



 **BLOOD:WATER™**  
*2020 Annual Report*

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## *From the Executive Director*

I am pleased to share with you Blood:Water's 2020 Annual Report which celebrates the incredible accomplishments of the communities and partners we served alongside last year in our fight against the HIV/AIDS and water crises.

As it was for all of us, 2020 was a year of constant change and crisis management. As challenging as a global pandemic is here in the US, it can be even more devastating when access to treatment and health care – much less access to clean water and hygiene facilities – is inconsistent.

Throughout the year we worked to pivot with our partners, redirecting their Blood:Water funding toward the greatest needs as they led their communities and, in many cases, helped to guide their countries' response to this new crisis.

We are absolutely amazed by what our partners have accomplished, and deeply grateful to friends like you who helped equip them to continue to serve their communities on the frontlines of this global pandemic.

A year ago at this time, everything was changing on a daily basis and we had no idea what to expect in terms of the duration and toll COVID-19 would take on our work, and on our partners. What a joy it is to look back and see God's hand of guidance, protection, and provision every step of the way. **You have been a part of that provision, and I am excited to share with you an overview of what you have accomplished in the midst of a year of ongoing challenges.**

This work continues, day after day, thanks to the faithful commitment of our partners in Africa, and the generous support of friends like you. We are humbled and honored to partner with you, and with them, in this life-giving work.

With deep gratitude,



A handwritten signature in black ink that reads "Jake Smith". The signature is fluid and cursive.

Jake Smith, Executive Director



# *Mission & Approach*

## OUR VISION

Partnering with Africa to end the HIV/AIDS and water crises.

## OUR MISSION

Blood:Water is an equipping agency that partners with African grassroots organizations to address the HIV/AIDS and water crises. We do this by identifying Africa's hidden heroes and coming alongside their vision for change. Through technical, financial, and organizational support, we expand the readiness and effectiveness of African civil society organizations and the communities they serve.

## OUR APPROACH

In order to make the biggest impact in the communities where our partners are working, we:

- **EMPOWER** communities by equipping and enabling local leaders to drive change in their own way, in their own communities.
- **BUILD** the capacity of local organizations to ensure they can continue to provide services to their communities far beyond the length of our partnership, influencing generations to come.
- **CONCENTRATE** our partnerships in areas where a high prevalence of HIV/AIDS intersects with limited or no access to clean water to ensure that the most vulnerable people are served.

## OUR CORE VALUES

COMMUNITY • RESPONSIBILITY • INTEGRITY • DIGNITY • TEACHABILITY

### COMMUNITY

Ending the HIV/AIDS and water crises means seeing communities come together. It's about teamwork and healthy relationships. It's not just about what you can do; it's about what we can do.

### RESPONSIBILITY

The way we live affects the way others live. Once we are aware, there is a responsibility to live that out. First, we own the problem. Then, we own the solution.

### INTEGRITY

We do what is right even when it requires more work. We don't cut corners. Ever. Our work is excellent; our relationships are honest; and our finances are clean because we believe in the mission and its life-changing impact on communities.

### DIGNITY

Working for basic health care can intrinsically foster dignity in a community. We want our actions and attitudes to do the same. When we tell someone's story as they would want it to be heard, we honor the story. We are about inspiring people by sharing a humanized account of others, and therefore, being human to one another.

### TEACHABILITY

We do excellent work, but we are not perfect. Our values demand that we be transparent with others about the challenges and lessons that we are learning. We value listening and being willing to be wrong. Being teachable shows that we are less interested in our own pride and more concerned about the best interest of the mission.

# WATER, SANITATION, & HYGIENE *Impact*

As we were reminded in 2020, access to clean water for hand-washing and daily life is vital to health and reducing transmission of illness.

**Even without a global pandemic, access to water, sanitation, and hygiene services is a key determinant of health, nutrition, and education outcomes.**

Today, in sub-Saharan Africa, 325 million people still lack access to clean water and 644 million lack an adequate sanitation facility in their community.

**Children in sub-Saharan Africa are fifteen times more likely to die before the age of five** than children in higher income countries due to waterborne illness and communicable disease (both highly preventable and easily treatable).



## Young Athlete Models Good Hygiene

Our partner in Ethiopia, Drop of Water (DoW), utilizes university students to help share messages of health and hygiene with children in school. Early in 2020, before schools were closed due to COVID-19, DoW arranged for university students skilled in Taekwondo to speak to elementary students at a local school.

Millaw, a nine-year-old boy, was fascinated by their presentation and eager to learn all he could about Taekwondo. The older students emphasized the importance of hand-washing and proper hygiene as part of their routine to stay strong and healthy.

Millaw was so impacted by their presentation that he began washing his face and hands regularly so that he can stay healthy and strong. He also reminds his family, friends, and classmates of the importance of being consistent with hand-washing and other healthy hygiene practices.

*\*This number includes some of the COVID-19 highlights, as WASH training is a vital part of reducing the spread of illness.*



10,187

Hygiene facilities constructed or rehabilitated (including hand-washing stations, latrines, and more)



4,832

Females reached with menstrual hygiene management support

11,449

People reached with access to safe water through the construction and rehabilitation of 63 water points



708,300

People trained in WASH (healthy sanitation & hygiene practices)\*

# HIV/AIDS *Impact*

We all remember 2020 mainly because of the global pandemic that changed everything. However, COVID-19 has had ripple effects that many of us do not see in our daily lives.

**According to UNAIDS, the COVID-19 pandemic will have long-lasting consequences, potentially reversing up to twenty years of progress in the global fight against HIV.**

In sub-Saharan Africa, for example, shutdowns and restrictions kept people from being able to access the daily medications which are essential for the treatment and/or prevention of HIV. The long-lasting effects of COVID-19 will devastate many families and villages, and our partners are committed to doing everything they can to maintain the advancements they've made in their communities.

We are so proud of our partners on the ground in Africa, **many of whom were instrumental in leading their countries' response to the pandemic!** From educating community members about COVID-19 and preventive measures, to innovating ways to enable clients to maintain their HIV treatments so that they could stay healthy, **our partners have served faithfully on the frontlines, helping to overcome the challenges of this new health threat.**



# Life and Leadership with Mama Annah

Mama Annah is a sixty-five-year-old wife, mother, and grandmother. She has been on HIV care and treatment for a number of years, thanks to our partner Lwala Community Alliance (Lwala), and started a support group in her village for others who are HIV-positive to encourage and help each other.

Throughout the COVID-19 pandemic, Mama Annah has received deliveries of her HIV medications to keep her from having to travel to the hospital in person just to pick up medicine.

Out of appreciation for what she has received from Lwala, and to help her community, Mama Annah spends time at the village well daily, sharing information with her fellow community members as they come to collect water. She tells them about the importance of proper hygiene and medical treatment to keep themselves and their families healthy.

She discusses proper hand-washing techniques and healthy sanitation practices, and emphasizes the importance of face masks, HIV testing and adherence to treatment, and much more.

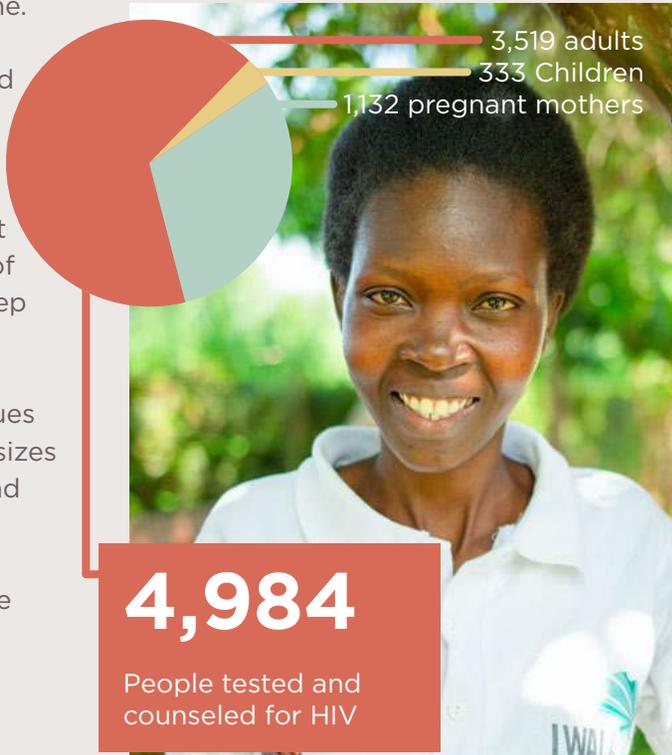
We celebrate Mama Annah for her passionate leadership in her community!



**524**  
People newly accessing care, treatment, and support for HIV



**88,003**  
People provided with HIV prevention services (including testing, prevention education, behavioral health and social services, and more)



**4,984**  
People tested and counseled for HIV



**461**  
Individuals trained on how to provide care for people living with HIV

# COVID-19

## *Response*

When met with a new global pandemic, our partners responded, **“This is why we are here!”** Before the first cases of the coronavirus emerged on the African continent, our partners were already pivoting their services and mobilizing teams to educate communities on the virus and how to prevent it.

**This response is not peripheral to water, sanitation, and hygiene. It is not a change of focus from serving people living with HIV. This is at the center of our partners’ work.** Access to clean water, combined with proper sanitation & hygiene practices, is vital to combating the spread of illness, especially for those with compromised immune systems, such as people living with HIV.



## “This is Why We Are Here”

In an effort to foster connectivity in the face of forced isolation, Blood:Water instituted weekly calls with our partners. Utilizing group call technologies, partners were able to connect with each other and with Blood:Water, share resources and insight, and support and encourage one another.

Because the effects of COVID-19 reached the African continent weeks after we were seeing it here in the US, our team was able to share information that equipped our partners to be ready for what was to come.

We also provided the opportunity for partners to redirect funds from their grant cycle to immediate COVID-related needs since water point construction and other planned projects were temporarily halted due to restrictions imposed to reduce the spread of the virus.

*\*This number overlaps with some of the WASH highlights*



**685,319**

People reached with COVID-19 preventative education and hygiene promotion\*



**20,269**

People provided with COVID-19 hygiene interventions (i.e. hand-washing stations, soap, sanitizers, etc.)



**12,392**

People provided with face masks for prevention and transmission reduction

**5,986**

People provided with emergency relief to address financial hardship due to sudden economic shutdown (including but not limited to: access to clean water, medicine, food supplies, hygiene and sanitation supplies, financial assistance)



# ORGANIZATIONAL STRENGTHENING

*“Blood:Water works to build the capacity of our organization based on our needs. This has enabled us to begin to address things we needed to change in order to strengthen and improve our organization. **Our partnership with Blood:Water has greatly built the image and visibility of our organization at community, district, and national levels.**”*

*– A Blood:Water partner executive director*

Local organizations in Africa are the **true drivers of change**. They are the experts laboring daily to end the water and HIV/AIDS crises.

However, they are often under-resourced, creating roadblocks to sustainability. Without a focus on building internal capacity, organizations cannot achieve their full potential and can lose their effectiveness over time.

It's easy to prioritize programmatic efforts over capacity building, which is why Blood:Water intentionally maintains organizational strengthening as a top priority with our African partners.

**Ultimately, we want our partners to be strong enough financially, technically, operationally, and internally to exist long after our partnership concludes.**



## 2020 Impact Highlights

3

Systems were implemented by partners including accounting, human resources, and monitoring and evaluation.

4

Policies or plans were developed including employee handbooks, strategic plans, revised organizational documents, and finance manuals.

55

Partner employees received individualized training in various aspects of their work.

# What is *Organizational Strengthening*?

Though the term itself has multiple definitions, here are the main elements of Blood:Water's approach:



## ASSESSMENT: THE IDF

The IDF (Institutional Development Framework) is an internationally-trusted assessment tool. During each funding cycle, Blood:Water partners conduct an IDF assessment, emerging from the process with new growth goals.

Blood:Water then provides resources and support to help the partner achieve these goals, which may include things like creating and implementing employee handbooks, financial policies, technological improvements, and more.



## COLLABORATION & GROUP LEARNING

The Partner Summit is an annual opportunity for partners to come together for a week of collaborative learning. This includes both training workshops and peer learning sessions, while providing opportunities for partners to strengthen and encourage each other as they share ideas, experiences, and victories.

*(Unfortunately, the 2020 Partner Summit was canceled due to global travel restrictions. Weekly partner calls were instituted to facilitate connection in lieu of gathering together.)*

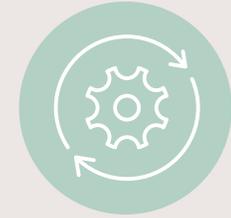


## LEADERSHIP COACHING

In 2020, we deepened our investment in organizational strengthening by adding professional leadership coaching sessions for each partner's executive leader.

Though they began their individual coaching in intervals, by the end of 2020 all of our partner leaders had begun utilizing this resource.

Each leader has reached out to Blood:Water to express their appreciation, identifying how their sessions have helped them navigate the challenges of the year, and grow both personally and professionally.



## GROWING SYSTEMS, POLICIES, & SKILLS

As partners set goals through the IDF, Blood:Water assists with providing resources or connections to help the partner achieve their goals. Emphasis is placed on following best practices in the field.

Specific actions may include creating and implementing financial or human resource policies, employee training, or growing the capacity of the organization through technological or operational advancements. It can even include tools such as tablets and software, facility projects, or vehicles to improve reach and efficiency.

# *The Blood:Water Family of Supporters*

From inception, Blood:Water supporters have been a community of donors using their creative efforts to raise funds for the water and HIV/AIDS crises. Here are a few examples of how people came together in 2020 to make a difference:

## **WEST MICHIGAN'S** *Incredible Journey*

Toward the end of 2018, a committee was formed with the goal of raising **\$150,000** to support the work of our partner, COPRED, in Malawi. Concerts and events were held, many of which included the efforts of children through Lemon:Aid stands and more! In spite of many 2020 events being cancelled for the safety of all involved, the West Michigan group achieved their goal by the end of the two year period. **In fact, the total amount they raised was \$165,167!**



## **JARS OF CLAY**

### *Back together for the Cause!*

As virtual events became a meaningful way to connect in 2020, our friends and co-founders, Jars of Clay, performed virtual concerts to raise funds for this work. In addition to thrilling their international fan base with a reunion, they successfully raised over \$65,000 through three virtual concerts between May and December of 2020. Jars of Clay also continues to share opportunities to participate in the work of Blood:Water with their dedicated fan base.

*“I don’t have money or power,  
but I have drumsticks.”*

At the age of nine, Allison began experiencing severe stomach pain that went undiagnosed for years. Knowing first-hand how important access to a restroom was for her growing up, Allison was shocked to learn that diarrheal diseases are the second-highest cause of death for children worldwide. Additionally, many are in danger of sexual assault in places where there is no safe latrine.

Allison says, **“I thought about what life looks like for women like me who are born somewhere else. And I find that unacceptable. We owe toilets to these women. And we owe toilets to girls who would otherwise have to drop out of school.”**

And so began Drums for Toilets, an annual benefit concert held on World Toilet Day (November 19) to raise money for building latrines in Africa. In her words, “It’s a night of community when we come together to stand up so our brothers and sisters can sit down.”



## Be **THE FUEL**

We are blessed with a group of donors who have committed to a monthly gift. We call them **The Fuel**. We were motivated to recently rename this group based on the fact that it **is our faithful monthly donors who truly fuel the daily aspect of our partners’ work.**

From gifts of \$5 per month to gifts of \$750 per month and more, people of all ages and backgrounds come together to consistently support and encourage our African partners in their daily work. To learn more about The Fuel, please visit our website at **[bloodwater.org/fuel](http://bloodwater.org/fuel)**.

## 2020 FINANCIALS

Blood:Water's board and executive staff have worked closely together over the past eighteen months to identify opportunities to strengthen the financial position of the organization so that we can better complete the work we are called to do. **In spite of the challenges faced globally in 2020, Blood:Water saw growth in many areas.**

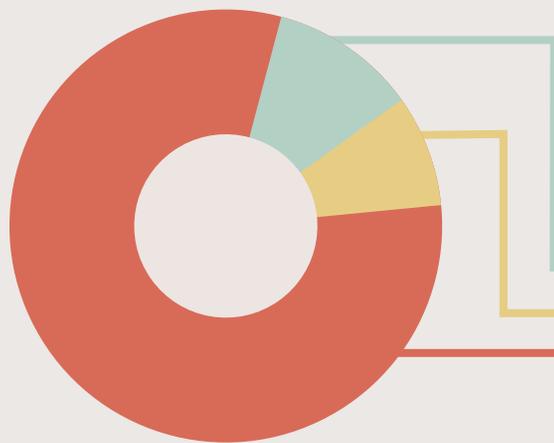
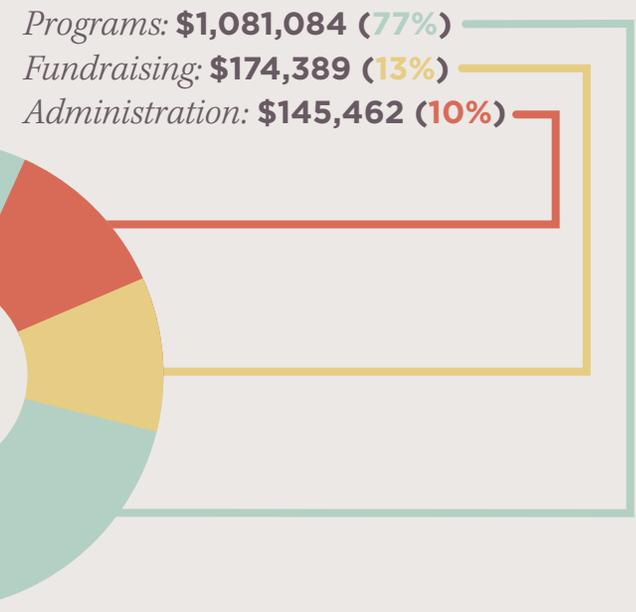
Program expenses were lower than expected in 2020 due to COVID-19 restrictions on travel and effects on programmatic planning and timing. Thanks to the generosity of donors throughout the pandemic, we were able to fulfill our commitments to partners and finish 2020 with operational reserves in place and the ability to **expand partnerships and programs in 2021.**



# STATEMENT OF ACTIVITIES

<b>REVENUE</b>	Contributions	\$2,108,943
	Other	\$1,943
	<b>Total revenue</b>	<b>\$2,110,886</b>
<b>EXPENSES</b>	Programs	\$1,081,084
	Fundraising	\$174,389
	Administration	\$145,462
	<b>Total Expenses</b>	<b>\$1,400,935</b>
<b>ASSETS</b>	Net assets, beginning of year	\$58,564
	Net assets, end of year	\$768,515
	<b>Change in net assets</b>	<b>+\$709,951</b>

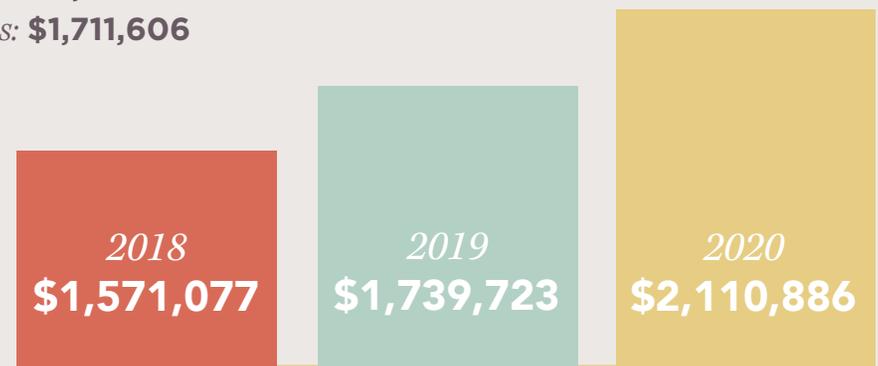
# 2020 EXPENSE BREAKDOWN



# 2020 INCOME SOURCES

*Non-Government Grants: \$233,078*  
*Corporations/Churches/Other: \$166,210*  
*Individuals/Family Foundations: \$1,711,606*

# REVENUE GROWTH Past Three Years



*Never doubt that a small group of thoughtful,  
concerned citizens can change the world.  
Indeed, it is the only thing that ever has.*

- MARGARET MEAD



# Our Leadership

## BOARD OF DIRECTORS

**Rich Hoops**, Chair | Impact Charitable, Denver, CO  
**Collin Brown** | Physical Rehabilitation Network, Nashville, TN  
**Katy Byers** | Confidant, Nashville, TN  
**Katherine Carpenter** | National Center for Leadership, Nashville, TN  
**Kevin Clark** | Clark Wealth Advisors of Raymond James, Holland, MI  
**Brad Gibson** | Sound Capital Management, Nashville, TN  
**Chris Hobday** | Equifax, Nashville, TN  
**Jena Lee Nardella**, Co-Founder | Praxis, Boston, MA  
**Steven Garber**, Emeritus | The Washington Institute, Burke, VA

## STAFF

**Jake Smith** | Executive Director  
**Nadia Kist** | Director of Africa Programs  
**Aaron Sands** | Co-Founder, Director of Operations  
**Dan Haseltine** | Co-Founder, Senior Development Officer  
**Amanda Manzella** | Performance Monitoring Manager  
**Lindsey May** | Finance Manager  
**Liz Kelly** | Annual Giving Manager  
**Mindy Schutza** | Marketing & Design Specialist  
**Caitlyn Roseborough** | Development Coordinator

## 2020 Partners

### Drop of Water (DOW) – Ethiopia

Supporting sustainable clean water supply and proper sanitation facilities development in the Tigray Region of Ethiopia.

### Lwala Community Alliance (LWALA) – Kenya

Delivering improved health and well-being through multi-dimensional services for the HIV-affected community in North Kamagambo, Kenya.

### Partners for Community Transformation (PaCT) – Uganda

Improving access to safe, clean water and improved sanitation and hygiene coverage and practices in the Mityana and Mubende districts of Uganda.

### Partners in Hope (PIH) – Malawi

Providing holistic HIV/AIDS care through clinical and comprehensive community-based psychosocial services in Malawi.

### Community Partnership for Relief and Development (COPRED) – Malawi

Supporting the improvement of personal and family hygiene, sanitation, early childhood development, and HIV/AIDS prevention and care in the Neno District of Malawi.

*Throughout this report you may have noticed photos you have already seen. Please excuse the reuse; travel restrictions have impeded our ability to refresh our supply of partner photos.*



**PARTNERS FOR ENDURING HEALTH AND DIGNITY IN AFRICA**

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[bloodwater.org](http://bloodwater.org)

