



wine to water®  
2018 - 2019 ANNUAL REPORT



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# Why are you here?

We believe that the world is made better by people coming together and caring for the needs of others.

# How will you help?

We are committed to supporting life and dignity for all through the power of clean water.

## BOARD OF DIRECTORS

Brent Fewell | Lindsey Ueberroth | Doc Hendley | Usha Rao-Monari | Tim Ogden  
Carol Kinstle | Susan Bunda | Fonda Hopkins | Kristine Davis | David Cuthbert

### RAITOLE, NEPAL.

(From Left) Roshani Karki, National Program Manager, Naramaya Rai, President of the Raitole Water User Group Committee, David Cuthbert, CEO W|W.



# DEAR FRIENDS,

This past year has been highlighted by many exciting developments. First and foremost, we have added a fourth international office in Arusha, Tanzania. Secondly, W|W has reached over 87,000 people with clean water. In the spirit of building community, we see the importance in partnering with other organizations that share our values and passion for this work. W|W has built a water implementation partner network including more than 30 international organizations.

For me, the development of our international offices, programs, and partner networks is the realization of a vision we set out to be a part of a long time ago. Witnessing this transformation and having the privilege to be a part of this great work is very special to me.

Our office, located in Arusha, Tanzania, is special for many reasons. Fifteen years after Doc started this organization and did his first work in East Africa, we have come full circle with an established operation in this part of the world.

Years ago, our Dominican team trained this Tanzanian team in ceramic filter production. Before W|W was involved, they were providing the means for clean water to thousands of people in East Africa under the name of another organization, Safe Water Now (SWN). We quickly and eagerly agreed when SWN asked W|W to merge their operation with our global efforts and build on the great work they established.

This decision has already proven to be a great way for W|W to make best use of our global expertise in a new location, share best practices and knowledge, and expand our ability to reach people in an extremely efficient way.

As we strategize ways that support our mission through sustainable growth, this partnership model will remain a strong consideration.

None of this is possible without a community who shares in the vision of clean water for those in need, striving to make a better world for all. More than ever, there is a network of people, partners, and programs that are coming together to address the most profound challenges we face on a global level. W|W is committed to playing its part to making the world more sustainable for the next generation. All of this starts by providing clean water. For those of you who support this organization and mission, this story of building something bigger than ourselves is as much your story as it is ours. Enjoy reading about your impact on the pages that follow.

Thanks for being on the ride,



A handwritten signature in black ink, appearing to read 'D. Cuthbert', written over a white background.

David Cuthbert  
CEO, WINE TO WATER



**S T A T S**

**A L L T I M E**

Lives Impacted:	822,225
Countries:	39
Communities:	332
Sawyer Filters:	22,423
Ceramic Filters:	18,317
Water Access Systems:	225
Latrines:	156
WASH Trainings:	715
Water Committees:	2

Project implementations: 1,168

**T H I S Y E A R**

Lives Impacted:	87,800
Countries:	20
Communities:	125
Sawyer Filters:	4,255
Ceramic Filters:	2,750
Water Access Systems:	2
Latrines:	7
WASH Trainings:	260
Water Committees:	2

Project implementations: 279

# Sustainable Growth

Since 2008, the Wine To Water team has grown in tandem with the increase of lives changed by clean water.

**DATA**

JULY 2018 - JUNE 2019

**5**  
OFFICES



**57**   
TEAM MEMBERS

**36**  
INTERNS

United by our desire to bring  
clean water to the world.

T E A M



U . S .



D O M I N I C A N R E P U B L I C



T A N Z A N I A



N E P A L



C O L O M B I A

# A Global Mission



Pyauli, Nepal

**W**ith five offices spanning across the globe, W|W is committed to fulfilling its mission to support life and dignity for all through the power of clean water. But clean water is not just changing the lives of those who receive filters or tap stands in the field, water is changing the lives of partners, volunteers, chapter leaders, and many more.

W|W programs reach and connect people from across oceans and cultures, uniting them for the sake of one powerful cause. Although our first and greatest mission is clean water, so much

more flows from the community and effort that comes before and after a ceramic filter is delivered in East Africa or a tap-stand is built in Nepal. Our programs are all unique but crucially woven together to support the cycle of providing clean water to those who need it.

As you explore our various programs in the following pages, see how everything is built to support and drive our impact further and deeper into the lives of those we serve alongside. We hope that you too can find your place in these pages.



# Colombia

**T**he Amazon River is the largest channel in the world, but industrial pollution prevents thousands of people from using it as a healthy water source. Harvesting rainwater is an alternate method of obtaining water in Colombia, but asbestos and other contaminants put many at risk for waterborne illnesses. W|W also has to be intentional in fighting hand-out dependency along the Amazon, encouraging local engagement and stronger sustainability.

This intentionality starts with building trust through relationships. By investing in our W|W team, our Amazon office is able to invest in the people of Colombia, and it shows. We've transitioned from well rehabilitation toward community development through the use of the Sawyer filter.

Creating online filter training courses and hosting WASH (Water, Sanitation and Hygiene) education workshops better equips staff to conduct surveys, distribute filters, and follow up with beneficiaries in more sustainable and meaningful ways.





### ON THE GROUND

After the successful rehabilitation of many damaged wells throughout our current project locations, W|W Colombia is now redefining our strategy to optimize Sawyer filter use, community engagement, and expansion throughout South America.

## DATA

JULY 2018 - JUNE 2019

**3,038**  
LIVES IMPACTED

**21**   
COMMUNITIES

 **25**  
WASH  
TRAININGS

**436**  
FILTERS  
DISTRIBUTED

# Dominican Republic

**A**lthough the Dominican Republic is known as a popular resort destination, the local population suffers from water scarcity and contamination. Children and adults alike often experience waterborne diseases due to their lack of access to safe clean drinking water. Their only other option is expensive bottled water, which would only accumulate plastic waste and further contribute to local pollution problem.

The W|W ceramic filter factory is changing the water landscape in the DR thanks to the innovative and locally sourced technology created by passionate team members and volunteers. With the “keep-it-local” mindset, the W|W team developed a micro-finance system to spawn new enterprise and combat poverty. Selling the filter at a low subsidized cost allows community members to take ownership of their filter, ensuring better upkeep, while allowing the DR team to hire and pay factory workers to produce even more filters.

With every new filter molded by our team, the physical and financial health of local communities continues to improve as steadily as water flows through our ceramic filters.



## DATA

JULY 2018 - JUNE 2019

**8,993**  
LIVES IMPACTED

**33**   
COMMUNITIES

 **68**  
WASH TRAININGS

**1,531**  
FILTERS DISTRIBUTED

### ON THE GROUND

W|W Dominican Republic continues to implement sustainable clean water solutions through our ceramic water filters, which help eliminate health issues and plastic waste.

# Nepal

Since the 2015 earthquake that devastated the region, communities like Raitole and Kalyanpur have not only healed, but have begun to thrive in the powerful wake of consistent access to clean water for every home. Women and children once had to walk for hours to collect unsafe drinking water, families now have access to clean water right outside their door.

Through the implementation of tap stands, WASH education programs, EcoSan latrines, and economic development trainings, water is proving to be just the beginning of community transformation. Children are attending newly built schools, farmers are harvesting healthy crops, communities are growing in numbers and commerce, and women are being empowered as leaders of Water User Committees.

This upcoming year, we will be tripling our implementation capacity in Nepal. Our team has expanded to meet the needs of holistic WASH in six new communities. With the same phased-approach of asset-based development, we know that water will continue to flow through long after W|W phases out.



### ON THE GROUND

Throughout the Madi region, our water systems and WASH education programs continue to advance agricultural improvements, women's equality, children's education, and local commerce.

DATA

JULY 2018 - JUNE 2019

1,040  
LIVES IMPACTED

9  
COMMUNITIES

15  
WASH  
TRAININGS

99  
TAP STANDS

# East Africa

In January, W|W was trusted with another ceramic filter factory very much like our Dominican Republic factory. The Safe Water Now organization passed operational control to the W|W team to continue building on the amazing work being done in and around Arusha, Tanzania.

The East Africa factory produces filters while providing sustainable enterprise through filter sales to the surrounding region. Through the sales of ceramic water filters, beneficiary engagement increases in terms of filter use and maintenance. This sustainable model promises to keep filter production flowing.

While our newest location is still onboarding and building strategy that aligns with our systems and process, W|W East Africa is running well and is continuing the amazing work passed on from SWN. W|W has already had the opportunity to distribute and implement a large number of filters that are benefiting the people of Tanzania in a short time.



## DATA

JULY 2018 - JUNE 2019

6,205

LIVES IMPACTED

7



WASH TRAININGS



819

FILTERS  
DISTRIBUTED

### ON THE GROUND

Coming in with the same momentum that SWN initiated, W|W is looking forward to building off their growth and expanding our work with ceramic water filters in East Africa.

# Disaster Relief

## Prepared for Anything

In a disaster scenario, clean water security and access immediately becomes a major issue.

W|W has been actively investing in our ability to respond to disasters in the states and abroad.

A major source of growth for W|W disaster preparedness comes directly from our Filter Build Program, where companies and individuals alike build Sawyer water filters as a team building activity. Additionally, W|W recently developed an online filter use and cleaning program that allows partners to distribute filters effectively and sustainably. With filters sponsored in advance of disasters, prepositioned, and in our trusted partners' hands, W|W is able to reach those in need at the exact moment trouble strikes.

## Acting Fast in Mozambique

On March 14, Cyclone Idai devastated the people of Mozambique and other surrounding countries. In response to this disaster, W|W immediately set out to distribute 1,500 filters to the people of Mozambique.

Partners at Hope WorldWide and Ugandan Water Project jumped to action, distributing filters and training people to use and clean the filter. W|W is continuing to develop our disaster preparedness initiatives so that the success of our work in Mozambique can be replicated in areas struck by unexpected devastation.





### ON THE GROUND

W|W has been expanding its capacity to respond to disaster situations at a moment's notice through strong partnerships, distribution trainings, and increased production of Sawyer filters.

## DATA

JULY 2018 - JUNE 2019

27,397

LIVES IMPACTED

6



PARTNERS



5

COUNTRIES

1,799

FILTERS  
DISTRIBUTED

# Filter Builds

The W|W Filter Build Program has been rapidly growing throughout the fiscal year of 2018-2019. This growth is fueled by partners like Ecolab who built more than 1,500 filters in a single day across six different countries. Hundreds of global Ecolab employees engaged with the program, developing not only team-oriented skills, but gaining better understandings for their roles in Corporate Social Responsibility (CSR).

The Ecolab Foundation ensures that partners like W|W fit their guidelines within focus areas of Youth and Education, Civic and Community Development, Arts and Culture, and Environmental Conservation. According to Ecolab representatives, they found that W|W was a great fit and their teams were ready to engage as soon as they entered the filter build setting.

Ecolab is continuing to build on their impact by strengthening their partnership with W|W and bringing even more people into this unique opportunity. By pulling more company divisions and customers into the impact of clean water, Ecolab is setting a powerful ripple effect into motion through their partnership with W|W.



..... “ .....

**THE ENERGY OF IT ALL  
JUST REALLY TOOK OFF.  
EVERYONE GOT REALLY  
EXCITED.**

**- MAGEN, ECOLAB MINNESOTA**

..... ” .....



São Paulo, Brazil



## DATA

JULY 2018 - JUNE 2019

6,504

PARTICIPANTS

59

EVENTS



9,221

FILTERS BUILT

### ON THE GROUND

Our growing filter build program greatly empowers our ability to provide long-term water solutions and timely responses to the people who need it most wherever they may be.

# Inspired Giving

The W|W community is made up of a variety of people who are all inspired to give in one way or another. Edward Doughty is one member of the W|W community inspired to give in more ways than one.

Moved by W|W Founder Doc Hendley’s story, Ed felt called to make a difference that paralleled the mission of clean water. As a Chapter leader, Tap member, and Global Advocate, Ed has found ways to empower and support communities no matter where they may be.

This sense of connection was reinforced through Ed’s global experiences in Uganda, Nepal, and the Dominican Republic. The impact Ed witnessed in the field transformed the way he saw his life, relationships, and purpose. In his own words: “It made me a better man.”

Ed brought the impact of clean water back home as he continued to embody the culture of W|W wherever he went. He implemented sustainable values within his local business, shared stories of his global experiences, and made the additional commitment to give monthly as a Tap member.

W|W is thrilled to be a part of stories like Ed’s and so many others. As more people join the cause for clean water, more drops are being added to the bucket and every ripple carries an inspiring story worth telling. No matter how you may be involved with W|W, your impact is making a difference on a local and global scale.



**“WHEN YOU REALIZE THE QUALITY OF THE WORK BEING DONE, IT MAKES IT EASY TO GIVE.”**

**- ED DOUGHTY**



## ON THE GROUND

By hosting events, traveling through global experiences, or giving regularly through the Tap, W|W community members are incredibly active in helping our organization accomplish our mission.



Pairs well with clean water.

[WINETOWATER.ORG/WINE](http://WINETOWATER.ORG/WINE)



**WINE BOTTLES SOLD**

**28,264**

W|W wine program provides great opportunities to raise a glass and impact the water landscape all over the world.

**DATA**

**JULY 2018 - JUNE 2019**



**212**

TAP MEMBERS

**\$119,076**

TAP FUNDS

**50+**

EVENTS

**250**

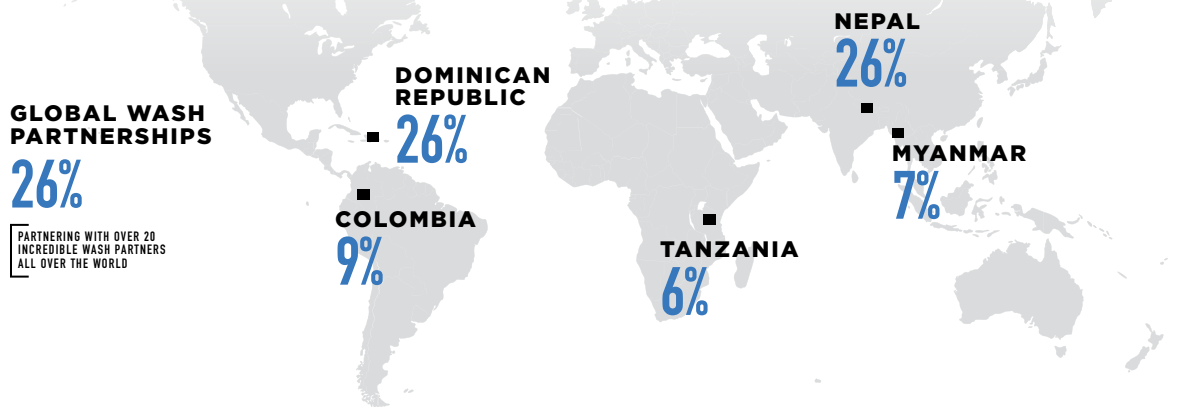
GLOBAL ADVOCATES

**75+**

FUND RAISERS

# FINANCIALS

## Program Distribution Percentages



## Consolidated Statement of Financial Position

As of July 18, 2019 with comparative totals from 2017/2018

### Assets

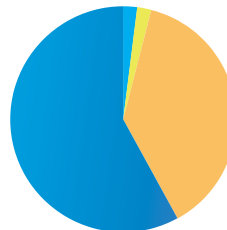
	18-19	17-18
Cash	\$161,827	\$169,730
Receivables	\$26,450	\$76,516
Other Current Assets	\$24,240	\$47,486
Inventory	\$81,498	\$82,209
Fixed Assets & Property	\$1,446,196	\$1,340,852
<i>*less accumulated depreciation</i>		
<b>Total Assets</b>	<b>\$1,740,211</b>	<b>\$1,716,794</b>

### Liabilities

Accounts Payable	\$82,912	\$82,014
Deferred Revenue	\$30,161	\$60,945
Accrued Expenses	\$61,467	\$106,427
Other Current Liabilities	\$171,067	\$64,741
Long-Term Liabilities	\$943,807	\$1,006,326
<b>Total Liabilities</b>	<b>\$1,289,414</b>	<b>\$1,320,454</b>

### Net Assets

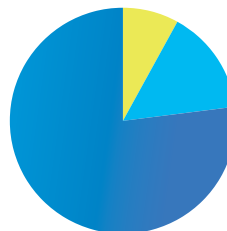
Unrestricted	\$396,340	\$23,677
Temporarily Restricted	-	\$51,746
Net Revenue	\$54,457	\$320,917
<b>Total Net Assets</b>	<b>\$450,797</b>	<b>\$396,340</b>



### 2018/2019 Revenues

- 55% Contributions
- 40% Program Revenue
- 3% Rental Income
- 2% Merchandise

**Revenues: \$2,323,760**



### 2018/2019 Expenses

- 76% Programs
- 15% Development
- 9% General & Administrative

**Expenses: \$2,139,051**

\*These numbers are based on information available as of July 18, 2019. Complete audited financial statements available at [winetowater.org/financials](http://winetowater.org/financials)

# Your team wants to do work that matters. We can show you how.

[winetowater.org/impact](http://winetowater.org/impact)



Doing good is good business. Become an impact partner with us and build your own CSR initiative for the betterment

of not just clean water, but health and wellness, education, women's empowerment, and socio-economic opportunities.

# wine to water®

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winetowater.org

## WHAT'S IN THE NAME?

For us wine represents the opportunity to gather around a table, share a meal and build relationships as friends. The Wine To Water community spirit is fueled by our passion to transform lives through the power of clean water. Join us, everyone has a seat at this table.

