remote regions, and Lifewater staff are finding that mobilizing and strengthening the pastors already present in the area may be more fruitful in multiplying believers. In 2019, Lifewater held the first pastor training of its kind in Borkeo, Cambodia.



Two girls from the Svay Leu program region in Cambodia



“The training we received opened our hearts and minds to play an active role in demonstrating the love of God to the community.”

– Sylvia, Member, Laver Church Uganda

### How a Lifewater “Healthy Church” Helped a Neighbor

In 2019, Matia and Priscilla’s home in Rwebiyonga village, Uganda, leaned so severely that it threatened to collapse. They had no toilet, so they went outside, and 85-year-old Matia felt hopeless.

That year, a church in their area, Laver Transformational, joined Lifewater’s Healthy Church program. To become a Healthy Church, Laver Transformational must make sure all vulnerable households (like the elderly, single mothers, and more) have a safe place to use the bathroom, a dish drying rack, a hand washing station, and a clean compound.

But, seeing the dangers of Matia’s home, the church went above and beyond to build Matia and Priscilla a new home.

Afterwards, one of Lifewater’s staff members said, “Matia walks hunched, but his head is held high; his basic human dignity has been restored.”

Teary-eyed with appreciation, Matia said, “For years, we wallowed in helplessness; we now know that God truly loves us thanks to what the church has shown us.”

Church leader Sylvia said Lifewater inspired them to reach every vulnerable household.

“We learned to live by the scripture that says, ‘When I was hungry you gave me something to eat, I was thirsty and you gave me a drink, I was a stranger and you invited me in,’” she said.

Members of Laver Transformational still visit Matia and Priscilla to love them as Jesus does.



(Top) Church members build a latrine for Matia and Priscilla. (Bottom) Matia at his home in Rwebiyonga village, Uganda.

240 Church Leaders Trained

Lifewater ministry partners train church leaders in foundational theology and God’s mandate to love the vulnerable.

1,348 Vulnerable Households Served

Local churches that partner with Lifewater help elderly, widowed, and differently-abled households become Healthy Homes.

96 Healthy Churches Registered

After receiving training, Healthy Churches construct a bathroom and handwashing stations to serve their congregation. Then they reach out to every vulnerable household in their community.

100% Christian Staff

All full-time staff members both at headquarters and internationally are believers committed to loving like Jesus.





# A VIRTUAL WALK FOR WATER

## Giving Clean Water During Quarantine



Shirley “Sky” Adams of BridgingtheGap4Water planned the 2020 Walk for Water all throughout 2019, and she was devastated to have to cancel it.

BridgingtheGap4Water is a Chico, CA-based nonprofit organization that donates to clean water charities like Lifewater.

Sky has hosted the Walk for Water for 11 years, garnering support from large corporations, small businesses, schools, and local families to bring everyone together for the cause of clean water.

“It’s a huge event... people start their walk and all along, there are education stations that give them an idea of what it’s like to walk for water,” Sky said. “And then halfway through they go down to the creek and collect a bucket of water.”

According to Sky, there are refreshments and prizes, and the organization raises enough money to give safe water all year long. Still, knowing an event for 500 people would be unsafe during the COVID-19 pandemic, Sky decided to cancel it. But, she didn’t lose hope.

“Everything was going virtual, so I said, ‘Why can’t we do a virtual walk for water?’”



The Newton family (top) and the Adams family (bottom) join the Virtual Walk for Water.



On the day of the 12th Annual Virtual Walk for Water, families from three different states joined in on their own neighborhood streets and hiking trails. The walk garnered matching funds and raised \$70,000, almost the same as if the event were in person.

“God really put it on people’s hearts to give,” Sky said.

The Virtual Walk for Water funds will go towards bringing safe water to the globe’s most remote communities in need of safe water, improved health, and hope.



Frank and Penny Macias (top) and the Smith family (bottom) participate in the Virtual Walk for Water.



## “Everything was going virtual, so I said, ‘Why can’t we do a virtual walk for water?’”

– Sky Adams, BridgingtheGap4Water



Photos Courtesy of Sky Adams



# HOW ONE FAMILY BRINGS SAFE WATER TO MANY

## Walking Miles, Growing Basil, And Making Soap



Courtney Santonicola on the Camino de Santiago

Twelve-year-old Thomas, 10-year-old Clara, and 7-year-old Peter Santonicola are Lifewater donors with a history of charitable giving. Over the years, they've run lemonade and cookie stands, sold basil and tomato plants, and crafted homemade soaps with proceeds going to Lifewater.

**Courtney, mother to the three philanthropists, said, "I wanted to help my kids understand the big, wide world and that there are children who are thirsting for very basic needs."**

The Santonicola family of five have a large garden at their home in Virginia. This year, the kids gathered up the tomato and basil plants they'd worked to grow and sold them for safe water. And, Clara made goat milk soap of all different colors and shapes.

"For her, it was an outpouring of her personality," Courtney said. "And she did a lot more of it because it was exciting to help people."

In total, the kids raised \$280 for children in need across the globe.

There's no doubt that the Santonicola kids got their charitable motivations from their parents. In 2018, Courtney completed a fundraiser of her own, walking the Camino de Santiago in Spain and raising over \$6,000 to provide safe water for the village of Tirsu Fole, Ethiopia.

Finishing up 10 years as a stay at home mom and sending her youngest off to kindergarten, Courtney felt as though a natural shift was taking place in her life.

"I knew it was going to be transformative for me, but I also knew it could be transformative for someone else," she said.

Before departing on her 70-mile journey, Courtney read a story about a mom in Ethiopia.

"I saw this mom and I thought, 'Wow, she's 20 and has two kids and look where she has to get her water;' I could connect with her heart of wanting something better and bigger for her family," she said.

The Santonicola children understand that they're changing lives for other children, and Courtney and Steven love the holistic approach that Lifewater takes.

"In bringing water, you are bringing life and you are bringing hope, girls education, and keeping families healthy," she said. "It's sort of a root from which so many beautiful things can spring forth and blossom."

Through faithful partners like the Santonicolas, Lifewater brings safe drinking water to many.

(From left to right) Clara, Thomas, and Peter Santonicola at their basil and lemonade stand



"In bringing water, you are bringing life and you are bringing hope, girls education, and keeping families healthy."

– Courtney Santonicola, Lifewater Donor



Photos Courtesy of Courtney Santonicola



# TURNING COFFEE INTO WATER

## How a Coffee Shop is Bringing Safe Water to those in Need



The Well Coffeehouse has a dual mission, a vision that Chief Executive Officer (CEO) Mike Lenda describes as “100% this and 100% that.”

That is, provide clean water to those in need and pour great coffee. “The Well” has five locations; four in Nashville, Tennessee and one in Fishers, Indiana.

When Mike joined The Well in November of 2018, he’d worked at Starbucks, Blood:Water Mission, and Compassion International, a combination of careers that prepared him uniquely to manage five non-profit coffee shops.

Mike carried two essential truths into his role at The Well. First, God is already at work in the communities they serve. Second, safe water is just part of the equation.

“I truly am thankful for sitting under great community development leaders that have helped me determine the impact and legacy we want to make as The Well,” Mike said. “We don’t want it to be about us, but about what the local communities are already doing and already needing.”

The Well seeks organizations who are building relationships with communities, establishing long-term water access solutions, and sharing life-saving sanitation and hygiene practices. With these values in mind, The Well’s partnership with Lifewater last year was the perfect fit.

“At Lifewater, it’s not about the output; it’s about the outcome,” he said. “It’s not just about another well in the ground or number of people served, but about real transformation.”

“Development takes a long time,” he added. “I have learned that buying mopeds equals water, and a desk equals water; it’s those staff members who are going to be making that long-term impact.”

Sustainable development is close to Mike’s heart and to the heart of all who work at The Well Coffeehouse, as is sourcing their coffee from the countries they serve.

“It makes sense to give back to those who are giving us their best,” he said.

Last year, The Well provided safe water in 12 communities across the globe, serving an estimated 7,000 people with lasting safe water. And, even as the global pandemic temporarily closed their doors, the donations they set aside for safe water remained untouched.

**“God has provided donors who have come to us and purchased our coffee or paid our rents because they believe in the impact we’re making and the coffee we’re serving,” he said.**

Mike’s wife of 19 years, Rachel, and their five children have become The Well’s top employees since the closures. They’ve mopped floors, baked bread, and kept him laughing.

As The Well opens again, they look forward to the many customers they will welcome back through their doors and the many people they will reach with life-saving safe water.

**Visit [www.wellcoffeehouse.com](http://www.wellcoffeehouse.com) or visit one of their shops to support their mission.**

Customers gather for great coffee and company at The Well Coffeehouse



# “At Lifewater..it’s not just about another well in the ground or number of people served, but about real transformation.”

– Mike Lenda, CEO of The Well Coffeehouse



The Well Coffeehouse in Nashville



Photos Courtesy of The Well Coffeehouse



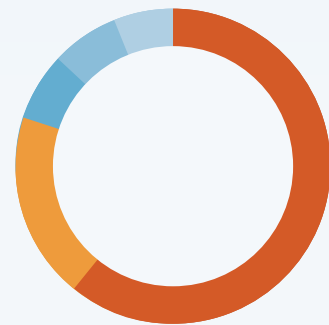
# FINANCIAL ACTIVITY

Lifewater maintained strong financial growth throughout 2019. Total revenue increased 22% over 2018, with significant gains in online fundraising. This strong growth in revenue allowed for continued growth of programs activities and hardware construction. Investment in capital assets included program support vehicles and vehicles for a new drilling rig which will provide the infrastructure for continued service to remote communities.

With the arrival of the COVID-19 pandemic in early 2020, Lifewater adjusted revenue forecasts for 2020 from \$8.5M to \$6.0M. Through the generous support of donors in the COVID-19 campaign, a timely reduction of expenses in April, and receipt of an SBA Paycheck Protection Program loan (which will be entirely forgiven), Lifewater is emerging strong from the global crisis to continue offering safe water and gospel hope one village at a time.

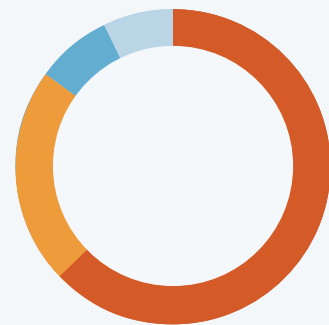
## Total Revenue

\$6,753,236



### 2019 Giving by Source

- 61% Campaigns/General Giving
- 19% Grants
- 7% Events
- 7% Monthly Donors
- 6% Adventures

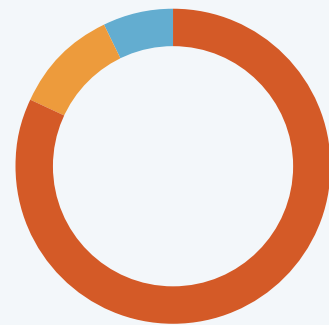


### 2019 Giving by Donor

- 63% Individuals
- 22% Foundations
- 8% Churches
- 7% Corporations

## Total Expenses

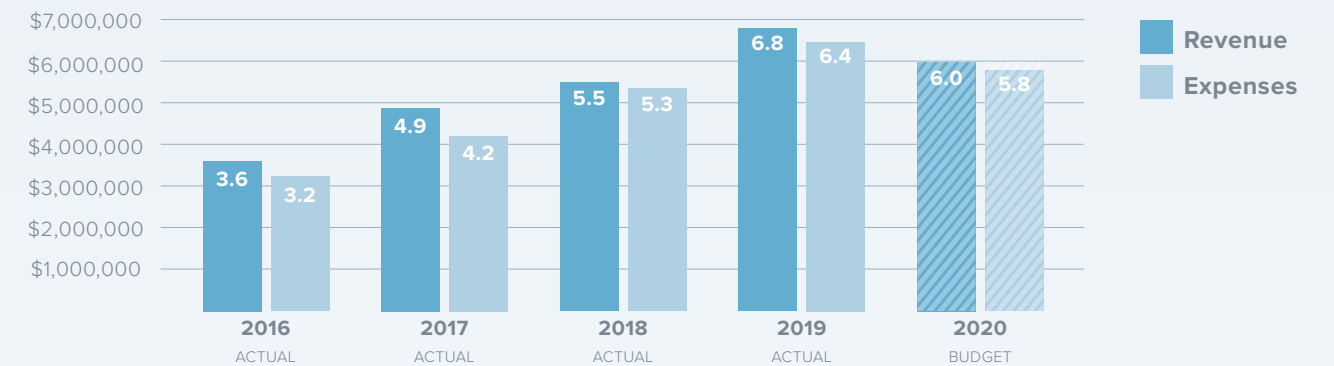
\$6,435,723



### 2019 Expenses

- 82% Programs
- 11% Fundraising
- 7% Management

## Revenue vs. Expenses



## Statement of Financial Position

Assets	2019	2018
Cash	\$1,212,765	\$1,101,361
Pledges	567,401	595,277
Prepaid & Other	139,492	79,346
<b>Total Current Assets</b>	<b>1,919,658</b>	<b>1,775,984</b>
Fixed Assets (Net)	740,153	464,411
Long-Term Assets	24,951	83,805
<b>Total Assets</b>	<b>\$2,684,762</b>	<b>\$2,324,200</b>

Liabilities	2019	2018
Accounts Payable	\$85,484	\$69,730
Accrued Expenses	157,347	130,052
<b>Total Liabilities</b>	<b>242,831</b>	<b>199,782</b>

Net Assets	2019	2018
Without Donor Restrictions	1,879,689	1,305,056
With Donor Restrictions	562,242	819,362
<b>Total Net Assets</b>	<b>2,441,931</b>	<b>2,124,418</b>

Total Liabilities & Net Assets	2019	2018
	<b>\$2,684,762</b>	<b>\$2,324,200</b>

## Statement of Financial Activities

Revenue	2019	2018
Contributions	\$4,632,345	\$3,582,298
Foundation Grants	1,170,553	1,113,430
Events & Adventures	768,803	811,057
In-Kind Contributions & Other Revenue	181,535	35,037
<b>Total Revenue</b>	<b>6,753,236</b>	<b>5,541,822</b>

Expenses	2019	2018
Salaries & Benefits	3,331,974	2,433,157
Water Source & Latrine Construction	895,907	1,017,854
Sanitation & Hygiene Training	516,684	407,640
Office Operations & Insurance	501,166	481,718
Transportation	375,640	415,722
Contracted Services & Partnership Grants	190,417	282,712
Marketing & Promotion	98,637	136,634
In-Kind & Other Expenses	276,369	130,105
Depreciation	248,929	25,994
<b>Total Expenses</b>	<b>6,435,723</b>	<b>5,331,536</b>

Increase in Net Assets	2019	2018
	<b>317,513</b>	<b>210,286</b>

Net Assets at Beginning of Year	2019	2018
	<b>2,124,418</b>	<b>1,914,132</b>

Net Assets at End of Year	2019	2018
	<b>\$2,441,931</b>	<b>\$2,124,418</b>



# LOOKING AHEAD

Like other organizations, Lifewater has been impacted by COVID-19. Field work has been delayed and budgets have been reduced. Through immediate action in 2020, we have scaled down operations and positioned the organization to emerge strong from the pandemic.

## Emphasis on Country Leadership

In 2020 we are more closely integrating in-country leadership with U.S. headquarters, leveraging a “matrix-style” organizational chart to improve efficiency and regional quality of work.

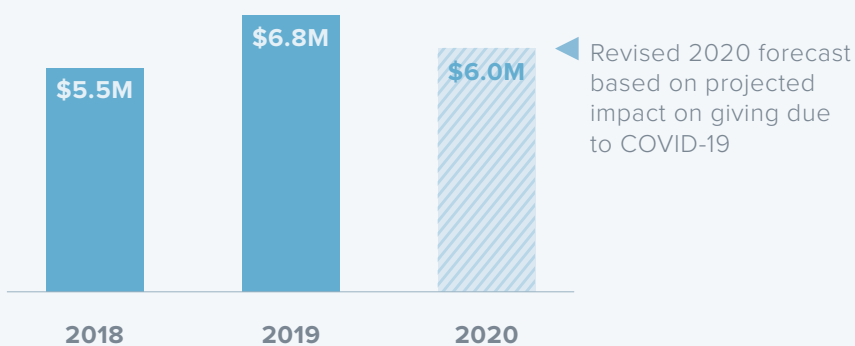
## Program Changes in Cambodia

In an effort to reach more unreached people groups, Lifewater is shifting to a church-based WASH strategy in Cambodia. Current programs will be completed in 2020 and the new program will work through existing faith leaders in 2021.

## Modest Growth Forecast

Our initial revenue projections for 2020 were \$8.5 million; we have since revised projections to \$6 million. Future years are forecast at 8-10% growth using this new benchmark.

### Total Budget Over 3 Years



*rescaling to emerge stronger*

# COUNTRY UPDATES

The safety of our staff and the families we serve comes first at Lifewater. Work in remote communities that lack adequate health care access has been scaled back to minimize COVID-19 exposure to the most vulnerable.

Lifewater will continue to provide support to regions impacted by COVID-19. Moving ahead, we will strategically restart planned water, sanitation and hygiene (WASH) programs as safely as possible.

## Ethiopia

After initially pausing due to COVID-19, work restarted June 2020 in Ethiopia, our country of greatest need. There are 16 water projects slated for completion, plus 7 school latrine blocks. Community interventions have resumed with an emphasis on social distancing and sanitation.



## Uganda

In Kakumiro, the most remote region where Lifewater works in Uganda, drilling contracts restarted May 2020; work has resumed in other regions as well. In-country leaders are actively seeking creative ways to continue serving communities with a reduced budget in 2021.



## Tanzania

Although programs were expected to launch in 2020, COVID-19 delays have pushed the program launch to early 2021. Regions have been mapped and hardware plans are underway in 2020. Staff have been hired in-country, and they are eager to begin serving communities in the Shinyanga district.



## Cambodia

In Cambodia, Lifewater will be investing in building church partnerships for future programming. Years of experience have shown that local faith leaders can generate great influence in regional Cambodian cultures, and Lifewater is looking to utilize this influence to generate results.



A child using a “tippy tap,” a homemade hand washing device, in Cambodia



# A LETTER FROM OUR BOARD CHAIR

When Lifewater founder, Bill Ashe, visited Mexico in 1962 and began fixing handpump wells, he didn't know the impact that he'd have on the world. In that moment, children from the orphanage stood around him as he worked, and when safe water flowed once again, they laughed and shouted out of happiness.

I imagine that it was *those* very shouts of joy that propelled him into decades of water access work. Today, Bill's faithfulness to God's call has impacted more than 2.5 million people in over 40 countries.

That's how it all began at Lifewater; one man, following the Lord's leading, gave clean water to orphans, the forgotten, and those with the greatest need. Over 50 years later, Lifewater is still doing that, now in four of the world's most water-poor countries.

**Inspired by Bill and by the call to love like Jesus, our staff is committed to sustainable, quality, long-term development projects, never looking for the**

easy way out or the quick fix, but the true solution to every unique water challenge.

I've watched as our staff sought out the hardest places in the world—places where the earth is dry, where there are no roads, and the people are in great need. Then, I've watched them bring those communities safe water against all odds.

I am ever grateful for the generosity of our donors who make it possible; their faithful gifts bring life-saving safe water to families everywhere. Together, we will finish what Bill started long ago, as we help bring an end to the global water crisis.



Grace and Peace,,

**Karen Tobin**

Board Chair  
Lifewater International

“I've watched as our staff sought out the hardest places in the world.”

– Karen Tobin, Board Chair

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A child in Ethiopia gathers safe water from a Lifewater water source



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**Romanea Thong**  
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