



# 2022 ANNUAL REPORT



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## FROM THE EXECUTIVE DIRECTOR

When Jena, Dan, and the band Jars of Clay first formed Blood:Water, they had two core principles that were non-negotiable. First of all, they recognized the need to work at the intersection of Africa’s two greatest health crises, HIV/AIDS and lack of access to clean water. Secondly, they believed in the importance of working through locally-led African organizations, rather than imposing solutions from the outside. Nearly two decades later, these principles remain central to Blood:Water’s mission, which continues to prioritize community-driven partnerships and ending health disparities.

Over the past year, we have undergone an intensive process of self-reflection, resulting in, amongst many other things, an update to our mission statement and a new website. The new mission statement (*found on page 4*) emphasizes

the importance of partnering with organizations that put communities first, while also acknowledging the broad scope of the health and livelihood challenges facing African communities. The updated website provides a more detailed picture of Blood:Water’s impact, including key performance indicators for our partner organizations, and outlines the organization’s long-term investment approach with our partners and the communities they serve.

Looking ahead, we have set ambitious goals for increasing our partner portfolio by 25% and impacting 2 million people by 2025. By working together with our partners *and* you, we are pioneering a unique model of community-driven development that is making a real difference in the lives of people across Africa.

But even as we look ahead, I encourage you to take a moment to look back with us over this last year, as it has set the stage for an exciting future. I hope you will gain a deeper understanding of the impact that Blood:Water is having and the important role that your support plays in this vital work.

Thank you for joining Blood:Water on this crucial journey towards a healthier, more equitable future for all.



**Jake Smith**  
Executive Director







## 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.

## VISION

To share in the joy of ending the water & HIV/AIDS crises - *with* our partners & *in* this lifetime.

## VALUES

Community  
Responsibility  
Integrity  
Dignity  
Teachability

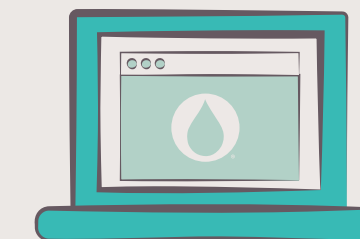


# 2022 HIGHLIGHTS

In 2022 Blood:Water became a truly global organization with the opening and staffing of our office in Nairobi, Kenya! We are grateful for the opportunity to fully live into our belief that our role is to strengthen, resource, and support the true experts - the local leaders of the communities in which our partners live and work. If you find yourself in Nairobi, stop in! Our Africa Partnerships teams loves to host visitors.



**Have you seen the new bloodwater.org?** Take a moment to view our new website featuring the Blood:Water Model, information about each of our partners, our combined impact, and ways you - and others - can be a part of sustainable change. You'll also find annual reports and financial information, along with historical data.



To learn more about these, and all of our partners, use your smartphone to scan the code, or visit us at [bloodwater.org/our-partners](https://bloodwater.org/our-partners)

2022 saw **three new partners** added to the Blood:Water portfolio, bringing our total cohort to nine. Our work with all three new partners focuses on advancing care and support for people living with HIV, including essential elements of water, sanitation & hygiene. **See a brief description of our new partners below.**



(FOCCAD)

### Foundation for Community and Capacity Development

Foundation for Community and Capacity Development (FOCCAD) is located in eastern Malawi. Our initial grant focuses on reaching adolescent girls and young women with HIV education, prevention, testing, care and support.

(CABDA)

### Community Asset Building and Development Agency

Community Asset Building and Development Agency (CABDA) works to improve health outcomes of school-going children and their families while strengthening the livelihoods of those impacted by HIV/AIDS in western Kenya. Our partnership focuses on improving clean water access for households and schools, and strengthening the livelihoods of those that are impacted by HIV/AIDS.

(Rafiki)

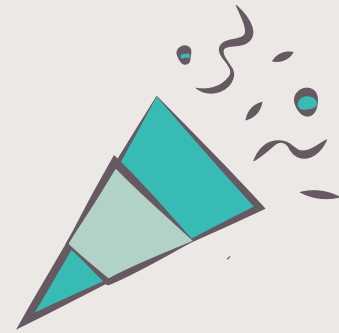
### Rafiki Wa Maendeleo Trust

Rafiki Wa Maendeleo Trust (Rafiki) provides HIV prevention, treatment, care and support to children and youth in vulnerable households in western Kenya. Our partnership is resourcing Rafiki as they scale up services to improve the well-being of vulnerable children, adolescents and youth, and strengthen the economic security of the households in which they live.





## LWALA's Graduating LET'S CELEBRATE!



2022 was momentous in that our partner, Lwala Community Alliance, has officially graduated from partnership! There is much to be celebrated, and we are cheering them on as they continue to grow and do incredible things in the communities in which they live and work.

The Lwala + Blood:Water partnership started in 2007 as village members organized, donating land and resources to build a clinic. Blood:Water invested in Lwala's start-up phase, supporting the launch of the clinic and establishing the first water well nearby. In 2010, Blood:Water supported the start-up of the Primary Water Project to bring WASH training to the community and clean water at the health facility and 13 primary schools in North Kamagambo.

In 2013 this funding expanded to support Lwala's efforts to improve the quality, availability, and organization of comprehensive HIV/AIDS care and support services for individuals and families living with HIV in North Kamagambo.

The success and learning paved the way for Blood:Water to support the start-up of Lwala's integrated HIV & WASH program beginning in 2015.

The ongoing investment in organizational strengthening support has been greatly beneficial to the Lwala team. ***"This form of capacity support that allows us to define our own priorities is empowering. We have worked on a number of projects aimed at improving our systems and we are a far better organization than what we were several years ago. This approach to "capacity building" should be emulated by other donors and intermediaries."*** -Julius Mbeya, Co-CEO | LWALA

Lwala's integrated HIV & WASH program has opened doors to address the dual challenge of HIV and poor access to water through an integrated solution driven by community members. Focusing on providing community care, prevention and support in addition to clinical treatment, this integration of HIV & WASH is providing a learning point to peers in the HIV & WASH sectors.

Today, the Lwala Community Hospital provides care to more than 60,000 people each year reaching beyond North Kamagambo and serving people from the counties of Migori, Homabay, Kisii and beyond.



## Welcome to the Blood:Water Board!

We are excited to welcome Lwala's Co-CEO, Julius Mbeya, to the Blood:Water Board of Directors starting in January of 2023! Having been on the partnership side of the relationship with Blood:Water for many years, we look forward to how Julius' input as a board member can add depth and insight to this work going forward.



**Julius Mbeya**  
LWALA Co-CEO, Blood:Water  
Board Of Directors





# 2022 Highlights

## WASH & HIV/AIDS

From the very beginning, you've helped our partners work toward ending the HIV and water crises in sub-Saharan Africa. The two crises are deeply connected. Studies show that HIV-affected households require more water daily than their counterparts, yet those traveling to retrieve water will reduce their intake and use less safe water sources. HIV weakens a person's immune system making them more susceptible to illness, especially from bacteria carried in contaminated water.

While WASH solutions make HIV solutions more effective, typical funding streams largely separate the two, creating silos and ineffective program implementation. It is at this intersection of need and lack of funding solutions that Blood:Water has stepped in to support communities in addressing and solving their health and clean water challenges.

**The most effective way for us to participate in ending the HIV & water crises in this region is to strengthen and support locally-led, community-driven organizations who are already engaged in this work.**

These numbers reflect their work in 2022, in partnership with Blood:Water:



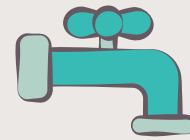
**43,670**  
people reached  
with HIV education  
and prevention



**14,919**  
people living with  
HIV began receiving  
antiretroviral treatment  
for the first time



**919**  
adults were enrolled  
in HIV care & support  
for the first time



**212**  
new, functional  
water points  
constructed  
providing  
**14,383**  
total people with  
access to clean  
water



**11,987**  
hygiene trainings  
held, with  
**104,637**  
individuals trained  
in proper hygiene  
practices





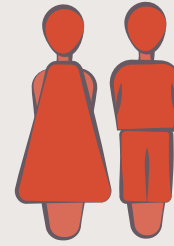
1,665

households impacted  
by HIV were enrolled  
for care & support

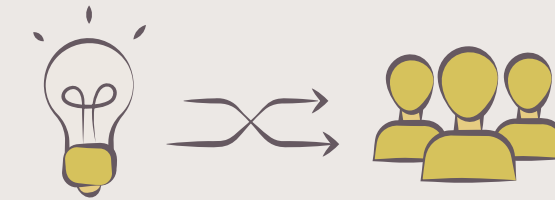


386

children orphaned or  
made vulnerable by  
HIV were enrolled in  
care & support



## How “Community-Driven” DRIVES CHANGE



At the age of 77, John has gathered much life experience, especially in terms of how people living with HIV, as he is, have been subjected to rejection time and time again. From job loss to rejection by family and friends, John knows how important it is to protect yourself and your status from others.

He is recognized as a leader in his community, Oboch village, and is very well known, so when he told the members of his HIV support group not to participate in WASH trainings because he believed it was a way to disclose their status to the community, they listened to him.

Unfortunately, when our partner Lwala came to hold WASH sessions, rumors began spreading that everyone attending was HIV-positive. This only fueled stigma in the small village, and everyone decided that they did NOT want to receive any further visitors from Lwala.

But in spite of his age and declining health, John was still curious about Lwala, and what they were doing. He decided to visit



a neighboring village and attend a WASH training that Lwala was hosting there.

As he listened, he realized that they were teaching in his own native language, and that the information they had to share would change the lives of everyone in his village including those living with HIV. But he realized it would not expose people's status unless they chose to share it themselves.

Leader that he is, John went back to his village and told them how his initial caution and advice was wrong and that they needed to welcome the Lwala visitors and apply everything they had to teach. He went on to work with Lwala, leading the community-led total sanitation effort for their village.

When John recently faced some additional health challenges, his HIV support group came around him to help and support him and his wife, grateful for the many ways he has helped and led them. ***“May God bless Lwala and my support group members for showing love to me,”*** John shared.

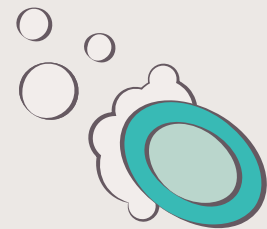


1,574

latrines constructed,  
providing

9,533

individuals with  
access to improved  
sanitation facilities



1,195

young women  
reached with  
menstrual hygiene  
support for the  
first time







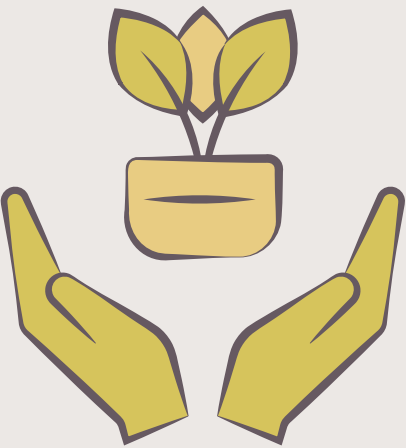
Establishing seedlings at BOH to provide to families participating in home garden education.

# HEALTH / HOLISTIC SUPPORT

## What exactly IS “care & support” ?

Ending water and health disparities is central to our mission. Our reason for this work is our core belief that all people are equally created and purposed by God. Therefore, we resource our partners so that we can together achieve the full outcome of human flourishing.

You often see the phrase “care and support” in relation to our partners’ work in HIV. Here are just a few of the many ways our partners provide care and support to help families and communities thrive:



## Nutrition & Home Gardens

Many Blood:Water partners incorporate nutrition education right alongside the education around water, sanitation and hygiene. Through teaching families how to establish vegetable gardens at home our partners help their communities to improve their health through good nutrition while also providing a supplemental source of income, as people can often sell vegetables at their local market.

Studies show that health outcomes are greatly improved when nutrition support is added to WASH programming.

In 2022

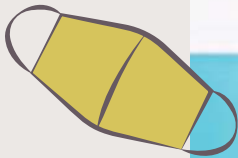
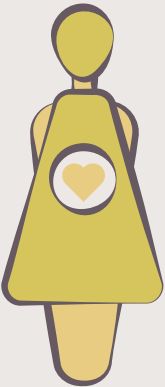
**11,866** people were reached with nutrition education, *with*  
**5,196** people receiving education and support to cultivate a home garden.

## Breastfeeding Support

Breastfeeding support is part of preventing mother-to-child transmission of HIV. When mothers are tested and treated as needed, they are able to nurture and raise healthy children, free from HIV. Additionally, providing easily accessible education and support for breastfeeding mothers helps overcome challenges around nutrition and child health.

In 2022,

**584** lactating women received education and support for breastfeeding their infants.



## COVID Response

Our partners serve on the front lines in their communities, educating around prevention and monitoring the spread of viruses and other illnesses that arise. Consistent use of proper sanitation & hygiene techniques such as hand washing continue to be the most effective way to combat sickness and disease.

In 2022, an additional

**2,426** hand washing stations were established in communities, *with* **11,987** hygiene trainings held.

## Education & Livelihood Support

Providing support for children orphaned or made vulnerable by HIV to attend school is a vital part of ensuring that they have the opportunity to live a full life, achieving their potential and overcoming economic difficulties.

Use your smartphone to scan the code and watch Evans and his aunt talk about how our partner OLPS has helped set him up for success in spite of the challenges he faced early on.





# ORGANIZATIONAL STRENGTHENING (OS)



Organizational Strengthening (OS) is the key programmatic component that sets Blood:Water apart from other nonprofits in the HIV and water sectors.

By resourcing and strengthening locally-led, community-driven organizations in communities throughout East and Southern Africa, the impact of your generosity is exponentially multiplied as each partner organization grows through to their final grant cycle and graduates with much greater capacity, reach, and impact.

## OS Staff

**In 2022 the first ever Organizational Strengthening staff role was added to the Africa Partnerships team!**

Agevi Michael joined Blood:Water full-time on September 1, 2022 as our Organizational Strengthening Coordinator. His background in sports and coaching athletes combined with his degree in Human Resources makes him an excellent addition to the team, and uniquely qualified to implement and grow this key aspect of the Blood:Water model.



**Agevi Michael**  
Organizational Strengthening  
Coordinator



## Partner Exchange Visits

Partner exchange visits involve one Blood:Water partner visiting another to learn about a specific aspect of their work or model, with the goal of identifying strengths and unique methods that they can implement themselves to enhance their own programs and outcomes.

In August Beacon of Hope's leadership team visited PaCT in Uganda to learn more about their WASH programming in communities and schools. Jane Wathome, BOH's Executive Director, shared, ***"PaCT's community entry strategy through schools was a great learning that we plan to implement within our programs. Integration of training on how to make reusable sanitary pads in schools and incorporation of the boys in [education around menstruation] was a new learning."***

A few months later, PaCT traveled to Kenya to visit Beacon of Hope. While they were there, the PaCT team saw elements of their own program that Beacon of Hope had already implemented! It is exciting to see our partners learning and growing from each other, and to see them maximize the resources offered to them through partnership with Blood:Water.

*In 2022 a total of*

**4** partner exchange  
visits took place



***"When you stay in your own country, in your own space, you can think you're doing well. But when you look outside at what others are doing you can start to see new approaches and ways you can grow. ...I am so grateful to Blood:Water for making partner exchange visits available to us as part of our Organizational Strengthening work."***

- **Jane Wathome** | Founder, Executive Director, Beacon of Hope



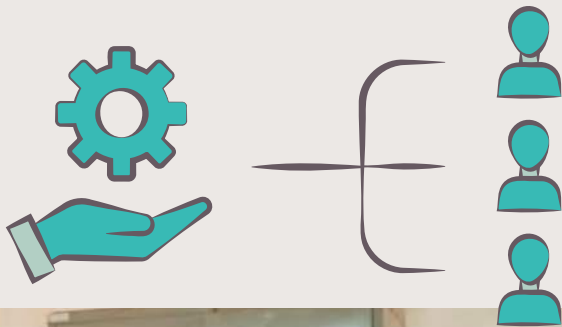
# Leadership Coaching

One-on-one coaching sessions with a professional leadership coach are an integral part of strengthening our African partners. Each leader is matched with a coach and together, they guide the process and focus areas.

Leaders who participated in coaching reflected on receiving insights on time management, goal setting, communication skills, creative thinking, and more. 100% of surveyed coaching participants reported feeling more confident as a leader as a result.

In 2022

8 partner leaders completed coaching sessions.



Coach Cece Ojany-Bekhor

*“The coaching has been an eye opener to a lot of weaknesses I have and couldn’t see. My performance at work has improved because I can now interact with my colleagues more professionally. ...My supervisory abilities are really yielding fruit now. ...I have even moved ahead to start a Masters Degree in Public Health!”*

- Blood:Water partner leader

# Achieving Long-Term Outcomes

One of the four long-term outcomes in Blood:Water’s Theory of Change is reduced financial vulnerability of our partners.

Through the work of the **Leader Collective** in 2022, we conducted a virtual fundraising bootcamp for all of our partners. The objective was to help partners understand the current climate of fundraising, how storytelling creates impact for potential donors, and how to leverage their entire team as fundraisers.

Within weeks of attending the training, team members at OLPS in Kenya put together their first-ever online fundraising campaign!

Here is how it went:

*“[We] designed an online fundraising strategy focusing on keeping vulnerable children in school by providing a complete set of school uniforms per child throughout the school year. We took advantage of the online buzz around Giving Tuesday to mobilize individuals to support our goal.*

*“Our goal was to raise KSh 450,000 (\$3,750) to provide full sets of school uniforms for 100 children. ... We raised KSh 487,000 (\$4,058) from this initiative! This was the first time OLPS ventured into online fundraising and the results were impressive. We will continue putting these practical skills and experience to use to build a strong online fundraising strategy.”*

- Blood:Water partner, OLPS



A photograph of a group of about ten people, including men, women, and children, standing outdoors in a rural setting. They are gathered around a traditional wooden well structure. Some people are waving at the camera.

Use your smartphone to scan the code and watch Geoffrey (of PaCT, Uganda) talk about how the Blood:Water partnership has impacted him and his team.

A square QR code with a red circular logo in the center, which features a white flame-like shape. The QR code is enclosed in a red border.





# Driving Change Through THOUGHT LEADERSHIP

Blood:Water is honored to collaborate with a number of experts in the International Development & Philanthropy sectors. In recent years the impact of the Blood:Water partnership on African organizations has generated increasing global attention resulting in a number of invitations to present our model, and connect with other international players.

## EAPN | East Africa Philanthropy Network

Established in 2003, the East Africa Philanthropy Network (EAPN) is a voluntary membership organization that brings together local charitable trusts and foundations in East Africa with the primary aim of promoting and growing a culture of giving.

The network’s mission is to provide a collaborative platform that champions, connects and co-creates innovative solutions to advance philanthropy in East Africa.

Blood:Water’s Director of Africa Partnerships, Nadia Kist, holds a seat on the EAPN Board of Directors.

## APF | African Philanthropy Forum

The African Philanthropy Forum is a strong and vibrant community of partners who through their strategic giving, investments and influence, foster shared prosperity on the African continent.

In October, 2022, Nadia Kist, Blood:Water’s Director of Africa Partnerships was a featured speaker at the APF Annual Conference.

**Nadia Kist**  
Blood:Water, Director of  
Africa Partnerships

# Catalyst 2030

In 2022 Blood:Water joined Catalyst 2030, a global movement of people and organizations committed to achieving the UN Sustainable Development Goals (SDGs) by 2030. Joining forces with communities, governments, businesses and others, Catalyst 2030 members are changing systems at all levels through collective action and bold, new strategies.

Working within the regional Africa Forward chapter of Catalyst 2030, our mission, vision, and values align closely with the collaborative objectives. Africa Forward’s goal within Catalyst 2030 is to achieve five strategic shifts, with the first being a narrative shift:



## Africa Forward Objective

Restructure the approach to African narratives by profiling the African leadership of local social enterprises.

## Our Engagement

At Blood:Water, we do this each day with our work in organizational strengthening and leadership development through the Leader Collective. The organizations we partner with are those on-the-ground making change happen in their communities, and our work should always amplify and uplift their efforts.

Currently, just 14% of funds from international donors go to local organizations,\* but at Blood:Water **100% of program funding goes directly to local organizations in Africa.**

*\*www.bridgespan.org*



**If you want to go fast, go alone;  
if you want to go far, go together.**

- African Proverb





# 2022 FINANCIALS

Since our founding in 2004, Blood:Water has invested over \$43.5 million of private philanthropic funds in the work of ending health disparities and strengthening locally-led, community-driven organizations in sub-Saharan Africa.

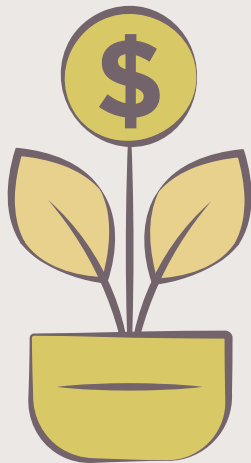
Blood:Water does not have an endowment or pool of funding from which we distribute, therefore the funds you give go directly to the work of our partners. Being that only 14% of funds raised from large, international aid and development organizations goes to the communities in need,\* we are incredibly proud to report these numbers back to you, our family of financial partners. **100% of Blood:Water program funding goes directly to thoroughly vetted African organizations.**

You can take great confidence in the fact that your generosity is making a profound impact. **Thank you for being a part of the transformation reflected in these pages!**

*\*www.bridgespan.org*



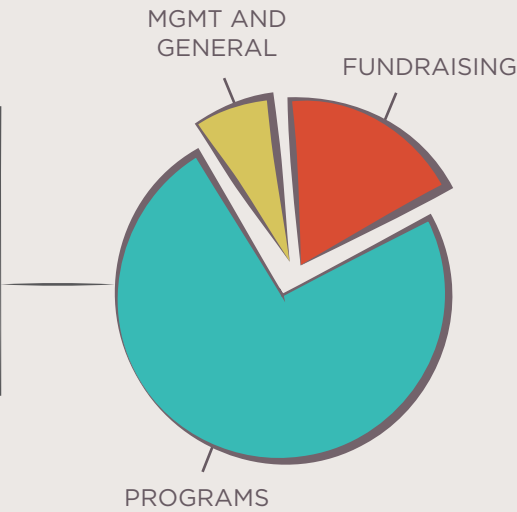
Watch a quick “thank you” video from our partner, PaCT in Uganda, by scanning this code with your smartphone camera.



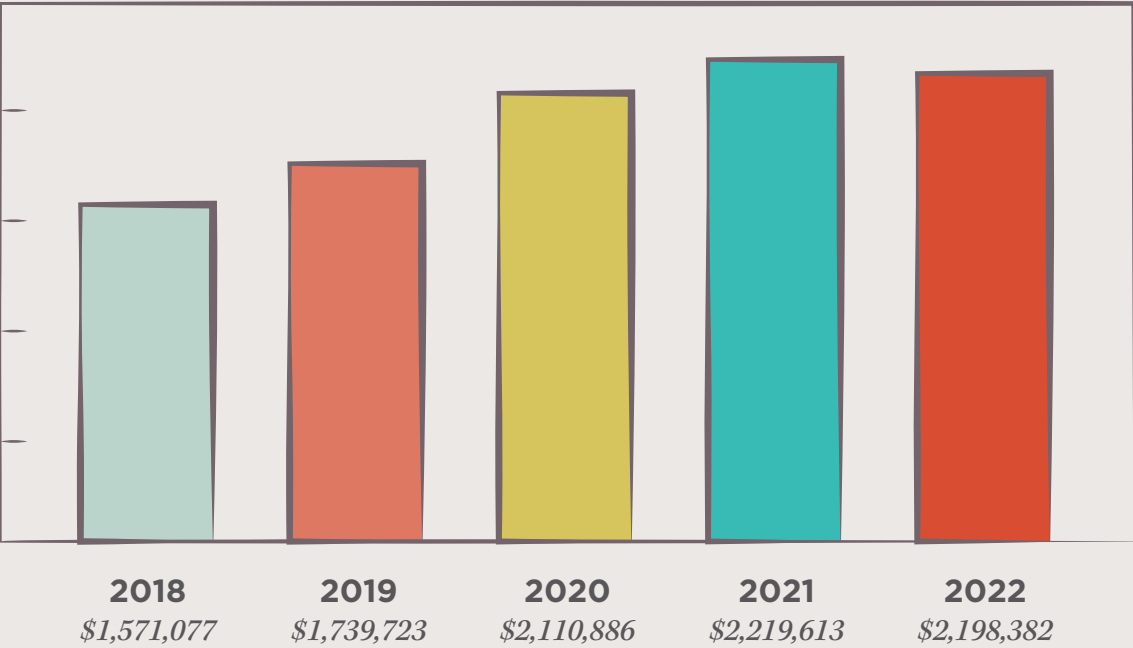
## Statement of Activities\*

### 2022 Expense Breakdown

Programs:	<b>\$1,555,942 (75%)</b>
Fundraising:	<b>\$363,782 (17%)</b>
Mgmt and General:	<b>\$167,372 (8%)</b>
Total:	<b>\$2,087,096</b>

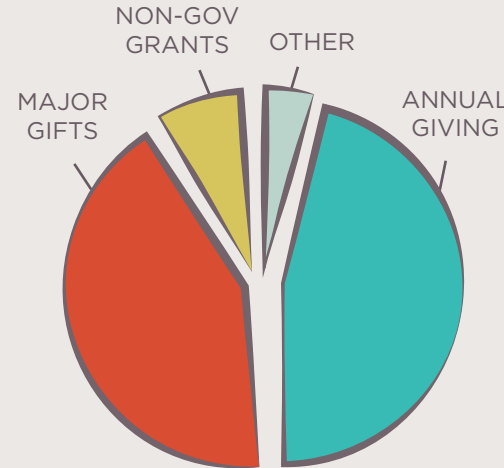


### Revenue Growth



### 2022 Income Source

Annual Giving:	<b>\$1,022,894</b>
Major Gifts:	<b>\$915,231</b>
Non-Gov Grants:	<b>\$165,034</b>
Other:	<b>\$95,223</b>
Total:	<b>\$2,198,382</b>



\*2022 Unaudited Financials (audit is in process)





# OUR LEADERSHIP

## Board of Directors

**Olivia Bahemuka**, Belmont University  
**Collin Brown**, Ardent Health Services  
**Katherine Carpenter**, National Center for Leadership  
**Liz Chamberlain**, Humanitarian Openstreetmap Team  
**Kevin Clark**, Clark Wealth Advisors\*  
**Brad Gibson**, Sound Capital Management\*  
**Chris Hobday**, Equifax  
**Rich Hoops**, Impact Charitable  
**Julius Mbeya**, Lwala\*\*  
**Evelyn Omala**, Partners for Equity

\*Term ended Dec 2022 | \*\*Term began Jan 2023

## 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  
**Liz Kelly** | Annual Giving Manager  
**Ann Kungu** | Africa Partnerships Portfolio Manager  
**Amanda Manzella** | Impact & Learning Manager  
**Lindsey May** | Finance Manager  
**Agevi Michael** | Organizational Strengthening Coordinator  
**Caitlyn Roseborough** | Development Coordinator  
**Lizette Sandoval** | Digital Engagement Coordinator

## 2022 PARTNERS

**Beacon of Hope** | Kenya  
**CABDA** | Kenya  
**COPRED** | Malawi  
**Drop of Water** | Ethiopia  
**FOCCAD** | Malawi  
**Lwala** | Kenya  
**OLPS** | Kenya  
**PaCT** | Uganda  
**Rafiki** | Kenya







**Ending health disparities. One drop at a time.**

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Kenya Office: PO Box 22910-00505 | Nairobi, Kenya

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

