2010 ANNUAL REPORT

water 1st INTERNATIONAL

Helping the world's poor meet their most basic need—safe water.

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Jennie Sikorski, *Office/Outreach Coordinator*

Our Partner Organizations

Akshaynagar Pallisri Sangha (APS) – India
COCEPRADIL – Honduras
Dushtha Shasthya Kendra (DSK) – Bangladesh
Water Action – Ethiopia

Water 1st International is a registered 501(c)(3) non-profit organization.

A Message of Thanks

April 2011 marked our sixth anniversary as an organization. In this short time Water 1st supporters have given $5.2 million to fund 430 projects in four countries, benefiting 52,000 people.

Water 1st is a network of more than 5,000 supporters all giving what they can to this cause. We are proud of the diverse group that makes up the Water 1st community. Our collective contributions send a message to the world that we refuse to accept the notion that poverty is an unavoidable part of the human condition.

On behalf of the people we serve, thank you for being part of this life-saving, life-changing work.

Marla Smith-Nilson
Executive Director

Linda Cheever
2010 Chair, Board of Directors

Water 1st International

WE ENVISION

a world free of extreme poverty. Providing people with safe water systems, toilets, and hygiene education is the 1st step to ending the cycle of poverty, illness, and inequality.

OUR MISSION

is to unite people to fight the global water and sanitation crisis. The funds we raise help the poorest communities in the world implement sustainable, community-managed projects that integrate water supply, sanitation, and health education.

The World Water and Sanitation Crisis

2,500,000,000	People who lack both a safe, convenient water supply and a hygienic toilet
5,000,000	Deaths each year from preventable, water-related diseases
5 and under	Age when most deaths occur
100,000,000	Number of children who receive no education at all, mainly because they are carrying water
$30 billion	Amount spent each year by the world's poorest on the treatment of water-related diseases
600 billion	Hours of productive time lost each year in poor countries due to lack of convenient access to safe water and toilets
40	Weight in pounds of a container full of water
10:1	Ratio of hospital visits by patients suffering from a water and sanitation-related disease compared to the next leading cause

Why Water 1st?

People living in extreme poverty have many needs, but we believe water comes first. There is a powerful and direct link between a water and sanitation project and physical, social, and economic development.

- **A safe water supply is critical for survival**
- **Clean water and toilets improve health and reduce childhood mortality**
- **Water projects free up women and girls—instead of fetching water every day, girls can attend school and women can earn an income**
- **For every $1 invested in a water and sanitation project, up to $11 is gained through labor savings, reductions in medical costs, and increased productivity.**

Water and Sanitation—the #1 Medical Milestone

of the last 150 years, ranking higher than antibiotics, vaccines, anesthesia, and the discovery of DNA—*by the British Medical Journal*

International Programs

Honduras . Ethiopia . India . Bangladesh

Water 1st continued its support of four in-country partner organizations. All our projects include water, sanitation, hygiene education, natural resource protection, and community development.

6	Years
4	Long-term commitments to in-country partners
382	Projects completed
48,649	People with safe water, toilets, hygiene education
100%	Projects functioning

Supporting our In-Country Partners' Program Improvements

Our Bangladesh partner began piloting this mobile public toilet in areas of Dhaka where there is little space (or permission) to build a permanent facility.

Our Honduran partner began installing household water meters so that users will pay for the volume of water used (rather than a flat rate which is standard in most rural areas in developing countries).

Our Work in the Field

Our projects assist the world's poorest—people living on less than $1 a day and in some cases less than $1 a week—who do not have access to a functioning public or private water supply or sewer system.

ETHIOPIA

Projects completed
Ilamu Muja—10 sub-villages; Bishikiltu—12 sub-villages.

In-progress
Kelecho Gerbi—9 sub-villages; Tute Kunche—6 villages. Piped water systems delivering water to public taps.

People Served
7,750

BANGLADESH

Projects completed
338 water projects, 324 toilets in slum settlements of Dhaka and Chittagong.

In-progress
97 wells/hand pumps, 138 toilets in slum settlements of Dhaka and Chittagong.

People Served
25,395

Water 1st projects are sustainable because they are independently owned and operated by community members themselves, place women in key leadership roles, and involve solutions adapted to local priorities and conditions.

HONDURAS

Projects completed
Agua Caliente, San Gabriel, Plan de Gallinero, Tierra Colorada, La Loma/ San Antonio.

In-progress
15 communities of Las Minas, Valladolid, and San Jose.
3 water systems delivering water to all households.

People Served
1,080

INDIA

Projects completed
33 wells with hand pumps, 836 toilets in the Sundarbans of West Bengal.

In-progress
Monitoring and assessment of existing projects.

People Served
13,900

Our Work at Home

Building community

Our fundraising and outreach strategy is an intentional effort to develop community around the cause of clean water, sanitation, and health education for the world's poor. We believe the global water crisis will be solved when we build and mobilize a community of concerned individuals to take simple, effective actions – making a donation, telling friends about Water 1st, attending an event, visiting a project, or volunteering for the organization.

Events

Give Water • Give Life Benefit

In 2010 we held the sixth annual Give Water • Give Life Benefit in Seattle. Nearly 700 guests enjoyed a unique silent auction, dinner, and a film featuring Water 1st project beneficiaries. A record $550,000 was raised for communities in need of clean water.

Water 1st presented the annual Water Ambassador award to Pat Kennedy and Melissa Ries (below), recognizing their important role in making the work of Water 1st possible.

2,849 Number of donations in 2010 ranging in amounts from 82 cents (from a 5-year-old) to $68,000

CARRY 5 Walking for Water

Here in the U.S., with pipes bringing water to convenient faucets and showers in our homes, we have no idea what life is like when you have to carry every drop of water that you use. Through our CARRY 5 Walks, people of all ages experience for just one day what more than 1 billion people do every day of their lives.

In 2010, CARRY 5 walks were held in several locations in greater Seattle, Tempe, Arizona, Boulder, Colorado, Wellesley, Massachusetts, and Seoul, Korea. Participants raised money, and on walk day, tried to carry up to 5 gallons of water for 5 kilometers, the average walk made by women and children in poor countries who lack access to safe, convenient water supplies.

Water 1st – Beer 2nd Fun(d)raiser

In 2010, Water 1st-Beer 2nd events were held in Seattle, San Francisco, and Portland, Oregon, introducing new people to the cause and raising $80,000.

Our Ethiopian partner, Water Action, was featured in March on PBS News-Hour. Water Action's founder (Meselech Seyoum, above) and Executive Director (Adane Kassa) spoke eloquently about the complexity of this issue.

Ethiopia Water Tour

The 2010 Water Tour was another life-changing adventure for all 16 participants. Visiting project sites in person provides a greater understanding of what it means to provide the world's poor with clean, safe water.

The trip included hands-on activities, such as helping to construct a water project and carrying water with villagers from Kelcho Gerbi. The experience of gathering at the community's traditional water source - a contaminated river shared with livestock - filling 5-gallon containers with water weighing 40 pounds, and walking up to 90 minutes to the homes of the community members was a highlight.

Travelers developed a deeper sense of appreciation for life in rural Ethiopia, and the tremendous impact a water project has on people's lives.

over 2:1 number of literate men in Ethiopia compared to women

Outreach to Schools and Youth

Water 1st's program for youth reached dozens of schools in Seattle and beyond. Students learn about the global water crisis using Water 1st's Water Day curriculum—a DVD/film and presentation, classroom discussion, various writing, arts, math, science, and fundraising activities. As young people grow in their understanding of the issue, they are inspired to take action.

Fourth-grade students in Boulder, Colorado, learned about the need for clean water and held a walk for water at their school.

Madeleine and Grace, high-school students from Redmond, Washington, held a walk for water through their program, Operation Dig Deep, and raised $10,000 toward a Water 1st project in Ethiopia.

2010 Donors

We thank those who generously contributed to Water 1st from January 1 to December 31, 2010. Through the support of individuals, corporations, schools, religious organizations, civic groups, and foundations—people of all ages and backgrounds—together, we raised $1,029,738 to support the implementation of 382 water projects in Honduras, India, Bangladesh.

Individuals

$25,000 and above

Ty Cramer and Stephen Romein
GOTEAM Foundation
Jonathan and Erin Grodnick
Pat Kennedy and Melissa Ries
Brian and Diane Langstraat
Mary Pigott
Siochan Fellowship
Darryl Swenson and Carol Merrifield

$10,000 - $24,999

Anders and Janet Berglund
Briar and Monique Branch-Moore
Ron and Barbara Carucci
Leslie Danoff and Lawrence Robbins
Jon and Nancy Magnusson
James Moore and Kristi Branch
Richard and Barbara Stuart

$5,000 - $9,999

Stan and Kristine Baty
Linda and Martin Cheever
Ty Cramer and Steve Romein
John and Elsie Crossman
Jennifer Norling and Kirk Anderson
Craig and Deanna Norsen
Eric Schoening and Christine Maxwell
Marla Smith-Nilson and Jim Nilson
Steve and Tricia Trainer

$2,500 - $4,999

Sarah Banks and Malcolm Harker
Greg and Margie Berger
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Gerald and Wendy Mickle
Karen Nilson and Chris Pamp
Brant Oelschlager and
Anne-Marie Amies Oelschlager
James and Cookie Petersen
Sam Saracino and Victoria Ries
Dick and Carol Sundholm
Seshu Vaddey and Marcelle Caturia
Daniel Won
Tomoko Yamazaki and Peter Duncan

While space does not allow us to acknowledge all of our donors, every gift is valued and adds up to support entire village projects. Your support has a lasting impact on thousands of lives and sends a message of hope to the people we serve around the world.

$1,000—$2,499

Chris and Sara Addicott
Paul and Laurie Ahern
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Rodney and Mary Jo Bench
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Masuma and Sam Henry
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$500—$999

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Randy Honnette
Roger Honz
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Terry Jewell
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Jack and Peggy Mc Clintock
Melody Mc Cutcheon
Allison Mc Fadden
Katherine and Tom Meadowcroft
Barbara Merrifield
Keith Merrifield
Julie Metteer
Tom and Jean Mohrweis
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Brooke Williamson
Nancy Wittels
Cheryl and Fred Wood
Ann Wyckoff

An unhygienic “hanging toilet,” a common feature of the urban slums of Bangladesh

Corporations

$5,000 – $9,999
Arup
Laird Norton Company, LLC
Mercury
Microsoft Giving Campaign

$2,500 – $4,999
Hach
The Miller/Hull Partnership
Chicago Trading Company
Foster Pepper PLLC
Leach and Associates
Northwest Hydraulic Consultants
Rexonad Beaufort, Inc.

$1,000 – $2,499
Ascent Healthcare Solutions
Aspect Consulting, LLC
Celebrated Chefs
Exponential Entertainment, Inc.
Hillis Clark Martin and Peterson
J.A.S. Design Build, Inc.
Northwest Travel Professionals
Point B
Saranjan, Inc.
Starbucks Matching Gifts Program

$250 – $999
Terex Corporation
Jet Parts Engineering, Inc.
Google Matching Gifts
HDR Engineering
D and M Imp., Inc.
David Evans And Associates, Inc.
Experts On Sight, LLC
GSI Water Solutions, Inc.
Lake and Company Real Estate, Inc.
Slalom Consulting
Verizon Foundation
Chicago Tribune Foundation
Boeing Employees Credit Union
Ensynch
Imagetag, Inc.

Foundations

$40,000 and above
Anonymous Donors
Covenant World Relief
Laird Norton Family Foundation

$10,000 – $39,999
The Dorthea Haus Ross Foundation
Ethiopian Orphan Relief, Inc.
Lenore Hanauer Foundation
Seattle International Foundation
Tomberg Family Philanthropies

$2,000 – $9,999
The Atticus Trust
The Landegger Charitable Foundation
Paramitas Foundation
Bill and Melinda Gates Foundation

$500 – $1,999
M. J. Murdock Charitable Trust
Review Foundation
Thomas and William Gilbane Foundation
United Way Of King County

Our projects free up women and girls so they can go to school, breaking the cycle of illiteracy and poverty.

Educational, Civic, and Religious Organizations

$1,000 and above

Cleveland Catholic Forum
Edmonds Unitarian Universalist Church
Korea International School
Mc Minnville Covenant Church
Operation Dig Deep
St. Joseph School
Unified Society Of South Asians
Wellesley Hills Congregational Church

$250 – $999

Abundant Life Assemblies
Blaine Memorial United Methodist
Chase Lake Elementary School
Community Church, Boulder Junction
Covenant Church Of Trailer Estates
Edmonds School District #15
Fauntleroy United Church Of Christ
Fellowship Of Reconciliation
Greenwood Elementary PTA
Immanuel Presbyterian Church
Kitsap County Housing Authority
The Learning Tree
Montlake Elementary School
Northwest Social Work
Rainier Valley
Unitarian Universalist Congregation
Seattle School District
Soroptimist International of Auburn
St. Anne School
Wake Up! Explore Your Passion
The Well Covenant Church
World Water Association

How Your $1 Was Spent in 2010

$1,029,738	Total income
83%	Percentage spent on program activities

For just $75, Water 1st provides safe water, a toilet, and hygiene education for one person for life.

Thanks to your generous support, our total annual income in 2010 was $1,029,738. Total expenditures were $1,075,503, of which $897,468 (83%) supported our program activities. More than 70% of our funding comes from individual supporters, giving us sustainable support in any economic climate.

Ensuring your donations are spent efficiently and effectively

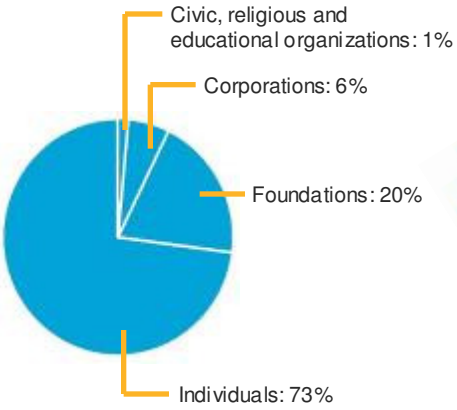
While the general percentages are one way of evaluating a nonprofit, we also encourage supporters to look closely at program outcomes. What you accomplish with the funds you expend on program is at least as important as the relative percent of money spent on program versus administration and fundraising.

Every water and sanitation project is working on its first day of use, when the ribbon is cut and the photo of happy villagers is taken. The real test of a water and sanitation program is what happens next. If the hand pump starts to break down or the pipes start to leak, are community members adequately trained to make repairs? Are funds being collected from water users on a regular basis in order to buy spare parts?

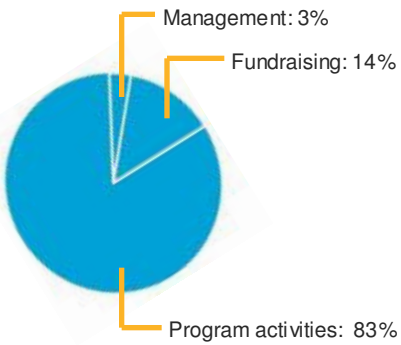
That's why we are diligent in selecting, evaluating, and monitoring the ongoing work of our partner organizations. If we get it wrong, our donors' funds are wasted, but our beneficiaries suffer the greatest consequence: a return to the drudgery of carrying water from distant, contaminated sources.

Water 1st is unique in its program support and monitoring. Because of our intensive monitoring efforts, Water 1st can say with confidence that 100% of our projects are still in operation today.

2010 Revenue Sources



2010 Expense Allocations



Statement of Activities and Changes in Net Assets Year Ended December 31, 2010

Support and revenue	
Special events revenue, less $578,891 of contributions included below	$94,750
Less: cost of direct benefits to donors	(104,367)
Net special events revenue	(9,617)
Contributions	897,130
Grants	136,550
Other income	4,673
Interest income	1,002
Total support and revenue	**1,029,738**
Expenses	
Program services	897,468
Management and general	34,406
Fundraising	143,629
Total expenses	**1,075,503**
Change in net assets	(45,765)
Net assets, beginning of year	147,731
Net assets, end of year	$101,966

Copies of our 2005-2010 Form 990s and audited financial statements are available at Water 1st International's website, Water1st.org, or call us at 206.297.3024.

WATER 1ST INTERNATIONAL
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