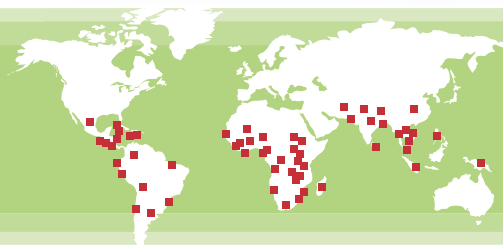




2009 Annual Report



Centre for Affordable
Water and Sanitation Technology



Highlights	2009	2008	2007	Details
People Impacted by CAWST Clients	3,070,000	1,625,000	1,125,000	Cumulative people with access to improved water or sanitation
Workshops Delivered	60*	60	56	Number of workshops delivered by CAWST
Implementing Organizations	301	256	371	Organizations implementing water or sanitation projects
Client Countries	58	53	49	Geographic reach of past and current clients
Water Expertise & Training (WET) Centre Partners	4	3	0	Organizations participating in CAWST's WET Centre Development Program
Awareness and fundraising events implemented by Wavemakers network	166	n/a	n/a	Schools and Youth Organizations that created water-related activities
People reached by CAWST and Wavemakers network	25,102	n/a	n/a	Cumulative reach of independent youth actions and CAWST Wavemakers Program
Annual Expenditures	\$2,120,000*	\$1,733,000	\$1,424,000	Total funds expended by CAWST, including transfers to WET Centres

* Forecast to year-end 2009

Vision & Mission

Our Vision is a world where people have the opportunity to succeed because their basic water and sanitation needs have been met.

Our Mission is to provide technical training, consulting, and to act as a centre of expertise in water and sanitation for the poor.

Table of Contents

Message From... the Chair and President & CEO	1
Results: Key Performance Indicators	2
CAWST & Household Water Treatment (HWT)	10
Services	15
Clients	16
Organizational Structure	18
Vision 2020	19
People	25
Thank You	31
Financials	32
Donors	33

MESSAGE FROM...

...THE CHAIR

Annual reports, and this message from the Chair, create an opportunity to reflect backwards, but also look to the future. In eight years CAWST has grown from a very small start-up with an unproven concept, and a large ambition, to what you can see and read about in the following pages. Today CAWST is delivering results and its network of clients is measurably improving the lives of more than 3 million people.

We believe that we have developed and proven CAWST's business model. Second, we have staff in place that is very engaged, hardworking and technically very competent. Third, we have created an organization that can efficiently and effectively deliver on our promise. Finally, we have funded our growth and activities through a mix of socially responsible individual donors, corporate and other institutional partners and, increasingly, earned revenue from delivering training and consulting services.

So, what do we see for the next few years?

For the immediate future we are very confident that that we will deliver the results described in the programs and plans discussed in this report. Our current funding is adequate, but just, for this. In reality, in the last year we have curtailed our potential growth and maintained staff at current levels in order to match expected current revenues. We will continue to do so until broader economic conditions encourage increased individual and corporate donations.

For the longer term our ambition is to significantly expand our scale and impact, both directly and indirectly through the Water Expertise and Training Centre (WET Centre) program. We believe this program, and our continued focus on delivering the right services to the right clients, will enable CAWST and our network of clients to reach our goal to impact 20 million people by 2020.

This ambitious goal will require that we continue to aggressively pursue diverse funding sources and earned revenue opportunities. We are confident that over time, with hard work and careful planning, we can increasingly expand and broaden our revenue base to be able to prudently and sustainably fund this ambition.

Many individuals and organizations have "invested" in CAWST through their financial support, employment, volunteer activities and partnerships. They do so because they share our vision of living in a world where all have access to basic water and sanitation. We thank these investors and we remain very grateful for their continuing support.



Chris Read
Chair, Board of Directors

...THE PRESIDENT & CEO

Thank you for your continued support to bring better water and sanitation to the poor worldwide. At the present time, CAWST is grateful for many things.

CAWST is surviving the economic downturn, and the consequent reduction in investments from individual donors, while maintaining a small financial reserve.

CAWST is continuing to develop and mature. Competent leaders are in place for each of our core business areas. As demonstrated later in this report, these leaders have clearly articulated their vision to the year 2020 and their strategies to achieve that vision.

The public at large is beginning to understand the CAWST business model; what makes us different, our role as a catalyst in the international development process, and the value of such a role.

Youth are taking up the charge to address global water and sanitation issues. We are not alone in our efforts.

Our staff repeatedly demonstrate their commitment to CAWST, working as needed where needed, so that we can meet our commitments and move towards our vision, even within strict resource constraints.

Our four local partners in the Water Expertise and Training Centre (WET Centre) program increasingly understand the value of providing professional services to their fellow non-governmental organizations (NGOs) and to their local government agencies so that these organizations can better deliver water and sanitation to the poor.

And last, but definitely not least, our results indicate that our strategies are working. Our clients' projects have resulted in 3 million people with better water and sanitation. Furthermore, we're starting to see the leverage of our efforts with a 45% increase in household water treatment results since last year.

So, we are indeed very grateful for your support in helping CAWST achieve its current position. We are moving ahead cautiously, but with confidence. Our results show that we are on the right track.



Camille Dow Baker
President & CEO

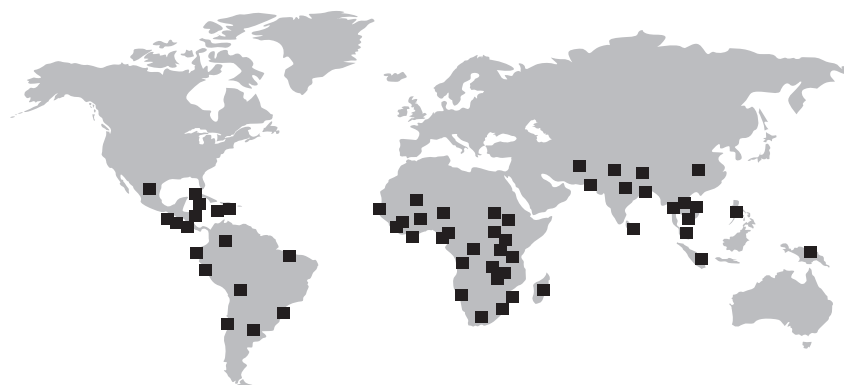
RESULTS: KEY PERFORMANCE INDICATORS

CAWST's results for the last year, as measured by its six Key Performance Indicators, show that CAWST's strategies are working and working well.

Key Performance Indicators are tracked annually through a client survey and several sources of internal data including

audited financial statements. The 2009 survey was distributed to more than 800 people globally. CAWST received responses from 121 client organizations in 39 countries, of which 95 per cent were actively implementing projects.

Countries Where Clients Operate: 58



1. Number of People Impacted by CAWST Clients

To June 2009, CAWST's clients have impacted three million people with better water and sanitation globally.

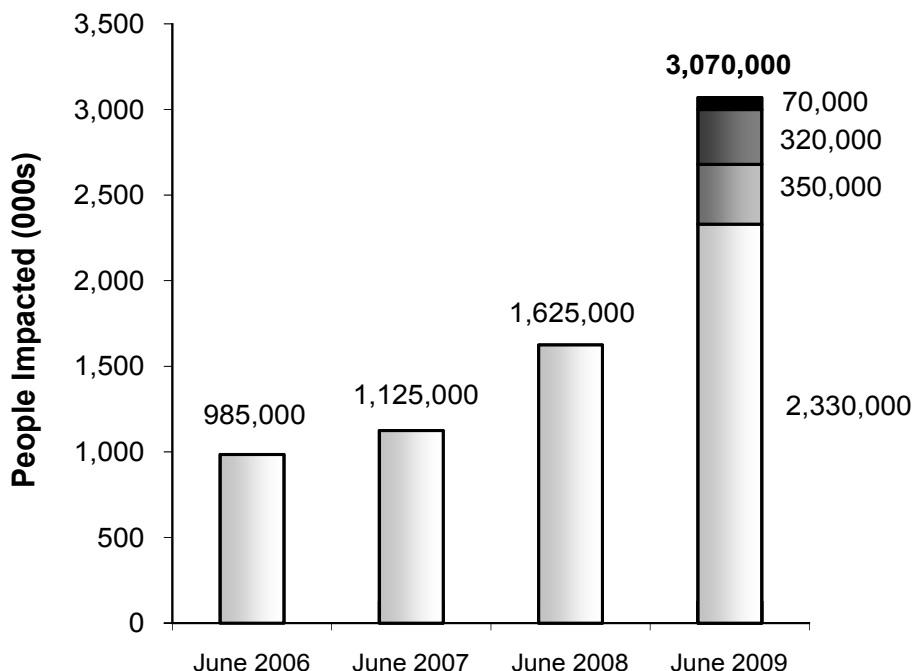
Most impressively, households that received household water treatment (also known as Point of Use water treatment) in the past year increased 45% over the June 2007-2008 period, reaching a cumulative estimate of 2.3 million people. There is also significant evidence that clients are scaling up their projects year over year and that CAWST is attracting larger organizations to its client network that can start projects faster and expand rapidly to new communities.

For the first time in the survey, CAWST asked clients to report data on their rainwater harvesting and sanitation projects to learn what technologies and approaches are most common globally. In 2009, CAWST began the delivery of training in these areas.

Clients were also asked to separate their household-level results from projects aimed at public institutions such as schools, churches and community centres. The data shows that the number of people impacted by institutional implementation of water and sanitation is a significant portion of the total.

These are the results of our clients and their projects. CAWST provides services to support these independent projects. The strength of the correlation between client results and CAWST's services varies from client to client and, over time, as client relationships develop.

- Household Water Treatment
- Household Water Treatment (Institutions)
- Sanitation (Households & Institutions)
- Rainwater Harvesting (Households & Institutions)

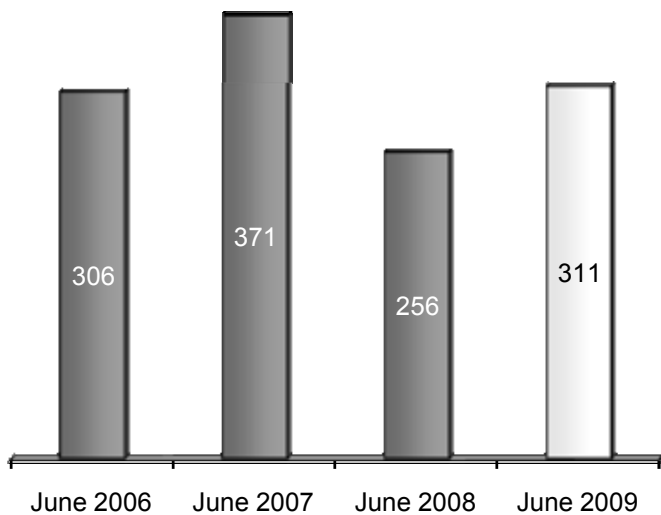


2. Number of Active Clients

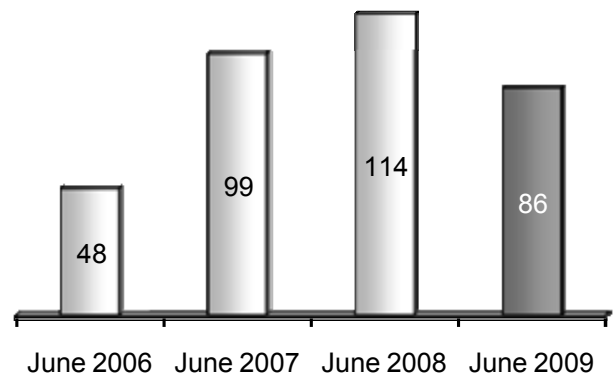
The number of clients CAWST supported between June 2008 and June 2009 increased 21% over the previous year. Furthermore, 62% of clients are currently implementing a water and sanitation project, an increase of 9% over last

year. Also, 87 organizations have used CAWST's training materials to train more than 52,000 people during 2008-2009, 80% of them women and children. This is compared to 35,000 people during the prior year.

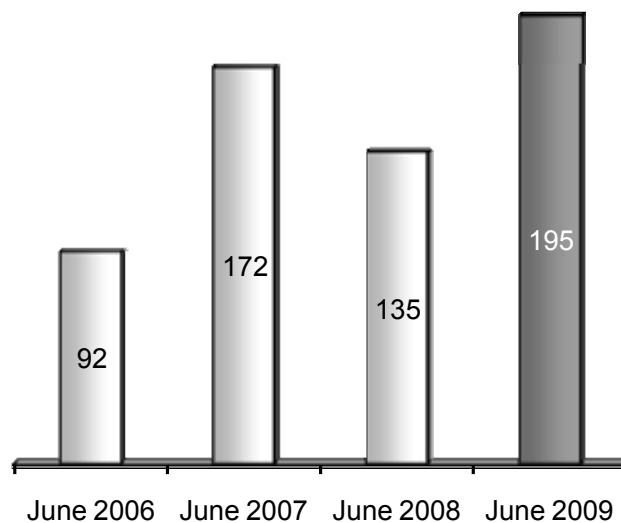
Number of Active Clients, Total



Number of Clients using CAWST Materials to Train Others



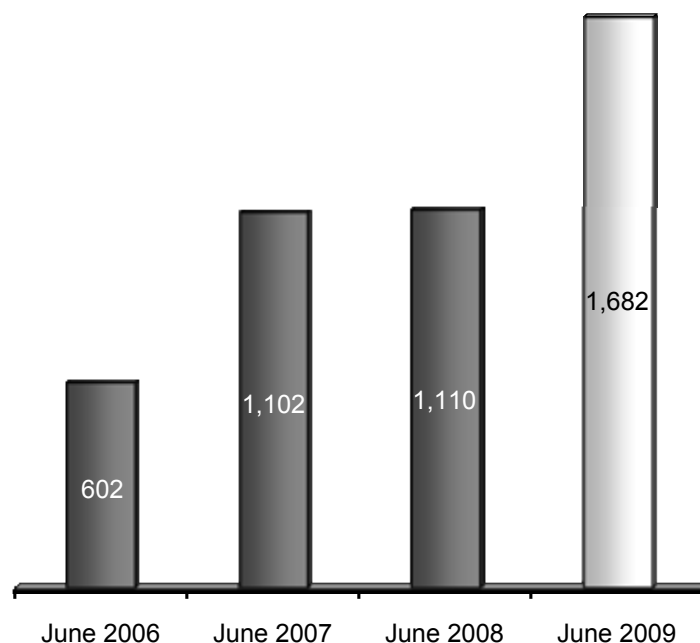
Number of Clients Implementing Projects



RESULTS: KEY PERFORMANCE INDICATORS

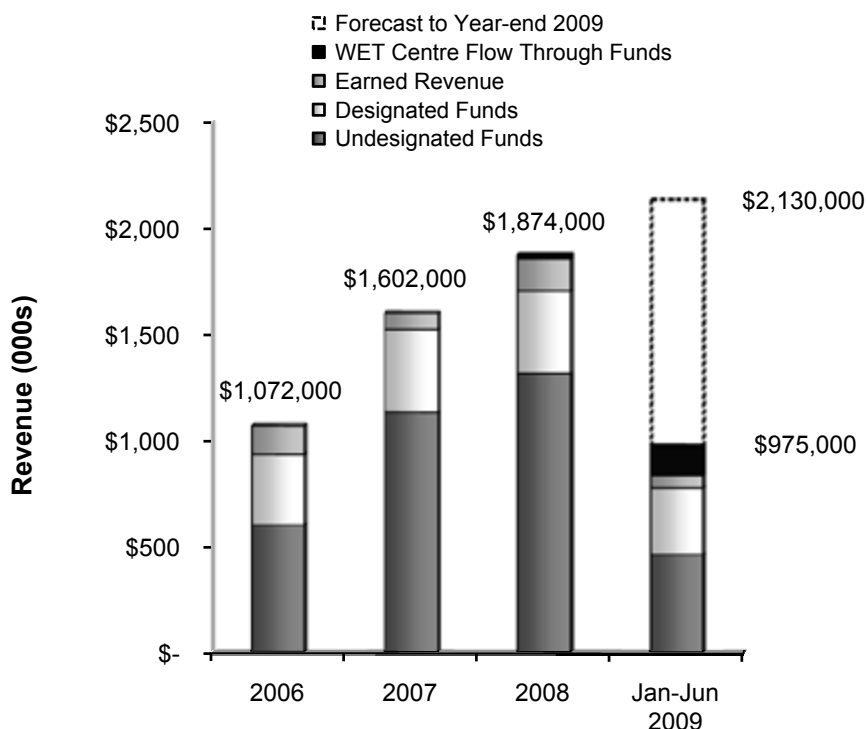
3. Community-based Organizations Working with Clients

Most of our clients rely on a network of Community Based Organizations which include local community groups and NGOs, to implement programs at the community level. Clients reported that they worked with 1,682 Community Based Organizations between June 2008 and June 2009, a 52% increase from the previous year. This growth in the overall network is important for promoting water, sanitation and hygiene to local communities.



4. Revenue

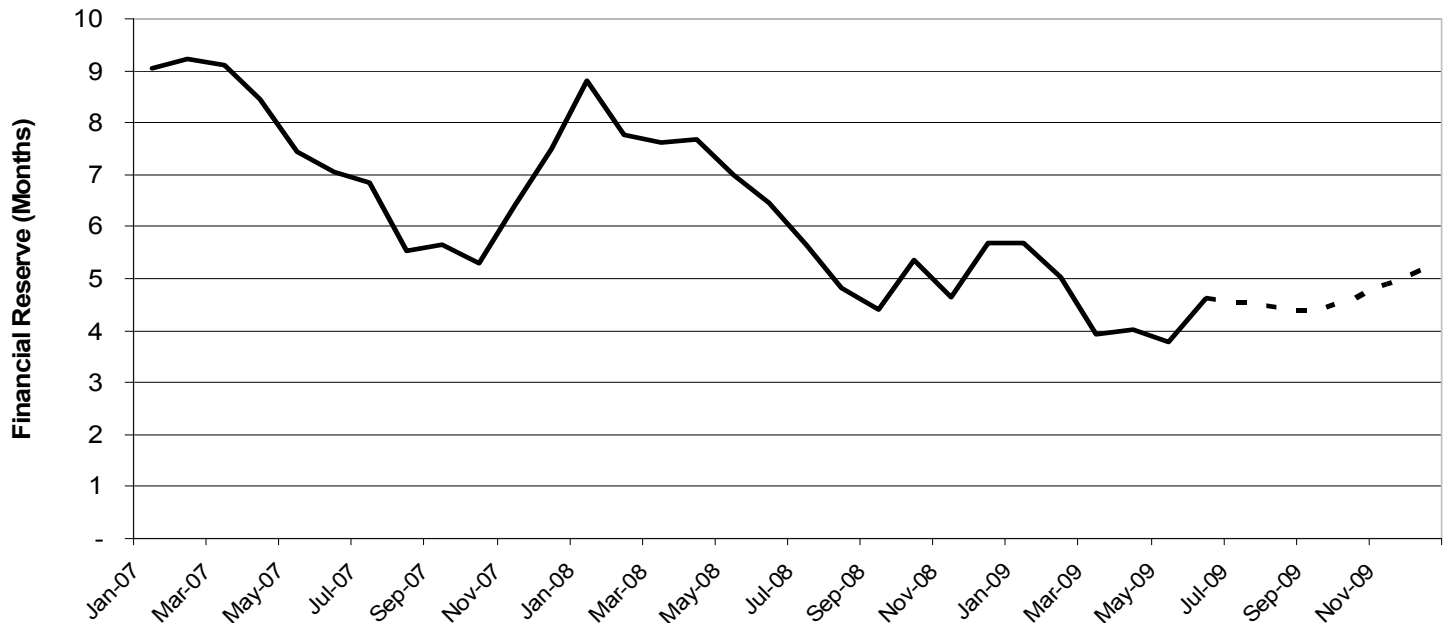
CAWST's total revenue grew by \$272,000 between 2007 and 2008, and is forecast to increase nearly the same amount in 2009 to reach a total of \$2.13 million by fiscal year-end. Revenue was substantially lower than forecast in the fourth quarter of 2008 and first quarter of 2009. This was because many contributors reduced their donations to CAWST in response to the worsening economic times. However, as shown in the adjacent graph, we are forecasting that the gap in undesignated funding for 2009 will be mostly replaced by designated funding for the new WET Centre Program and Wave-makers Youth Program. CAWST also had 36% more donors in 2008 than in 2007, with the biggest growth in the under \$1,000 category.



5. Financial Reserve

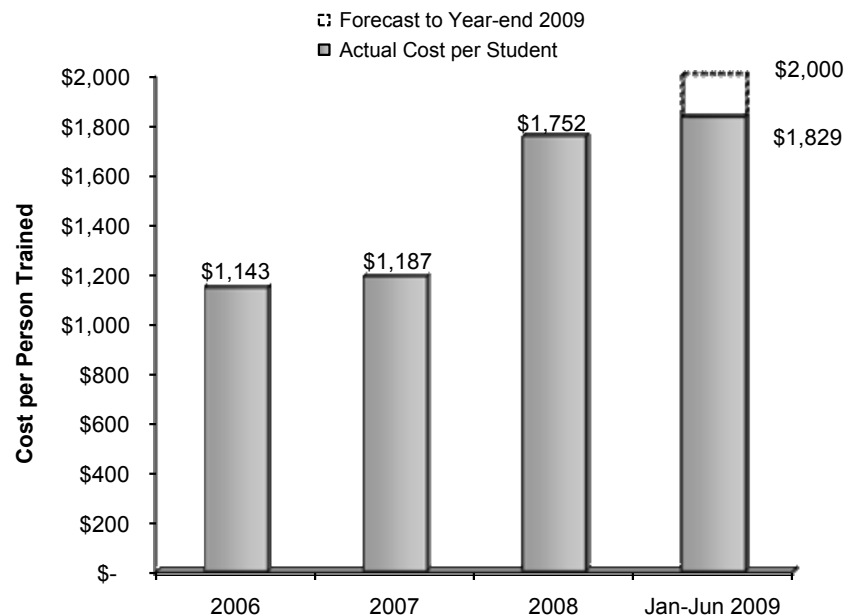
Financial reserves, calculated as the month end cash balance divided by forecast monthly expenditures, declined from January 2008 to June 2009 as donations from indi-

viduals declined. However, because of the diversification of funding sources, CAWST expects to maintain a financial reserve above four months for the remainder of 2009.



6. Cost Per Person Trained

Cost per person trained is calculated as CAWST's total expenditures divided by the total number of people trained in a given year. This cost is expected to increase from 2008 to 2009 because of the increase in CAWST's total expenditures due to our increasing Public Engagement activities in Canada. These activities are meant to educate and inform a different group of people than those that we include in the number of people we train. In addition, many of our new workshops, such as Water Quality Testing, have fewer attendees and can accommodate fewer participants per workshop than many of our previous workshops.



RESULTS: KEY PERFORMANCE INDICATORS

NEPAL

Humanitarian Drive Propels Narayan to Create Successful Filter Business

Narayan Pandey's life took a new turn in 2005 when he attended a five-day Project Implementation for the Biosand Filter course organized by CAWST client, ENPHO and co-delivered by CAWST, in Birgunj, Nepal. He learned how to manufacture a biosand filter, as well as project planning and marketing techniques. Narayan registered his new enterprise, Lumbini Filter Udhog, under the Act of Cottage Industry, and set up a filter production centre and selling point in his house. During his first year, Narayan produced 100 filters, which he sold for Rs.3,000 (US\$45) each, making a small profit.

However, this was not enough to put two meals on the table every day for Narayan's family of six, nor ensure that their other daily needs were met.

"I struggled to buy the raw materials and basic equipment needed to run my small filter manufacturing shop," said Narayan. "Sometimes I had to stop production entirely due to the lack of raw materials such as cement, which I could not buy on credit."

The turning point came when he was approached by businessmen and elite groups who asked him to produce an aesthetically pleasing filter which they would purchase at a higher price. Narayan quickly caught on to this new idea and began to decorate his concrete filters with colorful porcelain tiles. Customers loved these decorated filters and readily paid Rs.6,000 (US\$90) per filter.

Today, Lumbini Filter is a growing business in Butwal Municipality, selling its products at the local market and supplying them to Gulmi, Baglung and Parwat districts. On the walls of his showroom are myriad awards and certificates. Narayan has demonstrated his product at a national exhibition and had the opportunity to describe the importance of the biosand filter to former Prime Minister Pushpa Kamal Dahal (Maoist Party Leader).

"Committed local entrepreneurs like Narayan Pandey play an important role in the scale-up and sustainable promotion of household water treatment options in Nepal," said Bipin Dangol of ENPHO. "The CAWST/ENPHO partnership has made this possible and we will

continue to support Lumbini Filter as well as replicate this innovative idea."

When he started, Narayan could only afford to work on his filters on a part-time basis. Now, he employs two workers at his production site, selling filters to individuals, colleges, schools, hospitals, health posts and hotel owners. To date, he has sold 1,700 biosand filters, including a guarantee of customer service and regular technical support.

Right now, Narayan has insufficient capital to expand the filter production centre further and is looking for funds to pay for social marketing, a concrete mixer, vibrators, and trucks to deliver filters. If he can obtain technical and financial support, he plans to deliver training for local entrepreneurs in 14 zones of Nepal. He wants to train and teach, with the goal of establishing filter production centers in 75 districts. He believes that once these production centers are established, any interested family in these districts will be able to own filters themselves.

It is a humanitarian drive that propels Narayan. In his community, drinking contaminated water causes serious health problems. Diarrhoea and gastroenteritis are common. Narayan remains focused. "The children need to be healthy, as they are the future of the community."



NEPAL: Narayan Pandey (far right), a humanitarian entrepreneur

HAITI

Schools Deliver Clean Water and Teachers Deliver Water Education in Cite Soleil

In just 12 months, Pure Water for Haiti has provided 115,000 students in 500 schools with filtration and safe storage systems for drinking water. More than 950 school teachers have been trained in 2 ½ day training sessions and hygiene instruction has been added to the curriculum of each school; all in Cite Soleil, Haiti - a very challenging place!

“I was looking for a way to both provide clean water and also to increase public awareness,” said Charles F. Adams, Campaign Manager for Pure Water for Haiti (PWH). “This would allow us to have substantial numbers of people with clean water for the least effort and cost.”

Mission organizations and NGOs control large percentages of schools in Haiti so Charles knew that strong relationships with these partners, and the funding of the program, were keys to getting the strategy started. “Once we have institutional partners that operate schools, we have immediate access to schools and communities through their teachers and pastors or agents,” said Charles.

After a visit to the school and detailed survey of the site, a Partnership Agreement is signed which clearly states the responsibilities of PWH and the school. For institutional partners, with groups of schools, a more comprehensive agreement is signed. PWH agrees to supply water filters (one filter for 75 students), education material and to train the school teachers. The school commits to using the filters properly, sending at least two teachers for training, conducting the hygiene program and

complying with inspection and reporting requirements. Teachers are tested on their understanding, and the filters are installed only if at least one teacher passes the test and becomes certified.

Pure Water for Haiti uses CAWST’s training and education materials to train the teachers.

“CAWST is the best, hands-on training and consulting organization in the world for point of use water interventions,” said Charles.

Although PWH’s work in Haiti is relatively new, their impact is already being widely felt. They are being approached by parents and teachers on the street that have heard about the organization and have seen the improvement they are making on the health of the community.

By 2015, PWH plans to implement their services in 5,000 to 10,000 schools, serving between 750,000 to 1 million students. “This would likely result in the most massive improvement of health in Haiti in the shortest period of time, ever,” said Charles.

Charles F. Adams from Pure Water for Haiti has the following advice for other project implementers:

- Create realistic plans that account for major variances while still achieving the desired results on the desired timetable.
- Remember that building partnerships is hard work. It requires great diligence, patience, and fortitude, as well as a willingness to forgive.
- Read the book, *African Friends and Money Matters*. No one should conduct a humanitarian project of any magnitude without a clear understanding of the issues raised in that book.
- Don’t give up! If you know you’re right, go for the goal. If your cause is right and just and everyone says, “it can’t be done”, then you know you’re in the right place doing the right thing.
- One can never go to scale unless you recognize that the challenges lie not in the goods and services, but in how humans can organize themselves to achieve goals with limited resources.



HAITI: Teacher Training by Pure Water for Haiti

RESULTS: KEY PERFORMANCE INDICATORS

DOMINICAN REPUBLIC

CAWST's Educational Materials Invaluable for Ceramic Filter Implementation

Since 2006, Filterpure has distributed more than 11,000 ceramic filters to Dominican families serving about 80,000 people with clean drinking water. During that time, Filterpure also worked with an international commercial water purification expert to adapt the production process for the ceramic pot filter and identify ways to improve the effectiveness of the finished product. In addition to the project in the Dominican Republic, Filterpure is running a parallel project in Tanzania called the Sing'isi Pottery Project.

"In the development of the two programs, we knew an essential part of the sustainability and success of the projects would be water education for filter users," said Lisa Ballantine, founder and director of Filterpure. "And, in the search for an adequate program, CAWST's materials came to our attention. The educational materials are very thorough and have excellent learning tools and colorful posters."

Lisa met with CAWST in the winter of 2008. By the start of 2009, Filterpure adopted CAWST's materials in both of their programs. Much of CAWST's support has been provided at meetings in CAWST's office in Calgary, Canada, and by email and phone. In May 2009, CAWST International Technical Advisor Paul Earwaker visited Filterpure's manufacturing facility in the Dominican Republic.

While in country, Paul joined Lisa for meetings with other potential implementers. It seems Lisa is also not shy about expressing her views on what needs to be done to make access to clean drinking water a reality for Filterpure's beneficiaries. "I was really impressed to see that this relative newcomer to the industry was sitting in on country-

scale water and sanitation meetings alongside the World Health Organization (WHO), Oxfam, the Red Cross and government agencies," said Paul. "It is good to see her challenging the status quo and pushing forward improvements and better standards."

So far the results of the project have been very positive. "Not only have we been training about water contamination and treatment, but we have seen our own ceramic filter implemented successfully," said Lisa. Her advice for other implementers: "CAWST is easy to work with and the materials are excellent. They are flexible and adaptable to your own programs."

"We hope to improve knowledge of the water situation to the point where communities will call on their own governments to provide water treatment," said Lisa. "Perhaps this will end the need for household water treatment one day in the future."



DOMINICAN REPUBLIC: *Filterpure making ceramic filter pots*

CAWST & HOUSEHOLD WATER TREATMENT (HWT)

From its inception in 2001, promoting “Household Water Treatment” has been one of CAWST’s core strategies. CAWST is a strong proponent of providing people with the knowledge and tools to treat water in their homes.



ZAMBIA: *There is a huge need for safe drinking water globally*

CAWST’s Professional Position

We believe that teaching people about the “why” and “how” of Household Water Treatment (HWT) is a good place to start the sustainable delivery of safe water and sanitation services in developing countries.

We believe this because:

- HWT can have a large and immediate health impact. There is a huge need for safe drinking water. Millions of people, especially the poor, are suffering from water related diseases. Consequently they are more vulnerable and less able to break the cycle of poverty.
- The low capital and operating costs of many HWT solutions make it possible to reach large numbers of people quickly.

- Successful operation and maintenance of HWT systems is within the capability and affordability of families. The failure of community water treatment systems has been primarily due to inadequate operation and maintenance.
- HWT allows people to use a wide variety of water sources. It is adaptable to the seasonal variations in water availability that is common in many rural areas.
- Demonstrating the relationship between safe water and improved health provides an entry point to improve sanitation, hygiene and solid waste management.
- Providing people with the ability to treat their own water is empowering and leads to greater community mobilization and self help.
- Water quality will continue to decline as the global population grows and water consumption increases.



BANGLADESH: *Demonstrating the impact of water filtration*

CAWST & HOUSEHOLD WATER TREATMENT (HWT)

WATER FACTS

Water and Health

- Almost 1/10 of the global burden of disease could be prevented by improving water supply, sanitation, hygiene and management of water resources.
- Up to 50% of malnutrition is related to repeated diarrhoea as result of unclean water, inadequate sanitation or poor hygiene.

Domestic Water Supply

- In 2006, 54% of the world's population had a piped water supply, 34% used improved water sources (such as wells or springs), 13% used unimproved sources (such as ponds and canals).
- In rural areas, neglect of operation and maintenance budgets and cost recovery contribute to widespread non functionality (of water systems). A recent survey of 7,000 rural water schemes in Ethiopia found that 30 to 40% were non functional.

Sanitation and Water

- The most important pollutant affecting human health is microbial contamination. Inadequate sanitation facilities, improper wastewater disposal and animal wastes are the major sources of microbial pollution.
- More than 80% of sewage in developing countries is discharged untreated.
- A nationwide survey in Pakistan found that only 2% of cities over 10,000 had wastewater treatment facilities and less than 30% of wastewater in these cities receives treatment.
- Household decision making is crucial because behaviour change is central to achieving health gains in sanitation. Service providers need to focus at this level.

- More than five billion people or 67% of the world's population may still be without access to adequate sanitation by 2030.
- Pollution of shallow aquifers became widespread four or five decades ago.

Water Resources

- The development of the power driven pump in the mid 20th century led to emergence of many groundwater dependent economies and recently to warnings of potential adverse impacts of excessive abstraction and aquifer pollution.
- Almost 20% of people are unserved by naturally occurring renewable resources and must take their supply from ancient aquifers, interbasin transfers and desalinized sea water.

Water and Education

- There are close and multiple links between education and water and sanitation; improving water and sanitation in schools improves attendance, especially for girls; and education about health, water and sanitation, water and agriculture and environmental issues can lead to more sustainable performance.
- Investment in physical infrastructure must be accompanied by the 'soft' infrastructure of policies, legal systems and human capacity. Yet much bilateral aid for sanitation and drinking water fails to achieve a balance between soft and hard infrastructure.

Source: World Water Development Report 2009
(<http://www.unesco.org/water/wwap/wwdr/wwdr3>)

Pgs, 87, 88, 102, 58, 138, 141, 141, 217, 105 150, 131, 170, 272, 58 respectively

Actions

Over the past eight years, CAWST has reached out to hundreds of organizations around the world to motivate household water treatment programs. To this end, we have conducted Introductory HWT Seminars in 19 countries and provided training and consulting services to nearly 4,500 individuals in 40 countries. Participants have included project implementers, technicians, community health promoters and community leaders. We also conduct follow up visits after training to address implementation issues and help organizations plan and monitor their HWT projects.

In addition, CAWST has collaborated on HWT with researchers at the University of Cambridge, Massachusetts Institute of Technology (MIT), Institut Teknologi Sepuluh Nopember (ITS), University of North Carolina, Lehigh University, University of Victoria and the University of British Columbia. And, over the last year, we have shared our experience at five conferences globally and through publication of eleven papers and articles.

“These [CAWST staff] are gallant, vigilant, determined, committed men and women ready to save mankind in their way within any accessible methods and means available. We are geared and feel we should chase time as life is limited in our nostrils. We are ready to start the project even today.”

— CAWST Trainee, Zambia

Lessons Learned

We have learned that successful HWT programs involve three components:

1. Creating demand,
2. Development of a Supply Chain for HWT products, and
3. Availability of programs and technical assistance to support on-the-ground implementers.

Creating demand for HWT requires education of a wide range of stakeholders. Knowledge and skills motivate action. The organizations that have generally stepped forward

first to implement or support HWT programs are NGOs working at the grass roots in poor communities and the Ministries responsible for Public Health or Rural Development. In general, implementing organizations have started with small scale pilots to demonstrate the technologies and practices to the community and to obtain the community's feedback. Also, HWT is often introduced first into schools and health clinics and for use in disaster affected areas.

It is also important that people are able to get the HWT products when they want or need them. This has often involved development of local product manufacturing, to ensure product supply and to educate and increase demand. We have also observed different program approaches being used in the supply of durable products as compared to consumable products. Durable products are products such as biosand filters which can last more than 20 years, whereas consumable products include items such as chlorine solution which need to be consumed daily. It is difficult to subsidise the price of consumables because it is an ongoing occurrence. However, there is often a need to subsidize durable products because the cost of even simple technologies is often beyond the reach of the poorest.

Finally, continuous support for on-the-ground implementers is essential. This support includes assistance with:

- Planning programs (especially program monitoring),
- Obtaining program funding,
- Increasing the professional capability of program staff,
- Tools and materials which can be used to introduce HWT to communities,
- Solving challenges encountered along the way, and
- Learning how other organizations have addressed similar issues.

In short, it involves receiving encouragement and help from respected third parties for what the implementers are doing and how they are doing it.

CAWST & HOUSEHOLD WATER TREATMENT (HWT)

Status

CAWST has had much success in connecting with small NGOs to introduce HWT programs. CAWST's clients have helped 2.3 million people get safer water through HWT. And, there is heart-warming anecdotal evidence from thousands of people regarding the impact of HWT on their health and daily lives. This anecdotal data is being corroborated by increasing scientific evidence on the effectiveness of HWT to improve water quality in the home.

Furthermore, CAWST is certainly not alone in our belief in the impacts of HWT. There is great effort by UNICEF and the World Health Organization (WHO) to promote HWT globally. In 2003, the WHO was instrumental in forming the "International Network to Promote Household Water Treatment and Safe Storage (HWTS)" and in 2008, UNICEF recommended that HWTS be included in UNICEF country programs.



"I am so grateful to the generous people who thought about us and assisted us in giving us filters. In this area we found the problem of water since we were born. We were just wondering when and how this situation would come to end. Our children were dying very often and we always believed they were given poison."

"But since January this year after I received a filter I didn't pay any more visit to the hospital. Myself, my wife and our children are in good health since then. I was spending about 12,000 FRW (11USD) each month at the hospital. And now I have used this money to buy a she goat which is going to produce and help me in the daily needs. Now I'm very happy for the good health of my family."

— Gakusi Innocent, biosand filter user, Rwanda

KENYA: *"Our marriage has received new life, and instead of crying all night of skin rashes, stomach problems and typhoid we are spending more of the time building our marriage. There is life around this home."*

— Sam

In field tests on the Kanchan Arsenic Filter conducted by CAWST's Bangladeshi client, LEDARS, filter users said:

- *"Water is good; clear, looks cleaner, tastes good."*
- *"We have less diseases now."*
- *"My mother's arsenicosis is getting better."*
- *"The water is good. We take it with us in bottles when we leave the village; we won't drink any other water!"*
- *"I had arsenicosis, now I am better."*

Challenges

It has been challenging, however, to motivate governments and large international NGOs to introduce HWT and include it in their national water and sanitation programs. CAWST believes this is because:

- HWT programs are difficult to implement using a centralized top down approach. Each community is different from one another in terms of water quality, suitable treatment solutions, capabilities, traditions, and external support availability.
- Generally, the provision of water supply (such as drilling water wells), rather than water treatment, is the traditional entry point for water and sanitation service providers.
- Currently, treating water in the home is not counted as progress towards meeting the Millennium Development Goals for safe drinking water.
- Governments are concerned about the boundary between the responsibility of individuals to provide themselves with clean water and the government responsibility for public water supplies. They are also concerned about being able to monitor the use of water treatment in homes.
- Some scientists believe that it is too early to recommend the use of HWT because it has not been sufficiently 'proven'. They desire more research and more health impact studies.

Following is an excerpt from CAWST's public response to Schmidt and Cairncross, two scientists who have declared that Household Water Treatment Scaling-up is premature:

Perhaps, one of the hidden benefits of the Schmidt-Cairncross paper is that it raises issues which should be debated more publicly such as the relation between water access and water quality, the usefulness (or not) of health impact evaluations for water and sanitation interventions, and who has the right to decide whether there is enough evidence for HWT...poor mothers or Schmidt and Cairncross?

CAWST's Plans

CAWST plans to continue to champion household water treatment as a good entry point for the sustainable delivery of water and sanitation to the poor. We are convinced that it is the right way to go.

CAWST at the World Water Forum, Istanbul, Turkey

At the 5th World Water Forum in March 2009 CAWST coordinated a participatory workshop on behalf of 27 convener organizations on "How to Promote Household Water Treatment and Safe Storage (HWTS) Programs". Presenters included inter-governmental agencies such as UNICEF and UN HABITAT, indigenous NGOs and international NGOs, including CAWST. USAID co-facilitated the session with CAWST, and discussions resulted in several organizations identifying specific future actions and directions.

We will:

- Continue promotion of HWT programs through active outreach of training and provision of open content education materials to a wide variety of potential implementing organizations globally.
- Partner with other organizations to develop Water Expertise and Training Centres or WET Centres that can provide local training and consulting support for clients implementing HWT projects in a particular region.
- Encourage and support the implementation of HWT pilots and demonstrations, especially in schools.
- Work with inter-governmental organizations such as the WHO and UNICEF to introduce HWT into national government programs.
- Look for opportunities to integrate HWT programs into other programs that target vulnerable or underserved populations like those suffering from HIV/AIDS, the urban poor and the countries of French Africa.
- Continue to build understanding of global water and sanitation issues through our Public Engagement activities.

CAWST & HOUSEHOLD WATER TREATMENT (HWT)



ZAMBIA: Training trainers using CAWST's materials

CAWST at WEDC Conference, Addis Ababa, Ethiopia

In April 2009, CAWST participated in the 34th Annual Water Engineering and Development Centre (WEDC) Conference. CAWST staff and partners submitted six accepted papers:

- “Kanchan arsenic filter: evaluation and applicability to Cambodia”; Tommy Ka Kit Ngai, Research Associate;
- “Effectiveness of different household water treatment approaches for people living with HIV/AIDS in Africa” and “Cryptosporidium contamination of water in Africa - impact on mortality rates for children with HIV/AIDS”; Tom Mahin, Volunteer;
- “Understanding sanitation demand to reach targets of 100 percent coverage”; Sandy Umbach, International Technical Advisor;
- “Evaluation techniques for household water treatment projects: Biosand filter pilot project in Lao PDR”; Betman Bhandari, International Technical Advisor;
- “Evaluation of the long-term sustainability of biosand filters in rural Ethiopia”; Paul Earwaker, International Technical Advisor.

Melinda Foran, CAWST International Technical Advisor presented three papers on behalf of the authors.

All presentations and papers are available for download at <http://www.cawst.org/index.php?id=189>.

SERVICES

CAWST's services are designed to motivate and support independent action by other organizations. They include:

- Training workshops targeted to non-professional audiences. Workshops are less than five days long:
 - ♦ Introduction to Household Water Treatment and Safe Storage
 - ♦ Project Implementation for the Biosand Filter
 - ♦ Product Manufacturing for the Biosand Filter
 - ♦ Low Cost Sanitation
 - ♦ Introduction to Rainwater Harvesting for Domestic Use
 - ♦ Project Planning
 - ♦ Community Health Promotion for Trainers
 - ♦ Community Health Promotion for Field Workers
 - ♦ Monitoring & Evaluation
 - ♦ Introduction to Drinking Water Quality Testing
- Ongoing consulting to support implementation,
- 'Open content' training materials (including lesson plans, curriculum), and
- Development of partnerships with local organizations to deliver CAWST-like services locally.

Course descriptions and registration information can be found at <http://www.cawst.org/index.php?id=228>

"Governments will need to rely more on an informed and capable civil society whose role in water management complements the work of government agencies."

— World Water Development Report 2009

"I just wanted to send you a note and thank you for the excellent care and instruction that you shared with all of us in the workshop. Personally I was very pleased and impressed with both the level of technical information shared as well as the flow and tempo of the group dynamics. You guys are great. I respect and admire what you are doing in helping to make this world a better place."

— Phil Waldron, trainee



INDIA: Sanitation Workshop



UGANDA: Rainwater Harvesting Workshop

"When we talk of our successes, we must mention CAWST every step along the way. Beginning with the initial trainings and how thorough and professionally they are done. On top of that CAWST's staff struggled for two years to acquire a grant so that we can multiply our organization's effectiveness in Zambia and the surrounding countries. You have saved lives, many more will be saved. You have changed futures for so many families in a positive way."

— Kirk Schauer, SOHIP, Zambia

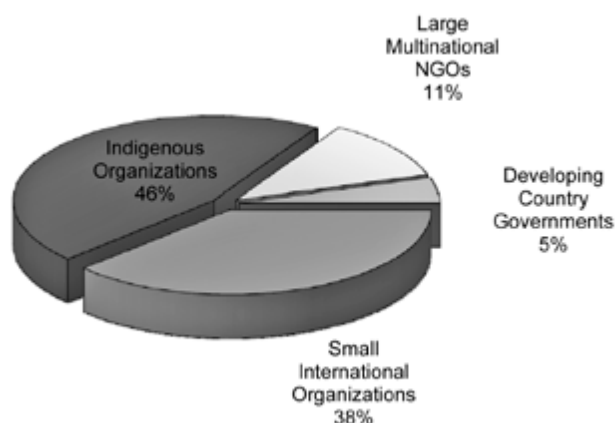
CLIENTS

CAWST defines an active client as an individual or organization that, in the past year, has:

- Planned or implemented a project as a result of CAWST's training;
- Requested technical support and advice from CAWST for project implementation; or
- Used CAWST's training materials to train others.

Active clients are divided into four segments. CAWST's client mix remained essentially the same as 2007-2008, with indigenous NGOs constituting the largest percentage of clients.

Client Segmentation



Indigenous Organizations

This includes groups initiated and managed in-country by local people. CAWST's provides these organizations technical support for project implementation at the community level. Often these are smaller-scale projects involving a single technology but collectively making a significant impact.



CAMEROON: Life and Water Development Group is an indigenous NGO that has installed biosand filters in more than 700 households

Developing Country Governments

This includes government ministries responsible for health, rural development, water or environment.



LAOS: Since 2005, CAWST has worked with Nam Saat, Ministry of Health, Laos, to train in HWT and Water Quality Testing, facilitate the planning of their HWT program, develop educational materials for the Laos context, and to support their funding applications to donor agencies

Small International Organizations

This includes individuals and groups from developed countries who initiate projects, often in partnership with an in-country organization or community. Small International Organizations tend to have the most active communication with CAWST, looking to us as a base of support during project execution, learning from our knowledge of international development and sharing innovations and lessons.



BOLIVIA: Bolivian-Canadian Clean Water Network was formed to implement biosand filter projects in Bolivia and, as shown in the photo, to train and support Community Health Promoters to discuss local water sources and water treatment options with community members

Large Multinational Organizations

This includes organizations with operations based in several or more developing countries (e.g. UNICEF, the Red Cross). Project decision-making is often managed locally. These organizations often host CAWST workshops which are attended by other local organizations. For instance, in April 2009, UNICEF funded and hosted four workshops that were delivered by CAWST in Afghanistan to local organizations and community leaders.



AFGHANISTAN: 52 participants from the national and provincial government and NGOs in Afghanistan travelled from 22 provinces to attend CAWST training on HWT, which were initiated and hosted by UNICEF and the local government



ORGANIZATIONAL STRUCTURE

CAWST’s organizational structure evolved over the last year to reflect the growing maturity of the organization.

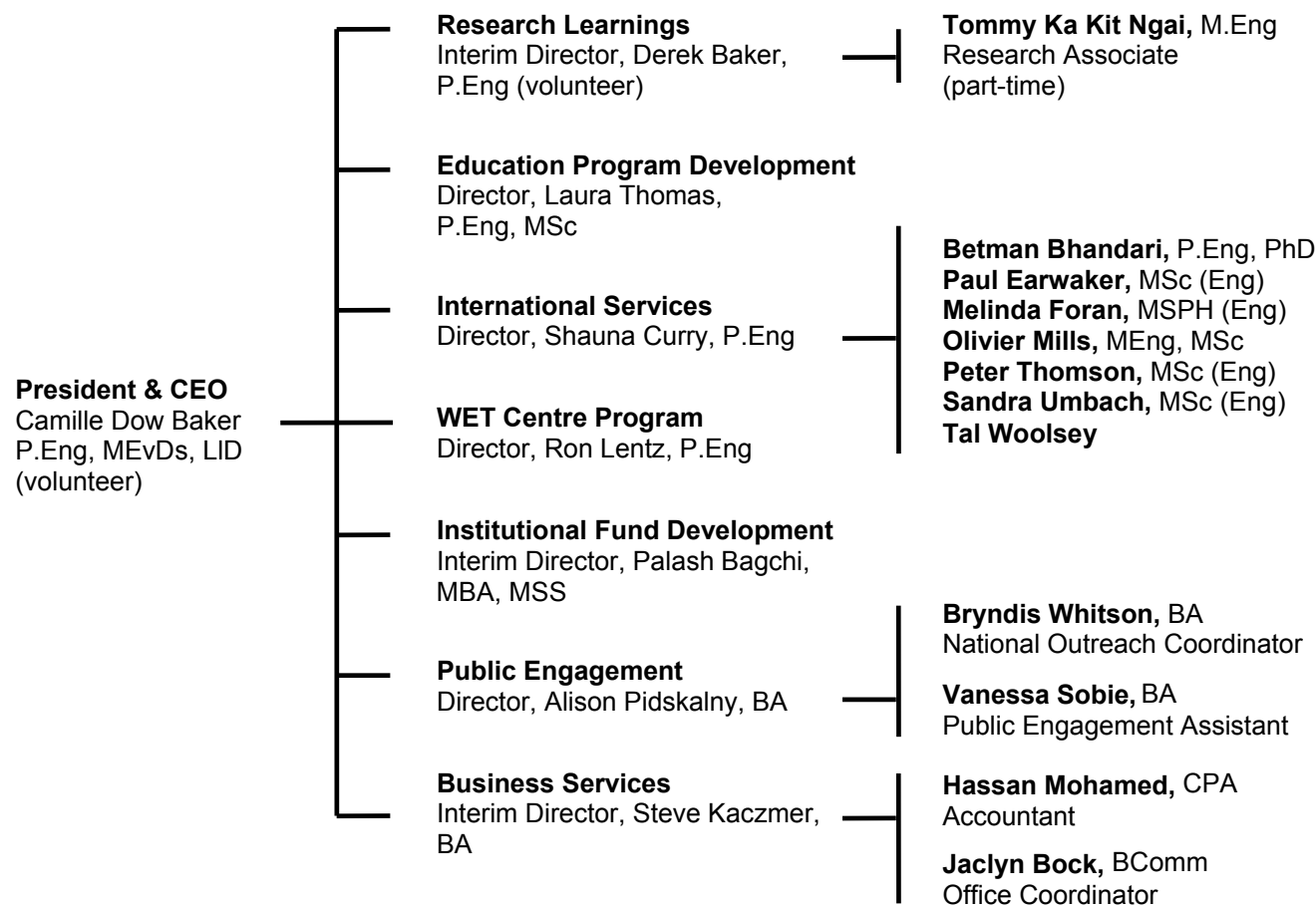
- The WET Centre Program (our partnership program to help develop organizations that can deliver CAWST-like services) was placed as a separate department.
- Separate leadership was assigned to each of Public Engagement, Resource Development and Business Services departments.
- Responsibility for each of our three revenue streams (Designated Revenue, Undesignated Revenue and Earned Revenue) was divided among the organization, with a target of 1/3 of our revenue received from each stream by 2020.

Public Engagement is now responsible for undesignated revenue, which is received primarily from individual donors.

Institutional Fund Development is responsible for designated revenue, the revenue received primarily from institutions for specific programs.

International Services and Education Program Development (our operations departments) are responsible for earned revenue, the revenue received from clients for services provided.

2009 Organization Chart



VISION 2020

CAWST's vision is to help 20 million people get access to better water and sanitation by 2020.

Each of CAWST's seven departments:

- Research Learnings,
- Education Program Development,
- International Services,
- WET Centre Development,
- Institutional Fund Development,
- Public Engagement, and
- Business Services

will contribute essential elements to the achievement of this vision and to the provision of the integrated professional services that make CAWST unique.

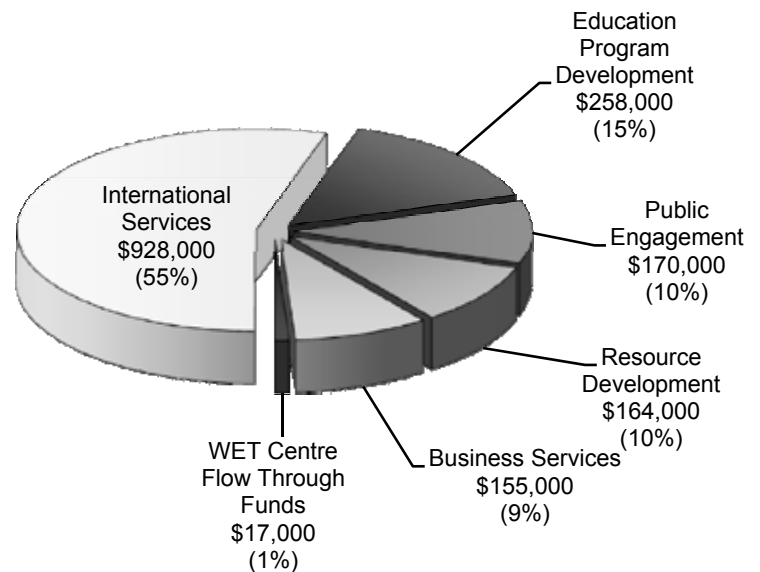
1. Research Learnings

Research Learnings exists to provide the intellectual renewal necessary for CAWST to be a global centre of expertise. Research Learnings will strive to be a major resource for practical, pertinent information by focusing on technical knowledge and best practices for implementation in households, schools and small communities. The department will identify and summarize what is learned by others then communicate these learnings to those that need it in a way that they can understand it.

2. Education Program Development

Education Program Development is responsible for developing and freely distributing practical education materials in water and sanitation for the poor. Programs and materials will be developed for dissemination through both direct training and through the internet and other communications technologies.

Resource Allocations, 2008 Total Operating Budget, \$1,733,000



HAITI: School students play the 'three-pile sorting game' developed by CAWST to teach hygiene and sanitation

VISION 2020

By 2020, we envision that CAWST will be recognized not only as a leading developer of education materials and programs in water and sanitation, but also as a leader in mentoring our clients and others in the development of such materials. To this end, CAWST will document how and why we do the things we do, measure the effectiveness of our materials and programs, and mentor others in the learning process, curriculum development, instructional design and training delivery. We will also work with other international agencies to develop customized education materials to meet different client needs.

3. International Services

International Services provides direct training and consulting services to clients globally. Our vision is that, by 2020, CAWST's services will reach over 70 countries and that many of the smaller, indigenous organizations that we now serve directly will be serviced through local Water Expertise and Training (WET) Centres. In addition, we envision that major NGOs will be calling on CAWST for advice and services and one-third of our revenue will be earned through service delivery. We also envision that, by 2020, Household Water Treatment will be mainstreamed into government programs.



RWANDA: *Delivering training in Rwanda in partnership with WET Centre, SOHIP, Zambia*



CAMBODIA: Church World Services wants to become a Cambodian WET Centre

To achieve this vision, International Services will:

- Use a variety of avenues to reach those most in need, delivering services directly, through partners and clients, and also through internet and communications technologies,
- Identify organizations that are interested and capable of delivering CAWST-like services as potential WET Centres,
- Focus on clients that have the largest reach, sustainability and potential impact,
- Help maximize the quality of the implementation of clients' water and sanitation programs,
- Share and exchange knowledge across regions and clients,
- Identify vulnerable populations (e.g. HIV/AIDS-affected people, peri-urban populations) and seek ways to reach them,
- Provide services in English, French and Spanish, and
- Develop a high public professional profile.

4. Water Expertise and Training Centre (WET Centre) Development

Serving many of CAWST's smaller NGO clients efficiently and effectively requires that CAWST work with developing country partners to develop WET Centres, organizations that can deliver CAWST-like services in various regions of the world.

Four WET Centre partnerships are currently being executed globally. And, our vision is to have 14-18 successful WET Centres operating by 2020, and, to be a leader in running a program that mentors in-country organizations into WET Centres.

To achieve this vision, we will continue to work with the current four WET Centres, establish criteria for future potential WET Centres and further define the WET Centre development process. We also expect to intake 2-4 new WET Centre candidates over the short-term.

ZAMBIA

CAWST's Educational Materials Invaluable for Ceramic Filter Implementation

Working alongside clients to solve problems often builds the base for strong future partnerships.

“The defining moment for our relationship with SOHIP was shortly after SOHIP had begun production,” said Tal Woolsey, CAWST International Technical Advisor. “They were experiencing difficulty with their filter molds so we all worked together to pour and strip and problem solve. By rolling up our sleeves and getting dirty together we solidified our working relationship. It allowed me to become ‘one of the team’, trying to help, rather than some expert who was just coming to tell them how to do things. It proved we were in this thing together for better or for worse.”

Eventually, SOHIP became one of the first organizations to partner with CAWST to develop a local Water Expertise and Training Centre (WET Centre) in Zambia. Soon after, SOHIP's participation in the WET Centre program began to net results in Zambia and beyond.

“We have brought clean water to over 250,000 Zambians, including hygiene and sanitation trainings,” said Kirk Schauer of SOHIP, of their first six years. “By becoming a WET Centre we have been able to train organizations and leaders throughout Zambia, Sierra Leone, Rwanda, Mozambique, Ethiopia and Uganda.”

Since 2008, not only has SOHIP delivered a large number of workshops to other organizations, SOHIP is also mobilizing several organizations to facilitate local educational curriculum development.

“One of the most exciting things is that we have been able to set up a small laboratory where we can do water quality testing. This is supporting our existing work as well as helping us to do research,” said Kirk.

“I have learned that persistence pays great dividends and is a key determinant in an organization's success,” said Tal. “Size really doesn't matter!”

That drive is present among the staff of SOHIP. “It has been incredible to see our people becoming experts in

these areas because of the way that CAWST's trainers are walking along side of us and mentoring us in their areas of expertise,” said Kirk. “Through this systematic method we are seeing our organization becoming better equipped to be that Centre of Expertise that is so desperately needed in this part of the world.”

However, finding the right staff in the midst of the global financial crisis has provided a few bumps. “This climate brings a lot of insecurity to our staff, as well as people we work with. Things are becoming more desperate and more needy,” said Kirk.

But the SOHIP team shares a common goal, which has not wavered during difficult times. “What sets this client apart from others is that the staff really has a shared vision to help their community,” said Tal, even in the midst of high staff turnover at SOHIP that made it difficult to ensure the organization sustains what it is learning. “They are not looking for outsiders to come in and solve their problem but rather to learn how they can help themselves.”



ZAMBIA: Setting up a Water Quality Testing Laboratory at SOHIP's base in Ndola

5. Institutional Fund Development

By 2020, we envision that:

- 1/3 of CAWST revenue will be from institutional funders and designated to specific projects or programs,
- CAWST's global funding will include significant revenue from non-Canadian sources,
- 60% of institutional revenue will be from government sources, with 40% from corporations and foundations,
- CAWST's main programs (E.G. WET Centre Development) will be funded primarily by institutional investors, and
- CAWST will have a strong reputation with institutional funders as a deliverer of results.

To achieve this vision, we plan to regularly communicate results; generate a minimum of \$4 million in grant funding requests annually; and work with major clients to jointly seek funding from government agencies for multi year programs. We will introduce CAWST's services and approach to Canadian corporations involved in global resource extraction (mining and oil and gas) and members of the World Business Council for Sustainable Development, and systematically evaluate funding opportunities from Development Banks, developed country government agencies and large international foundations.

6. Public Engagement

Solving the water issues in the world today requires independent action by many globally. CAWST's Public Engagement program is therefore directed at generating such action among community groups, youth organizations, service clubs and individuals in the community through a variety of programs.

It is our intention that by 2020, CAWST will be recognized worldwide as:

- A catalyst for grass roots action on water issues globally,
- A global resource and open content distributor for programs related to such action, and
- A motivator of financial and volunteer resources directed to water and sanitation for the poor.

To achieve that vision CAWST will focus on developing relationships with potential collaborators and 'packaging' our programs for uptake among these collaborators outside Calgary and Canada.

"Everyone in the world is connected and what affects them will affect us too. We also have a responsibility to help simply because we have the ability to. Youth can help by showing their concern so that people realize what an important issue it is."

— Youth Wavemaker

7. Business Services

Business Services provides the 'grease' to allow all CAWST departments to operate efficiently and effectively. The department provides internal services in the following areas:

- Performance Measurement and Analysis,
- Governance Reporting and Compliance,
- Stakeholder Communications Support,
- Office Management,
- Human Resources Administration, and
- Information and Communication Technology infrastructure planning and maintenance.

Achievement of CAWST's organizational and departmental visions for 2020 requires continuous improvement in all these areas.

CANADA

Petro-Canada (now Suncor Energy) 'Hooked' on CAWST Vision

With institutional funders often unwilling to support a new organization, Petro-Canada certainly broke the mould with their early and continuing support for the development of CAWST.

It was the cause that initially drew Petro-Canada's interest: "Water is critical to all forms of life so we need to recognize how truly precious it is and ensure that we're all good stewards of water, in all aspects of our lives," said Hazel Gillespie, Manager of Community Partnerships for Petro-Canada.

Back then it was the organization and its approach that brought the partnership together. "Barry Stewart, a past vice president at Petro-Canada and current CAWST Board member, asked for a meeting," said Hazel. "As soon as I heard the vision, I was 'hooked'."

In addition to seed funding, Petro-Canada provided encouragement in those early years and eventually

supported the appointment of a senior executive, Greta Raymond, to the Board of CAWST.

"From day one, Petro-Canada thought strategically about where they believed they could have the greatest impact," said Camille Dow Baker, president & CEO of CAWST.

More recently, in 2009, Petro-Canada committed \$1.3 million to the Wavemakers Program, a youth initiative focused on encouraging youth action on water issues locally and globally.

"After revamping our Community Partnerships Program in 2006, we identified water as our environment funding theme," said Hazel. "Because we'd been a sponsor of CAWST's Youth Summit and World Water Day for a few years and had seen it in action, with tangible proof of its effectiveness, it was an easy jump to sponsor a broader spectrum of CAWST's youth water initiatives. It was a very exciting development for us!"



CANADA: Greta Raymond of Petro Canada visits the "Wicked World Water Week" booth on World Water Day

According to Hazel, it was CAWST's results that cemented the relationship. "We've continued our support because CAWST has done what they said they would do. The organization has evolved its vision and programs very successfully and very effectively. CAWST has grown rapidly to meet the needs of the developing world and, at the same time, has created a significant Canadian education component that's helping all of us to understand the importance of clean water and sanitation."

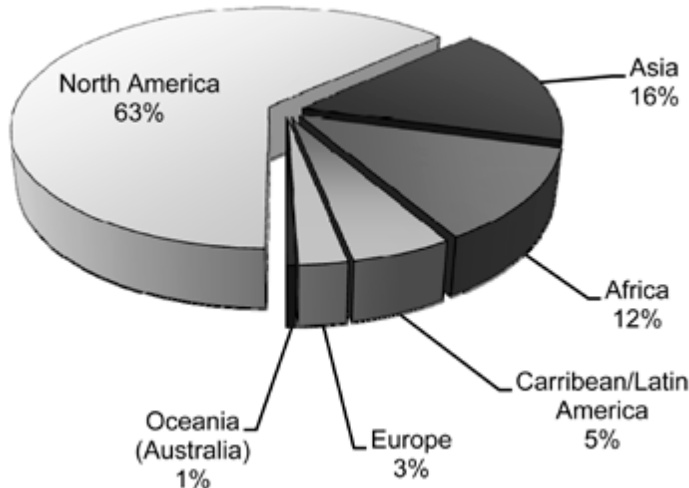
"We're very glad we got involved with CAWST when we did," said Hazel. "They've certainly proven to be one of our best community partners. If I had any advice for fellow companies looking to engage in the issue of water: check out CAWST!"

PEOPLE

Members

CAWST has 1,600 members from 86 countries, each with voting authority similar to shareholders in a public corporation. Three hundred new members joined CAWST over the last year, many of them from Africa.

CAWST Membership, 2009



Board

CAWST's board is active and effective. Its 15 members all have organizational management experience and expertise.

Chris Read, Chair	Mike Quinn
Dan Boivin	Greta Raymond
Fred Claridge	Barry Stewart
Camille Dow Baker	Laura Tupper
Bruce Fenwick	Bill Warden
Hal Hamilton	Roy Wright
Evan Hazell	Ora Zabloski
Eric Holden	

Operations reports and financial stewardship reports are reviewed by the board monthly. The Audit and Governance Committees are standing board committees. In 2009, a new Human Resources Committee of the board is being formed.

Effective September 2009, two of our long time board members, Barry Stewart and Dan Boivin will resign from the board. Both have been with CAWST almost since CAWST's inception eight years ago. CAWST wishes to thank Barry and Dan for their leadership and guidance over the years. Their advice will be sorely missed.

At the 2009 Annual General Meeting, Roger Smith and Valerie Yankey-Wayne will be presented to the CAWST membership for approval as future CAWST board members. Roger is a Vice President at Suncor Energy and Valerie is currently taking a PhD at the Centre for Military and Strategic Studies at the University of Calgary.

Profiles of CAWST's Board members can be found at <http://www.cawst.org/index.php?id=107>



CANADA: Barry Stewart (third from right), Board chair 2002-2004, and Dan Boivin (foreground, second from left), Board chair 2004-2006, celebrate CAWST's 5th birthday in 2006.

PEOPLE

Staff

CAWST's staff members are well qualified and committed. All have post secondary education, many in their specific area of professional practice. They are very capable of self-management and all participate in CAWST's annual Strategic Planning and Operations Planning processes. They hail from many parts of the world including Bangladesh, Belgium, Canada, Nepal, Somalia, the UK and the US. Collectively, they have skills in many disciplines including engineering, education and public engagement.

Profiles of our staff members can be found at <http://www.cawst.org/index.php?id=106>

"The learning exchange showed me how dedicated the CAWST staff is, and how much they support each other. There is no negative competition, only mutual encouragement and sharing of knowledge and experience. It is a very positive atmosphere that many for-profit entities would envy."

- Bill Skinner, volunteer

"I think CAWST has been very effective in conveying the message that we all need to be part of the solution. They have attracted a strong team of passionate, talented, energetic staff and volunteers who are doing some amazing work."

— Hazel Gillespie, donor



CANADA: CAWST has 20 staff members located in Calgary, Canada

CANADA

Passion for Water Continues to Drive Staff Alumnus, Diana Frost

When Diana Frost left employment with CAWST in 2007, we knew that she wouldn't stay away from the global water issue for long.

"I still believe in CAWST's approach and want to be connected with international development work in some way," said Diana, who was the first International Technical Advisor hired by CAWST in 2003. Once you have visited people in their homes and been a witness to the suffering caused by waterborne disease, you must do something about it."

Since leaving CAWST, Diana has continued on the board of the Bolivian-Canadian Clean Water Network, which was formed as a result of the training workshops she delivered in Bolivia, and helps with fundraising. She is also on CAWST's Speaker's Bureau helping to spread the message about the growing water crisis.

"I have always felt more like a world citizen than a Canadian," said Diana. This is likely due to her experiences in Gabon, where she lived with family for six years. Women walking with large loads of wood and water containers were a daily occurrence, and after a memorable bout of diarrhoea, Diana discovered that she could not drink the water at school.

"I was part of the lucky group that got to go home for lunch but for those who did not have transportation, they would either need to drink the tap water or go thirsty all day," said Diana.

These experiences influenced her career, which has focused on water, the environment and international development. During her five years at CAWST, Diana spent much of her time in Latin America supporting clients wanting to implement water and sanitation projects.



DOMINICAN REPUBLIC: *Diana Frost, staff alumnus and current volunteer teaching in 2006*

"I often tell people it's one of the coolest jobs I've ever had," said Diana. "I know that spending even a half day with an organization in a developing country may drastically improve the health, and probably save lives, allow children to attend school and give families the opportunity to break the cycle of poverty."

Diana was CAWST's pioneer in delivering training workshops overseas, conducting

household water treatment seminars in Haiti and the Dominican Republic in 2003.

"In those early days, our small team of four worked hard to find the right approach for transferring the technologies and getting household water treatment accepted by governments and larger institutions," said Camille Dow Baker, president & CEO of CAWST. "Diana was there with us helping lead some of those early attempts and conversations with key players."

Anyone considering getting involved in international development, whether in the water or other sector, should consider Diana's advice:

- Volunteer for an organization such as CAWST, Engineers Without Borders or a cultural or environmental organization,
- Apply to volunteer abroad, making you more marketable on the international scene,
- Learn a language from the region that you have a particular interest in,
- Identify skills that are in demand in developing countries and obtain what training you can, and
- Consider transferring within your university or workplace, if overseas postings are available, by demonstrating that you can adapt to new settings, languages and cultures.

PEOPLE

Volunteers

In 2008, volunteers donated 4.3 person years of time to CAWST. A significant amount of time was donated by the partners of CAWST staff who are also qualified in various aspects of international development.

CANADA

Volunteering is a Family Affair for Maureen Darling

When Maureen Darling decided to volunteer, it became a commitment her family stood behind.

“My family has been incredibly supportive,” said Maureen. “They know that when I get involved in something, I tend to work hard, love to be constantly learning and want what I’m doing to be worthwhile. They are thrilled that I have found CAWST.”

Since she started volunteering in mid-2007, Maureen has given over 260 hours of her time to CAWST. During this time, Maureen has helped coordinate CAWST’s events and is an active Speaker’s Bureau volunteer, delivering 12 presentations to date.

With all of the time Maureen has given to CAWST it is no surprise that she has involved her family.

“Not only have my family been supportive in spirit, they have been actively supportive as well,” said Maureen. “My husband has put up banners on overpasses with me, has driven through a snowstorm to put up the CAWST display on World Water Day when I was sick, my daughters assembled Youth Summit binders with me, my grandsons have arranged CAWST visits to their schools and have used school projects to raise money for CAWST. And they have all listened to me expound on what I’m learning about world water issues!”

CAWST’s focus on water drew her interest. “We get bombarded every day with the needs of the developing world but CAWST’s message is that something can be done,” said Maureen.



CANADA: Maureen Darling engaging the public in global water and sanitation issues.

“I also liked the fact that CAWST is a training organization and focuses on households. No matter what the situation, peace, war, famine, poverty, disease, tsunami, the starting point for recovery is water, and giving the individual family the means to improve their personal water situation is a wonderful and sustainable solution. Do I sound enthusiastic? You bet I am!”

Maureen’s favourite activity is her work on the Speaker’s Bureau, which is one of the core volunteer opportunities offered by CAWST.

“We had Maureen present to our grade three class. Three teachers came up to me to say how great it was,” said Christina Van Den Eynden, school teacher. “What

we liked was how Maureen made sure the kids understood all of the concepts by putting it into language they understand. She was excellent with the kids and they all learned a great deal about CAWST and how not all countries are as lucky as Canada.”

Maureen has worked with a variety of staff at CAWST. “Every interaction with the CAWST staff is inspiring. They are so knowledgeable and dedicated and so much fun,” said Maureen. “They have such a ‘can do’ attitude.”

Maureen’s advice for other volunteers: “Go for it! CAWST has a wide variety of roles for volunteers to play and will match your strengths and your interests to your role. And no matter what you’re doing, you’ll never lose sight of the goal: improved water for the poor in developing countries.”

Donors

CAWST's total number of donors increased 40% from 2007 to 2008 to a total of 360 donors. Moreover, several of our large donors have invested consistently in us for over five years.

We are also starting to receive longer term program funding from institutional investors. In 2008, CAWST received a three-year commitment for our WET Centre program from the Canadian International Development Agency (CIDA), EnCana Corporation and the Rotary Club of Calgary for a total of \$1.9 million, as well as a five-year commitment from Petro-Canada for our Wave-makers youth program for \$1.3 million.

Community groups such as schools and churches are mobilising in a substantial way to raise money for the water and sanitation cause globally. Over \$174,000 was raised by community organizations at a variety of community events.

CAWST wishes to pay special recognition to John and Meredith Stephure, our very first major donors in 2003. John passed away in June 2009 after a valiant effort to combat cancer. We are truly grateful for their faith in CAWST from the start.

CANADA

“CAWST provides ‘bang for the buck’ and a high social return”

When David and Gail O'Brien decided to support CAWST, they were first drawn to the people behind the organization, but it didn't take long for this to grow to an appreciation of CAWST's business model.

“I first met Camille through my wife Gail,” said David, chair of the Board for the Royal Bank of Canada and EnCana Corporation, when referring to CAWST's co-founder and volunteer president & CEO Camille Dow Baker. “It was apparent that she had three qualities necessary to lead an organization like CAWST, a strong social conscience, a fierce determination, and an ability to think very clearly.”

The O'Brien's made their first major donation in 2004 and instructed CAWST to invest their donation in the growth and sustainability of the organization. This commitment to CAWST's sustainability was also evident in the time they were willing to spend with the leadership of CAWST, providing coaching and asking the tough questions that you'd expect investors to ask.

“Since the beginning we have shared openly with our stakeholders, including full disclosure of financial statements, reports and the lessons that we're learning,” said Camille. “David was no exception but I was amazed to see the detail to which he read the material we provided and how engaged he was in helping to shape CAWST.”

The O'Brien's have also helped CAWST to connect with other socially-minded investors and friends in the community.

David spoke at CAWST's Annual General Meeting in 2006, and hosted CAWST's first Influencer Night dinner in 2008. Over time, their financial contributions to the organization have also grown, making them the largest single investor in CAWST at over \$1.5 million in donations since 2004.

“As an investor, I look at CAWST in terms of its mission, business model, governance and results,” said David. “In all areas, an investment in CAWST provides ‘bang for the buck’ and a high social return.”

The O'Brien's approach to philanthropy or ‘social investing’ illustrates how good business principles can be applied not only to the management of social ventures like CAWST but also to the evaluation of these social ventures. “Our donors absolutely want to know that there are real people being impacted in real ways by our work,” said Camille. “But they also want to know that their investment is managed well.”

David recommends reading this report, taking the time to meet the leadership of the organization, and becoming familiar with the business principles that CAWST applies to its day-to-day operations.

“The more you learn about CAWST, the more you will be impressed,” said David. “It is amazing what a small team of dedicated people can accomplish on a virtual shoestring. I think of CAWST as the ‘little not-for-profit that could’. With about 20 dedicated staff it is making waves around the world and is truly a Calgary and Canadian success story.”

Evaluating CAWST as a 'Social Investment' Notes from David O'Brien, CAWST investor

I look at CAWST in terms of its mission, business model, governance and results. Let's look at each of these in turn.

1. CAWST's Mission. The Mission of CAWST articulates one of the foremost humanitarian and environmental issues facing the world today – to provide clean household water and adequate sanitation.
2. CAWST's Business Model. By providing training and technical services, CAWST acts as a catalyst so that the largest number of end users are reached through those it trains. As well, what CAWST does is scaleable and sustainable since it builds the capacity of others to implement integrated sanitation and household water systems.
3. CAWST's Governance. CAWST has an active Board of Directors composed mostly of business people; is constantly monitoring its financial performance and efficiency; and annually surveys its client organizations to gather information for its key performance indicators and to continuously improve its services.
4. CAWST's Results. It is impressive to see such a lean organization reaching clients in 58 countries, which have impacted over three million people.

Anyone donating to CAWST can expect high impact in terms of the people who are reached and whose lives are changed. I would encourage other potential donors of all shapes and sizes to be a part of CAWST's future.



CANADA: David O'Brien, Canadian business leader, speaks at the 2006 Annual General Meeting on what makes CAWST a good 'social investment'

THANK YOU

To those who give of their time, energy and personal resources, thank you for helping CAWST Make Waves...

ECO Futures Green Career Path Program, Donor ... for providing the funding for two Calgary high school student interns, Jenna Richards and Sabrina Islam, to intern and explore environmental career options at CAWST.

Edgemont Elementary Entrepreneurial Adventures, Carnival Hosts ... for bringing their school together and hosting a fantastically fun carnival for CAWST

Gustavo Munevar, Master Translator ... for volunteer, rapid-fire professional translation support

José Fidel Pavon, Amazing Host ... for volunteering his workshop, time, materials and expertise for training in San Juan Del Sur, Nicaragua

Charito Ocampo, Volunteer Life-Saver ... for her help in settling accounts and providing the support to keep the office running smoothly

Norma Posada-Flaherty, Master Translator ... for her volunteer Spanish translation support

Emilie Sanmartin, Volunteer Education Program Developer ... for consistently contributing to the CAWST office, developing our new arsenic training materials and assisting with French translations



CANADA: Emilie Sanmartin, shown at CAWST's June staff 'boondoggle' actively supports her partner Olivier Mills, CAWST International Technical Advisor, and also volunteers her professional engineering and translation expertise



CANADA: Edgemont Elementary entrepreneurs raised \$6,000 at their recent carnival for water and sanitation for the poor

Josie Stiles, Logistics Wonder ... for coordinating the Youth Marketplace at our World Water Day event, making the event the success that it was

Ryan Warshawski, Volunteer Assistant Trainer ... for enthusiastically facilitating workshops in Ghana and engaging Calgarians by sharing his Kenya project experience

Adele Woolsey, Water Quality Coach ... for co-facilitating countless workshops in Zambia, delivering water quality testing workshops and advancing our training material on this topic

STATEMENT OF FINANCIAL POSITION

December 31, 2008, with comparative figures for 2007

	2008	2007
Assets		
Current assets:		
Cash and cash equivalents	\$ 955,083	\$ 66,614
Term deposits	50,716	983,410
Accounts receivable	120,698	39,934
Prepaid expenses	5,616	6,113
	1,132,113	1,096,071
Property and equipment	67,636	100,203
	\$ 1,199,749	\$ 1,196,274
Liabilities and Net Assets		
Current liabilities:		
Accounts payable and accrued liabilities	\$ 66,803	\$ 41,216
Deferred revenue	212,450	367,410
	279,253	408,626
Deferred contributions related to property and equipment	5,681	8,678
Net assets:		
Invested in property and equipment	61,955	91,525
Accumulated operating surplus	852,860	687,445
	914,815	778,970
Commitments		
	\$ 1,199,749	\$ 1,196,274

STATEMENT OF EARNINGS

Year ended December 31, 2008, with comparative figures for 2007

	2008	2007
Revenues:		
Donations	\$ 1,717,922	\$ 1,524,067
Training courses	68,430	30,018
Project consulting	67,199	12,346
Interest income	20,506	35,119
	1,874,057	1,601,550
Expenses:		
Salary and benefits	1,023,049	899,582
Travel	178,864	124,838
Office and administration	134,913	129,688
Consulting	119,442	60,456
Meals and entertainment	72,523	43,602
Rent and utilities	62,111	54,866
Materials and lab supplies	41,377	36,122
Insurance	25,261	19,718
Water expertise training centre expenses	16,895	—
Professional fees	16,370	12,146
Training and conferences	4,325	1,441
Loss on sale of marketable securities	651	1,603
Loss on disposal of equipment	—	812
Depreciation	37,431	39,390
	1,733,212	1,424,264
Excess of revenues over expenses	\$ 140,845	\$ 177,286

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Our World Journal Write-up

By Maria, Age 13, St. James School

I love to think of the World. I like to think of myself travelling to far countries to see the great wonders of the World. I then think of the different people we have in our World, their different customs and ways of living life. As I think further I can't help but know that these people have poor sanitation and unclean water. I want to help; the one thing I could think of for this fund was to write how I truly felt about our World's problems.

I just turn on my tap every morning and get clean water; I really want the same for those who do not have this privilege. I will give donations to my school, but I still feel that I want to do more. I think of these people and I imagine the struggle they have to go through just to get basic water, which is even unhealthy. To know that they would have healthy sanitation and water would help me to think a lot more highly of the World. To know that we all have access to these needs would help my dreams of travel, to know that I have the same needs as these people will have a great impact on me. If we put biosand filter systems all around, step by step I think we could make a difference. When I think of our World I want to think of our World being healthy safe environment for everyone who lives there. In our World, we have so many cultures and great customs! To travel and to see everyone healthy enjoying life would make everything about life worthwhile.

In a few years when I think of the World I would like to think of a safe World with fewer diseases. When I think of the World, I want to think of the greatness that we have overcome over the years! When I think of the World, I want to look back at this story and see the difference we have all made to contribute to clean water and sanitation. I want to see the World change into a truly inspirational place.

Winning Entry for CAWST'S Annual Think Water Contest

www.cawst.org

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