For Blood:Water, 2015 may be best summarized in these words: “Achieving results while right-sizing for greater impact.” As you review our annual report, we invite you to join us in celebrating the continued results of the WASH and HIV/AIDS programming in Africa, as well as the organizational strengthening activities we’ve facilitated with our partners in Africa.

Lives have been saved through improved access to safe water, sanitation, and education and treatment related to HIV/AIDS. Communities have been strengthened through the leadership of their own community health promoters, WASH committees, and HIV expert patients. These are some of the core indicators we believe will contribute to generational impact and stronger communities.

On behalf of our board, staff, implementation partners, and constituents, thank you for partnering with us to end the HIV/AIDS and water crises in Africa.

Gratefully,

Aaron Sands
Director of Operations & Interim Executive Director
2015 TIMELINE

As we look back over the last year, these are some of the highlights.

**Save a Drink, Save a Life campaign**
Donors saved their drinks for communities in southern Rwanda. Today two of those communities have clean water access for the first time.

**Partner Summit in Nairobi, Kenya**
Our first summit allowed all of our partners to spend a week learning, sharing, engaging, and building relationships, resulting in an enriched understanding of the different ways we can serve people in communities burdened by HIV/AIDS and a lack of clean water.

**Wally visited Zambia and Mozambique**

**Drill It & Fill It campaign**
WAY-FM listeners provided a drill rig that will provide clean water access for years to come and 2,941 biosand filters for families in Zambia.

**Hope in the Dark event**
The Knoxville event raised more than $100,000 for Ethiopia. HIV-affected families are now receiving basic need assistance, including medical, psychosocial, and spiritual care, as well as gardening training to increase food security.

**Kids for Change**
Kids across the country hosted Lemon:Aid stands and collected change for The Walter Project to make a difference in Africa.
Co-founder Jena Lee Nardella’s memoir, “One Thousand Wells,” released
Following the release of the book, staff joined Jena on a book tour across the country.

1000:1000 campaign
We spent the one thousand hours surrounding the release of “One Thousand Wells” providing clean water to 800 school kids in Kenya.

Vision Trip to Zambia
Sally Kuhn, a dedicated online fundraiser, won our Be the Movement competition—a chance to join us on the trip. Her time in Zambia “marked her heart forever,” deepening the relationship and partnership felt not just by her, but also the community members who had the opportunity to meet a faithful supporter.

Very Jerry Christmas campaign
Our generous donors raised money to provide 1,339 families with clean water.

Farm event with Little Big Town
The Nashville event ensured access to clean water for 6,350 people.

Red Tie Gala event
Supporters gathered in Nashville to celebrate World AIDS Day and the accomplishments made in the fight against AIDS. The event raised funds to ensure the operation of the Tumaini Medical Center for another year.

New Life Medical Center maternity ward completed in Uganda
Funded by Blood:Water, the maternity ward creates a safe environment for moms to deliver babies, and a place for HIV-positive mothers to receive pre- and postnatal care.

Digital data training launched in Zambia
This was the first step in providing each of our partners with iPads and software to allow for real-time data collection, monitoring, and evaluation to reduce data-entry errors, sync data for easier sharing, and lead to greater impact in communities.

Red Tie Gala event
Supporters gathered in Nashville to celebrate World AIDS Day and the accomplishments made in the fight against AIDS. The event raised funds to ensure the operation of the Tumaini Medical Center for another year.

Very Jerry Christmas campaign
Our generous donors raised money to provide 1,339 families with clean water.
WATER IMPACT

**ETHIOPIA:**
- 514 trained in safe water practices
- 514 household water purification systems provided
- 290 received improved access to sanitation
- 56 learned proper hygiene practices

**KENYA:**
- 1,661 trained in safe water practices
- 7,850 provided with access to safe water
- 5,824 received improved access to sanitation through the construction of 1,071 latrines
- 7,239 learned proper hygiene practices

**RWANDA:**
- 297 trained in safe water practices
- 3,394 provided with access to safe water through the construction of 4 new water points
- 243 received improved access to sanitation through the construction of 40 latrines
- 1,640 learned proper hygiene practices

**ZAMBIA:**
- 425 trained in safe water practices
- 2,977 gained access to safe water through the provision of 425 household water filtration systems
- 1,824 received improved access to sanitation through the repair of 80 latrines
- 49 learned proper hygiene practices
HIV/AIDS IMPACT

ETHIOPIA ACT
45 tested and counseled for HIV
270 received HIV/AIDS education
586 enrolled for care and treatment

KENYA: TUMAINI CLINIC
2,521 tested and counseled for HIV
10,835 received HIV/AIDS education
2,388 enrolled for care and treatment

KENYA: LWALA COMMUNITY HOSPITAL
4,564 tested and counseled for HIV
14,293 received HIV/AIDS education
6,308 enrolled for care and treatment

UGANDA: NEW LIFE MEDICAL CENTER
3,152 tested and counseled for HIV
2,108 received HIV/AIDS education
656 enrolled for care and treatment
FUNDRAISER FEATURES
Take a look into the campaigns of some of our amazing and inspiring fundraisers!

SALLY KUHN: THE RACE FOR CLEAN WATER CONTINUES
Sally has been running and mobilizing her community with Blood:Water for a while now, and last year she even won our Be the Movement competition—a chance to join us on a vision trip to Zambia. She said the time “marked her heart forever.” Now she’s back, still running and still inspiring her friends, family, and all of us at Blood:Water.

BRAD ZINNECKER: FARTLEK FOR AFRICA
Brad set a goal to break the 1,200-mile barrier in 2015 and raise $2.50 for every mile he ran! Fartlek is a type of training run that means “speed play” in Swedish. Since Brad planned to reach his 1,200 miles at various speeds over various terrains, he was fartleking for Africa, sharing the work of Blood:Water with his network along the way.

ANNIKA SLEENHOF: RUNNING WATER 5K
As a freshman at Ravenwood High School in Brentwood, Tenn., Annika hosted the Running Water 5K. She created a logo, website, and t-shirts; recruited volunteers; and lined up lots of local sponsorships to make the day a success. More than 90 people showed up to run and provide clean water to our friends in Africa.

HOPE LUTHERAN CHURCH VBS: THE WALTER PROJECT
Hope Lutheran Church selected The Walter Project as a way to introduce kids attending their Vacation Bible School to their mission to “share the hope of Jesus with a world in need of hope.” Over the course of three weeks, 1,706 kids from Greece, NY, learned about the water crisis in Africa and were so eager to help!
FINANCIAL UPDATE

Even as we continued strong programmatic work in 2015, we initiated some critical decisions internally toward “right-sizing for greater impact.” Blood:Water faced and persevered through a significant amount of organizational change in 2015. Since 2012, we had undertaken strategic growth with a view toward increasing our programmatic funding and capacity. While we experienced significant income growth in 2013 and 2014, the related expense growth was unsustainable.

Therefore, in early 2015, we initiated some drastic changes in order to best steward donor dollars for the future. This included:

• Significant changes in leadership and personnel representing a 25 to 30 percent decrease in HR/personnel expenses;

• Aligning the organization more closely to our mission in order to create deeper and more defined impact;

• Restructuring the organization to execute these refined strategies and plans; and

• Developing new constituencies and relaunching certain programmatic elements.

As of May 2016, we are experiencing benefits from these right-sizing steps, and are more strongly positioned to deliver on our mission for years to come. Please contact us if you have any questions or desire for additional information.

We also recommend visiting our GuideStar page to learn more.
SHORTEN THE WALK IN 2016

Even as we celebrate the communities that received clean water in 2015 because of the generosity of our donors, we recognize that the water crisis rages on. We acknowledge that the urgency behind our work to provide clean water is real, and we once again commit ourselves to standing with our partners and the members of the communities where they are working to continue on the path toward health and life, hope and dignity.

Because of that, we are so excited to launch into new work in Mozambique this year! We are also encouraged by the work our partners are continuing to do in Ethiopia, Kenya, Rwanda, Uganda, and Zambia, because their commitment and your partnership are bringing change and hope to communities like Alfred’s:

vimeo.com/167303514
As we work to shorten the walk to clean water for our friends in Africa, we are also continuing to work toward zero AIDS-related deaths, zero new HIV infections, and zero discrimination through our Project Zero initiative.

We believe that we will see the end of the HIV/AIDS crisis in our lifetime, and we know that to get there we must remember that we are not just fighting a virus, but shame and stigma as well. So much of the battle against HIV happens in clinics and hospitals, but true transformation happens when the whole person is addressed.

A beautiful example of this is the work happening at the Tumaini Medical Center in Isiolo, Kenya, where our partners are helping to transform the community and end stigma one person at a time.

[vimeo.com/147917384](https://vimeo.com/147917384)
**Ethiopia ACT**
Supporting families in Suki, Ethiopia, that are infected and affected by HIV through medical, psychosocial, economic, and educational programs.

**Food for the Hungry - Kenya**
Providing medical services for the HIV-positive populations of target communities in Marsabit County, Kenya, alongside water, sanitation, and hygiene services.

**Food for the Hungry - Uganda**
Providing high-quality, family-oriented, integrated care and medical services for the HIV-positive population of Kitgum, Uganda.

**Lwala Community Alliance**
Delivering improved health and well-being through multi-dimensional services for the HIV-affected community in North Kamagambo, Kenya.

**MOUCECORE**
Partnering with local communities to provide clean water, and promote improved sanitation and hygiene practices in the Nyamagabe District of southern Rwanda.

**Seeds of Hope International Partnerships**
Bringing clean water and HIV/AIDS support across rural and peri-urban areas of Ndola, Zambia.
BOARD OF DIRECTORS

Kevin Clark, Chair
Clark Wealth Advisors of Raymond James
Holland, MI

Jay Parks, Treasurer
Sagamore Institute
Zionsville, IN

Jena Lee Nardella
Praxis
Palo Alto, CA

Caitlin Glover
Clinton Health Access Initiative
Tampa, FL

Brad Gibson
Ascend Advisory Group
Columbus, OH

Steven Garber (Emeritus)
The Washington Institute
Burke, VA

Porter Delaney (Advisory)
Kyle House Group
Washington, DC

Scott Morris (Advisory)
Oracle Health Sciences
Raleigh, NC