



2021 ANNUAL REPORT



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FROM THE EXECUTIVE DIRECTOR

The posture our founders took when Blood:Water was in its infancy was to ask the question, **“What are you doing, and how can we help?”** This question was asked over and over on visits to Africa. It was asked again and again of community members in each village – people who lived in the communities with the greatest need, and who were dedicating their lives to improving health and water access for their families, friends, and neighbors.

Eighteen years later, this question continues to make up the very fabric of Blood:Water.

Sub-Saharan Africa’s need for access to clean water will not be met by “just another water organization.” The health disparities will not be fixed merely by Westerners coming with charity and aid.

You see, we believe that all people are equally created and purposed by God, and this means that our role is not to “save” or rescue others, but to come alongside, to share what we have and empower them to live into the fullness of what God has given and equipped them to do.

It is only through community-driven solutions that Africans are seeing true, sustainable transformation.

This is what sets Blood:Water apart from other water and health organizations. This is what makes us unique, and what makes the outcome of this work last for generations.

So as you read through this report and see the various numbers – numbers of new water sources, numbers of people educated, numbers of people thriving through access to HIV care – remember this: **Each person who is touched by the work of a Blood:Water partner is not only helped, but is equipped to then help others.**

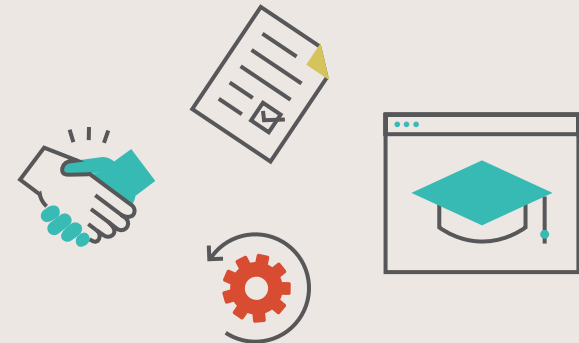
The work doesn’t end when our partnership ends. Rather, it grows – increasing exponentially as more and more people are equipped and empowered to impact their communities.

Thank you for choosing to be a part of it.



A stylized, handwritten signature in black ink.

Jake Smith, Executive Director



MISSION & VALUES



OUR MISSION

Blood:Water is an international nonprofit that partners with African community-driven organizations to end water & HIV/AIDS health disparities through organizational strengthening and financial support.

OUR CORE VALUES



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.





OUR VALUES *in Practice*

During our 2021 staff retreat the team worked through an exercise we titled “Values Alive!” Our goal was to take our values and define what they look like in practice. Together, we created a list of three to four behaviors that exemplify each value, and empowered each other to be accountable in our work together.

Here are a few examples of the outcome:



COMMUNITY

Behavior: We cultivate a diverse environment while staying rooted in our common mission. We give space for healthy disagreement and opportunities for constructive feedback while honoring one another’s experiences and perspectives.



INTEGRITY



Behavior: We prioritize missional alignment and core values over short-term gain, opportunity, or impulse.

Behavior: We invite accountability by maintaining clear, transparent, and consistent procedures.

TEACHABILITY

Behavior: We continuously adapt to new information for best practices, committing to reflection and review, remaining unafraid to correct course.



WASH

WATER, SANITATION & HYGIENE (WASH) *Impact*

Clean water is key to health, education, and life! When a community lacks a safe, clean water source, they are constantly battling sickness and other challenges that virtually disappear when a clean water source is established.

Every water project our partners participate in includes hygiene and sanitation training for the entire community! Rather than merely digging wells, Blood:Water's partners adhere to the global standards for WASH programs (Water, Sanitation, and Hygiene), establishing a committee to oversee ongoing education and healthy sanitation and hygiene practices in each village. The committee also maintains the well or water point, ensuring that it does not fall into disrepair.

2021 WASH PARTNERS

Drop of Water (DoW) – Ethiopia

Supporting sustainable clean water supply, proper sanitation facilities development, and nutritional support in the Sidama region of Ethiopia.

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 Mwanza and Blantyre districts of Malawi.

Partners for Community Transformation (PaCT) – Uganda

Improving access to safe, clean water and improved sanitation and hygiene coverage and practices in the Kiboga district of Uganda.



2021 IMPACT

Highlights



87,223

People trained in proper sanitation and hygiene practices



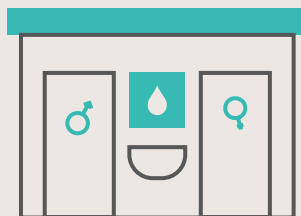
5,646

Females reached with menstrual hygiene management support

11,553

People provided with access to clean water through the construction of 172 new water points

9,531



People reached with access to improved sanitation facilities through the construction of 1,407 latrines

STORY

“Now you are here and I am filled with hope!”



Fe'o has seven sons. Last year, Fe'o's 15 year old son, Zenebe, came down with typhoid from contaminated water. He was quite ill and Fe'o had to take him to the clinic. The doctor prescribed some medication for Zenebe and said that he needed to take it with clean water.

Fe'o had to go to a nearby town to purchase bottled water. All of the transportation costs, medication, and purchasing water were overwhelming to Fe'o; however, he said it was worth it because Zenebe recovered.

Just one month later, Drop of Water came to the village and began working with the community to improve their water source. Fe'o said, **“I was so happy when Drop of Water came! My son has recovered but I fear for the rest of my children. Now you are here and I am filled with hope.”**

HIV

HIV/AIDS

Impact

As Blood:Water was being imagined by our founders, the heart of it centered on bringing care, compassion, and support to people living with HIV in sub-Saharan Africa. The reality of high rates of infection coupled with wide-spread stigma and an inadequate health care system have combined to create a devastating crisis.

As Jesus demonstrated time and again throughout the Gospels, His love extends to everyone, period. And we are called to be the bearers of His love.

Blood:Water remains committed to supporting the effort to end the HIV/AIDS epidemic in sub-Saharan Africa. We are honored to partner with African-led grassroots organizations who facilitate care, treatment and support for people living with HIV - meeting needs in a way that brings dignity, and empowering families and communities to thrive.

2021 HIV PARTNERS

Beacon of Hope (BOH) – Kenya

Equipping adolescents and young people living with HIV with access to health services, nutritional and psychosocial support, and WASH in the Kajiado county of Kenya.

Lwala Community Alliance (LWALA) – Kenya

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

Our Lady of Perpetual Support (OLPS) – Kenya

Providing holistic HIV/AIDS prevention, care, and treatment services to children who have been orphaned or made vulnerable by HIV, along with their households.



2021 IMPACT

Highlights



58,417

People provided with HIV prevention services



398

Pregnant women received treatment, counseling, and support to prevent mother-to-child transmission of HIV during pregnancy, birth, and breastfeeding



12,849

Individuals reached with interventions addressing stigma and discrimination



1,021

OVC* enrolled in ongoing care and support

***OVC**

The HIV epidemic affects far more than those who are personally living with HIV. OVC stands for "orphaned or vulnerable children" and refers to children between the ages of 0-17 who have been orphaned or made more vulnerable by HIV/AIDS.

Care and support services often include HIV testing and counseling, psychosocial support, financial support and guidance needed for the child/adolescent to complete their education and move into a small business or career path to support themselves. Blood:Water's partners, BOH and OLPS - both added in 2021 - have programmatic emphasis on supporting orphans and children whose lives have been impacted by HIV.

STORY

“May God bless all front-line health care providers!”

Molly is a widow with four children. She lives with HIV, and, through our partner LWALA, remains consistent with her treatment so that she can be healthy. In the summer of 2021, Molly became ill. She was concerned for her children as a single mother, and afraid that if she went to the hospital they would quarantine her and her children would be alone.

But when her children saw her condition worsening, they encouraged her to go. Immediately upon arrival she was screened and tested for COVID-19. She was given some medication and allowed to go home, **where LWALA's community health workers continued to check in and treat her.** They also tested each of her children (who were all COVID-free!) and provided them with soap, masks, and more to help them stay healthy.

Molly was very ill, but with frequent follow-up from the Community Health Worker, she recovered within two weeks. She returned to the hospital for a check-up and was grateful to hear that she was OK. **“If it weren't for LWALA's community health worker I would have died!”** Molly said, **“May God bless all front-line health care providers. ...Now I will also help educate others about COVID-19.”**



LWALA team member
conducting WASH & HIV
training for community
members

COVID-19 *Response*

Since the start of the pandemic early in 2020, it has been obvious to Blood:Water's leadership that supporting our partners in developing and implementing a front-line response was imperative. As we all know, proper hand-washing and personal hygiene help to slow the spread of sickness, and people with compromised immune systems or pre-existing conditions are more likely to experience sickness when exposed. Additionally, **times of crisis and challenge provide opportunities for organizations to advance in both reach and effectiveness.**

For all of these reasons, we knew that it was our responsibility to act, and to equip our partners to respond. Throughout much of 2020 we adjusted our funding priorities and goals with each partner. Funding was redirected from projects that were paused due to pandemic restrictions and put instead toward pandemic response.

When shut-downs and restrictions kept people living with HIV from getting refills of their daily medication, our partners began no-contact deliveries of medication to people's homes. This helped to increase HIV-medication adherence to above pre-pandemic rates!

2021 has seen restrictions lifted in many countries, including the African continent, and our partners have largely resumed their non-pandemic response work. However, each partner continues to participate in and contribute to their community health efforts on a greater scale than ever before.

COVID-19 RESPONSE *Highlights*



Number of people reached with COVID-19 prevention & hygiene education:

71,442 **756,761**
in 2021 total to date



People provided with hand-washing stations, soap, and sanitizers:



19,414 **39,683**
in 2021 total to date

People (including health workers and those with pre-existing conditions) provided with face masks:

4,152 **16,211**
in 2021 total to date



Hand-washing and hygiene facilities placed in public spaces such as markets and clinics, and at water points, to reduce viral spread in communities:

480 **1,898**
in 2021 total to date

ORGANIZATIONAL STRENGTHENING (OS)

“What are you doing, and how can we help?”

The challenges brought about by a global pandemic created many opportunities for innovation. We quickly learned that there were greater opportunities for connection with — and investment in — our partners through technology.

We will always value our in-person partner summits, where Blood:Water partners come together to learn with and from each other. But 2020 showed us that there is much that can be shared virtually to enhance and deepen learning opportunities and connection between in-person gatherings.

In July 2021 we launched the *Leader Collective at Blood:Water*: a community of practice that exists to convene, cultivate and amplify African leadership driving health, development, and social change.

Driven by a committee of Blood:Water partners, the Leader Collective combines virtual learning in the form of webinars, expert panel discussions, community networking forums, a resource library and much more, with in-person networking, community, and learning opportunities.

By the close of 2021, the Leader Collective had produced and circulated five e-newsletters to Blood:Water partners containing resources and information on relevant topics, participated in panel discussions, and facilitated an online masterclass in leadership and organizational resilience. The committee has also been busy developing a menu of webinars and other learning opportunities for 2022.

For more information on the Leader Collective, please visit bloodwater.org/collective.



LEADER COLLECTIVE
AT BLOOD:WATER

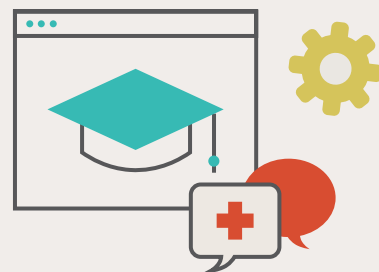
2021 was a year of exciting growth in developing and building new resources for our African partners. We look forward to sharing more results with you as implementation of the Leader Collective continues!



What Makes Blood:Water Unique

Funding HIV and clean water projects is an integral part of the work of Blood:Water. As you can see throughout this report, the need is great and our partners accomplish much.

What differentiates Blood:Water from other water and health organizations is our unique model that incorporates the following:



Proven success
with **organizational
strengthening**



Work with smaller,
community-driven
organizations

BLOOD:WATER
Model



8-year **funding commitment**
to African partner
organizations

Since 2015, Blood:Water has used an internationally-accepted tool – the Institutional Development Framework (IDF) – to guide our Organizational Strengthening efforts. Blood:Water partners complete an internally-driven IDF assessment with every 2-year funding cycle. With each assessment partners emerge with new goals for their organizational growth. These goals may include increasing accuracy and efficiency in programs and tracking, providing training for their teams, or developing and implementing new internal policies and controls in areas like finance and human resources.

Long-Term Outcomes of OS

Blood:Water **evaluates the success** of our OS work based on, but not limited to, these **four outcomes**:



OUTCOME 1

Partners will be strengthened, moving into the “Sustaining” stage of organizational development.

The IDF identifies four stages* of organizational development: Beginning – Developing – Expanding – Sustaining. While there are many global funding opportunities for start-up organizations and for those who are well-established, there is a gap in available funding for organizations between the “Developing” and “Expanding” stages. This is where Blood:Water has found its niche. Since beginning to use the IDF, we have seen partners move from the “Developing” stage into the “Sustaining” stage, demonstrating growth both in organizational strength, and in capacity for greater impact.

**See page 16 for more*



OUTCOME 2

Reduced financial vulnerability of partners.

As partners increase their core strength and begin to move through the “Developing” stage toward the “Sustaining” stage, they are able to put systems and structures in place that will help them properly utilize, track and manage larger funding awards. They are also better equipped to demonstrate real, measurable outcomes from their work. This puts them in the sights of larger funders that would otherwise not be able to consider grant awards to the organization.

In 2021 Blood:Water partner, LWALA, received a funding award through MacKenzie Scott’s philanthropy. We were so excited to celebrate this incredible gift with them! LWALA is in their final funding cycle with Blood:Water and it has been a true joy to see them grow and develop through the years of partnership we’ve shared.





HEALTHIER
PARTNERS



HEALTHIER
COMMUNITIES

OUTCOME 3

Increased program
quality of partners.

A vital part of Organizational Strengthening is looking at the systems, policies, and procedures with which our partners implement their work. As they identify areas that can be improved, Blood:Water supports the partner in achieving their goals. This can be as simple as purchasing and implementing technology to improve program monitoring and evaluation, or acquiring necessary equipment to improve their outputs. This particular outcome also includes **providing specialized training to partner staff members, equipping them with the knowledge and expertise they need to be able to take their work to the next level.** This outcome is critical to our hypothesis that healthier partners equal healthier communities.



OUTCOME 4

Increased organizational
autonomy for partners.

Organizational autonomy refers to an organization's ability to exist, operate, and fulfill its mission independent of funder-driven agendas or interests. Many African-led non-governmental organizations rely on restricted funding from grants and international aid. As they focus on growing and strengthening their organization, they are better able to hire staff and continue their work without being required to adjust their programs based on what funding they can acquire. This is just one example of this outcome.



Since 2015 (when we began using the IDF) we have collected real, documented impact data demonstrating that this approach is making a true, lasting impact.

By the close of 2021, five partners had completed at least two full cycles* of IDF assessment. We have seen an average of 20% growth overall, with partners rating firmly in the developing stage and progressing toward the expanding stage throughout the IDF process (four IDF processes total in an 8-year partnership).



20%

growth in
**Overall
Average
Score**

(Outcome 1)

29%

growth in
**Succession
Planning**

(Outcome 1)

15%

growth in
**Program
Quality**

(Outcome 3)

23%

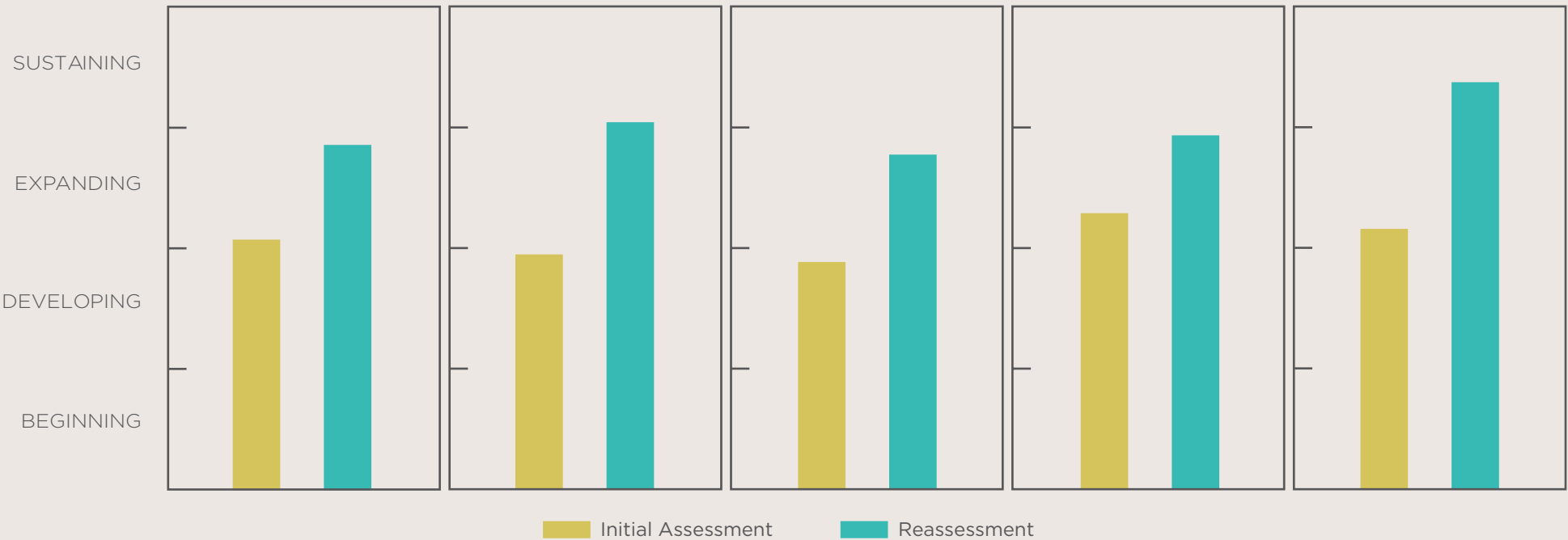
growth in
**Financial
Diversity**

(Outcomes 2 & 4)

28%

growth in
**Organizational
Autonomy**

(Outcome 4)



*Percentages represent aggregate results across these five partners

So what does it look like in practice?

Between January 2015 and December 2021 (7 years), the following specific OS outputs have been recorded across all Blood:Water partners:



28

systems have been deployed to **improve operational and program quality**



- Financial systems
- Technology and software upgrades
- Systems for program monitoring and evaluation

360

partner employees have received **specialized training**



- Organizational administration
- Program monitoring & evaluation
- Finance
- Cross-training

Organizational Strengthening is what makes Blood:Water unique. Ultimately, we want our African partners to be strong enough financially, technically, operationally, and internally to not only exist, but to thrive long after our partnership concludes. This is how – together – we create sustainable change and progress toward the elimination of health disparities.



45

policies and plans have been **developed or revised, and implemented**



- Human resource policies
- Employee manuals
- Financial policies
- Strategic plans

MOMENTS TO *Celebrate*



40 MILLION DOLLARS FOR AFRICA

Eighteen years ago, a busy band and an incredibly passionate recent college graduate had the audacious goal to help end two of the world's greatest health crises. Joining together, they set out to do this by raising support all across the country, one person and one dollar at a time.

In August 2021, Blood:Water celebrated an incredible milestone in which we had officially raised 40 million dollars since our founding, for our African partners and leaders who are working tirelessly to end the HIV/AIDS and water crises!

“...Generosity upon generosity, love upon love leading to a number that speaks loudly of how an intention to honor and serve people in Africa has found its footing. It isn't just the funds raised, but the wealth of stories holding African men and women up that makes my heart full of gratitude. I am glad you and I have been part of this lavish display of God's provision and care for us.”

– **Dan Haseltine**, Jars of Clay lead singer;
Blood:Water co-founder

Since Blood:Water's founding, we have been privileged to work with seventeen partners in twelve different countries in sub-Saharan Africa. In addition to financial support toward HIV/AIDS and WASH advancements, each partner has received substantial investment from Blood:Water in their organization for the purpose of strengthening them and helping them grow their impact beyond our partnership.

But the true value of this 40 million dollars raised is seen in the community members who have stepped up to lead the change; for themselves, their families, and their neighbors. Local leaders enacting community-driven solutions.

Blood:Water is a 2021

Classy Award Winner!



Out of 1,400 nonprofits and social enterprises nominated, Blood:Water was selected as one of ten Social Innovation Award Winners for 2021!

We are so grateful to be recognized by Classy and for the honor and focus this award brings to the life-giving work of our African partners.

Award winners were decided by the Leadership Council, a prestigious group of social sector leaders including representatives from organizations such as Feeding America, Microsoft, Salesforce.org, and the Bill & Melinda Gates Foundation. Here are a few things that Leadership Council members had to say about Blood:Water:



“

“[Blood:Water recognizes] that there isn’t a one-size-fits-all solution, that they need to understand and follow African-based & led organizations to find the solutions that are going to take hold.”

Abby Maxman | President & CEO,
Oxfam America

“

“What makes Blood:Water unique is that they are going about this through a community-based approach... If you work from a community base to solve community problems, the lasting change is much more enduring.”

Michael Thatcher | CEO, Charity Navigator

“

“The way that Blood:Water combines education with delivery sets the organization up for long-term success.”

Victoria Vrana | Deputy Director,
Philanthropic Partnerships, Bill &
Melinda Gates Foundation

2021 FINANCIALS

In spite of the global challenges of the past few years, Blood:Water's leadership has continued to work hard to strengthen the financial position of the organization. Thanks to the generous support of many donors, we are able to continue to grow this work. Two new African partners were added to the Blood:Water portfolio in 2021, and we look forward to adding three additional partners in the coming year.



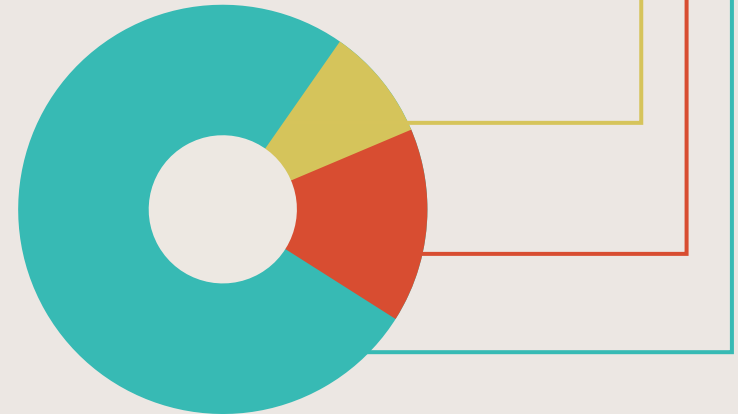
2021 unaudited financials (audit in progress)

STATEMENT OF ACTIVITIES

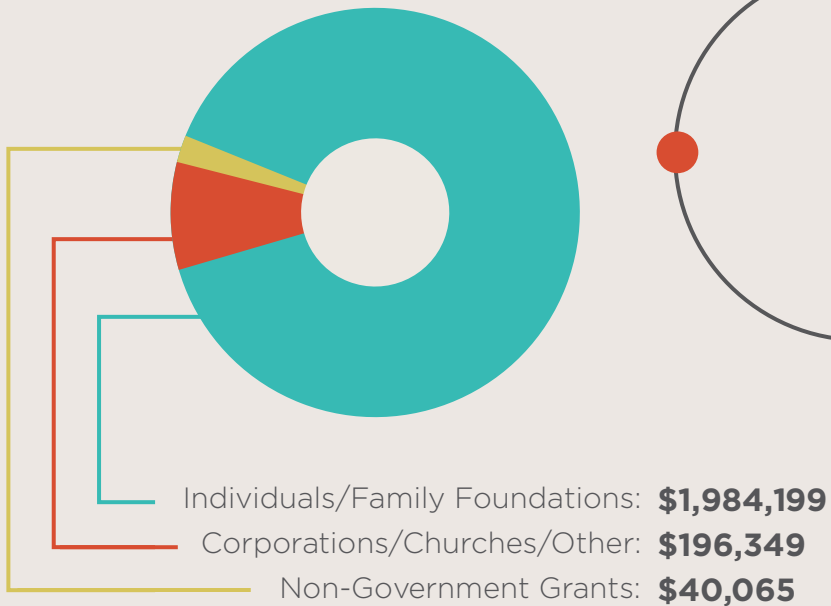
REVENUE	<i>\$2,220,613</i>
EXPENSES	<i>\$1,561,757</i>
ASSETS	<i>\$1,495,584</i>

2021 EXPENSE BREAKDOWN

Programs: **\$1,146,200 (73%)**
 Fundraising: **\$246,969 (16%)**
 Admin: **\$168,588 (11%)**

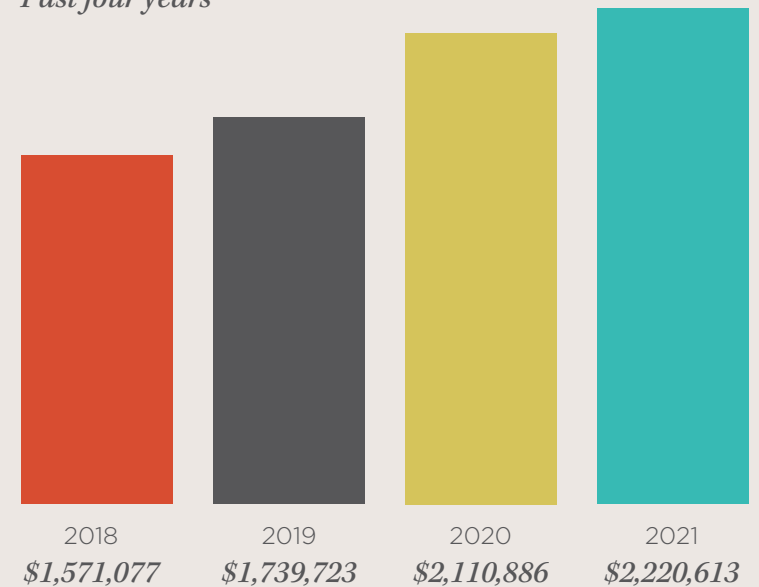


2021 INCOME SOURCES



REVENUE GROWTH

Past four years



OUR LEADERSHIP

BOARD OF DIRECTORS

Rich Hoops, Chair | Impact Charitable, Denver, CO
Chris Hobday, Treasurer | Equifax, Nashville, TN
Collin Brown, Secretary | Ardent Health Services, Nashville, TN
Olivia Bahemuka | Professor, Belmont University, Nashville, TN
Katherine Carpenter | National Center for Leadership, Nashville, TN
Liz Chamberlain | Humanitarian OpenStreetMap Team, Washington, D.C.
Kevin Clark | Clark Wealth Advisors of Raymond James and Associates, Holland, MI
Brad Gibson | Sound Capital Management, Nashville, TN
Evelyn Omala | Independent Philanthropic Consultant, Brisbane, Australia

FOUNDING LEADERSHIP

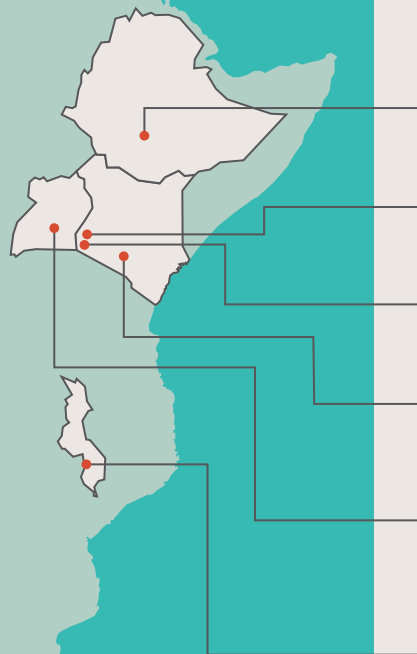
Jena Lee Nardella | Co-Founder
Jars of Clay | Co-Founder
Steven Garber | Advisor

STAFF

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



2021 PARTNERS



Drop of Water (DoW) - Ethiopia

Our Lady of Perpetual Support (OLPS) - Kenya

Lwala Community Alliance (LWALA) - Kenya

Beacon of Hope (BOH) - Kenya

**Partners for Community
Transformation (PaCT)** - Uganda

**Community Partnership for
Relief & Development (COPRED)** - Malawi



Ending health disparities. One drop at a time.

P.O. Box 60381 | Nashville, TN 37206 | T. 615.550.4296

bloodwater.org

