



ANNUAL REPORT

2016

TABLE OF CONTENTS

Highlights	1
Letter from Board Chair and CEO	2
Results Summary	3
Clients, Partners and Collaborators	4
Key Performance Indicators	6
A Story of Impact	10
Report from the CEO	12
Youth Wavemakers	16
Household Water Treatment	18
People	20
Our Supporters	22
Financial Statements	25

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 and consulting, and to act as a centre of expertise in water and sanitation for the poor in developing countries.

OUR THEORY OF CHANGE

is that education can catalyze independent action at the scale needed.

OUR CORE STRATEGIES

- Make water knowledge common knowledge.
- Build the capacity of public sector organizations.
- Start with household water treatment.
- Lead with education and training.
- Identify barriers to implementation and ways to overcome them.

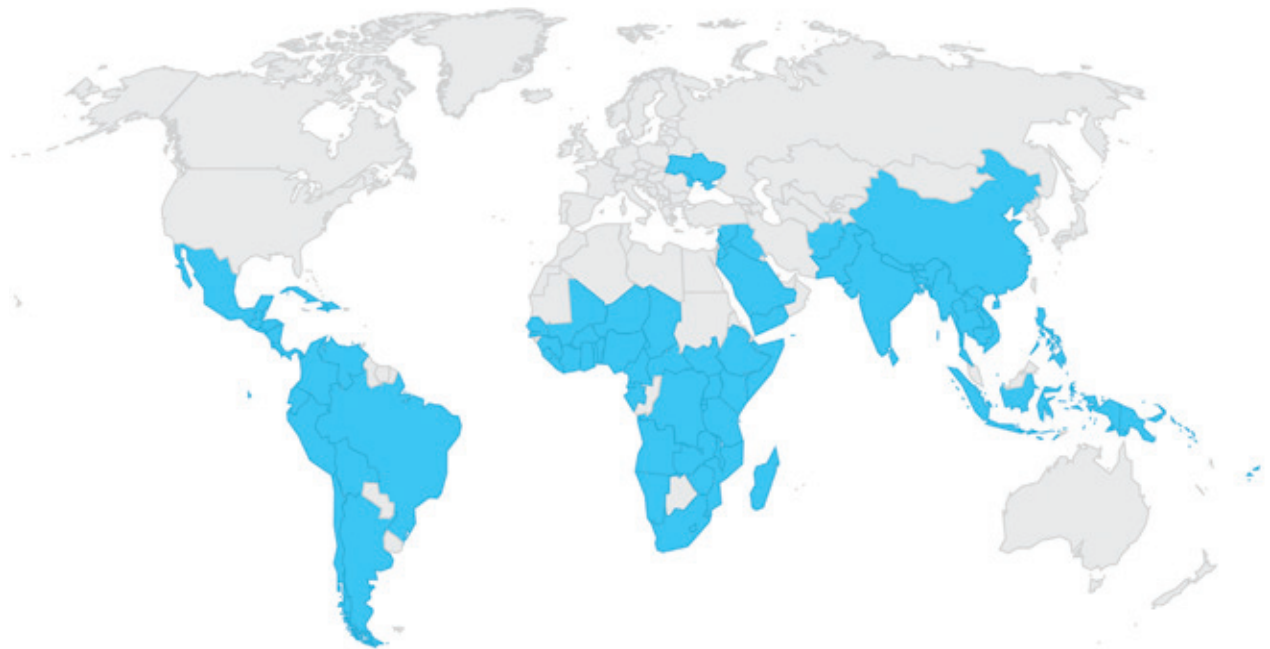
CAWST is committed to ensuring our services reach those most in need. We do this by providing subsidized training, consulting, and free open-content education materials and resources. We focus on educating people on simple, affordable water and sanitation solutions that they can operate and maintain themselves.

HIGHLIGHTS

	2016	2015	2014	2013
People using better water or sanitation as a result of CAWST and WET Centre clients' projects (cumulative)	15.4 million	13.1 million	11.4 million	9.3 million
Organizations that have implemented water or sanitation projects (cumulative)	1,290	1,091	970	793
Number of countries where CAWST's clients have implemented and reported water or sanitation projects (cumulative)	84	82	78	68
People trained by clients using CAWST's training and education materials (cumulative)	7.7 million	6.6 million	5.0 million	3.3 million
Annual Expenditure by CAWST	\$4.6 million	\$4.9 million	\$4.7 million	\$3.6 million
CAWST expenditure per person impacted (cumulative)	\$2.22	\$2.26	\$2.17	\$2.14

Global Reach

CAWST has provided services to over 6,000 client organizations in 190 countries; 1,290 clients in 84 countries have reported implementing water or sanitation projects since 2001.



LETTER FROM BOARD CHAIR & CEO



Safe water is an essential ingredient for life. In Canada's 150th year, we can be proud that CAWST, a Canadian charity, has contributed to 15.4 million people using better water or sanitation since our founding in 2001.

And there is still much more work to be done. This year the international development community recognized that the global water and sanitation need is far larger than previously reported: 2.1 billion people lack safely managed drinking water services and 4.5 billion lack safely managed sanitation services.

These seemingly insurmountable figures translate into entire societies without the foundation for health and survival. Safe water is needed for growth and development, to learn, go to school, earn a living and contribute to society. Indeed, safe and secure water is an underpinning for the stability of a nation.

Increased global attention is focused toward ensuring equitable access to reach the poorest with water and sanitation, and to finding solutions that will be sustained over the long-term.

This is where CAWST comes in.

CAWST is an institutional innovation with a simple yet powerful solution: train people on affordable technologies and practices they can implement themselves.

By taking this approach, people can improve their water immediately, operate and maintain their systems well into the future, and continually and incrementally improve their water, sanitation and hygiene (WASH). The aim is that people have WASH in their homes, schools, work, and health facilities.

This creates a multiplier effect, and a sustained impact beyond what CAWST or any one organization could do alone.

Our results demonstrate that this approach works and point to the potential to reach even more people with better water, sanitation or hygiene; especially as we grow our services, establish more WET Centres, and increase the effectiveness of training organizations. Over the past five years we have exceeded our targets, achieving an average 20% annual growth rate in the number of people reached with better water or sanitation. Our global client base has expanded from 390 to 1,290 implementing clients.

Three key ingredients of CAWST's success are our unique capacity building business model, our team, and the generous funders who support our work. We have proven that our model works and fills a critical gap, our team is world-class, and we are building a solid, more diverse base of funding. We are now actively seeking funders and donors who are motivated to contribute to increasing our impact.

We are confident that we can make an even greater impact in the years ahead.

Two handwritten signatures in blue ink. The one on the left is for David P. O'Brien and the one on the right is for Shauna Curry.

David P. O'Brien, OC
Board Chair

Shauna Curry
CEO

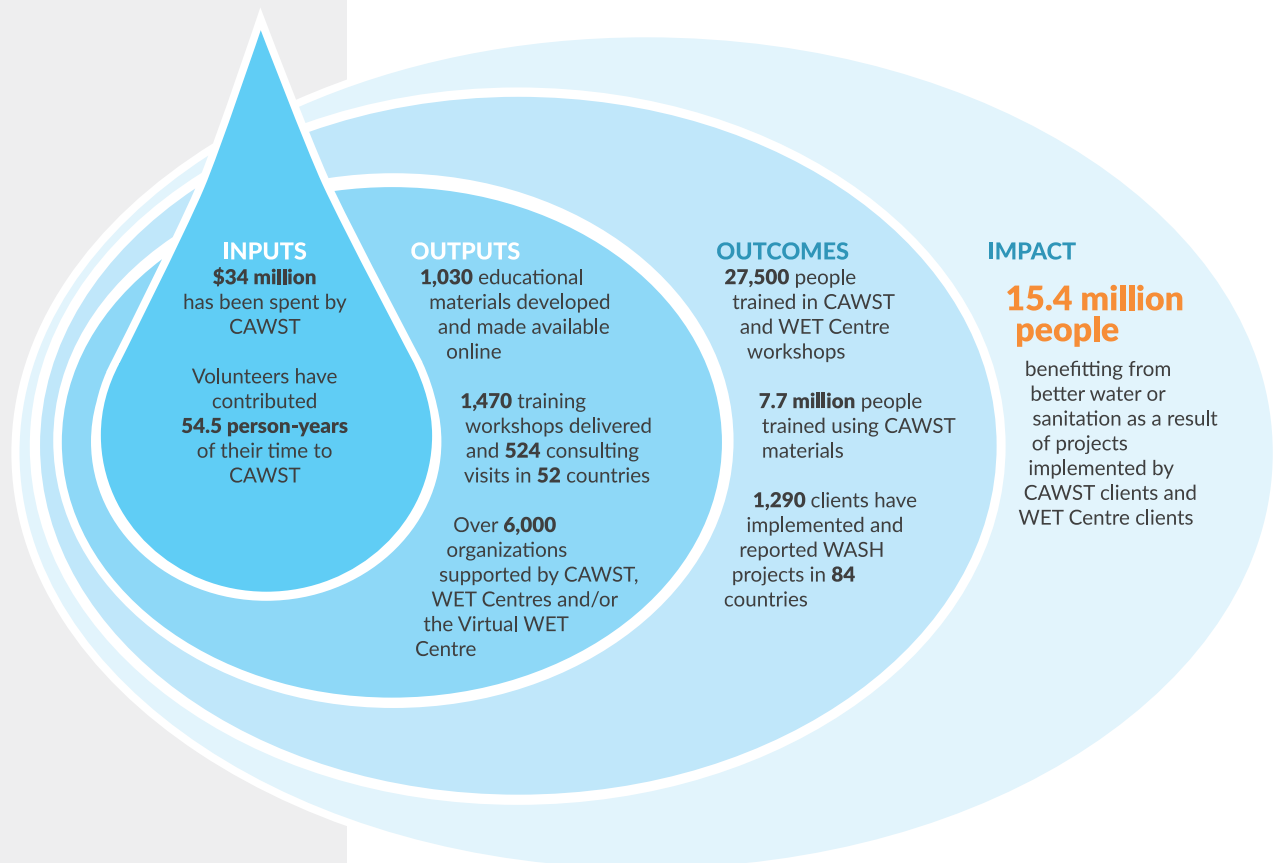
RESULTS SUMMARY

"Water is fundamental for life and health. The human right to water is indispensable for leading a healthy life in human dignity. It is a prerequisite to the realization of all other human rights."

Water for health
enshrined as a human right
World Health Organization
Media Centre
Geneva
27 November, 2002

We measure our success by the number of people who are reached with better water and sanitation. This drives our activities and compels us to continually re-evaluate our work to ensure that our capacity building services truly result in safe water, adequate sanitation, and good hygiene for the poor.

Relevant and effective training sparks independent action: empowering people to take action in their homes and neighbourhoods, building resiliency, and providing appropriate solutions for the local context. Water, sanitation and hygiene are the foundation for achieving other development goals.



Cumulative numbers since 2001 (when CAWST was founded) through December 31, 2016

CAWST CLIENTS, PARTNERS AND COLLABORATORS

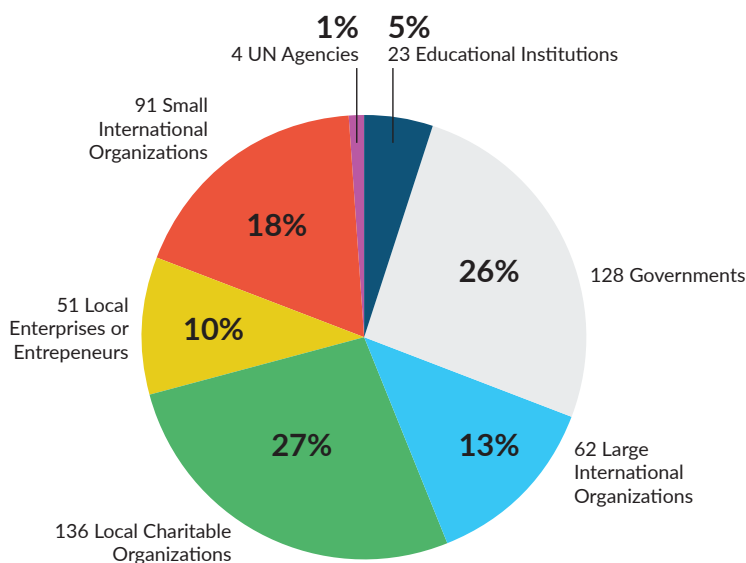
Clients

Clients are organizations that have the mandate to serve the poor in developing countries with water and sanitation and have accessed any of CAWST's services (training, consulting, education materials and resources) via:

- CAWST staff (in-person, phone, email)
- Water Expertise and Training (WET) Centre partners and/or
- Virtual WET Centre (online services)

CAWST exists to support our clients so that they can serve their communities with better water and sanitation for generations. We are demand-driven, responding to requests for training, support, or new resources from our clients.

In 2016, 63% of our clients were local governments, organizations or entrepreneurs; these categories have experienced the strongest growth over the past three years. We are pleased with this trend, as these client segments are essential for sustained impact; they are the local bodies who are best suited to provide quality water and sanitation services over the long term.



Clients responding to CAWST's Annual Survey. These clients are served by CAWST, WET Centre partners and/or CAWST's Virtual WET Centre.

"Through CAWST we first learned that without WASH, communities cannot be self-sustainable (our goal for Colminy). We are currently in the process of building six Arborloo eco-system pit latrines with two tippy-tap hand-washing stations for a school and church. This will include training about the why and how to use them, to be followed by a Sanitation Celebration and launch of a community-wide End Open Defecation campaign. Thank you so much for CAWST's wonderful online resources!"

Glenda Powers
Founder and President
Healing and Hope for Colminy
Haiti

“The DACAAR WET Center and CAWST are providing a holistic training method, which helps and builds the capacity of INGOs and NGOs in order to deliver high quality of services to the community and fulfill their needs.”

Mohammad Rafi Rafat
Governance Trainer
Norwegian Afghanistan
Committee
Afghanistan



Water Expertise and Training (WET) Centres

CAWST's WET Centre partners are local organizations that provide CAWST-like training and consulting services in their country or region (for example: training workshops, site visits, education material development, water quality testing). They multiply our efforts, adapt our training and consulting services to their local context, and reach people we could not otherwise reach.

CAWST invests from 3 to 10 years in building the capability of each WET Centre to provide high quality capacity building services to their clients, and to achieve financial independence from CAWST.

Practitioners within these organizations have been trained by CAWST, are implementing WASH projects, and want to extend their reach by training other organizations. CAWST uses an apprenticeship approach to develop the capability of these practitioners as trainers.

Our 2016 WET Centre partners include:

Afghanistan - DACAAR
Cambodia - WASH Skills Development Organization (formerly the WET Centre within Church World Service)
Honduras - Pure Water for the World (PWW)
Ethiopia - Ethiopian Kale Heywet Church Development Centre (EKHCDC)
Nepal - Environment and Public Health Organization (ENPHO)
Zambia - Seeds of Hope International Partnerships (SHIP)

In addition, CAWST seeks out and supports training organizations. These are CAWST's clients that provide training and/or consulting services on a specific topic within their expertise (for example: biosand filters, rainwater harvesting, latrine construction). Our current focus is with the organizations with which we have long-standing training relationships: Pure Water for the World Haiti (which was a WET Centre until June 2016), Aqua Clara Kenya, and Nam Saat in Lao PDR.

Collaborators

CAWST collaborates with a variety of organizations to help find solutions for common challenges and improve project implementation. In 2016, we worked with the following universities and research institutes on practical research and desktop studies:

- EAWAG-Sandec, Switzerland: Completed a field assessment of Kanchan arsenic filter performance in Nepal.
- University of Calgary: Reducing peak hydraulic loading rates in biosand filters.
- University of Cambridge, UK: Reviewed sanitation capacity-building organizations in India.

We collaborated with the following organizations to share knowledge and training materials and highlight the importance of capacity building through joint articles and events at conferences: EAWAG-Sandec; Sustainable Sanitation Alliance; UNESCO-IHE; International Network to Promote Household Water Treatment and Safe Storage; International Water Association; and the Water, Engineering and Development Centre of Loughborough University.

2016 KEY PERFORMANCE INDICATORS

CAWST's Key Performance Indicators (KPIs) are internal measures that track our progress toward our goal of better drinking water and sanitation for the poor in developing countries.

Capacity building is not a goal in itself, but rather a foundation. Effective capacity building should result in action: knowledge transfer, skill development, behaviour change and implementation—with the ultimate result of people drinking safe water and using safely managed sanitation.

We evaluate our success by determining how many of our clients take action as a result of services received from CAWST, the WET Centres or the Virtual WET Centre.

Many factors contribute to a project's success. Although CAWST services play a critical role, they are not the sole contributor to our clients' successes.



The measurement of these KPIs relies on two different data sources:

1. CAWST's internal operational and financial records
2. An annual survey sent to all of our clients to understand how CAWST services have contributed to the client's project activities and outcomes.

495 clients responded to CAWST's client survey to report their results for the 2016 calendar year. This is the highest number of responses we have ever received. To ensure the KPI results reported by CAWST are not inflated, we only count the client outcomes to which we have directly contributed through the provision of services.

This year we reviewed the KPI measurement methods and assumptions which could influence the accuracy of CAWST's contribution to achieving better water and sanitation. This review suggests that our KPI measurement methods and assumptions provide the best estimates of the true impact of all CAWST services globally.

“Acute watery diarrhea [i.e. cholera] occurred in our communities, so the training helped us to train the community and save more lives.”

Tigist Zena
Health Extension Worker
Sinnana District Health Office
Ethiopia

“These workshops are good because my household did not know much about WASH, but now they practice good hygiene and there is a reduction in diarrheal diseases. I cannot remember the last time I or any of my family members visited the clinic because we had diarrhea.”

Sondoi Funina
Community WASH Promoter
Zambia

“Thank you for the quality of materials and the simplicity of designs. It makes for easy education and explanation to a minimally literate population.”

Mary Esther Kanfoush
Executive Co-Director
Steel City Mission Group
United States

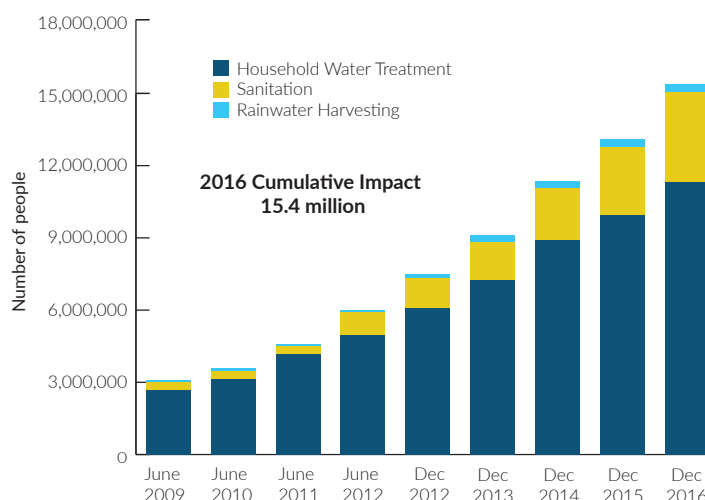


Cumulative Number of People Using Better Water or Sanitation

As at December 31st, 2016 a total of 15.4 million people have been reached by CAWST, WET Centre, and Virtual WET Centre clients with better water or sanitation, an increase of 2.3 million people from the previous year.

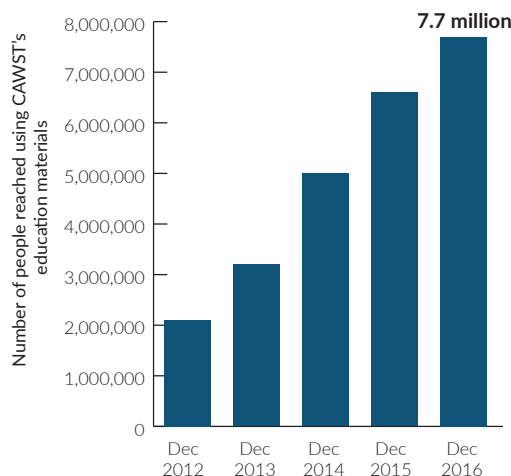
Over the past five years, we have maintained an average of 20% growth in impact each year. This progress puts us ahead of schedule to attain our target of reaching 20 million people by 2020. The current growth rate of 32% per year in the number of people benefiting from sanitation projects is particularly strong.

KPI #1 takes into account that a proportion of people who have received better water or sanitation in the past may no longer be using those technologies. We account for this by applying a retention factor to our client results. Retention factors are specific to each technology and are derived from field experience and research evidence.



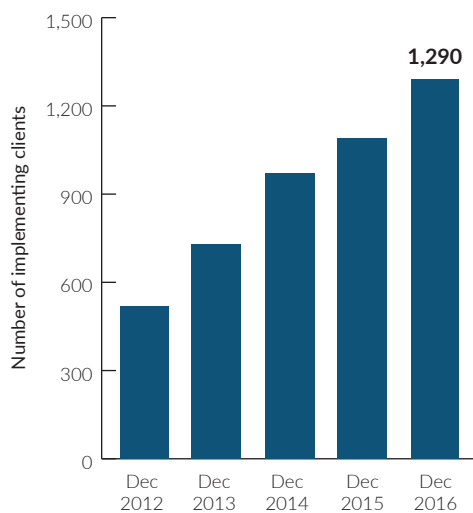
Number of People Reached Using CAWST's Education Materials

Our clients have trained 7.7 million people using CAWST's education materials, representing a 38% average annual increase over the past five years. This reflects the value that clients place on our education resources, and the power of knowledge and skills to catalyze independent action. Clients are using and adapting our training materials to educate communities, build awareness, and generate demand for solutions, which leads to more people gaining access to water and sanitation, and adopting proper hygiene practices.



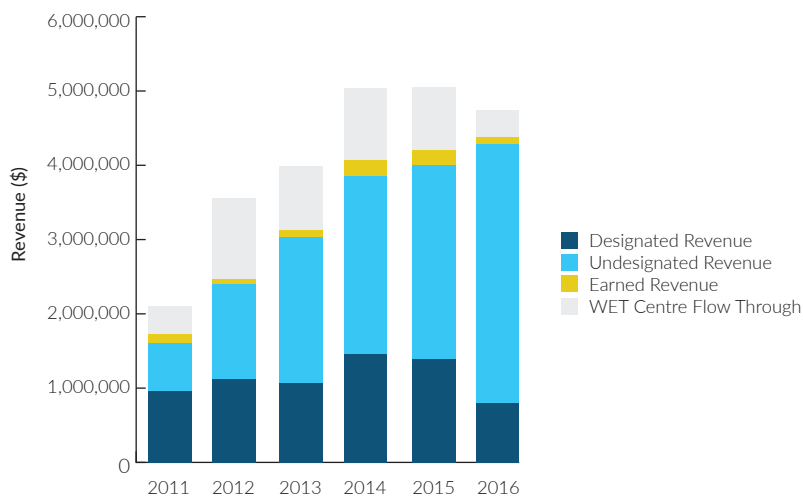
Number of Implementing Clients

The number of implementing clients grew from 1,091 in 2015 to 1,290 in 2016. These are organizations that have accessed services from CAWST, WET Centres and/or our Virtual WET Centre; and have reported that they are implementing water, sanitation and/or hygiene (WASH) hardware, and/or using CAWST materials to teach others. CAWST has seen a 20% average annual growth rate over the past five years in the number of implementing clients. This contributes to more people with better water or sanitation and indicates that increasingly, WASH knowledge exists locally.



Revenue

In 2016, CAWST's revenue totaled \$4.7 million. This was slightly lower than the previous year, due to decreased funding for, and therefore lower flow-through transfers to WET Centres, and some operations revenue that was designated to future years. The majority of our funding is currently undesignated, thanks to multi-year donations that replaced designated Government of Canada contributions from a contract that ended in 2015. CAWST's current revenue base is strong and we continue to be focused on building a sustainable and more diverse base of funding.



"We appreciate the assistance we have received from CAWST and SHIP [CAWST's WET Centre partner in Zambia] to improve the implementation of our project. The technical assistance we receive from SHIP is critical to ensure that the biosand filters are constructed properly so that they are reducing contaminants in the water. The assistance we have received in sourcing steel molds and vinyl tubing, which is not available in Malawi, has allowed our project to continue."

Helen Timoffee
Malawi Water Project
Malawi



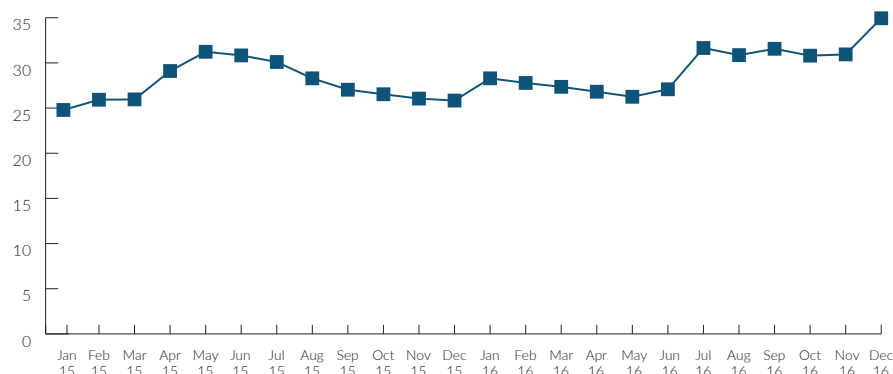


"The staff at CAWST was extremely helpful with providing us with supplies to build a sample biosand filter here as part of our group training. We appreciate all of their help with our project."

Karen Kavanagh
Chair, Mission and Outreach
St. Thomas United Church
Canada

Financial Reserve

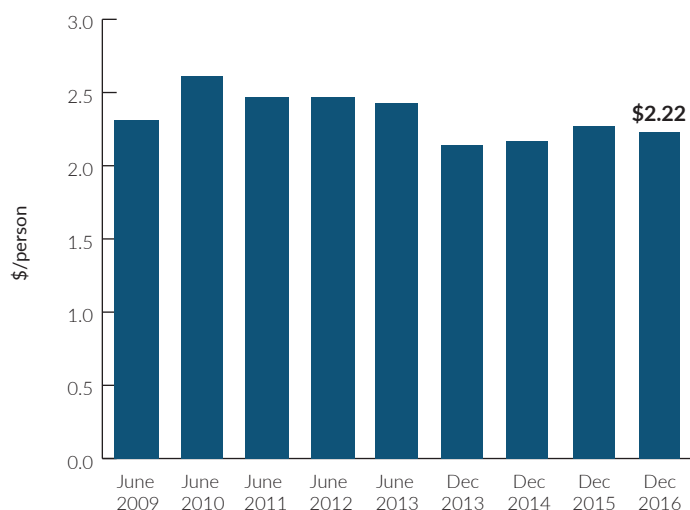
CAWST's financial reserve measures CAWST's stability, reflecting our financial stewardship and responsibility to clients, donors and staff. It is calculated as the month-end cash and investment balance, divided by the average forecasted monthly expenditures for the next six months. As of December 2016, our financial reserve would allow CAWST to operate for two years without additional funding, providing stability and allowing us to be strategic in our plans. A strong base of undesignated funding enables us to quickly and effectively serve our clients' most pressing needs, and provides us the flexibility to act on opportunities that offer the highest leverage. The reserve includes \$13 million deferred to future years.



Cost per Person Affected

CAWST uses this indicator to measure the efficiency of our work. It is calculated as cumulative CAWST expenditures since the start of our organization (\$34.1 million) divided by the total number of people reached with better water or sanitation through the work of our clients (15.4 million). CAWST's cost-per-person-affected is \$2.22, slightly lower than last year thanks to an increase in reported impact by our clients.

This indicator reflects CAWST's investment in supporting our clients and partners to reach people with better water and sanitation. It does not include the other funds our clients use to implement their projects.



A STORY OF IMPACT

Meet Baby Gemma. At nearly 5 years old, she has been on multiple construction sites where her mother led the building of water tanks, latrines, water filters and washing bays in schools and households across Amuria, Uganda. Her mother, Florence, is a local water supervisor, overseeing projects that provide water and sanitation solutions across her troubled region, and Baby Gemma tags along.

You could say Baby Gemma was born 'from' and 'into' water. She was in the womb when her mother learned how to build rainwater harvesting systems and water tanks from Global Women's Water Initiative (GWWI). GWWI is a grassroots organization that trains women to become water, sanitation and hygiene (WASH) experts and entrepreneurs.

Florence attended GWWI's four-year Women and Water Leadership Academy to learn how to build sustainable WASH solutions for her community. After the rainwater harvesting training in 2012, she took an eight-hour bus ride back home to Amuria. A few days later she gave birth to a baby whom she named Gemma, after her teacher. Soon after, Florence swaddled Baby Gemma on her back and led a team of women to build the first rainwater harvesting system and water storage tank for a girls' dorm at a local primary boarding school. As a result of this tank, the school nurse reported that more girls were able to attend school during their periods because they now had water to clean themselves. Girls were able to focus in class because they had clean water to drink and the food was ready for them on time. There was also a reported reduction in attacks, inappropriate relationships, and pregnancies because girls no longer had to fetch water outside school grounds. With the success of the tank, the parents mobilized resources (like sand, gravel, and cement) and donated money to build a second tank for the boys' dorm.

Since 2012, Baby Gemma returned with Mama Florence to training each year, witnessing her learn to build latrines, composting toilets, cleaning bays, and biosand filters. Florence also learned to make and sell hygiene products like soap, shampoo and reusable menstrual pads. As Florence expanded her knowledge and expertise in all aspects of WASH and earned money doing it, Baby Gemma was right beside her.

In 2015, armed with a full spectrum of water services she could offer her community, Florence was approached by a local affiliate of WaterAid to lead a team of 27 people. The team offers sanitation education and construction training to help enforce a law requiring that all households have latrines. Florence has since been invited to Denmark, with Baby Gemma in tow, to talk about her work as a Woman Water Champion and was able to secure funding to build more WASH technologies for local schools. She is the true embodiment of GWWI's mission: to transform women from water bearers to WASH providers, entrepreneurs, and leaders.

This is the ripple effect. CAWST trains Gemma Bulos, GWWI Founder, in WASH education and biosand filters. Gemma trains Florence, whose baby daughter Gemma witnesses many women around her constructing safe water solutions, spearheading WASH projects, making money, and leading their community to improved health. Baby Gemma looks like she is well on her way, following in the footsteps of the women before her who believed that they could make a difference through clean water.



Gemma Bulos took a CAWST training workshop on biosand filters in 2005, and went on to become the founder of the Global Women's Water Initiative (GWWI). This organization trains East African women to become full-service water, sanitation, and hygiene technicians, trainers and entrepreneurs. Florence (pictured right) was one of Gemma's students.

GWWI offers comprehensive WASH trainings merged with entrepreneurial and leadership development for women. GWWI helps identify and overcome barriers, troubleshoot, and provides customized on-site as well as virtual support. This enhances confidence and empowers community building.



REPORT FROM THE CEO

Ready to Scale up Our Impact

CAWST's global network of clients continues to demonstrate the multiplier effect of building human capacity. In the past year, our clients reported an additional:

- 2.3 million people using better drinking water or sanitation
- 1.1 million people trained by our clients using CAWST and Water Expertise and Training (WET) Centre education and training resources.

This progress makes a vital difference for many individuals, families, and communities, putting us ahead of schedule to attain our target of 20 million people reached by 2020.

Our results show the scale of the demand and the value of CAWST's training, support, and expertise.

2016 Accomplishments

In 2016 CAWST, our WET Centre partners, and the Virtual WET Centre provided training and consulting support services to 8,100 people in over 1,600 organizations in 158 countries.

We have met or exceeded targets across each of our three service delivery platforms (below). Each provides independent and complementary services, and all contribute significantly to our overall impact.

CAWST

- Provided training and support in two additional countries, Myanmar and Senegal.
- Expanded our training services to include:
 - Fecal Sludge Management workshop, which explains the entire sanitation system and technical options from the user interface (latrine) to the safe disposal or re-use of waste. This workshop was designed in collaboration with EAWAG, the Swiss Federal Institute of Aquatic Science and Technology.
 - A new workshop for Community Water, Sanitation and Hygiene (WASH) Promoters that includes options for supporting the correct, consistent and continued use of several Household Water Treatment technologies, tools on behaviour change, and a WASH for Healthy Homes approach.
- Completed three contracted projects:
 - Advised the Government of India on strategy, structure and role of a Sanitation Capacity Building Platform.
 - Strengthened Asia Institute of Technology (AIT's) researchers' ability to conduct training and develop effective lessons for their Fecal Sludge Management Toolbox.
 - Provided consulting services to the Humanitarian Innovation Fund on identifying Household Water Treatment and Safe Storage innovations.

AN INNOVATION FOR DELIVERING WASH AT SCALE



PHASE 1: PROOF OF CONCEPT (2001-2006)

Develop & Test Theory of Change:

Education (on low-cost WASH technologies and approaches) can catalyze independent action at scale.

SUSTAIN, REFINE & TRANSITION (2007-2008)

- Sustain momentum
- Develop growth strategy



PHASE 2: GROW & TEST AT SCALE (2009-2015)

- Execute on growth strategy
- Test capability to scale

SUSTAIN, REFINE & TRANSITION (2016-2018)

- Sustain momentum
- Secure scale-up partners



PHASE 3: SCALE-UP (2019 ONWARD)

- Execute on scale-up strategy



Launched in 2013, our Virtual WET Centre currently has 13,000 registered users from 4,800 organizations in over 200 countries.

WET Centres

- CAWST's Water Expertise and Training Centres (WET Centres) have increased the total WET Centre client base from 568 to 658 client organizations.
- Launched a new project in conjunction with our Nepal WET Centre partner (ENPHO - Environment and Public Health Organization), and in collaboration with Oxfam and CARE (funded by Global Affairs Canada Nepal Earthquake Relief Fund).

CAWST's Virtual WET Centre (includes all our digital services delivered both online and offline)

- Launched our biosand filter animated instructional videos, now available in five regional styles with accompanying software applications in French, English, Spanish, and Caribbean Creole.
- Expanded our Household Water Treatment Knowledge Base.
- Initiated an online chat to provide clients quick, practical answers and support by CAWST experts. With this online chat, we serve an average of ten new clients daily.

2016 Challenges

Our top challenge in 2016 was in our WET Centre program, as we re-evaluated two partnerships. In both cases, the initiative and dedication of the WET Centre staff led to outcomes that exceeded our expectations.

Pure Water for the World Haiti (PWW-Haiti) went through personnel changes in 2016, and its relationship with CAWST returned to that of a client; it is no longer a WET Centre partner. PWW continues to provide training services and is rebuilding its team. CAWST remains committed to supporting PWW and working together to serve Haitians with better water, sanitation and hygiene.

Church World Service (CWS) closed its Cambodian office, and thus was unable to continue operating the WET Centre. The Cambodia WET Centre left CWS and registered itself as an independent Cambodian organization named WASH Skills Development Organization (WASH SDO). It has secured additional funding and CAWST continues to play a significant role in WASH SDO's development.

Looking Forward: 2017 Plans

CAWST's 2017 target is to reach at least 2 million people with better water or sanitation. We are preparing to increase our impact and our focus continues to be:

- 1. Scaling up Household Water Treatment and Safe Storage (HWTS),** as an immediate solution for safe drinking water and entry point for WASH and health education.
- 2. Improving the quality of sanitation programs,** considering the full system that is required to provide well-managed sanitation services over the long term, as well as environmental sanitation and hygiene.
- 3. Increasing the number, skills and knowledge of Community WASH Promoters** (formal and informal), as they play an essential role in WASH programs.



4. Motivate clients to work toward integrated water, sanitation and hygiene for Healthy Homes.

People need all three, often starting with the one that is easiest to implement. We encourage clients to build on their initial success to expand their programs and meet all three needs in the communities where they live and work.

The initiatives we are most excited about for the next year are:

- Expanding our activities in 20 countries to respond to growing demand. This will include new countries for CAWST, and a particular focus on French-speaking Africa.
- Launching four short, practical instructional videos to address specific challenges our clients face when implementing water and sanitation programs, starting with the biosand filter.
- Improving the reach and accessibility of our Virtual WET Centre, and increasing the user base to 20,000 users in 6,000 organizations globally. We will expand educational and technical content on all platforms, and make it accessible off-line on flash drives and mobile apps.
- Increasing the number of training organizations that provide effective training through apprenticeship with clients.
- Scaling up capacity building in non-sewered sanitation in Sub-Saharan Africa and South Asia, through a 2-year project funded by the Bill & Melinda Gates Foundation.

CAWST has made great strides toward addressing the global need for safe water, and there is still much more to be done.

We started working alongside a couple of organizations in 2001, and are now serving thousands of organizations in almost every country of the world. This gives us the confidence to build on this momentum and have an even greater impact.

Financing Our Plan

CAWST's supporters believe in our vision and mission, joining us to make the world a better place. Donations, grants, and fee-for-service contracts provide the revenue that enables us to execute our plans, achieve the impact we have had to date, and further expand our reach.

Over the past few years, CAWST's profile and credibility increased in the international water and sanitation sector. CAWST's services are now requested by larger international organizations such as the Bill & Melinda Gates Foundation, the Government of India's National Institute of Urban Affairs, the Humanitarian Innovation Fund, and the Cisco Foundation. We are also partnering with international organizations such as Action Contre la Faim. CAWST plans to continue its business development with large international funders and with governments from 2017 to 2020.

We are embarking on a multi-year public engagement and fundraising initiative to create a step change in awareness of CAWST and our cause. We aim to create a movement of support for global water issues and solutions, inspire people to take action, and increase donations from individuals, community groups, companies and Canadian foundations. Success will be measured by the increase in number of CAWST members, volunteers, philanthropists and total dollars donated.



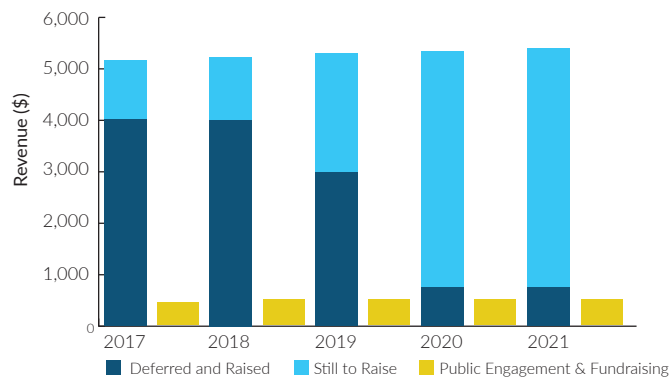
CAWST's six key revenue streams include individuals, corporations, governments, foundations, community groups, and clients. We seek revenue diversity across these streams to ensure the sustainability and flexibility to respond to demand in the long-term.

We aim to ensure financial sustainability and agility to respond to demand from our clients, through increased funding diversity.

Our ultimate goal is to provide services to anyone, anywhere in the world who needs them. Our funders and donors are our partners in achieving this goal.

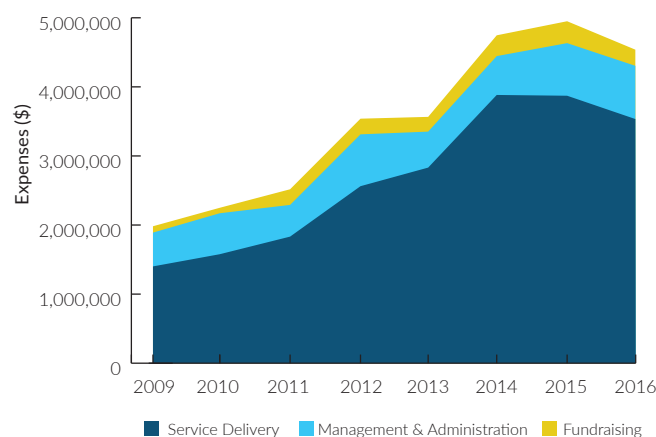
Five-Year Revenue Forecast

Our initiative to increase our public engagement and fundraising efforts in Canada is generously funded through a one-time donation by David P. O'Brien, OC, Chair of CAWST's Board of Directors. All other donations will go to supporting CAWST's operations in service of our clients. Our fundraising efforts from 2017 to 2019 start on a solid foundation, and we are now actively seeking funders and donors who will contribute to increasing our impact.



Expenses by Activity

Our business objective is to maximize the percentage of our funds allocated to service delivery. We aim to optimize and be as efficient as possible in our fundraising, as well as management & administration to support our service delivery. For every dollar donated in 2016, CAWST used \$0.78 for service delivery, \$0.16 for management and administration, and \$0.06 for fundraising. The nature and portion of costs categorized as management & administration are driven by the Canada Revenue Agency's criteria for registered charities. A portion of these management & administration expenses are unallocated costs that relate directly to service delivery.



CAWST YOUTH WAVEMAKERS



CAWST's Youth Wavemakers program seeks to educate, engage, and inspire youth in North America to take action on global and local water, sanitation, and hygiene issues.

Educators use CAWST Wavemakers services and education resources to complement their curriculum and student clubs to inspire students to take action on water issues in their communities. Youth projects in 2016 included reusable water bottle sales, designing complex living wall systems, a 5 km water walk, building portable toilets, and campaigns to encourage friends and family to reduce their water usage.

The 2016-17 school year saw a 50% increase over the previous year in the number of classroom workshops delivered in the Calgary area, with 78 workshops delivered to 4,300 participants from kindergarten to university.

We look forward to the 2017-18 school year, and plan to:

- Engage 60 educators and 200 young people, who will reach 3,500 people.
- Create a quarterly newsletter written by youth for youth to engage others in water issues.
- Collaborate with organizations in Calgary and Edmonton to expand the opportunities for youth to take action on local water issues.
- Increase funding for the Youth Wavemakers program from corporations, community partners, and individuals.

* Youth = Kindergarten to University

RESULTS:

Total

- 178,000 people reached by the Youth Wavemakers program, including 107,000 people reached by youth action projects.

Youth

- 4,300 young people attended 78 workshops and events in the 2016-2017 school year.
- 3,200 people reached by youth action projects.
- 100% of participating young people agree that they have an increased awareness of global and local water, sanitation and hygiene issues as a result of taking part in a Wavemakers Action project.
- 82% of involved young people reported a behaviour change as a result of participating in a Wavemakers Action Project and 79% reported influencing behaviour change in others.

Educators

- 5,000 educator resources downloaded from the Wavemakers website.
- 43 teachers attended 5 educator workshops, leading to 38 sign-ups for our Career and Technology Foundations (CTF) online course.
- 100% of teachers agree "as a result of the educator workshop I feel more capable of teaching about water and sanitation issues in my classroom."

"The Youth Wavemakers program has helped me become better and more aware of my actions and how I can help the world."

Ethan Colin Hunt
St. James School student

Planting Seeds of Hope in Zambia

Gladys Chipalabela (on the right) is a trainer for Seeds of Hope International Partnerships, CAWST's WET Centre in Zambia. Along with others on her team, she has trained hundreds of Community WASH Promoters who are working hard to improve WASH in their communities.

Gladys's daughter, Tikho (on the left), is the star of *Tikho's Story*, an educational resource used by North American teachers and students in our Wavemakers program, to learn about global WASH issues.



Hildali Muyengn Chisupa was among 300 Community WASH Promoters who walked up to 15 km to attend a learning exchange.

"We didn't know about waterborne disease, and now we do. We didn't know that we need to have our latrines away from our water to keep it from getting contaminated. We are very grateful to Seeds of Hope. Our community is changed."

A Zambian couple, proud of their Healthy Home, which includes a biosand filter, latrine, and tippy tap.

HOUSEHOLD WATER TREATMENT

2017 United Nations Reports reinforce the need for affordable household solutions

2017 UPDATE

CAWST operates in accordance with five core strategies that guide our actions to provide the poor with better water and sanitation. Four of the five relate to how we plan to build the capability of people to meet their own water and sanitation needs. One of these five strategies, “Start with household water treatment” as a practical alternative to traditional centralized treatment and supply has often been questioned in the water, sanitation and hygiene (WASH) sector.

In 2017, there is much new information that supports this strategy. We hope this information will spur global agencies, governments and implementers to consider household water treatment (HWT) systems that treat water at the point of use, as a viable alternative to centrally treated and managed water and wastewater systems which have historically been the hallmark of water and sanitation provision.

Although centralized systems are the favoured solution for realizing the United Nations’ Sustainable Development Goal (SDG) #6 (ensure availability and sustainable management of water and sanitation for all), their high capital, operational and maintenance costs, among other challenges, could delay the achievement of this goal. HWT is a feasible and effective option for reaching people at the scale needed, for many reasons including:

- It provides safe water
- It is affordable
- It reaches those most difficult to reach, such as rural households
- It supplements existing services that may be unreliable or inadequate
- It provides a good entry point for other water, sanitation and hygiene services
- It creates independence and resilience

See cawst.org/blog/hwts2017 for further discussion on why we see household water treatment as an important option.

The 2017 WHO/UNICEF Joint Monitoring Programme (JMP) Report: *Progress on Drinking Water, Sanitation, and Hygiene* has recognized the importance of safely managed water and sanitation services on a continuous basis.

The JMP provides the baseline data against which progress will be measured in achieving the Sustainable Development Goals (SDGs). It reports that in 2015:

- 2.1 billion people lacked safely managed drinking water services
- 4.5 billion people lacked safely managed sanitation services



“It has impacted me in that I know how to live a healthy life. I have transferred this to my entire family. We care about everything we do in terms of water and sanitation. I cannot drink water that I am not sure of its state. At home I run a small grocery store where I also sell mineral water in sachets, once after getting Presence/Absence test vials I sampled some of it and it tested positive [for fecal contaminants]. This is how critical I have become thanks to you people for the trainings.”

Langson Chisaka
Community WASH Promoter
Zambia



These numbers present a problem that is two to three times larger than previously reported: 663 million people lacked access to an improved water source and 2.4 billion people lacked access to basic sanitation (JMP, 2015). To align with the Sustainable Development Goals (SDGs), the JMP changed what is being measured, acknowledging that access is not enough; rather, excreta needs to be safely managed and people need water that is (1) free from contamination, (2) available when needed, and (3) accessible on premises.

CAWST supports the JMP's revised indicators and is optimistic that these new criteria will lead to recognizing household water treatment as a viable option for providing safely managed drinking water services.

The 2017 UN GLAAS (Global Analysis and Assessment of Sanitation and Drinking-Water) Report highlights the gap in the financing required to meet the SDGs, and the inability of countries to target services to the poor.

The GLAAS Report states that *“more than one half of countries indicate that household tariffs are insufficient to recover operations and basic maintenance (O&M) costs.”* The Report supports one of CAWST's major tenets that, for service delivery to be sustainable, users need to be able to at least pay for basic operations and maintenance costs: *“While many service providers and communities have access to government subsidies, nearly 20% of countries indicate a lack of any mechanism to cover operational financial gaps, leading to deferred maintenance, deterioration of assets and increased failure rates.”*

In addition to the significant shortfall in basic operations and maintenance financing, the Report estimates that capital investment needs to be three times higher than current investment levels to reach the SDGs, and that few countries indicate that they are able to consistently apply financing measures to provide resources to poor populations.

Over the last 16 years, CAWST and our clients have seen firsthand that starting with household water treatment is an effective strategy for providing safe drinking water for the poor.

Household systems offer an extraordinarily cost effective alternative that can be immediately targeted to poor populations, and can be affordable to operate and maintain in the future.

PEOPLE



MEMBERS

CAWST has 641 members from 72 countries, each playing a role equivalent to that of a shareholder in a publicly traded company. Members believe in our mission and vision; they contribute to a world where people have the opportunity to succeed because their basic water and sanitation needs have been met. In the past year, 139 new members joined CAWST. To become a member or to learn more visit cawst.org/takeaction/becomeamember

BOARD OF DIRECTORS

CAWST's Board of Directors consists of professionals with many years of leadership service and experience, primarily in the corporate sector.

CAWST's 2016 Board Members are:

David P. O'Brien, OC,
Chair

David Boone ⁽¹⁾

Shawn Cornett ^(2, 3)

Shauna Curry (CEO)

Camille Dow Baker

Greta Raymond ^(2, 3)

Christopher Read ⁽¹⁾

Roger Smith ⁽²⁾

Ora Zabloski ^(2, 3)

Alejandro Carvallo ⁽¹⁾

Eric Monteith ⁽²⁾

Mel Belich ⁽¹⁾

1 - Member of the Finance, Audit and Risk Management Committee

2 - Member of the Human Resources Committee

3 - Member of the Governance Committee

The Board Chair and CEO are *ex officio* members of all Board Committees.

CAWST would like to thank retiring Board member Roger Smith for actively contributing for seven years.

Profiles of CAWST's Board members can be found at cawst.org/board.



"I believe in people, their resilience and capacity for good if given the opportunity. CAWST's focus on capacity building is the best way to achieve long-term, sustainable benefits. The impact that CAWST has by providing people the tools to improve their water security and health is truly inspiring. CAWST has supported many people in realizing self-sufficiency and a better standard of living. The opportunity to provide guidance and help shape CAWST's future direction has been incredibly rewarding and I feel fortunate to work with such an impressive group of generous individuals on the CAWST Board."

Eric Monteith
Board Member



“Working at CAWST is the realization of a dream that was formed when I was an Environmental Engineering student working in a remote rainforest ranching community in Panama. There I met a six-year-old, bright and engaged girl named Lourdes, who helped us install solar panels on the roof of her school. She connected me to the social side of what are commonly seen as engineering problems. Because of that I since pursued an interdisciplinary PhD; working with CAWST is the perfect combination of technical and social solutions.”

Laura MacDonald, PhD
Knowledge and Research
Coordinator



“I have volunteered with CAWST for three years. I’m inspired by their approach; CAWST is a little Calgary organization making a huge difference in a really constructive way. They don’t impose knowledge on people; they are respectful of the cultures and people they work with.”

Nate Chiang, Research and
Learning Volunteer focused on
Household Water Treatment and
Safe Storage Knowledge Base

TEAM

CAWST has a 50-member team of staff, associates and interns who are all highly committed to our cause. In 2016, staff donated 1,000 volunteer hours, or the equivalent of 0.5 of a full-time employee. CAWST’s staff hail from 13 countries, speak 15 languages and have worked in more than 115 countries.

We have 4 PhD and 18 Master’s degree holders, and 70% of our staff are specifically educated in engineering, education, or international development.

VOLUNTEERS

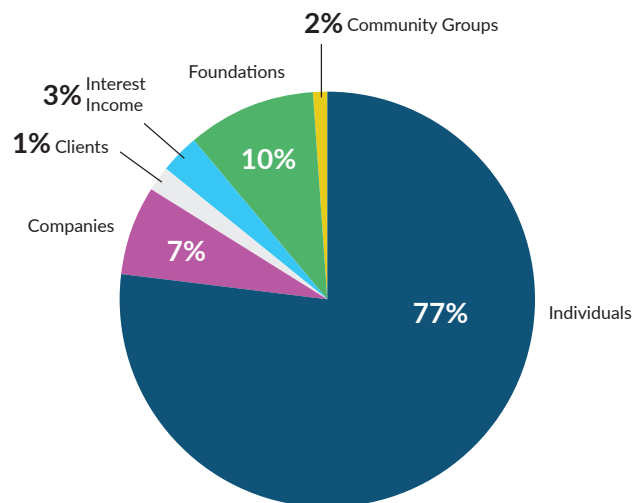
CAWST is deeply appreciative of our many volunteers. They bring a broad range of experience, and contribute to a variety of projects including hosting classroom workshops, mentoring Youth Wavemakers, completing country-level research on household water treatment, sharing CAWST’s story, and supporting events. In 2016, 67 volunteers contributed 1,640 hours, almost equivalent to one full-time employee.

DONORS

Our donors come from every walk of life, from children who raise money at school to local businesses and generous individuals. We are grateful for each dollar received and are careful to use it wisely.

CAWST has a total of 364 donors, of which 330 are individuals. The majority of our large donors have invested consistently in CAWST for over five years.

2016 Donations by Dollar Amount



OUR SUPPORTERS

Thank you for investing in people. Together we are building skills and knowledge that will provide water and sanitation for generations.

INDIVIDUAL DONORS

Allison & Patrick Aherne	Jim Campbell (in honour of Rachel Notley)	Dr. Dale Dewar & Bill Curry
Deborah Ambrose	Martin Campbell	Peter Di Gangi
Maureen & George Amos	Joseph Carozza	Bob Dobson
Gillian Anderson	Anne Carty (in honour of Henry Sigel)	Heather & Dieter Dorin
Doug & Charlotte Annable	Alejandro Carvallo & Maria José Aldanondo	Camille Dow Baker & Derek Baker
Elizabeth Aspinall	Michael Cashion	Edna Einsiedel
Belle Auld	Peter Chapman	Scott Ellis
Cheryl Babin	Louise Chaput-Ross	William & Barbara Esaw
Jeanette Bacic (in honour of Andre Bacic)	Ben Chevalier	Michael & Jane Evans
Chris Baillie (in honour of the Baillies)	Rose Chiarot (in honour of Henry Sigel)	Gary Feltham
Jim Baker	Stephen Childs	Bruce & Sheila Fenwick
Shannon Baker	Kelly Choi	Alida Fernhout
Tannis Baker	Lawrence Chow	Constance Finney
Nigel & Jane Bankes	Tonia Chow	Joanne Foran
Russ & Katherine Barss	Rob Chowen	Marc Forget
Peter Basnak	Robert & Gina Church	Francine Forrest & George Roman (in honour of Alison & Kerwin Rittammer)
Giff & Allie Beaton	Frederic & Unni Claridge	Philip Fortin
John Beaver	Kent Cochrane	Brigite Fournier
Bruce Beingessner	Daryl Cockle	Paula Frampton
Ian Bell	Maria Conforti-Piotto	John Fraser
Grahame & Joanne Bensted	Jennifer Conway	John Fuerst
Patricia Blair	Shawn Cornett	Dawn Furlong
Jay Blue	Shauna Curry	Sheila & Jeff Gair
Dan & Carolynne Boivin	Carl Da Silva	Chris Garland
Paul Boone	Anna Daklala	Sherida German
Christopher Booth	Robert Dallas	James Girgulis
Gail Booth	Maureen Darling	Perry & Ann Glaister
Andrea Bosnjak	Brent & Lisa Date	Joe Glazer
Mike & Jacque Broadfoot	Dinesh Dattani	Judy Goldsworthy
Arlen Brown (in honour of Jillian Brown)	Jim & Marjorie Dawson	Natalia Goncharova
Dave Browne	Bridgitte de Boer	Eveline Goodall
Mark & Amanda Brownlie	Mike & Laura de Jonge	Don & Val Goodrow
Heather Bruce (in honour of Henry Sigel)	Maureen Deacon-Rosamond	Brian Gray
Charles Buckley	Kevin Dean	Mark & Sarah Greenwood
Joseph Bulman	Andrea Decore	John M. Gunn (in honour of Cathy Anna Paul David)
Dean & Taryn Burnett	Richard Deis (in honour of Amanda Deis)	Susan Hagen
Dana Bush (in honour of Adriene Harding)	Ev Dewar	James Hall (in memory of Janet Hone)



"Lorna and I have been proud donors to CAWST since it was a fledgling organization with only a couple of employees and a handful of volunteers. We have watched with awe and respect as the organization has grown and expanded its reach in communities from Haiti and the Dominican Republic to Asia, Africa, South America and beyond. During my seven years serving on the CAWST Board, I was constantly impressed by the creativity, commitment, hard work and passion of the talented leadership and staff. They empower communities to take the lead in implementing the technologies needed to improve their drinking water, and continually strive to educate families on the important links between clean water and their health. CAWST is definitely worthy of the national and international recognition it has received and we wish them even more success in the future."

Roger and Lorna Smith
Donors

Bruce & Lori Hamilton	Erin Madro	David Quach	Jian Sun
Wendy Harris & Neil McGillivray	Nan Main	Elizabeth Quinlan	Galvin Swift (in honour of Laura MacDonald)
Leslie Hatanaka	Aman Mangat	Kathy Rae	Robert Taylor
John Haverko	Thomas Martin	Melinda Rapai	Heather & Wendy Thompson
Evan Hazell	Tracy Maybaum	Greta Raymond (in honour of Bill and Becky Raymond)	Michael & Renae Tims
Tim Hearn	Megan McAllister	Margaret Raymond	Jeremy Toth
Richard & Patrice Henson	Lorin McCaffrey (in honour of Dick McCaffrey)	Chris & Helen Read	Benno Touw
Scott Henuset	Brian McColl	Denise Rechlo Larsen	Carl & Anna Tremblay
Mary Hobart	Bruce McFarlane & Janice Heard	Bill & Maggie Redmond	Marc Tremblay
Kelsey Hohol	Peter McKeen	Vicki Reid	Sharon Trottier
Michelle & Cornelius Hoogveld	Sharon Mcleod	Lars Renborg	Timothy Turner
Terry & Christine Horne	Debora Meek (in honour of Henry Sigel)	Graham Richardson	Christopher Uejio
Ben & Linda Hubert	Liam Mellett (in honour of Henry Sigel)	John Ridge	Dean Van Hooydonk
Zafar Husain	Sally & Wilfrid Mennell	Deborah Rheinstein	Rana Van Tuyl
Son-Hai Huynh	Taryn Meyers	DW Robart	Jason Vanderzwaag
Mike & Sally Jackson	Margaret Mitchell	Charles Roberts	Anisha & Ashok Venugopal
Tyler Jacobson	Marcia & Eric Monteith	Marianne & Mike Robertson	Marc Vincent
Gordon & Dale James	George Moore	Douglas Robertson & Alison Pidskalny	Joan Voytechek
Douglas F. & Gwen Jamieson	Terry Moynihan	Louise Roblin Campbell	Hanting Wang
Christopher Jang	Michael Nash	Candice & Vlad Rojanschi	Ruthann Watson
Firoz Jessa	Nghia Nguyen	Noreen Samra	Jacqui Weston
Richard Johnson	Ken Nielsen	Amardeep Sandhu	Gary & Linda Whitelaw
Robert Johnston	Shelley Nixon	Ulrich Sauter	Gordon Whitney
David Jung (in honour of Ruthann Watson)	Kaajal Obhrai	Mark Schimmoeller	Helen Wildman
Jane Kaczmer	David & Gail O'Brien	James Shaw	Shea Wilks
Larry Kearl	Tara O'Brien & John Marley	Alison Sherk	Justin Willcott
Janet King	Matthew & Elizabeth O'Brien	Ryan Sidorsky	Mark Wong
Gill Kirkwood	Shaun O'Brien	Gerald Simon	Arthur Wood
Angela Klassen	Brian Oliphant	Gurmeet Singh	Kathryn & James Woodward
Prit Kotecha	Nicole Pacheco	Bill & Barb Skinner	Eve Wyatt
John Krzysz	Matthew Pachell	Susan Smith	Lynda Wylie
Alex Laidlaw	Jeffrey Packard	Roger & Lorna Smith	Armando Ygari Sinsato
Ronald & Addison Laing	Andrew Parker	Frank Sparks	Erica Young
Chris Lashmar	Lisa Partlo	Robert & Christine Sparrow	Sheri Young
Matthew & Danelle Law	Kenneth & Linda Payne	David & Sylvia Spencer	Adele Zenide
Jim Leedham	Kenny Pearl	Shawn Stackhouse	<i>We're also very grateful for those who donate anonymously, including those who have donated in honour of:</i>
Ben Linaker	Antony Pensak	Scott Stamper	Bill, Stephanie, Matt and Garth
Michelle Lindsay	Cassandra Perron	Nancy Steinhauer (in honour of Henry Sigel)	Marc Forget
Janice Lipes (in honour of Patch Bennett)	John Peters	J Stewart	Mike Miller
Murray & Valerie Lueke	Patricia & Vance Peters	D. Michael Stewart	Erica Spencer
Girard & Hedy Luijkx	Kjeld Petersen	Barry & Pat Stewart	
Georgia Lykidis	Robert Petryk	Josie Stiles (in honour of Clinton Young)	
Cameron MacLeod	James Pettigrew	Thomas Strong	
Jean MacNaughton	Tracy Pitcher	Lindsay Sullivan	

ORGANIZATIONS/ FAMILY FOUNDATIONS

Agrium Inc.	Jack & Audrey Holmes Fund
Alberta Real Estate Foundation	John & Elsie Collins Foundation
ATB Financial	KPMG Management Services LP
Bahn Al-Yousif Prof. Corp.	Lyr Delta Investments Inc.
Belich Family Fund (at the Calgary Foundation)	Mitford School
Benevity	Mountain Quest Adventure Company Ltd.
Boone-Poole Family Foundation	Nexen Inc.
Byler Foundation	Pacific Bottleworks Company
Cenovus Employee Foundation	Pareto Foundation
Chinook Park School	Poop Heart
Church of St. Laurence	Ptarmigan Fund (at the Calgary Foundation)
Cisco Foundation	RBC Canmore Branch
City of Calgary	RBC Blue Water Project
D. Keith MacDonald Foundation	Roger & Lorna Smith Fund (at the Calgary Foundation)
DIG: Do It Green	Rotary Club of Calgary
Dirt Craft Natural Building	Rotary International District 5360
Don Gerlitz Fund	Schultz Family Fund (at the Calgary Foundation)
D.R. Ashford Fund (at the Calgary Foundation)	Sherritt International Corporation
Edmonton Community Foundation	Smith Vanstokkom Foundation
Export Development Canada	St. Brigid School
Father Lacombe High School	St. Paul's Anglican Church
Girl Guides of Canada - 330 Guides	Symcor Inc.
Groundwater Information Technologies	Tao Foundation
Hettinga Leong International Humanitarian Fund (at the Calgary Foundation)	United Nations Association of Canada - Calgary Branch
Highwood School	United Way of Calgary, Donor Choice Program
Holy Nativity Anglican Church	Urban Thrift
Humanitarian Innovation Fund	Westgate Elementary School
Internationale Schule Hannover Region	



"It has really brought joy to my heart because I know how to keep myself clean and safe. I now know that if I drink unfiltered water I will get sick. If I asked my child to bring some water for me, they know it has to be filtered water."

Susan Ndonga Chibandika
Community Health Promoter
Zambia

FINANCIAL INFORMATION

Statement of Financial Position

December 31, 2016, with comparative information for 2015.
Unaudited condensed financial information for CAWST is presented below.
The latest audited financial statements can be found at cawst.org.

	December 31, 2016	December 31, 2015
Assets		
Current Assets		
Cash and Cash Equivalents	\$ 1,179,982	\$ 1,355,399
Term Deposits	13,635,575	6,786,275
Accounts Receivable	84,835	83,877
Government Sales Tax Receivable	7,288	9,510
Prepaid Expenses	27,669	39,557
	14,935,349	8,274,618
Term Deposits	-	3,711,425
Property and Equipment	186,949	105,937
Total Assets	\$ 15,122,298	\$ 12,091,980
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable and Accrued Liabilities	\$ 176,721	\$ 167,175
Government Payroll Tax Payable	-	23,439
Deferred Contributions	4,046,616	4,349,144
	4,223,337	4,539,758
Deferred Contributions	8,997,621	5,927,073
Deferred Capital Contributions	119,142	-
	13,340,100	10,466,831
Net Assets	1,782,198	1,625,149
Total Liabilities and Net Assets	\$ 15,122,298	\$ 12,091,980

Statement of Financial Operations

Year Ended December 31, 2016, and 2015

	2016	2015
Revenues		
Donations	\$ 3,819,951	\$ 3,598,096
Grant Revenue	696,587	1,265,028
Interest Income	143,787	166,504
Training Courses	54,527	19,141
Project Consulting	27,140	5,047
	4,741,992	5,053,816
Water Expertise and Training Centres	369,367	851,669
Salary and Benefits; Consulting	3,268,967	3,190,875
Travel	293,768	318,937
General Administration	304,233	247,445
Rent and Utilities	191,958	193,699
Gain/Loss on Sale of Marketable Securities	46,490	21,803
Materials and Laboratory Supplies	2,484	14,076
Professional Fees; Training and Conferences	62,537	58,107
Depreciation	45,139	53,169
	4,584,943	4,949,780
Excess of Revenues Over Expenses	\$ 157,049	\$ 104,036



 @cawst

 @cawst

 @_cawst

+1 403 243 3285

cawst@cawst.org

cawst.org

Upper 424 Aviation Road NE
Calgary, Alberta, CANADA
T2E 8H6

Charitable registration #:
863751616RR0001 (Canada)
APEGA#: P-8757