

Faces of Hope

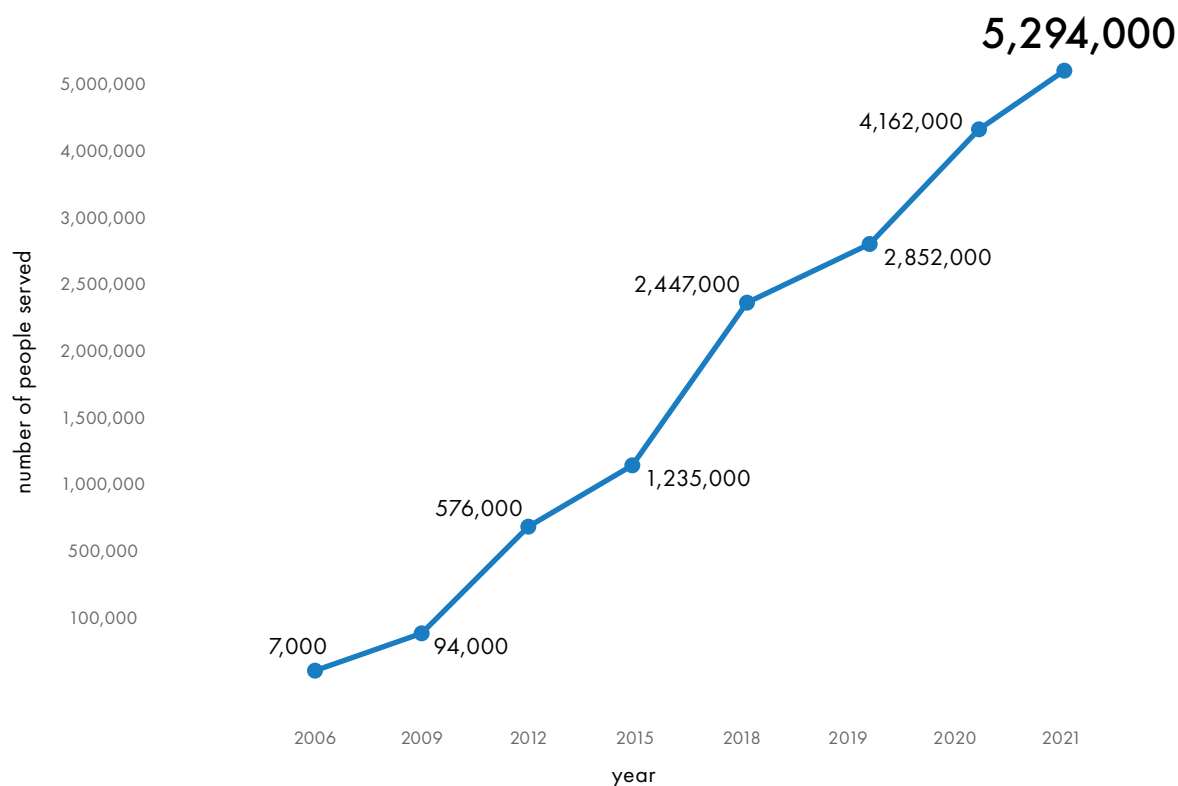
2021 ANNUAL REPORT



Safe Water Saves Lives

WATERSTEP REACHES OVER FOUR MILLION — In 2021, WaterStep impacted 1.1 million lives with access to safe water, sanitation and health education. Bringing our grand total to 5.3 million people served. To be exact, that is 5,293,870 people that have the hope of a healthier, more productive life!

Number of People Served, Since 2006.



As of December 2021, WaterStep has impacted the lives of **5,293,870** people around the globe.

Partnerships, Projects, and Training

International

	2015	2016	2017	2018	2019	2020	2021
Number of Projects	25	70	96	25	261	392	421

Domestic

	2020	2021
Number of Projects	145	13

Financial Analysis

Consolidated Statement of Activity

For Year Ended December 31, 2021

Revenues		
Total Income	\$	<u>1,530,000</u>
Expenses		
Programming (78%)		1,025,000
Fundraising (12%)		165,000
Administration (10%)		<u>126,000</u>
Total Expenses		<u>1,316,000</u>
Change in Net Assets		<u>\$214,000</u>
Net Assets at Beginning of Year		<u>1,186,000</u>
Net Assets at End of Year	\$	<u>1,400,000</u>

WaterStep's Financial Notes

At WaterStep, we are proud to say that we accomplish our life-saving work around the world using minimal financial resources. This is possible because of the following:

- Our manufacturing team is comprised solely of volunteers which allows us to produce our safe water and sanitation equipment with zero labor costs.
- Our equipment is simple and straightforward making it easy to train others. WaterStep rarely incurs travel expenses because we train our field consultants virtually. They can then take the skills from our training and teach others around their communities.

It is typical for a non-profit's "change in net assets" to fluctuate between positive and negative from year to year, based on when project monies are received and used. For us, disaster relief funding and building renovation funding causes the majority of differences from years to years. Functional expenses classification percentages are within guidelines.

Letter from the Founder

In the movie "Broadcast News," a successful anchorman, played by William Hurt, has been given a great opportunity. Afterward, he turns to a co-worker and says, "What do you do when your life exceeds your dreams?" The response was, "You keep it to yourself!"

But, that's NOT what we do at WaterStep.

We want to blow up people's dreams bigger than they ever imagined.

Through all of us at WaterStep Nation - locally, nationally and internationally - we implement new realities from a combination of experiences and resources. It's organizations, businesses and people like you and me.

Most can never imagine tackling the greatest problem in the world: access to safe water. Much less the planning it takes using safe water to bring health and hope to an entire community.

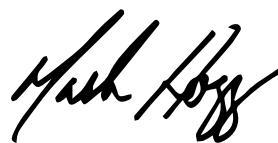
The Victoria's Hope project is a great example of reality surpassing dreams. Through the years, our teams have continued to inspire hundreds of people around the shores of Lake Victoria in Tanzania, Uganda and Kenya. They reveal the unimaginable as described above. The result is clearly evident. People are living healthier lives and working more effectively. Kids are attending school regularly. Families seeing hope and a future.

A new reality is implemented, replacing the dream.

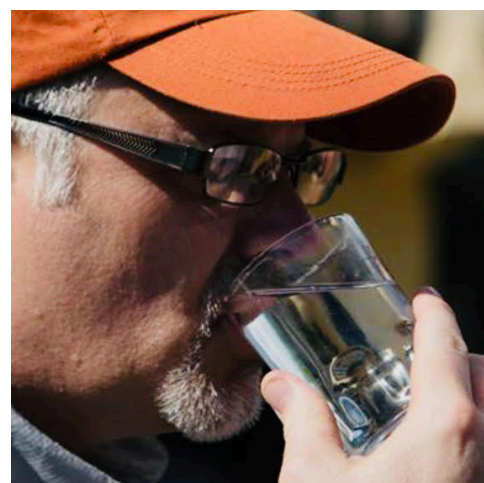
I've had more and more conversations around the topic of "amazement" and how big WaterStep's footprint has become. Perhaps as we support these efforts we're all seeing how reality is stretching beyond what we thought possible in our dreams. Thank you for building a foundation for dreams. I've got a feeling there are more to be unveiled in the future.

Thank you for being on this great team.

Blessings,



Mark Hogg, Founder and CEO





THE WATERSTEP NATION: WHERE ARE WE IN THE WORLD?



WaterStep's Dynamic Duo: Don and Shelley Lockhart!

WaterStep relies heavily on our shoe program to fund our mission of saving lives with safe water around the world. We have drop-site locations all over Louisville, and in several other major cities as well. The shoes are collected by volunteers and brought to our headquarters in Old Louisville (shoes are pictured below waiting to be sorted). When COVID hit in March and everything shut down, the shoes stopped coming in and we had to temporarily close the building to volunteers. We were a bit concerned how we were going to move forward

during the pandemic. Cue our volunteer duo extraordinaire: Don and Shelley Lockhart! They had been volunteering at WaterStep for the last three years after attending one of our Save A Life Tours. Shelley started out sorting shoes and Don, a retired airplane mechanic, joined the manufacturing team and got to work building equipment. Unfortunately, Don suffers from macular degeneration and his eyesight got bad enough he could no longer work in manufacturing. He joined Shelley in the shoe department and they have been volunteering together ever since.



A month into the shutdown, and bored because all the charities they volunteered for were closed, Don and Shelley called our facilities manager, Tyrei Hanlon, and asked if there was anything they could do. WaterStep was busily deploying BleachMakers into the field, so Tyrei had Don and Shelley come in and put BleachMaker manuals together. They are pictured to the left (masked up!) working hard to get the manuals completed. Once that project was complete, WaterStep was fortunately beginning to get shoes into the building again. Don and Shelley started sorting shoes and have been coming in

Monday-Thursday ever since. They said they feel completely safe because our building is very large and there are so few people there.

**THIS DYNAMIC DUO
FILLED 4 OF OUR 6 SEMI-
TRUCKS THAT WENT OUT
LAST YEAR!**

Shelley loves the fact that they are saving the landfill through WaterStep's shoe program. Don said, "I love that we are helping provide safe water to people who don't know what safe water is."

Help for Haiti

WaterStep, SOS and Love the Hungry are once again answering the call for help from across the miles. The Louisville-based humanitarian organizations are working together with UPS to send a shipment of safe water equipment, medical supplies and fortified meals to the survivors of the deadly earthquake that hit Haiti on August 14th. WaterStep is providing \$63,000 worth of safe water equipment including 60 BleachMakers used for making strong

disinfectant, as well as 8 disaster relief kits which include a mini water filtration and chlorination system designed to provide safe water for drinking, cleaning and cooking. The shipment is en route to Haiti now and will go to Reach Out America for disbursement once it arrives. The people of Haiti have suffered greatly. Meeting the basic needs of safe water, food and medical supplies will enable Haitians to focus on rebuilding their country.



Denise Sears and Mark Hogg pose with the equipment before it's loaded onto the truck.



Members of the WaterStep team are pictured with the safe water equipment for Haiti.

Jude's Ingenuity Leads to Community Transformation



Early last year, WaterStep assisted Field Consultant, Jude Mugema, in the construction of a rain catchment system for his community in the District of Rakai, Uganda. Prior to the system being built, the women and children in the village had to walk 3.7 miles to a water source that was contaminated to retrieve water for their families each day. Many times, more than one trip was required in order to bring enough water back. This left little time for the children to go to

school. The structure was built (pictured to the left) and the community's water problems were solved. However, Jude didn't stop there. The community also had a need for a school, and the rain catchment structure was a large open building with a roof and no walls. Over the last 18 months, Jude has added walls, doors and windows on the outside, and created classrooms on the inside, for what is now the Sunrise Academy Junior School – Rakai.



Muwanguzi Amos, a student at Sunrise Academy (pictured above with walls completed), reflects on daily life prior to the rain catchment structure being built. He said, "We used to travel more than 3.7 miles to Lake Kijjanebarora and other water ponds to collect water for preparing meals and drinking. Not only was it far, but it was also unsafe for human use. Much of the time was spent on

collecting water and less on academics. Very few pupils were able to pass the primary leaving examinations and they studied hungry throughout the day because meals were ready so late."

STUDENTS ARE NOW ABLE TO GET SAFE DRINKING WATER AT THE SCHOOL AT ANY TIME.



There has been a notable reduction of pupils suffering from waterborne illnesses, as well as a significant increase in academic achievement. Jude has been successful in getting books and uniforms donated to the school (a student shows off his textbooks in the picture to the right). There is just no stopping Jude! His newest project is the construction of an outdoor kitchen for Sunrise Academy

(the current progress is pictured to the left). We are so excited that this community now has safe drinking water, a school for their children and a building that also serves as a church on the weekends! Congratulations, Jude, on all you have accomplished and the many lives you have saved through your service to your community.



WaterStep Responds in the Wake of Hurricane Ida

WaterStep is working quickly to get our WOW "Water on Wheels" Carts (patent pending) down to Louisiana to respond in the disastrous wake of Hurricane Ida. The storm struck the gulf coast as a Category 4 hurricane on August 29th causing massive power outages, flooding and extensive damage to homes and businesses. The WOW Cart was developed in collaboration with

the EPA Office of Research and Development, Homeland Security Research Program. The cart is a mini-water treatment plant on wheels and is capable of producing up to 10,000 gallons of safe water each day to be used for drinking, cooking and cleaning. WaterStep has two carts that are on their way to Louisiana and is beginning production on a third cart.



Texas Roadhouse purchased a WOW Cart last year so they could be prepared when disaster strikes. In the wake of Hurricane Ida, the company is sending their cart to one of their restaurants in the New Orleans area to serve the community. The WOW Cart can supply safe water and disinfectant so the restaurant can continue operating in order to provide meals and water to first responders and anyone in need. Providing aid to those affected by hurricanes is something Texas Roadhouse has invested in for years.



Girls School in Kenya Thankful for Safe Water



WaterStep Field Consultant, Humphrey Muchuma, has been busy distributing equipment from the large shipment that arrived in East Africa last month. Recently, he was able to bless the Nangina Girls High School in Buscia County, Kenya with an M-100 ChlorineGenerator and two BleachMakers. The M-100 can make up to 10,000 gallons of water safe to drink each day

using a small amount of salt and a car battery. Clement Wesonga, pictured above, has been a lab technician at the school for the last 12 years. The school has 1800 students, all girls, who live at the school full-time. Clement said they struggle with waterborne illnesses, most commonly with cholera. Deputy Principal, Ruth (pictured above, receiving the M-100 from Humphrey), shared that

the school was started in the 1950's by the catholic church and is one of the oldest schools in the area. She said, "I am quite grateful and hopeful that sanitation will be much improved for the girls." A student from the school, Mario June, said, "Before we were drinking contaminated water. The water is now chlorinated and we are drinking safe water. I am thankful to WaterStep."



WaterStep Partners with UPS to Make History

Recently, WaterStep sent out the largest one-time shipment of equipment in the organization's history! This was made possible thanks to our incredible donors, manufacturing team and our partners at UPS. The Louisville-based company shipped the 630 pieces of equipment at no cost to us. This is a huge breakthrough, as we used to rely almost solely on people traveling to

the countries we serve to hand-carry equipment with them. Sending this much equipment at one time will have an enormous impact on the communities in East Africa.

IT IS ESTIMATED THIS EQUIPMENT WILL IMPACT 1.7 MILLION LIVES!

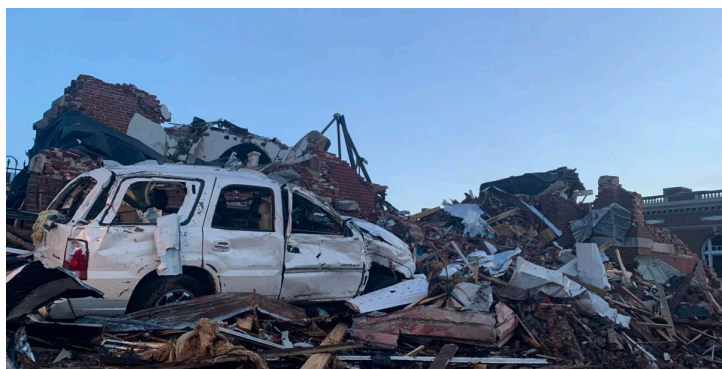


WaterStep team members pose with the truck as it arrives.

Our WaterStep field consultants in Kenya, Uganda and Tanzania have eagerly awaited the arrival of this equipment for months. The truck arrived to cheers of excitement as they watched what had once been a dream become a reality. The 630 pieces of equipment included M-100 ChlorineGenerators (which make water safe to drink), BleachMakers (which produce a disinfection solution strong enough to

be used in a medical environment) and WaterBalls (which are a water transport tool). All of this equipment will be stored in a brand new building constructed on Field Consultant, Paul Owino's, property in Kisumu, Kenya. We have a management team in place in East Africa which will begin distributing equipment for approved projects. Stay tuned for the many stories of transformation coming in the near future!

WaterStep Disaster Response: Western Kentucky



WaterStep is continuing to respond and provide disaster relief in the wake of the deadly tornado that ravished Western Kentucky on Dec 10. We are operating out of Mayfield, KY where we have two sites set up. The first is at the Graves County Health Department where we have a Water On Wheels Cart (WOW Cart) set up and supplying 6,500 gallons of safe water to a number of first responders including

Pleasure Ridge Park Fire and EMS and Okolona Fire and EMS. This WOW Cart is supplied by Inspiritus, another nonprofit responding in the area, and being run by their volunteers. Yesterday, we installed our second WOW Cart at His House Ministries, also in Mayfield, that will supply safe water for the Mercy Chefs who are currently preparing thousands of free meals for hurting people in the area. This is a

tragic situation that is only getting worse because of intense rain. A number of western Kentucky water systems have lost power and are working to restore their public water supply. Once water is restored, a Boil Water Advisory will remain in effect until the water is tested and determined to be safe for con-

sumption. This procedure can take days or even weeks. Each WOW cart can provide up to 10,000 gallons of safe, potable water per day and provides a more sustainable alternative to bottled water while residents wait for the water systems to be deemed safe again.



Kurtis Daniels with WaterStep working to set the second WOW Cart up late into the night.

Water = Women's Work



DID YOU KNOW THAT IN COMMUNITIES AROUND THE WORLD, WOMEN AND CHILDREN ARE TASKED WITH GETTING THE WATER FOR THE FAMILY EVERY DAY?

This often laborious undertaking must be accomplished first thing in the morning, many times even before dawn. The trip to get water is generally several miles one way over rocky terrain. For the children, this leaves little time for school or play. For the women, it is this painstaking work that often leads to chronic health problems.

In the areas WaterStep serves, the water the women and children work so hard to bring back for their families is likely contaminated. Retrieved from a water source used by people for drinking, bathing and laundry and also utilized by livestock, the water is filled with pathogens that cause waterborne illness. Having no other choice, the families drink the water and are plagued with a vicious cycle of sickness. Blanca Infante (pictured down below with her donkey) is a mother of eight living in

Ecuador. She would make the trek each day with her donkey to get water for her family. She said to us, "I know this water is contaminated, but what choice do I have?" She knew her children needed water to live, even if that water was going to make them sick. There are millions of mothers around the globe who are still making the agonizing choice each day to give their children contaminated water. Be part of the solution. Join WaterStep Nation today and help us end the global water crisis!



The End of a Vicious Cycle

The WaterStep team has long dreamt of the day we could make an impact in the Lake Victoria region of East Africa. Lake Victoria is the second largest fresh water lake in the world and it is depended upon by people living in its bordering countries of Kenya, Tanzania and Uganda. It is also heavily contaminated and a known source of waterborne illness. WaterStep Field Consultant, Paul Owino, pictured above, has found a way for us to begin to have an impact on the shores of Lake Victoria. On a recent trip to the area, Paul met a man

named Christopher. He shared with Paul that his family was struggling and he had come to the lake to fish to provide food for his table. Christopher told Paul that all of the fishermen go out on the lake in boats to fish and they are hot and thirsty when they get back. Having no other option, they drink the water from the lake and get sick. It's a vicious cycle with no end. However, there is an end coming and Christopher, pictured below on the right, is going to be part of the solution.



Paul holds regular safe water and sanitation trainings at his facility in Kisumu, Kenya. At the most recent training, there were members of an organized group that monitors fishing and other businesses along Lake Victoria. They were amazed at the simplicity and effectiveness of the WaterStep equipment and have agreed to the installation of safe water systems at 37 beaches along the shores of Lake Victoria! Christopher will oversee the installation of the safe water system at his beach and the fishermen will now have safe water to drink when they come in with their catch for the day. The women and children who come to the lake to do laundry will also have access to safe water. We are

so thankful for Paul (pictured below, traveling to Lake Victoria villages with his family), who works tirelessly to accomplish WaterStep's mission of saving lives with safe water. Claudia Daniels, WaterStep's Director of Missions and International Partnerships, recently said to Paul,

'YOU HAVE TOUCHED SO MANY LIVES AND ENABLED THEM TO TAKE CARE OF THEIR FAMILIES & HOLD THEIR HEADS UP HIGH. IT'S INCREDIBLE WORK.'

WaterStep Nation is grateful for you, Paul. Keep up the amazing work!



Conclusion

WATERSTEP IS EXCITED TO ENTER 2022, WHICH WILL BE THE 26TH YEAR THAT WE HAVE BEEN SAVING LIVES WITH SAFE WATER. WE CAN'T WAIT FOR ALL OF THE STORIES THIS YEAR HOLDS.

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