



2023 Annual Report

A MESSAGE FROM OUR FOUNDER AND CEO

Dear Friends,

As we close out 2023, I find myself looking back on the incredible journey we've been on and the exciting road ahead. WaterStep has grown into an organization that's not only changing lives but helping entire communities thrive. That's no small thing when you consider the massive global challenge we're tackling. Roughly 2 billion people still lack access to safe water, and contaminated water is responsible for 80 percent of all diseases worldwide. Every 60 seconds, a child dies from diarrheal diseases. We know the statistics, but they never lose their power to shock. And they fuel our determination to move forward.

At WaterStep, we believe access to safe water is a human right. When people have access to safe water, they're free from the threat of waterborne diseases, free to build healthier communities, and free to pursue opportunities that were previously out of reach. But here's the thing: This crisis is entirely preventable. The right tools, the right partnerships, and the right focus can turn the tide. And that's exactly what we're doing. We're on the cusp of changing the course of this crisis for millions of people. That's the vision. That's the dream. And this year, we've made incredible progress toward that dream.

In 2023, we took a major step forward with a partnership with SANRU, the largest healthcare NGO in Africa. We're rolling out a "proof of concept" in four hospitals in the Democratic Republic of Congo. If successful, it will allow us to expand across SANRU's entire network, impacting millions and accelerating our global expansion. What excites me most about this partnership is how it combines our expertise in WASH — safe water, sanitation, and hygiene — with SANRU's knowledge of healthcare. Together, we're addressing the root causes of the WASH crisis, ensuring healthcare facilities have the necessary standards to prevent disease and transform health outcomes. A successful pilot will also unlock investment from major partners like the World Bank, allowing us to scale globally. It's the breakthrough we've been working toward.

The road ahead is challenging, but it's also incredibly exciting. With your help, we'll continue to expand, innovate, and change the world for good. Let's keep making a difference.

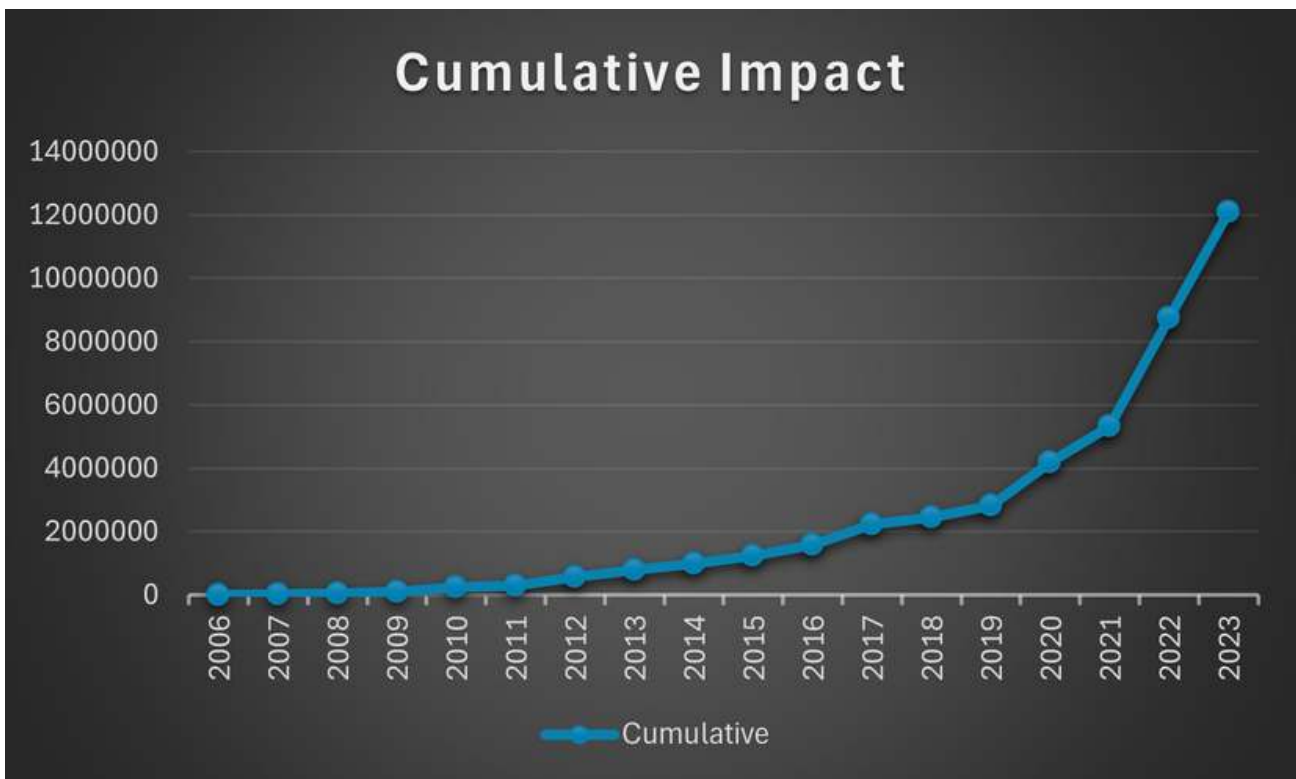
Mark Hogg
Founder and CEO

Saving Lives with Safe Water

IMPACT



In 2023, WaterStep changed the lives of **3,342,000** people by providing access to safe water, sanitation and hygiene education. That brought the organization's lifetime total to **12,095,970**.



PARTERSHIPS, PROJECTS AND TRAINING

In 2023, Waterstep developed strategic partnerships in all three sectors of intervention: Health, Education, and Community Development. Two partnerships are especially noteworthy: SANRU and the Swiss Red Cross.



SANRU PARTNERSHIP

Waterstep officially engaged in a collaboration with SANRU, the largest primary health care provider in Africa. With this partnership, the two organizations committed to join efforts in providing better water, sanitation, and hygiene in the health care system. This collaboration covers three countries: Central African Republic, Burundi, and the



Democratic Republic of Congo (DRC). After 18 months of diligent work, the two entities signed a memorandum of understanding in 2023, which names WaterStep as

SANRU's exclusive WASH partner. This will expose SANRU's 80 million annual beneficiaries to WaterStep's programs and patented technology. The expectation is that this partnership will also allow WaterStep to engage with additional international partners such as USAID, Global Fund, the World Bank, and United Nations agencies.

SWISS RED CROSS PARTNERSHIP

In the schools of west and north Kordofan in Sudan, many children do not wash their hands due to the lack of water, or only rinse them without a detergent and/or often with dirty water. Yet they use their hands to eat the meals, which are provided by the school feeding program of the World Food Program.



The Swiss Red Cross and WaterStep partnered to implement the Blue School Project (BSP). The project aimed to tackle this acute danger to the health of children by providing access to safe drinking water, teaching proper handwashing techniques, and mounting suitable handwashing stations. Whereas the latter is seemingly a simple task, it was, in fact, not. Finding the right solution for handwashing infrastructure at the schools has come a long way.

The Project was implemented in North Kordofan states in two localities (Shrikant and Bara); and West Kordofan State in two localities (Abuzabad and El Nehud). There are 10,700 beneficiaries at 30 schools. 5,662 are female. Within that group, there are 5,500 female students and 162 female teachers. 5,038 are male, which includes 5,000 male students and 38 male teachers.

Initial reports showed the BS program has had significant impacts on student health and education by reducing illness, absenteeism due to disease, particularly among girls. It has improved overall well-being and has led to better academic performance as well as increased school attendance. Ongoing challenges persist in implementation because of civil war in this region.



Swiss Red Cross

NUMBERS & STATISTICS

2023 was an unprecedented year for WaterStep, with total revenue *more than doubled from 2022 and the organization's highest income year on record.*

This positions WaterStep to have record growth and impact in 2024.

- Impact**

3,342,000

Lives impacted in 2023

12,095,970

Cumulative impact

- Annual Revenue Growth**

62%

The 62% year-over-year revenue growth marks WaterStep's largest increase in funding to-date.

- Deliverables**

492

Total Equipment Sent

472

Total New Projects

39

New Field Consultants

**CONSOLIDATED STATEMENT OF ACTIVITY
YEAR ENDED DECEMBER 31, 2023**

REVENUES:

TOTAL INCOME:	\$3,008,532
TOTAL EXPENSES:	
PROGRAMMING (81%)	\$1,759,062
FUNDRAISING (8%)	\$ 180,215
ADMINISTRATION (11%)	<u>\$ 241,847</u>
TOTAL EXPENSES	\$2,181,124

CHANGE IN NET ASSETS \$840,510

NET ASSETS AT BEGINNING OF YEAR	\$1,406,03
NET ASSETS AT END OF YEAR	\$2,246,547

MISSION HIGHLIGHTS



UNITED NATIONS WATER CONFERENCE

In 2023 the United States hosted the first UN water conference in a generation. WaterStep has been honored to be one of the few organizations invited to participate in sessions and presentations. We attended to this important event with our partner SANRU to learn about the most up to dated WASH situation and design future initiatives accordingly.

The conference has been a watershed moment to mobilize Member States, the UN system and stakeholders alike to act and bring successful solutions to a global scale. To catalyze action, the Conference has strongly advocated for voluntary commitments, and galvanized Program to the Water Action Agenda.

At the end of the conference, WaterStep and SANRU agreed to launch a pilot project in four hospitals in two provinces (Kwilu and Kasai) in the DRC as proof of concept and learning experience for “WASH-UP”.



LOUISVILLE FAMILIES CHANGE CHILDREN’S LIVES IN TANZANIA

Two Louisville families went on safari in Tanzania in the summer of 2023. Being long-time friends of WaterStep, they asked the organization to find a project they could complete while they were in-country. WaterStep found the Muvununi Primary School, where there are 285 students.

The families implemented a rain catchment system; safe water, sanitation and hygiene programs; and a menstrual health management program. The young children in one of the Louisville families that traveled – ages 10 to 12 – led the WASH training program for students their same age.

The families are now working with the safari company to develop three-day add-ons to safari trips to complete more water projects.

MISSION HIGHLIGHTS



WATERSTEP AMBASSADOR RAISES MONEY TO FUND WOMEN BUSINESS IN UGANDA

Lucy Westlake and Faith Olupot have been pen pals since they were young children. They met for the first time when they were 13. Lucy went to implement a safe water project sponsored by WaterStep in Faith's village in Uganda. The women are now in their twenties and remain good friends. So, when Faith had the idea to start a women-owned Tilapia farm where community members could also access safe water, Lucy jumped at the chance to help fund it.

In April 2023, WaterStep installed safe water stations and supplied equipment so they could manufacture their own bleach disinfectant to keep the farm sanitized. The farm business has been so successful that Faith has plans to expand to a nearby village.

Having a farm that also supplies safe water to the community shows the impact WaterStep has made around the world.



WATERSTEP BROUGHT SAFE WATER TO A DROUGHT-STRICKEN COMMUNITY IN TURKANA, KENYA

Before WaterStep arrived, children in this region dug with their hands in dusty dirt to find a trickle of water to drink. It had been three years since the community had seen rain.

WaterStep's country director in Kenya identified the region as a target for WaterStep during the drought. The organization initiated a safe water project in April 2023.

WaterStep created rain catchment systems for the Napuu Primary School and two smaller community buildings and provided tanks, piping, health education, handwashing stations, and equipment to treat the water to make it safe as well as equipment to manufacture bleach disinfectant. This project reached several thousand people. Today, children are no longer digging holes to find water to drink.



2023 - SCALING FOR THE FUTURE

To date, WaterStep has served more than 12 million people, with 3.3 million of these added in 2023 alone. This impact is possible because of the dedicated global team that includes more than 160 team members, all of whom are unpaid volunteers seeking to bring hope, health, and opportunity to their own communities. We have done this with one team member, one community, and one project at a time, with just over 5,000 projects completed internationally to date. As our volunteer team continues to expand internationally, word is spreading of the impact these simple solutions can make, and innovative ideas have blossomed. WaterStep team members began to ask, “If our technology and training work in so many settings, what would it take to bring them to scale and help more people?”

In response to this simple question, WaterStep embarked on a bold initiative in 2023 to expand our reach exponentially by scaling our programs to serve facilities that enhance the health of entire communities. Our focus for growth now includes complete programming for hospitals, prisons, schools, orphanages, and other facilities with our safe water and disinfection solutions. We have partnered with large health NGOs, national governments, and others internationally to bring our comprehensive solutions alongside their programs. When they do what they do best and WaterStep does what we do best, we can dramatically expand the number of people whose lives can be improved with WASH access. We believe that this strategy is something big, something that will multiply, something that can accelerate the way WASH is implemented around the world.