This past year has been filled with defining moments for our organization. We hit our ONE MILLIONTH person with just one week left in our fiscal year. We reached 205,072 people. We served over 100,000 meals during the COVID shutdown to our local community in need. And amidst all of this we lost a dear friend and team member Kimerei (Kim) Mesiaki.

I’m finding it a bit difficult to articulate how I feel about this year. I guess my emotions are all over the place. But I know one thing for certain. I am grateful to you all, my community, for allowing us to continue fighting for our mission to serve people both locally and globally.

Kim had become a dear friend to me, and so naturally I was heartbroken after learning of his death, but the words of his daughter Maria brought me and the team great encouragement. In the days after her father’s passing Maria said, “We love you so much... and your prayers are connecting us. Everything is okay. We only need you and the team to be safe and have hope. We celebrate Kim’s life after all the work he has done! We should be courageous, for that is what he would love to see from us.”

I am overwhelmed thinking about what all of you, this Wine To Water community, mean to me. And all I can say is thank you. Thank you for believing in us and for continuing to support this great work that we all love dearly.

I hope you enjoy this annual report highlighting the accomplishments that we have all achieved together. And I will look forward to the next year, the next million, and like Kim, that next One In A Million that makes every drop of water, sweat, and tears, worth it.

Much Love,

Doc Hendley, Founder & President
## YEAR IN REVIEW

<table>
<thead>
<tr>
<th></th>
<th>THIS YEAR</th>
<th>OVERALL</th>
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<tbody>
<tr>
<td><strong>LIVES IMPACTED:</strong></td>
<td>205,072</td>
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<tr>
<td><strong>COUNTRIES:</strong></td>
<td>30</td>
<td>46</td>
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<tr>
<td><strong>COMMUNITIES:</strong></td>
<td>344</td>
<td>623</td>
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<tr>
<td><strong>SAWYER FILTERS:</strong></td>
<td>8,409</td>
<td>31,703</td>
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<tr>
<td><strong>CERAMIC FILTERS:</strong></td>
<td>2,622</td>
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<tr>
<td><strong>WATER ACCESS SYSTEMS:</strong></td>
<td>6</td>
<td>231</td>
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<td><strong>LATRINES:</strong></td>
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<td><strong>WASH TRAININGS:</strong></td>
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<td><strong>WATER COMMITTEE MEETINGS:</strong></td>
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<td><strong>HAND WASHING STATIONS:</strong></td>
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<td><strong>PERSONAL PROTECTION EQUIPMENT:</strong></td>
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</table>

**OFFICES IN**

- **COLOMBIA**
- **DOMINICAN REPUBLIC**
- **EAST AFRICA**
- **NEPAL**
- **UNITED STATES**
**COLOMBIA**

**INCORPORATING COMMUNITY IN SANTA LUZIA**

W|W Colombia adopted a holistic approach to engaging the people of Santa Luzia by starting a community-based WASH (Water, Sanitation and Hygiene) program, where community members worked alongside our team to strategically plan and implement sustainable water access technologies. Together, we developed an approach tailored specifically to Santa Luzia's needs, including building a water access system and providing filtration for every home.

To address the immediate need for clean water, we kickedstarted implementation of the plan with the distribution of in-home filtration. We then installed a reservoir tank for the community, along with an additional tank for the school. But our plans don’t stop there; work continues on building the well and piping system for tap stands, which, when completed, will make the entire water access system ready for use.

**FILTERS ON THE VENEZUELAN BORDER**

We responded to the needs of refugees on the Colombia-Venezuela border by providing 200 Sawyer Filters to nearly 20 Venezuelan church leaders for distribution within their communities and church networks. This is just one example of how, over the past year, Wine To Water has focused on partnering with native organizations in Colombia to provide clean water through our Filter Program.
DOMINICAN REPUBLIC

GENERATIONAL CHANGE BEGINS IN THE CLASSROOM

Clean water and proper hygiene habits are essential to success in the classroom. Every day, water borne illnesses, like cholera and diarrhea, prevent children from attending school and limit their ability to thrive both inside and outside of the classroom. Decreasing exposure to these illnesses means children are able to be in the classroom regularly, enabling them to grow up to become the innovators and leaders needed in their communities.

Before our intervention, schools in the country were spending money on bottled water—a perishable and temporary resource for water access. Implementing a filter system allows schools to save money, reduce frequency of illness and reduce their environmental impact. Students also learn valuable information about sustainable water usage that they can share with their parents and future families, rippling positive impact across generations.
EAST AFRICA

CERAMIC FILTERS

1,054

LIVES IMPACTED

10,708

LAYING THE FOUNDATION

MORE THAN

75%

of people living in the Tarangire Region of East Africa rely on surface water, such as mud ponds, as their only water source. W|W East Africa identified household filtration and WASH education as substantial needs in these areas. Through a new community education program, we were able to distribute 1,054 ceramic filters, impacting 10,708 lives.

Now that the foundation is laid and the initial stages of the program are in place, our team can focus on the next steps of the remaining work to be done. Plans for the coming year are to resume efforts in community WASH, while also creating a plan to provide additional aid to schools.

KIM MESIAKI

We are deeply saddened to share that the co-founder of W|W East Africa, Kimirei (Kim) Mesiaki, passed away suddenly this May. His heart and his home were open to all, and the world truly will not be the same without his passion and loving spirit.

The Wine To Water community recognizes and celebrates the milestone of bringing clean water to one million people. We also recognize and celebrate the difference one person can make and the impact they can have—on individuals and broader communities alike. We are calling these individuals “The One In The Million.” Kim epitomizes The One In The Million.

As a testament to all that Kim gave, our East Africa team and community, along with Kim’s own family, are determined to continue the work to which he devoted his life in Tanzania.
EMPOWERING WOMEN THROUGH WATER

This year in Simara, W|W Nepal created its first ever all women Water User Committee, which paved the way to finding sustainable clean water solutions for the community. Through 24 committee trainings and WASH education, these 11 women were empowered with knowledge on bookkeeping, financial management, water use issues, construction processes and hygiene practices.

Investing in the education of these women and electing them as water usage leaders built a foundation for the community to continue to invest in health, education and economic development initiatives. Through this committee, multiple clean water projects were executed, impacting many aspects of the community in Simara.
When the COVID-19 pandemic began to grow at an exponential rate, we recognized that developing nations are extremely susceptible to the spread of disease because they do not have clean water to drink, much less with which to wash their hands. Internationally, our efforts pivoted to address this vulnerability by providing WASH (water, sanitation and hygiene) resources, such as handwashing stations, personal protective equipment kits, and sanitation and hygiene education.

We responded domestically to help restaurant workers who lost their jobs due to COVID-19 by creating our Box Program. This program works to provide basic resources, such as healthy food, soap and toilet paper to service industry workers in need.

OUR RESPONSE BREAKDOWN

United States

- 2,340 Boxes impacting 1,628 families

Colombia

- 212 PPE kits impacting 1,674 people

Dominican Republic

- 477 handwashing stations impacting 34,952 people

East Africa

- 611 stations impacting 32,658 people

Nepal

- 76 handwashing stations impacting 11,892 people

“This is how we continue to serve when the world is under lockdown”

- Doc Hendley
FILTER BUILD™

STRENGTH

IN NUMBERS

100%

OF FILTERS ARE BUILT BY VOLUNTEERS

Our Filter Builds™ provide a hands-on experience that challenges coworkers, friends and social groups to reach beyond their local community to create global change.

XYLEM is a leading water technology company committed to “solving water” by creating innovative and smart technology solutions to meet the world’s water, wastewater and energy needs. Watermark, Xylem’s CSR program, has partnered with us through 17 filter builds and has built 1,555 filters impacting over 15,000 lives. This year, Xylem’s continued involvement in our Filter Build™ Program made our response to disasters like Hurricane Dorian possible.

“Our partnership with Wine To Water has been nothing short of inspiring, and supports Xylem Watermark’s mission to provide education and access to safe water to ensure healthy lives, gender equality, and resilient communities. Last year we worked with W|W to enable over 30 of our sites to build filters to support 2,500 people with clean water for 10 years. It was a day we’ll all remember fondly!”

- Bob Bullen, Watermark Ambassador, Xylem

8,409 FILTERS HAVE BEEN IMPLEMENTED THIS YEAR THROUGH...

Up to 10% of filters from every filter build are set aside for disaster relief preparedness. After Hurricane Dorian hit the Abacos Islands in September 2019, our Founder and President, Doc Hendley, along with W|W volunteer & firefighter, Clay Hess, responded quickly by jumping on a plane to the Bahamas and distributing filters to provide relief across the region, impacting 14,000 lives with clean water.

DISASTER RELIEF

SUSTAINABLE PROGRAMS

WASH PARTNER NETWORK

These filters support our ongoing programs in many of our established field offices as an integral part of community wide water access projects. In Colombia and Nepal, we implemented 867 Sawyer filters this year.

W|W works to quickly and dramatically expand its reach by training other organizations through our WASH Partner Program. We equip WASH partners with clean water filters, as well as sanitation and hygiene workshops to amplify their efforts and promote change.

FRIENDS OF THE CHILDREN OF HAITI

one of our WASH partners joined us to spread health and hope to Haiti. Through this partnership, we were able to distribute 147 filters, impacting over 2,000 lives.

FRIENDS OF THE CHILDREN OF HAITI

147 FILTERS DISTRIBUTED IMPACTING OVER 2,000 LIVES.
**WHAT LENGTHS DOES OUR COMMUNITY GO TO FOR CLEAN WATER?**

Small acts of kindness add up and have a huge impact. Over the course of a year, this dedicated group of 195 monthly givers can provide clean water for 2,340 families on average. Their impact multiplies and knowing that these contributions will occur monthly gives W|W the opportunity to invest deeply. You can be part of this, too, by becoming a monthly donor.

“Everything about this charity is genuine, localized and kind-hearted. Even something as small as my $25 a month connects me with a community of people doing great things all over the globe.” — Mike Copponex, Member, The Tap

**THE TAP**

**PROVIDE CLEAN WATER FOR**

- **195 MONTHLY DONORS**
- **2,340 FAMILIES**

**MULTIPLIED IMPACT**

**GLOBAL EXPERIENCES**

- **228,186 MILES TRAVELED FOR CLEAN WATER**
- **Personally experience the power of clean water. Travel the world in a more meaningful way.**

“I am forever changed by this women’s trip to Nepal. The grateful hearts of each of the women on the trip, as well as those in the village, was refreshing. It was hard work, but we connected on a heart level with the beautiful Nepali women, despite the language barrier. I am extremely grateful to have had this opportunity.”

- Becky Webb, W|W Advocate and President of Endless Blessings Wellness

**WINE**

- **58,393 BOTTLES SOLD FOR CLEAN WATER**
- **“At Firstleaf we believe that we have the responsibility to help ensure clean water is available to those in need. It’s why we wanted to work with the amazing charity, Wine To Water. Through the sales of one of our favorite featured brands, Bodewell, we are proud to do what we love while focusing on this critical issue.”**

- Philip James, Founder + CEO of Penrose Hill, Firstleaf Wine Club

**JEANS WORN FOR CLEAN WATER**

- **96 JEANS**

**IMPACT PARTNER PROGRAM**

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CONсолIDATED STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2019-2020</th>
<th>2018-2019</th>
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<tbody>
<tr>
<td>Cash</td>
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<td>Receivables</td>
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<td>Inventory</td>
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<td>Fixed Assets &amp; Property</td>
<td>$1,396,472</td>
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<thead>
<tr>
<th>LIABILITIES</th>
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<th>2018-2019</th>
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<tbody>
<tr>
<td>Accounts Payable</td>
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<td>Deferred Revenue</td>
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<td>Accrued Expenses</td>
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<td>Other Current Liabilities</td>
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<td>Long-Term Liabilities</td>
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<tr>
<th>NET ASSETS</th>
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<tr>
<td>Unrestricted</td>
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<td>Temporarily Restricted</td>
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<td>Net Revenue</td>
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<tr>
<td>Total Net Assets</td>
<td>$633,706</td>
<td>$456,866</td>
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**2019/2020 REVENUES**
- 61% Contributions
- 23% Program Revenue
- 15% Non-cash Gifts
- 3% Rental Income (UBI)

Revenues: $2,996,496

**2019/2020 EXPENSES**
- 77% Programs
- 12% Development
- 1% General and Administrative

Expenses: $2,819,669

*These numbers are based on information available as of July 30, 2020. Complete audited financial statements available at winetowater.org/financials

---

**WATER PROGRAM DISTRIBUTION**

10% Domestic COVID Response
16% Dominican Republic
7% Colombia
16% East Africa
34% Global Wash Partnerships

**PARTNERING WITH OVER 20 INCREDIBLE WASH PARTNERS ALL OVER THE WORLD**

---

**BOARD OF DIRECTORS**
- Brent Fewell, Director
- Doc Hendley, Founder and President
- Carol Kinstle, Director
- David Cuthbert, Director
- Tim Ogden, Director
- Usha Rao-Monari, Director

**THE HAPPY DAVIS FOUNDATION**

---

LIFE-CHANGING IMPACT

"As engineering and environmental professionals, providing clean water is at the core of everything that we do. We feel so fortunate to partner with Wine To Water in so many impactful ways and we are immensely inspired by their kindness, their courage, and their commitment to helping those in need."

—Trevor Tait, Managing Director - TAIT & Associates, Inc."
ABOUT THE ORGANIZATION

Wine To Water started in 2004 when founder, Doc Hendley, learned about the world’s water crisis. While bartending in Raleigh, NC, he became captured by the cause and felt the need to make a change, so he did. Due to the generosity of the community, Doc raised a few thousand dollars by doing what he knew best; he poured wine, beer, and spirits, played music, and enjoyed time with friends. Doc soon found himself in Darfur, Sudan, in the midst of a war, working to provide clean water to those who were in desperate need in desperate times. Wine To Water became an official 501(c)(3) organization in 2007 and has been working in community ever since to provide clean water to those who need it most.