Abundant Water

Annual Report
· 2016 ·
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Our mission

663 million people in the world do not have access to safe water.

In Laos over 1.5 million people still lack access to safe drinking water. In Nepal, it’s over 2.2 million. Not only can drinking unclean water spread potentially fatal water-borne diseases, but making water drinkable also places a heavy burden on women and girls. Women and girls bear the responsibility for collecting water and firewood and spend lots of time boiling water over an unhealthy, smokey fire to make it safe.

**Abundant Water** supports rural communities to gain sustainable access to safe water. By sharing our clay-pot water filter technology with local potters, and educating and training vendors within the community to market and maintain these filters, we empower individuals and communities to produce their own clean water.
Our approach

We create sustainable change by:

- Training local potters in clay-pot water filter technology to produce filters for communities

- Training local vendors to market and maintain these filters and helping them develop a sustainable and local social business

- Partnering with local organisations to achieve our objectives and increase their capacity

- Working with communities to increase their understanding of hygiene and sanitation and the importance of clean water

So far we have successfully applied our approach in Laos and are piloting a second project in Nepal. Our vision is to continue partnering with local organisations and sharing our knowledge of water filtration systems and social business to give as many people as possible access to clean water.
Our values

Responsibility – we take ownership of our actions

Empowerment – we believe in giving communities the tools to produce their own clean water

Learning – we readily question our assumptions

Reflective Action – to continually improve we think, act, reflect and then repeat

Collaboration – we work with partners to build communities

Integrity – our work is reflected in our life and our life is reflected in our work
From the Chair

Stuart Forsyth, Chair

In 2009 I heard Muhammad Yunus address an aid and development audience at Parliament House. He spoke of Social Business as a ‘third way’ of development positioned between Capitalism and Socialism and how micro-finance was giving the bottom of the pyramid access to finance to develop their village economy. This concept introduced me to the measurement of the economy not only in profitability and output but also in social equity and progress.

**Abundant Water** is developing a Social Business Program based not on micro-finance but on vendor distribution networks. Our motivation is the same as for Muhamed Yunus; sustainable and economically efficient programs whereby the ‘bottom of the pyramid’ begins to participate in the economy and develops the capacity to provide for themselves.

In my own experience, I have noticed that business planning and accounting is becoming more ‘holistic,’ taking into account not only revenue but also social, environmental and generational impacts. Thus, I see a convergence happening both in the developed and the developing world as both Social Business and private enterprise respectively aspire to sustainability and the efficient employment of resources to maximise benefits.

Such a convergence means there are common experiences and lessons from established business practice that can inform and assist the development of our Social Business Program. For Abundant Water this means the application of simple practices such as cost-benefit analysis, responsiveness to the market and continuous improvement. But most importantly, the lesson from private enterprise that will have the greatest impact is the understanding that we, as entrepreneurs, can make it happen. We are not spectators but the major players! These practices become the bedrock of a successful business culture that then becomes more capable of delivering successful development programs.

Thus, as an organisation the challenge for our Social Business Program is not only to maximise the social benefits of our projects but to ensure we are developing sound business practices. Finally, I’d like to thank everyone, both in the field and in our organisation, who is dedicated to making Abundant Water happen and working toward putting both the social and the business in our Social Business.
From the Chief Executive

Sunny Forsyth, CEO

Welcome to the Abundant Water 2015/16 Annual Report. This was yet another successful year for us and has presented us all with the opportunity to reflect on our progress and our path forward. Eight years ago we set a goal to develop a response to the widespread need for clean drinking water that was both sustainable and scalable.

To give ourselves every chance of success we chose to borrow methods from the world of technology and business development. We used agile development and design thinking tools as they would help us to be flexible and prove an option was viable (through pilot and feedback) before committing substantial resources and time.

Given the uncertainty of our working environment, our aim was to avoid committing to activities that were out of touch with the local context. That was all too common in the projects we saw around us. Rather than committing fully to a long-term fixed framework we employed experimentation and iteration based lesson learning to build our knowledge of the communities and challenges we were working with. As we went we learned and our efforts guided us towards actions that were successful. Over time and through multiple iterations this success compounded.

When we made this decision it was new and admittedly we were scared. What we proposed was radical and was more at home in a Silicon Valley start-up rather than a developing country program office. Now with the benefit of hindsight we are pleased to say that this decision has worked. These methods have successively guided us to develop: technology that works in its environment; programs that deliver reliable and predictable health benefits; and local businesses that are able to scale and sustain these social impacts. We are not alone in seeing the benefit of applying business methods to this sector either. The Australian Government, for example, has developed an Innovation Exchange for social impact. It seems the idea that business and innovation principles belong in aid and development is now mainstream.
From the Chief Executive

So now the question is where to next. As is evident in our fieldwork report, our projects in Laos are thriving. They are offering reliable and sustained social benefit to their communities and are ready for scale so that they can benefit more communities. In order to support this scale we now seek to grow our organisation and our sustainable sources of funding. Social Impact Philanthropy and Investment are now commonly available in our sector and we are keen to explore how Abundant Water can engage with these new funding sources. Just as eight years ago we embarked on an uncertain course to develop our clean drinking water programs we now embark on a new journey to develop sustainable and scalable funding for those programs. This will no doubt be a challenging and exciting route, and we are ready. This is all in service of our original goal to develop a scalable and sustainable response to the need for clean drinking water and provide that benefit to as many as we can.

I would like to thank our amazing team, customers, local communities, donors, friends, and of course families for their ongoing support and commitment throughout the year.

Sunny Forsyth
In the field
In FY 2015/16, Abundant Water continued its valuable work in rural Laos and began operations in Nepal in August following the devastating earthquake.
Where we work

Laos
While Abundant Water's main workshop is in the capital Vientiane, we work in the northern provinces of Laos in some of the poorest and most remote communities in the country.

Nepal
In August 2015, Abundant Water began operations in Nepal following the devastating earthquake in April of that year. We are working in regions surrounding the capital Kathmandu and are helping local women become water filter vendors.
This year our major Australian Government Direct Aid Program (DAP) funded project aimed to install 790 water filters in Laos by September, with 519 already installed by the end of June.

Abundant Water spent the early part of the year meeting with potential partners and undertaking field visits to find the best project sites where filter installation would make the greatest impact by providing the most number of people with access to safe water.

The focus was on villages where there was most need but also best potential for vendor projects to succeed. Saisouboun province was chosen as it is one of the least served by National Government or Non-Governmental Organizations. Abundant Water partnered with dedicated local partner Association for Community Training and Development (ACTD) and began training their staff in filter installation, maintenance and testing.

**Abundant Water** installed trial filters in six villages in late 2015. We monitored use and community interest and completed field visits with the local district government environment staff. We then installed 360 more filters across 14 villages. The majority of these villages had 15 to 20 filters installed in the poorest households who would not be able to buy a filter.

Other people in these villagers have been encouraged to purchase filters. During this period AW staff have been busy producing 881 filters — 100 filters over our target. We have also been scoping for other partners to support the distribution and sales of filters for next year.
Our work in schools

We partnered with ACTD and with the Thai organisation, Child Dream, to install 76 filters in 10 schools in mountainous Xaignabouri province.
**Our social business model**

*Abundant Water* runs a successful social business vendor model. We have sold 80 filters to individuals to sell on to others in their villages. In Vientiane and Boulikhamxai provinces two vendors have already sold 60 filters between them. In Xiengkhuang province, one man is selling filters to replace those installed two or three years ago. Villagers who initially received free water filters are now paying for replacements, creating livelihoods for vendors in their villages and ensuring the durability of the *Abundant Water* model.
Our impact

100% of our filters are in use in the villages of Hoay Gor and Hart Kham three years after installation.

In 2013 **Abundant Water** installed filters in five villages in the very rural district of Nonghet, in Xiengkhuang Province on the border with Vietnam.

In 2015 the Laos Government Department for Rural Water Supply (known as Naam Saat) went to see how AW filters are performing by surveying households in the villages where our filters are installed. We received excellent feedback that 100% of our filters are in use in the villages of Houay Gor and Hart Kham.

Water quality testing in a field lab also confirmed that AW filters are removing pathogens to the limit recommended by the World Health Organization in 85% of the households surveyed. Improvements in health over the last two years were also shown, with 90% of households surveyed reporting a decrease in diarrhoea since they began drinking water from our filter.
Nepal

Following the Nepal earthquake, Abundant Water was approached by the Women's Rehabilitation Centre (WOREC) in August 2015 to aid Nepal’s recovery through our water filter vendor training program. Concept planning began in late 2015, followed by an intensive fundraising drive to support a pilot program in the first quarter of 2016.
Expanding operations

In Nepal, we have identified a filter supplier and purchased and tested 100 filters for our pilot projects. All filters passed water quality tests.

In addition, Abundant Water has conducted a full training course with twelve trainees and as a result three businesses are now active and selling filters. As part of this expansion of operations, Abundant Water is excited to welcome Laxmi Devi to the team. Laxmi works part-time supporting the Abundant Water project in Nepal.
When I heard that friends of mine were learning to sell water filters I begged my family to have this opportunity. My father studied at university in Australia and when he learnt this was an Australian inspired project he agreed to my wishes.

Now I have sold 30 filters. I even tell my friends about this on Facebook. I look forward to going out and socialising with my neighbours and selling them water filters at the same time.

I hope that my business can succeed. One day I want to rent a shop in the market so that I can sell even more filters, I will also be free to leave the house every day too.
Our partners

Community Development and Environment Association
Our people
Our team in Laos

Abundant Water has a dedicated team of six working on the ground in Laos. Our staff train new potters and vendors to make, sell and repair filters, help local entrepreneurs develop markets and business models, and monitor and measure our impact.
Our team in Laos

Program Manager
Rob Stroud is the Abundant Water Program Manager and joined us in 2015. He brings years of project management and WASH work experience from Latin America and Africa. Originally from the UK, his educational background includes Anthropology and WASH.

Master Potter
Noukham has been with Abundant Water since the beginning in 2008. She is a founding member and our kiln master, and the years of pottery expertise she brings is invaluable. Noukham is proud of the work she does training women to make water filters.

Potter
Thai has been with Abundant Water since 2013. She is rarely without a smile that brings serenity to the workplace and binds the Abundant Water family together. Importantly, Thai helps train new potters and assists in the monitoring and evaluation of our projects.
Our team in Laos

Potter
Keo started training as a potter in July 2013. She recently graduated from high school and in the future plans to attend college and study banking.

Potter
Sou Chang received a scholarship from the Australian Government (Laos Australia National Scholarship) to attend Laos National University. He recently graduated with a Bachelors Degree in Environmental Science. He started working for Abundant Water in February and has become an important member of the team busy making filters, overseeing filter testing and going to the field to help start new projects.

Potter
Por Chang is a first-year electrical engineering student at the Lao-Korea Institute. He started at AW in September and has quickly become an impressive filter maker; a task, he says he enjoys the most. Por Chang is not sure what he wants to do once he finishes his degree but currently enjoys working at AW with his brother Sou. When he is not working or studying he enjoys playing football and takraw.
Our interns

In 2015/16 Abundant Water hosted five interns in Laos from around the world. In addition to our continued partnership with Cranfield University we have also established a relationship with Laos National University to engage local students in Abundant Water’s operations and give them practical development experience. Our interns bring a range of experiences and perspectives to the Abundant Water program and we thank them for their contributions to our continued success.

“\n\nThis experience has challenged me to persevere at skills that do not come naturally to me, to keep an open mind in every new encounter and not to be afraid of making mistakes

- Colleen O’Brien, Abundant Water Intern
Our team in Canberra

Our Canberra-based team continues to grow and evolve. In 2015/16, we appointed four new directors and welcomed new grant writers, communications contributors, and recruitment assistants. We held a successful trivia night, formed new business partnerships, engaged the community through information stalls and events, and successfully pitched to The Funding Network Canberra.
Our team in Canberra

**CEO**

Sunny Forsyth started Abundant Water in 2008. He has spent the years since on the ground in Laos, doing Abundant Water’s development work, refining our filter and growing the organisation. He is continually inspired by the human spirit’s capacity for practical creativity.

**Chair**

Stuart Forsyth helped found Abundant Water in 2008 and is dedicated to developing a culture of innovation and enterprise that will spread our clay pottery water filter across the world. He is committed to family and community, both local and global, and is inspired by ordinary people working together to create something that transcends themselves.

**Secretary**

Jenny Dunstan is an experienced lawyer with over thirty years experience working in Canberra, Hong Kong, Melbourne and Brisbane. She specialised in contracts, government procurement, knowledge management and governance; but also has experience in developing legislation and managing litigation.
Our team in Canberra

**Treasurer**

Neha Pathak is an experienced chartered accountant, currently working for one of the big four accounting firms providing project finance support to government agencies. Being born and raised in India, Neha saw how difficult life can be for a lot of people in this world. She is passionate about giving back to the global community to help the less fortunate.

**Communications**

Mandy Gyles is a communications consultant specialising in international development and agriculture. Qualified as an agricultural scientist, with a background in radio and corporate communications, she has worked for a wide range of industry, government and media organisations. Mandy's passion for grassroots development attracted her to Abundant Water.

**Business partnerships**

Michael Goodyer served as an army officer for over 30 years in a variety of diverse locations overseas. As an environmental scientist he has also worked in product stewardship and is currently an advisor on environmental compliance in the military and government. Michael is committed to Abundant Water's approach of capacity building and empowering local people.
Our team in Canberra

Fieldwork Advisor
Tristan Skinner has worked in Lao PDR and Vietnam on World Bank water and sanitation projects and the Mekong River Commission. Tristan uses his skills to develop Abundant Water’s programs because he believes in the organisation’s community-based approach and working with Lao people on their sustainable solutions.

Volunteering
Jennah Robichaud works in the field of global learning at the ANU and is passionate about providing young people with transformative learning opportunities through intercultural experiences. Jennah was drawn to Abundant Water’s focus on reflective action, and its mission to bring local and international knowledge together for the benefit of all.

Senior advisor
Jay Caldwell is the Senior Adviser for Crisis Management within the Australian Department of the Prime Minister and Cabinet. Prior to the public service, Jay was a high school teacher and taught at the Canberra Institute of Technology. Jay is particularly interested in how collaborations can strengthen organisations that are taking action to empower communities.
# Finances

Abundant Water Inc  
Statement of Financial Position as at 30 June 2016

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash at Beyond Bank</td>
<td>$34,627.18</td>
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<tr>
<td>Cash at St George Bank</td>
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<td>$11,393.35</td>
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<tr>
<td>Cash at Laos Bank</td>
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<td>$0.00</td>
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<tr>
<td>Cash at RAWCS</td>
<td>$18,581.31</td>
<td>$10,979.00</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$53,208.49</td>
<td>$22,372.35</td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>$0.00</td>
<td>$0.00</td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td>$53,208.49</td>
<td>$22,372.35</td>
</tr>
</tbody>
</table>

Abundant Water Inc  
Statement of Income and Expenses  
for the period ended 30 June 2016

<table>
<thead>
<tr>
<th>Net Income</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
</tr>
<tr>
<td>Grants</td>
<td>$15,000.00</td>
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<tr>
<td>Donations</td>
<td>$58,120.52</td>
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<tr>
<td>Interest</td>
<td>$135.92</td>
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<tr>
<td><strong>Total Income</strong></td>
<td>$73,256.44</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
</tr>
<tr>
<td>Operational expenses - Laos</td>
<td>$67,203.00</td>
</tr>
<tr>
<td>International Program Development</td>
<td>$24,600.00</td>
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<tr>
<td>Bank Fees</td>
<td>$155.00</td>
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<tr>
<td>Other expenses</td>
<td>$462.30</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$92,420.30</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>($19,163.86)</td>
</tr>
</tbody>
</table>

Abundant Water Inc  
Cash Flow Statement  
for the period ended 30 June 2016

<table>
<thead>
<tr>
<th>Cash Flow from Operations</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Operating Income</td>
<td>($19,163.86)</td>
</tr>
<tr>
<td>Opening Cash Balance</td>
<td>$72,372.35</td>
</tr>
<tr>
<td>Closing Cash Balance</td>
<td>$53,208.49</td>
</tr>
</tbody>
</table>

Notes:
1) Opening cash balance includes Grant for $50,000 received on 24 June 2015, which was not reflected in the financial statements for the period ending 30 June 2015.
Finances

Income breakdown

0.2%

20.5%

79.3%

Grants
Donations
Interest

Expense breakdown

0.2%

0.5%

26.6%

72.7%

Operational expenses - Laos
International Program Development
Bank Fees
Other expenses

For more detailed financial statements please contact info@abundantwater.org.
Our donors

Rotary

Rotary Australia World Community Service

Australian Aid

Australian Ethical

The Funding Network Australia
Thank you!

We welcome feedback on this report or our operations and conduct. Please send any feedback to info@abundantwater.org.