

Faces of Hope

2016 ANNUAL REPORT



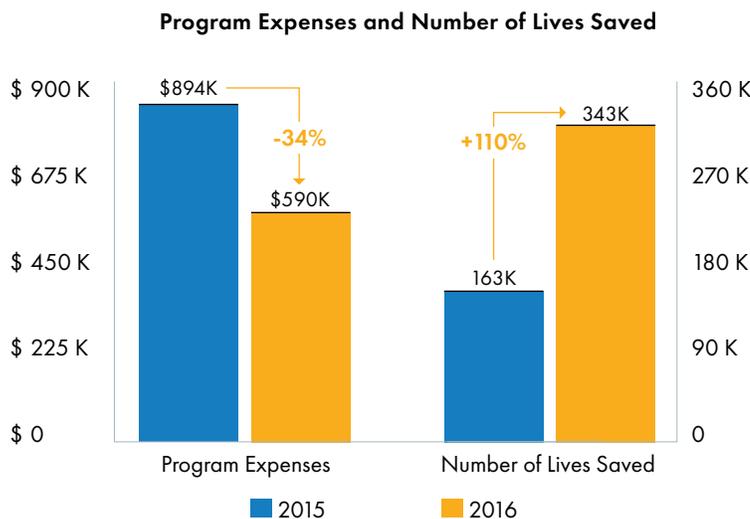
Safe Water Saves Lives



WATERSTEP'S MISSION IS SIMPLE: We save lives with safe water. In 2016 more lives were saved than ever before in our history. This year alone, 343,000 people are healthier because of WaterStep's mission. Families are spending less of their income on trips to the clinic and medicine. More money is available for food, school supplies and other necessities. Better health means more time to work, farm, and attend school, allowing those we help to become more productive members of society and to break the cycle of poverty.

IN 2016, WaterStep expanded our reach, adding 14 new international partners who extend our training and technology programs in their countries. These partners are using WaterStep's equipment and training programs in their own communities. They are local water ambassadors, creating sustainable, culturally acceptable programs. The impact has been phenomenal. There is a bright future for our partnering communities. They are already seeing the benefits, and WaterStep is honored to walk alongside them, every step of the way.

Cost vs. Impact



Partnerships, Projects & Training

	2015	2016	
Partnerships	3	17	↑
Projects	25	70	↑
Training	189	254	↑



BOARD OF DIRECTORS

Christian Condit, President | John Huber, Vice President

Garrison Cox, Secretary | Jason Waters, Treasurer | Kelley Dearing-Smith | Will Fishback | Kevin Nolan | Charles O’Koon | Carrie Owens

Financial Summary

Consolidated Statement of Activity

For Year Ended December 31, 2016

Revenues		
Total Income	\$	<u>914,000</u>
Expenses		
Programming		590,000
Fundraising		235,000
Administration		<u>157,000</u>
Total Expenses		<u>982,000</u>
Change in Net Assets		<u>(68,000)</u>
Net Assets at Beginning of Year		<u>1,295,000</u>
Net Assets at End of Year	\$	<u><u>1,227,000</u></u>

FOR NONPROFITS like WaterStep, the “Change in Net Assets” is the same as the difference between income and expenses, and can fluctuate annually from positive to negative. Our audited financial statements and Form 990s appear on our website under [“Financials.”](#)

The Game Changer

THIS YEAR, WaterStep improved the way it operates, allowing us to have a higher impact and reducing our costs. We are now able to reach more people through our New Virtual Training Program and International Storehouses. This has reduced travel expenses and costly training venues. The result is more people trained, more equipment in the field, and more lives saved. It is a game changer!



Letter from the Founder

RELIVING WHY WE DO THINGS

I heard a man once say, “Do work today that makes a difference 100 years from now.” That’s a daily mantra at WaterStep as we build a legacy to save lives with safe water. Recently, a frustrated friend made a comment while we worked on a multi-year project requiring tremendous time and sacrifice. “Now, remind me why we’re doing this again?” The two go hand in hand.

2016 was filled with some of our most extreme WHY stories. For example, in April, a nonprofit from Nigeria, Victims of Violence, visited WaterStep. Afterward, they asked if we would partner with them by using our equipment and training, as they are working with over 100,000 sick and dying refugees of the Boko Haram insurgency. Of course, we were delighted to help, and in December, Chris Kenning, one of our volunteer photojournalist, visited Nigeria and the Victims of Violence team to [tell the ongoing story](#).

CELEBRATING CREATES ENERGY

WaterStep’s innovation and manufacturing team was celebrated for its creation and design of our new medical-grade disinfection machine, the *BleachMaker*. Environmental Protection named it the 2016 Product of the Year.

COMMUNITY COLLABORATION FORGES A PATH

Writer Dorothy Parker said, “Creativity is a wild mind and a disciplined eye.” Ingenuity, perseverance, and fluidity culminate in the team at WaterStep. For over 20 years, our board, staff, volunteers, donors, and international leadership have grown. But we want more! We want to inculcate more direct communication between our international leaders and partners and encourage them to share and exchange information directly.

Now, across the globe using a new social media platform, these leaders are breaking through language and cultural barriers to have better access to each other by sharing best practices and micro-enterprise solutions. They are building their own leadership, too, and at the core of their trainings is WaterStep’s belief in the importance of training the trainers.

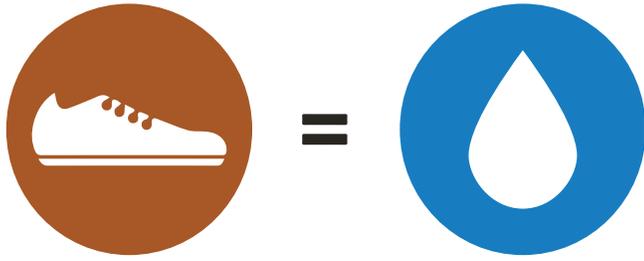
Here’s to reliving the memory, the celebration, and the collaboration of 2016 — all with the next 100 years in mind. We’re on the journey together.

Sincerely,



Mark Hogg, Founder and CEO

Growing Each Year



GROWING EACH YEAR, the shoe program generated \$123,000 in net income to support our mission. By collecting and donating shoes, individuals and groups can participate in saving lives with safe water. The shoes are also kept out of landfills and ultimately reach developing countries, allowing individuals to have affordable shoes and micro-business opportunities. The shoe program expenses are included in the fundraising expenses in our financials.

