



HEALING WATERS
INTERNATIONAL

HEALING WATERS INTERNATIONAL 2016 ANNUAL REPORT

Building Together



In 2016, we celebrated a milestone that brought a lot of joy to the hearts of our teammates—both at headquarters and in the field. We gathered the impact data from our clean water projects around the world and made the discovery that Healing Waters projects have now produced and distributed over 1 billion liters of clean water!

Without the support of our donors and the efforts of our staff, those 1 billion liters would have been consumed as dirty water. Those 1 billion liters would have represented millions of cases of water borne illness and sadly, thousands of deaths.

Together we have been able to build systems and infrastructure that has made the act of drinking clean water part of people's everyday life. We're incredibly grateful that God entrusted us with this mission and gave us the opportunity to help so many people gain permanent and affordable access to life-giving, clean water.

REFLECTIONS

As I sat down to write this letter (literally, no exaggeration) I looked up from my computer display out my office window and watched as around 30 noisy, rambunctious students from a nearby public school formed a line at our front door and then streamed loudly into the front lobby.

They were here to explore a new subject. They were loud and excited. They were here to learn about the Global Water Crisis and develop a plan to engage their entire school in making a difference about it by raising funds for the mission of Healing Waters International. This is the 2nd year in a row that their teacher, Kaela, has partnered with us in this way.

Looking back on all that was accomplished in 2016, I can say that it's only because of a steady stream of ministry partners of all ages and from all walks of life – students who are just learning about the water crisis, long standing ministry partners who generously give their money, volunteers who give weeks of their time, along with our stellar on the ground partner organizations who bring deep local relationships and long-term community presence. It takes all of us doing our part to realize the vision of turning thirsting people into thriving communities.


For HWI, 2016 can be summed up by the word built. Together we built up the capacity of our organization so we can execute projects on a greater scale and at a higher program quality. Together we built 66 water purification systems with the combined capacity to provide safe water access to an additional 66,000 people. And we built eternity-altering relationships with each other and with people in our project communities around the world by living out the gospel of Jesus, everywhere we went, as Jesus called us to do.

I have always believed that the best way to be introduced to somebody new is by someone who knows that person. In most communities where we work, lots of people have heard of Jesus. But when they receive life-transforming safe water in the name of Jesus, they are introduced to Him and His love in a new and very powerful way. In 2016 that's what we did, all of us together.

This Annual Report is intended to summarize and to celebrate the things that, by God's grace, we all did together in 2016. We even want to encourage you to say to yourself "I helped accomplish this" as you read it.

By God's Grace,
Rob Anthony
CEO, Healing Waters International



A close-up photograph of two young children, a boy and a girl, smiling warmly at the camera. The boy, on the left, is wearing a red and white striped shirt under a grey vest. The girl, on the right, is wearing a red dress with a white collar and has red heart-shaped hair ties in her hair. They are standing in front of a rough, light-colored wall. In the background, another child in a pink shirt is visible, slightly out of focus.

*"And let us not grow weary of
doing good, for in due season we
will reap, if we do not give up."*

—Galatians 6:9

PROJECTS NEW AND OLD

By John Correa, Vice President of Operations

“I get excited when I have the opportunity to travel to the field to see our new clean water project installations. I enjoy meeting the people who will receive safe water for the first time as well as the project partners that will keep the project running at its best capacity.”

On my most recent trip, I was caught up in the anticipation as we set up for the ribbon-cutting ceremony at the inauguration of one of our newest water projects in the Dominican Republic. This project was being implemented at a community called Tamarindo where our strategic partner, Food for the Hungry, has been engaged in ongoing community development. A community member generously donated some land so a building could be constructed to house the water treatment equipment. Members of the community could hardly wait to fill up their new 5-gallon bottles of water. During this same trip to the Dominican Republic, I had an opportunity to visit a Healing Waters water project that began in late 2003. The water store is located at La Hermosa

Assembly of God Church in the city of Cotui. The administrator of the church water store, Marcos, shared stories that are a testimony to the impact and empowerment of the Healing Waters Holistic WASH model.

Empowering the site management team to operate the water project as a business is a key part of the Healing Waters model. Marcos showed me a market analysis document with data that compared other water stores that have sprung up in the years since the water project opened in 2003. He explained that drinking water prices have been kept low in the community because of the church's pricing and how that has helped to maintain access to safe water for the very poor. Marcos mentioned their expansion

plan and how the new vocational building would also serve as an improved water distribution point with a design that will help with the flow of customer traffic.

I was able to hear about the project's upcoming goals from Marcos' father, the pastor of the church. Using funds from the water store, they plan to re-open a special-needs school by hiring a new teacher that will serve the needs of the deaf in their community.

The Church of La Hermosa is a great example of the impact a water project can have in a community and how it can empower a site leadership team to be engaged in ongoing ministry to the people they serve.

- Donates water to the very poor, a police department, a fire department, a nursing home, and several other non-profit organizations in the community
- Serves 40,000 with safe water per month
- Funded school for the deaf from 2005-2013 where families were not charged for schooling
- Funds support repair materials for homes of widows and elderly
- Project has 4 full time employees who all have medical benefits. Employees have been able to purchase homes and vehicles. Also provides training for church volunteers who help with operations.
- Will fund a new building project that will host vocational training and English lessons for women and youth.



OUR IMPACT: IT'S ABOUT PEOPLE



NEW PROJECT
INSTALLS AND
ACTIVITY IN 2016



TOTAL ACTIVE
PROJECTS



CUMULATIVE LITERS
DISTRIBUTED



PEOPLE SERVED
DAILY



TOTAL COUNTRIES
SERVED



HEALTH AND
HYGIENE
BENEFICIARIES



JOBS CREATED AT
WATER PROJECTS

2020 VISION UPDATE

Our 2020 Vision includes 5 major areas of focus evaluated on a quarterly basis to confirm we're operating consistent with our mission.

ACCELERATE OUR IMPACT.

By partnering with larger strategic organizations in the field, we've been able to implement systems at an increased rate in 2016. Compassion International Haiti and Food for the Hungry have collaborated with us to strategically locate safe water projects within their program communities. We are also partnering with Nazarene Compassionate Ministries and other church partners to install 250 new clean water projects in Chiapas and Oaxaca, Mexico by the year 2020.

LEAD IN WOMEN'S EMPOWERMENT.

Through The Her Initiative, we continue to equip women in the U.S. to empower women in developing countries by giving them resources to help bring specific impact on the lives of women through access to safe water and women-specific hygiene education. Through quarterly events, daily web content and strategic partnerships with women-owned businesses, this strategic initiative continues to gain traction on a daily basis by igniting a passion in this demographic to help end the Global Water Crisis.

MOBILIZE A NEW GENERATION OF PASSIONATE HWI INFLUENCERS AND DONORS.

HWI supporters continue to come from different parts of the world and include people of all ages. By providing Christian Millennials with the opportunities to help support our mission, we know that we are changing the way young people see the world around them. Our team established a Young Professionals Board that is committed to establishing a local base of millennial supporters. We are inviting young influencers to create social change with a Christian perspective, which will ultimately affect the way they live their daily lives.

GROW SELF-GENERATED PROGRAM SUPPORT.

Our on-going relationship with like-minded organizations such as Jibu continue to provide steady revenue streams. The equipment we provide these organizations with not only helps them focus on their mission and area of expertise, but it allows us to extend access to clean water in an area of the world where we do not maintain staff and daily operations.

PROVE PROGRAM BENEFITS AND IMPACT.

Measuring our program's impact in the communities where we work is an essential part of our model. One of our Core Values as an organization is "If it does not work on the ground, it does not work!" Through our growing Monitoring and Evaluation Program, we are continually collecting impact data to improve our water project operations. This impact data provides essential answers to this question: how can we best come alongside communities to co-develop the knowledge, resources they need to take control of their present and future water needs.

We are committed to and working towards building systems and infrastructure that are designed to inspire people, create impact and ultimately—end the Global Water Crisis.

"When the poor and needy seek water and there is none,
and their tongue is parched with thirst, I the LORD will
answer them; I the God of Israel will not forsake them."

—Isaiah 41:17



FINANCIALS

FINANCIAL ACTIVITY

	2016	2015
SUPPORT AND REVENUE		
Contributions	\$ 1,821,143	\$ 1,714,582
Water Sales Revenue	\$ 139,429	\$ 155,231
Other	\$ 8,391	\$ 8,033
Total Support and Revenue	\$ 1,968,963	\$ 1,877,846
EXPENSES		
Program Services	\$ 1,307,999	\$ 1,240,896
Support Activities		
Management & General	\$ 148,763	\$ 85,061
Fundraising	\$ 264,410	\$ 220,377
Total Expenses	\$ 1,721,172	\$ 1,546,334
Net Assets - Beginning of Year	\$ 1,018,339	\$ 686,827
Net Assets - End of Year	\$ 1,266,130	\$ 1,018,339
Change in Net Assets	\$ 247,791	\$ 331,512

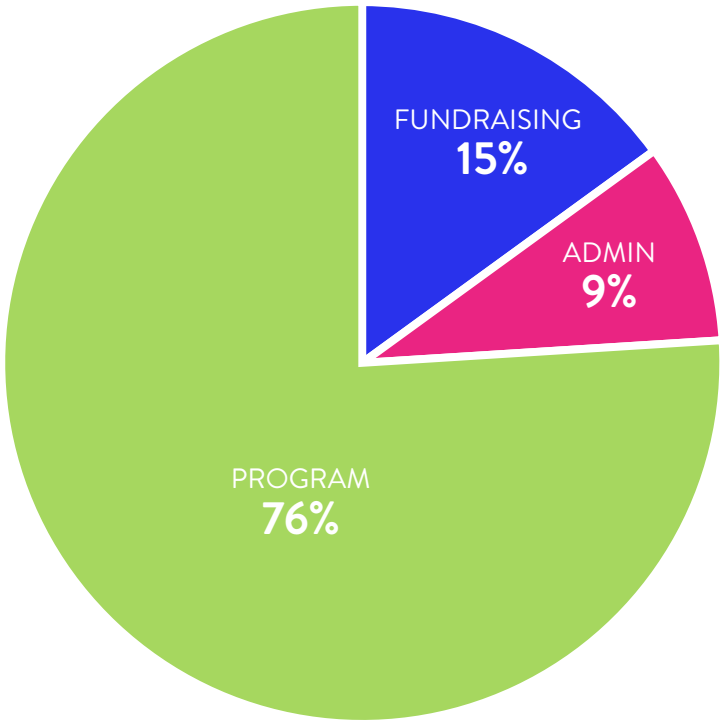
FINANCIAL POSITION

	DECEMBER 31	
	2016	2015
ASSETS		
Cash	\$ 1,258,930	\$ 986,148
Accounts Receivable	\$ 21,588	\$ 25,903
Inventory	\$ 61,195	\$ 100,935
Prepaid Expenses	\$ 22,969	\$ 23,185
Furniture and Equipment	\$ 40,786	\$ 36,554
Total Assets	\$ 1,405,468	\$ 1,172,725
LIABILITIES AND NET ASSETS		
Liabilities		
Accounts Payable	\$ 24,828	\$ 49,391
Accrued Expenses	\$ 114,510	\$ 104,995
Total Liabilities	\$ 139,338	\$ 154,386
Net Assets		
Unrestricted		
Operating	\$ 581,639	\$ 403,517
Board Designated	\$ 28,000	\$ 16,200
Equity in Furniture and Equipment	\$ 40,786	\$ 36,554
Total Unrestricted	\$ 650,425	\$ 456,271
Temporarily Restricted	\$ 615,705	\$ 562,068
Total Net Assets	\$ 1,266,130	\$ 1,018,339
Total Liabilities + Net Assets	\$ 1,405,468	\$ 1,172,725

Leveraging Donor Support for Maximum Impact

Increased investment in fundraising of \$44K led to an increase in project funding of \$170K. This in turn lead to an increase in project installations and activity of 20%

Efficiency gains and capacity building allowed for a 20% increase in program output with a corresponding reduction in program cost per project of 12% and a reduction in overall cost per project of 7%



THANK YOU

From the bottom of our hearts, we are so grateful that you have taken steps to invest in Healing Waters International. Because of your support, our friends in some of the most forgotten parts of the world are drinking clean water on a daily basis. We thank you for following God's calling to be his hands and feet by meeting the physical needs of his people. You have played a major role in creating jobs in the developing world, teaching children proper health and hygiene practices, and most importantly, making the basic human right of clean water accessible to thousands of people. As we work towards our mission of ending the Global Water Crisis, we know that we cannot do it without your continued support and for that, we say thank you.



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