



# wine to water<sup>®</sup>

2016-2017 ANNUAL REPORT





Dear Friends,

It is with significant gratitude and excitement that we present Wine To Water's 2016/2017 annual report. These emotions are especially raw because I have the benefit of understanding what has happened in so many people's lives, domestically and abroad, throughout the past year. Even though this is an official report from the organization, the information enclosed is really the culmination of stories, efforts, sacrifices, and service of thousands of people coming together to make the world a better place.

My hope is that through photos, words, and numbers, we are able to convey, in some small way, the amazing impact of the W|W community. Perhaps the simplest way to sum up the last 12 months is to acknowledge that 90,000 people have received a clean water solution that will last years, decades, or a lifetime. Even so, this fact alone would not tell the whole story.

Wine To Water was founded and remains grounded on the values of community and service. Ever since Doc responded to the call to help the people of Darfur, Sudan, Wine To Water has continued its commitment to going to the world's most challenging places and serving those who can most benefit from clean water. For us, and the many who have joined and supported our mission, this is not a job or obligation. For us it is a choice of a lifestyle that continues to reward those involved more than we could ever give.

In regard to the work, I hope the stories in the following pages will give you some vision into the movement that is taking place. Within the battle of overcoming the global water crisis, in addition to addressing the critical health needs associated with this cause, hearts and minds are also being transformed through the sharing of life and aspiring toward a common vision of the future.

All that to say, thank you for taking the time to review this information and reading our story. Generations of people will benefit from the contributions, generosity, and service that have occurred this past year. And, I have tremendous anticipation for the many great things to come.

We are honored to be on this journey together with you.



*David Cuthbert*  
David Cuthbert, CEO

2016/2017 AT A GLANCE

 **237**  
VOLUNTEERS

**16** CHAPTER CITIES 

 **83,879**  
LIVES IMPACTED WITH  
**CLEAN WATER**

 **262**  
WELLS DRILLED OR REHABBED

**8,508** FILTERS DISTRIBUTED

# our efforts start with being human

Rolling up our sleeves and pushing through challenges together builds a culture that promotes hard work and an unwavering commitment to integrity. We value the contributions of employees from many diverse backgrounds, while we dedicate ourselves to supporting our people in the work they do and the lives they live.

## WE'RE SHARING LIFE AND GROWING STRONGER

Our 20% growth in workforce is the result of good people doing meaningful work. From offering career development and hands-on learning opportunities to sharing life together in community, we want to inspire our employees to make a difference at home and around the world. We're growing stronger, not only today, but for years to come.

In 2016/2017, Wine To Water carried on our tradition of offering a meaningful internship experience that provides a significant opportunity to actively support the communities where we work and live.

More than half of our current full-time staff are former interns. The Wine To Water internship program continued to serve as the backbone of our operations in 2016/2017 - 57 young men and women volunteered nearly 5,500 hours.

## VOLUNTEERS ARE GETTING THEIR HANDS DIRTY FOR CLEAN WATER

Connecting with communities around the world with the mission of clean water is an experience that once again crossed borders and divisions. In 2016/2017, a total of 237 people from across the country volunteered to bring clean water to some of the most remote corners of the world.

## DEEPLY ROOTED



*Within the past year* W|W formally established its international headquarters in Boone, NC, through the purchase of 747 W. King St. This building greatly supports our mission by allowing us to remain rooted in our local community without the disruption of constantly moving or incurring those expenses.

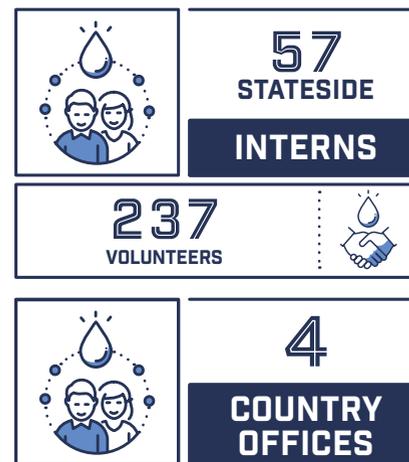


photo credit: @photoserve + Evan Perigo



Above: W|W employees like Shane Hillman are helping shape an organizational culture that places the long-term vitality of the communities we work with first.

Below: Our thriving internship program continues to invite aspiring college students into a meaningful working experience.



photo credit: @photoserve + Brittany Girle



photo credit: @photoserve + Evan Perigo



photo credit: @photoserve + Dolly Nguyen

Numbers only tell part of our story. Much of the rest can be shared through the faces and places where Wine To Water was able to partner with communities to bring clean water to those who need it most.

# chapters are writing their own stories

 <b>12 DEVELOPING CHAPTERS</b>	 <b>16 ACTIVE CHAPTERS</b>	 <b>300 CHAPTER MEMBERS</b>
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**W|W Chapters** are groups of like-minded people all across the country who are passionate about serving in community. Each chapter is actively involved in international volunteering, campaign events, and fundraising. And through these efforts, they are making a real difference in their neighborhoods and around the world.



*Active Chapters:* Bradenton, FL; Bryan/ College Station, TX; Charleston, SC; Charlotte, NC; Denver, CO; High Country, NC; Minneapolis, MN; Philadelphia, PA; Raleigh, NC; South Florida; Tri-Cities, TN; Veterans Chapter HQ in NJ; Triad, NC.



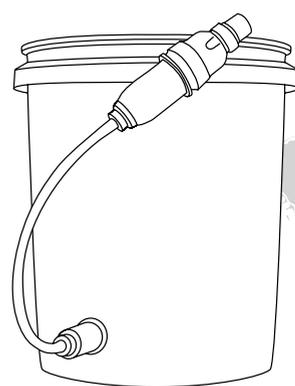


from filters  
to the tap

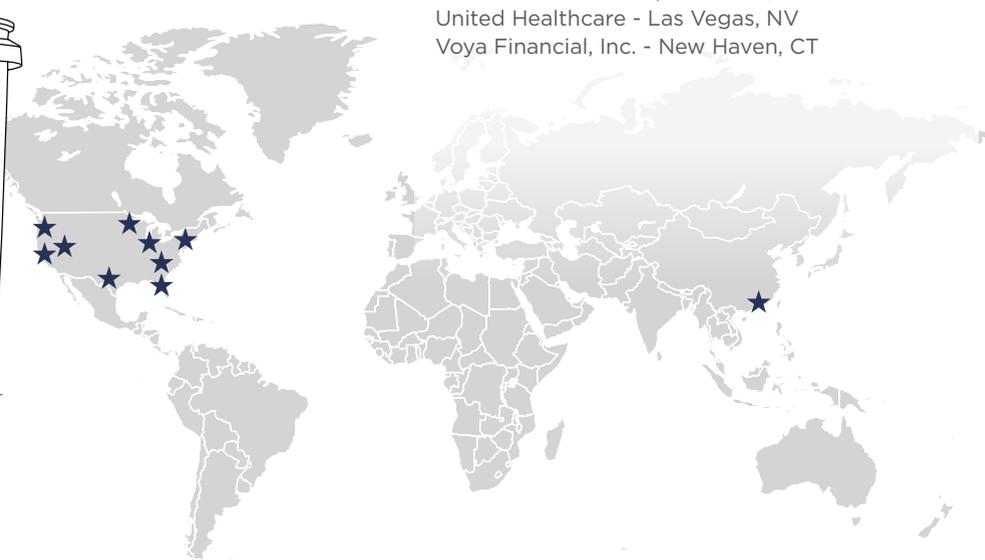
“The opportunity to have the hands-on experience to help build water filters was truly moving for everyone in our group.” —Sonny Balani, Entrepreneurs Organization Thrive 2016

Wine To Water uses Sawyer PointONE filters to help families get clean water in hard-to-reach locations, refugee camps, and natural disaster sites. This past year, we started offering Filter Build events to help support this program through corporate, community and private sponsors.

At a W|W Filter Build, individuals assemble water filters as they learn more about the world water crisis. The filters are assembled in 10 simple steps. Teams grow closer through the hands-on experience, while providing our sponsors with a real and meaningful opportunity to impact the lives of an estimated 33,833 people.



Sawyer PointONE filter



**Building Partnerships - In 2016/2017, Our corporate partners built 3,275 filters:**

- Beckman Coulter Diagnostics - Hong Kong
- Corning Life Sciences - Charlotte, NC
- Deloitte - Dallas, TX
- Entrepreneurs' Organization - Chicago, IL
- H. Beck, Inc. - Sarasota, FL
- Minnesota Life Insurance Company - St. Paul, MN
- Preferred Hotels - Beverly Hills, CA
- Securian Financial Group, Inc. - Sedona, AZ
- ServiceSource - Newport Coast, CA
- United Healthcare - Las Vegas, NV
- Voya Financial, Inc. - New Haven, CT

**KEEPING CLEAN WATER FLOWING**

**The Tap** — which launched in March 2017, is a community created specifically with our monthly donors in mind. Joining The Tap gives donors the opportunity to give regularly, while also providing them with access to exclusive behind-the-scenes content from Wine To Water.

	<b>180</b> SUPPORTERS
<b>\$100,000+</b> RECURRING GIFTS	

a community that spans the globe



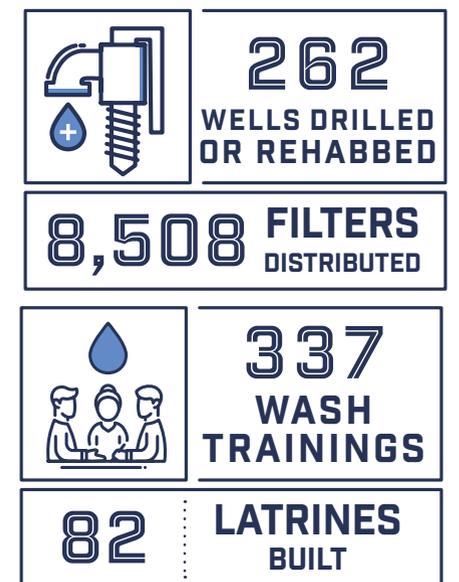
“MY EFFORTS ARE GOING TO BE A DROP IN THE BUCKET, BUT IF I WOULD HAVE NEVER TAKEN THAT STEP BECAUSE IT WAS TOO BIG OF A PROBLEM, THEN WE WOULDN’T BE ANYWHERE RIGHT NOW.”

..... Doc Hendley, Wine To Water Founder and President .....

Through the power of community, Wine To Water and its many supporters believe that we can solve the world water crisis in our lifetime. This is no small task. We will travel to the ends of the earth to provide people with clean water because we believe water is life. But we will not go alone.

The ripple effects of our many efforts are only multiplying in global impact.

Above: Wine To Water founder Doc Hendley responded to the call he felt to make a difference in the world water crisis. His willingness to go where he was needed is one of the core values that guide our steps today.



# Amazon



photo credit: @photoserve + Dolly Nguyen

The largest portion of the Amazon River and surrounding rainforest runs through Colombia, Peru and Brazil. While the river is the primary water source for many living in this region, it is highly contaminated with boat pollution, human waste and artificial waste. As a result, many people suffer from infectious diseases such as bacterial diarrhea.

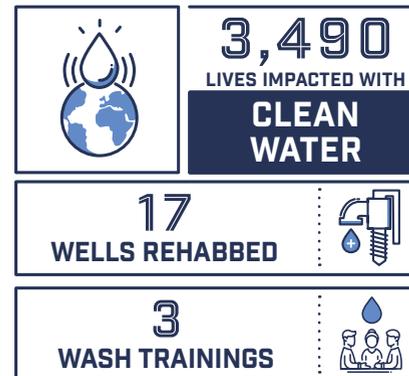
Communities rely on wells for cleaner drinking water, but during the rainy season, when the river rises and causes floods, wells are often under water and inaccessible.

Wine To Water is working to construct platforms to protect the wells during floods. Through well rehabilitation, implementing Sawyer PointONE filtration systems and education about sanitation and hygiene, W|W has impacted the lives of nearly 3,500 people already.

*Above:* In the coming year, W|W is drilling 10 new wells and rehabilitating 49 others all across the Amazon.

## PROJECT HIGHLIGHTS

- 1 National Program Manager
- 2 Well Rehab Staff
- Partner with local labor to rehab each well



*Right:* W|W will build and repair wells in the Amazon with a platform that raises their access point above the flood level. These wells will provide another 10,000 people with a permanent water solution.





# Asia

Wine To Water, RCRT, and Willow Creek Foundations are working together to bring safe drinking water to communities within the Svay Rieng region of Cambodia. This is accomplished through the construction of borehole wells and sanitary latrines, the distribution of ceramic water filters and the implementation sanitation and hygiene education programs. This program reached more than 12,000 individuals, with the means for an improved life. Families can now live free from the daily struggle of not having a safe water source.

W|W first responded in Nepal after the devastating earthquake that rocked the nation in 2015. Since then we have developed a country office and built a local staff that is making a life-changing impact in the community of Dahakhani. This past year, we provided 4,755 men, women, and children with clean water. And we taught hundreds about proper sanitation and hygiene practices through community health workshops.



Above: Today, 35,000 Cambodians have access to clean water and/or improved sanitation through the Wine To Water community.

## PROJECT HIGHLIGHTS

### CAMBODIA

- 3 Provincial Coordinators
- 4 Well Drilling Staff
- 3 Latrine Construction Staff
- Develop Community Health Promoters in each project area

### NEPAL

- 1 National Project Manager
- 1 Administration Manager
- 1 Field Coordinator
- Establish Water Use Committees at each well site

### PHILIPPINES

- Provided WaSH stations
- Created education materials throughout the country





# Africa

In the Wando Genet district of Ethiopia, there are wells ranging in depth from 20 to 30 meters that are non-functional. People have returned to their original contaminated water sources, such as rivers and springs.

Abomsa is a village in Wando Genet where people had to travel over 3 km every day to gather water from other sources. When this was not an option, families resorted to drawing contaminated water from hand-dug wells. Wine To Water installed new rods, PVC casing, cylinder, and pins and seals. The well was disinfected and the hand-pump reconstructed. With the well fully functional, 350 individuals now have a dependable source of safe water.

The primary water sources for the people in Uganda are borehole wells. These types of wells endure a lot of stress, especially in areas where they are pumped around the clock. With so many moving parts, these wells are in need of regular maintenance. However they often are neglected, which results in more 30 percent of wells in Sub-Saharan Africa in need of repair.

W|W partnered with several other international NGOs to rehabilitate five non-functioning wells north of Kampala, Uganda. The program benefitted five communities, reaching a total of 2,250 beneficiaries with clean water.

## PROJECT HIGHLIGHTS

### ETHIOPIA

- Sustainable Living Training conducted with each well project
- Community members are equipped to manage money and maintain wells
- Water Use Committee established at each well site
- Employ local labor

### UGANDA

- Provided more than 12,663 people in Sudanese Refugee camps with clean water
- Coordinated other filter distributions and well repairs benefitting 2,250 people

	<b>22,997</b> LIVES IMPACTED WITH <b>CLEAN WATER</b>
<b>18</b> WELLS REHABBED	
<b>1,470</b> FILTERS DISTRIBUTED	

*Left:* This coming year, W|W plans to drill 10 new wells and rehabilitate another 50, transforming the lives of an estimated 20,000 people in East Africa.



## Dominican Republic and Haiti

The Dominican Republic is home to the Wine To Water ceramic water filter factory, which produces innovative clean water solutions for local communities. Despite the thriving tourist market, much of the population still lives in poverty, a situation that was worsened by the 2010 Haiti earthquake that left many thousands displaced.

Without clean water, many families on the island suffer from water-related illnesses that take the lives of 1,300 Dominicans and 5,700 Haitians each year, many of them children. In conjunction with WaSH education and training, ceramic water filters are changing the water landscape in the Dominican Republic and Haiti.

*Above:* This next year we will produce 4,000 ceramic water filters in the Dominican Republic that will benefit an estimated 20,000 people.

### PROJECT HIGHLIGHTS

#### DOMINICAN REPUBLIC

- 1 National Program Manager
- 1 Administration Manager
- 4 Filter Technicians
- 1 Head Ceramicist to Master Artisan
- Community Health Leaders identified and trained to do follow-ups on water filters

#### HAITI

- Supported social enterprise using ceramic filter produced in the DR
- Developed strategy for developing local entrepreneurs through business training
- Stateside staff learned more about Sustainable Living Teams

*Right:* Ceramic water filters, like the one shown here, remove 99.99% of organic contaminants and last 6-10 years for a family of five.



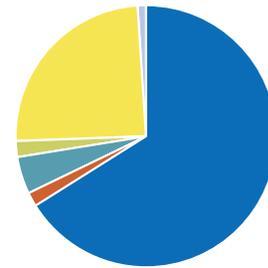
	<b>18,091</b> LIVES IMPACTED WITH <b>CLEAN WATER</b>
<b>3,760</b>	<b>FILTERS</b> DISTRIBUTED
<b>20</b> WASH TRAININGS	

wine to water

# Consolidated Statement of Financial Position

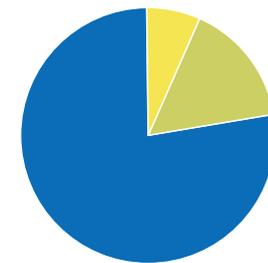
As of June 30, 2017 with comparative totals from 2015/2016.

	2016-2017	2015-2016
<b>ASSETS</b>		
Cash	\$154,601	\$143,160
Receivables	\$29,768	\$12,250
Other Current Assets	\$14,347	\$2,354
Inventory:	\$16,217	\$29,801
Fixed Assets & Property *less accumulated depreciation	\$1,194,383	\$26,061
<b>Total Assets</b>	<b>\$1,409,317</b>	<b>\$213,626</b>
<b>LIABILITIES</b>		
Accounts Payable	\$16,406	\$52,387
Deferred Revenue	\$93,010	\$76,331
Accrued Expenses	\$78,278.88	\$32,777
Long-Term Liabilities	\$1,128,715	N/A
<b>Total Liabilities</b>	<b>\$1,316,411</b>	<b>\$161,495</b>
<b>NET ASSETS</b>		
Unrestricted	\$52,131	\$82,886
Net Revenue	\$40,775	\$(30,755)
<b>Total Net Assets</b>	<b>\$92,906</b>	<b>\$52,131</b>



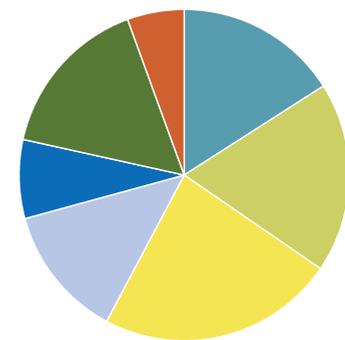
**2016/2017 REVENUES**

- 66% Contributions
  - 25% Programs Revenue
  - 5% Gifts in Kind
  - 2% Merchandise & Books
  - 1% Event Revenue
  - 1% Other
- Revenues: \$1,722,273



**2016/2017 EXPENSES**

- 78% Programs
  - 16% Development
  - 7% General & Administrative
- Expenses: \$1,679,095



**WATER PROGRAM DISTRIBUTION**

- Amazon
- Cambodia
- Dominican Republic & Haiti
- Africa
- Filter Program
- Philippines
- Nepal

**BOARD OF DIRECTORS**

David Cuthbert, *Chief Executive Officer*  
 Doc Hendley, *International President/Founder*  
 Allen Peterson, *Chairman*  
 Ray Buchanan, *Vice Chair*  
 Brent Fewell, *Secretary & Finance Committee Chair*

Fonda Hopkins, *Fundraising Committee Chair*  
 Sue Bunda  
 Jerry Butler  
 Wendy Fuscoe  
 Paul Thompson



**WINE TO WATER IS COMMITTED TO SERVING IN  
 COMMUNITY TO PROVIDE WATER TO THOSE IN NEED.**

\*These numbers are based on information available as of August 17, 2017. Complete audited financial statements available at [winetowater.org/financials](http://winetowater.org/financials)

# wine to water

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## 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.

