



ANNUAL REPORT 2019-20



**Abundant
Water**

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Pictured Above: Mr Kheo outside his house in Mun District, Vientiane Province, Laos.

Who We Are

Abundant Water is an Australian Canberra-based NGO founded in 2008 which aims to deliver health and hygiene benefits to poor communities by using the power of social business to design and develop sustainable and scalable clean drinking water projects.

Our Purpose

Abundant Water is driven by our purpose to find practical solutions for the common good. We seek solutions that are effective, accessible, available, suitable, scalable and sustainable and work with local partners to implement these solutions together.

Our Mission

According to the World Health Organisation, 844 million people globally lack a basic drinking water service and 1.8 billion people use a contaminated water service. Abundant Water works to empower individuals and communities to secure their own sustainable access to safe water. Working in remote rural areas, we train local potters and vendors to launch scalable water filter micro-businesses as part

of our social business model, ensuring their communities have a supply of clean water into the future. We envision a global network of sustainable social businesses effecting change by providing clean water to remote communities.

Our Values

Responsibility - We are accountable and take complete ownership for our actions.

Empowerment - We believe in providing communities with the tools and knowledge they need to create their own livelihoods.

Learning and Reflective Action - Monitoring and evaluation is central to Abundant Water's values. By continually evaluating our work and considering our mistakes, we are constantly improving our methods and our business model.

Collaboration - We find, contact and work with local partners to build communities.

Integrity - Our work is reflected in our life and our life is reflected in our work.



Pictured Above: Project Manager Simao and Program Supervisor Tom with the Vice Director of EBC 10 de Abril de 99 of Gleno, Timor-Leste.

Our Social Business Model

Abundant Water's innovative social business model ensures that we enable locals to create their own long-term change by selling and maintaining water filters.

1. Identify Areas

Abundant Water works with local partners to identify villages where there is a need for water filters and an appetite for change, and finds individuals with a natural entrepreneurial spirit.

2. Train Vendors

With our partners, we train these individuals to become water filter 'vendors' or sales people.

We develop their business acumen and management skills so they can run their own water filter micro-businesses, selling filters to their local communities who are in need of safe water.

3. Vendors Sell In Their Community

Vendors buy Abundant Water filters at cost price and go out to sell them in their villages using their local connections and knowledge.

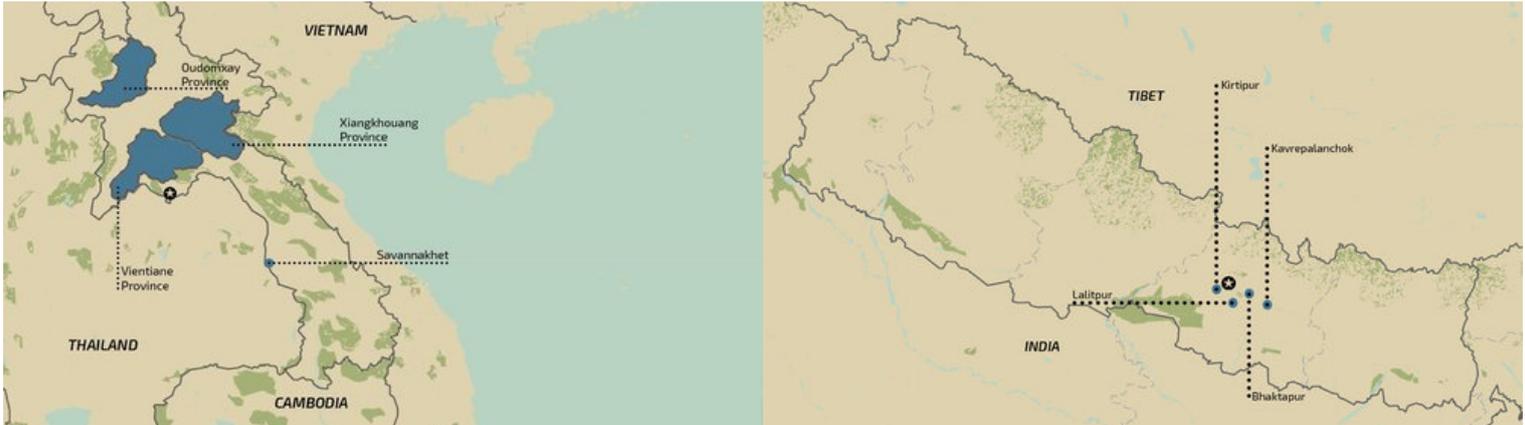
For every sale they make, the vendor takes home a commission, earning themselves an income to support their family, and of course invest in buying more filters to keep their business growing. These vendors become a point of contact in their community for filter maintenance, repair and replacements, ensuring that our water filter solution is sustainable long-term, providing lasting benefits to families and communities.



Pictured Above: Association for Community Training and Development (ACTD) and Abundant Water at a community training session in Mun district, Vientiane Province.

Where We Work

Abundant Water’s main focus is in Laos, where we employ a large team who deliver, test and develop clean water programs; and in Timor-Leste where our program has concluded a successful pilot establishing distribution networks in Dili, Liquica and Atauro Island. Our pilot program in Nepal is awaiting funding partners and we are currently scoping a potential project in the Philippines.



Laos

Nepal



Timor-Leste

In all of these countries, we work with local people and organisations to understand their context and needs, and also to nurture a sense of collective wisdom. This cultural awareness enables us to deliver effective and long-term training programs, and to partner with local organisations and build their own capacity. We design solutions that are user-centric and action-oriented, welcoming all ideas and prototyping to ensure that our answers to complex problems address human needs.

From the CEO



Wow! What a year. For all of us!

I know we have all heard it many times already, but these are unprecedented times.

Preparing the CEO's report was a moving experience this year. It excites me to say that Abundant Water continues to chart a course forward in these unique and challenging times.

Founded 12 years ago, AW has been an experiment to see what was possible to develop a model that was practical and effective for the hundreds of millions of people at the base of the pyramid who lack reliable access to safe and clean drinking water. We have explored and implemented new ways of working, managing, and leading that are effective in the unique space that we find ourselves in.

Looking back I often chuckle at how naive our intentions may appear from outside the organisation. As with any ground-breaking endeavor lasting over a decade, our efforts have been met with failure, fatigue, and required us to recommit to the journey many times over. This project has required all in our team to stretch and grow the capacities of their body and mind. So great is the need for clean water that we will not arrive at a time when there is no need for our work. We will not arrive we will continually be a work in progress. 12 years in and I am still fed humble pie on a daily basis when confronting my personal limitations. This is a natural time to reflect on the journey and ask the obvious question: 'has it all been worth it?'

Absolutely 100% yes. This year we celebrated bringing clean water to over 100,000 people. I think George Bernard Shaw said it best:

'This is the true joy in life, the being used for a purpose recognised by yourself as a mighty one.'

None of this would have been possible without our local and international work teams who have invested 200,000 hours of their time over the life of the organisation. We have trained volunteers, managers & leaders from around the World with the skill and methodologies for solving complex problems in a 21st Century environment. My wholehearted thanks goes out to everyone in our team for their bravery, devotion & mythological warrior-like stamina.

Thanks also to our donors who have funded this work, to the partner organisations that have worked with us on each of our projects, and our many supporters who have generously supported us over the years.

In this report you will read that our work has gained momentum under the current Covid limitations. Our social business models are strong and resilient. Our teams have been designed and trained to be adaptable and sustainable; they were made for this situation. We are ready for the year ahead and look forward to growing our impact significantly again.

If you are keen to be part of something that will make you proud to be alive and want to bring real practical solutions to one of the World's big challenges, then I urge you to join us however you are called to do so.

Many thanks,

Sunny



Pictured Above: Students enjoying clean, filtered water from a school in Luang Prabang Province, Laos.

From the Chair



It is my pleasure to present the Chair's report for the financial year ending June 30 2020. The year, so far, has been quite exceptional and unpredictable and has become a challenge for us all, individually, professionally and collectively. Through it all Abundant Water continues to function effectively and plot a path towards survival and sustained growth.

AW is now in its 12th year of operations. In this time we have developed a strong administrative structure, a sound governance culture and a social business model that efficiently and effectively delivers real social impacts and benefits in communities, far from Australia's shores, that need a sustainable supply of safe water. This structure, culture and model have been tested in this last year during the Pandemic emergency and I can report that we are rising to this challenge.

Our field work teams in Lao PDR and Timor Leste were restricted by national emergencies but were able to adapt and continue operations. As of the end of July both teams were back to full operations. Similarly, our Board has been working and convening remotely and has been able to adapt. AW's aspiration for agile and adaptive structures has equipped us well for this new reality.

The post-pandemic Aid and Development landscape is not yet clear, but we are determined to continue to work with historical partners and explore new partnerships and funding avenues to ensure AW's growth and sustainability. On behalf of the AW team I express my thanks and appreciation to all our partners and supporters and ask that you stay with us for the journey ahead. To our AW team I thank you for your efforts of these past 12 months and look forward to working with you over the year ahead.



Abundant Water

2019/20 Laos Impact



2855

Filters Distributed



1809

Households



202

Schools



31,689

**more people receiving improved
access to clean drinking water**



Abundant Water

2019/20 Timor-Leste Impact



2521

Filters Installed



2485

Households



4

Schools



12,742

**people receiving improved access
to clean drinking water**

From the Field: Laos

Once again, the past year has been the busiest one Abundant Water's history in Laos, with over 2,850 ceramic water filters produced and distributed, improving access to clean drinking water for an estimated 31,689 people. Our wonderful staff team in Vientiane have continued the work of producing filters at our workshop in addition to taking on a significant increase in travel to target communities to provide essential training and support to our partners, local community members, families, and students where filters are being used.

The past year marked the beginning of our partnership with Catholic Relief Services (CRS), an international non-governmental organization that has been operating in Laos for over 25 years. Catholic Relief Services has several priorities in Laos, including a large-scale school feeding program in Savannakhet province. Supported by funding from the United States Department of Agriculture (USDA), Catholic Relief Services approached Abundant Water with an interest in expanding access to clean drinking water in the schools where they have already been working. Over the past 12 months, Abundant Water staff have been working closely with CRS staff and local health and education officials to introduce water filter sets and provide training on how to use and maintain AW filters in over 150 schools in Savannakhet, with an additional 100 schools still scheduled to receive filter sets in the coming months.



Pictured Above: Meeting the village leaders for training in Mun district, Vientiane Province.

Our social business emphasis remains an important component of the work we do as well and the vendor network in Laos continues to expand with close to one third of AW's filters distributed by vendors in the past year. Vendors come from a variety of backgrounds and include individuals with existing small businesses, local health workers, and an interest in marketing filters in their communities. Our Vendor Training program continues to be refined by the feedback and experiences of current vendors as we look to learn from challenges and successes as they arise.

While there has certainly been a lot of work, the past year also marked the arrival of new and unforeseen challenges as well. Around the world, the spread of Covid-19 has greatly impacted the health of countless individuals, and has required organizations to develop an increasing flexibility in how to ensure the continued implementation of project objectives while also ensuring the health and well-being of staff, beneficiaries, and medical personnel. In Laos, we decided to close our workshop for the month of April while we learned more about the impact of this global pandemic. Fortunately, Laos has managed to keep official confirmed cases low, and we remain committed to ensuring the health of our staff, partners, and beneficiaries as we move forward.

While much has changed over the past few months, Abundant Water's commitment to working in collaboration with our partners and local communities to help improve access to clean drinking water sustains our work, and we look forward to the opportunity to continue that work in the year ahead.



From the Field: Timor-Leste

It has now been 20 months since Abundant Water first arrived in East Timor to implement its pilot project and our progress has been impressive in this short period. Our initial scoping, planning and ongoing hard work has been realised, with the program continuing to grow and expand across the country.

With the support of the Rotary Club of Hall and Australia Aid, Abundant Water was able to begin its program in late 2018 to build a filter vendor network across Asia's youngest country, East Timor. Working closely with our local partner, Fokupers and rural schools, Abundant Water held its first vendor training in July 2018. Since then, our progress has continued with active vendors now selling in six municipalities across the country.



Pictured Above: Project Manager Simao with the children and teachers of Eskola Basica Central 4 de Setembro in Railaco, Timor-Leste.

We are currently implementing a program funded by Australia Ethical Investments to install filters in ten schools across the country and train ten vendors in these respective communities to become representatives of the program. This model was trialed in 2019 and was shown to provide clean water to public schools that are in need while also giving local community members the opportunity to develop a micro-enterprise selling water filters. Our aim is to have 30 active vendors by the end of 2020.

Although a three-month long State of Emergency in East Timor interrupted our operation, the program has shown itself to be incredibly resilient during this period. Despite the shutdown in East Timor, vendors have continued to sell and distribute filters and we find ourselves still in a very strong position moving out of the lockdown in East Timor.

Our Partners

Abundant Water works with an array of local partners in Laos to implement our social business model and bring safe water to rural families.

Laos

Community Development and Environment Agency (CDEA)

- Founded in 2004 CDEA assists underprivileged communities in Lao PDR by working directly with people at the grassroots level to effectively utilize the environmental resources, to improve living standards and increase income generation.



Association for Community Development and Training (ACTD) - Established in 2012 ACTD promotes water, hygiene and sanitation, and livelihood skill improvement.



Caritas Luxembourg in Laos - Caritas Luxembourg has been operating in Lao PDR since 2010 and seeks to provide assistance to improve people's living conditions, the environment and the future of our children.



Association for the Preservation of the Environment and Development of the Community (APEDC) - APEDC was established in 2015 and works to coordinate natural resource management and promote community participation in improving living conditions in Xieng Khouang province.



Catholic Relief Services (CRS) - Education has been the primary focus of CRS' commitment to development in Laos, where it has worked since 1994. CRS provides assistance in four main programming areas: school meals, Water, Sanitation, and Hygiene promotion, literacy, and inclusive education.



Enfants D'Asie - Founded in 1991 Enfants D'Asie allows disadvantaged children in South East Asia to build themselves a better future and to escape poverty in the long-term.



Save the Children - Save the Children began its operation in Lao PDR in 1987, and since then we have developed a strong reputation as the leading child rights organization in the country. We strive to ensure that children's rights to education, health, protection and participation are fulfilled at all times, including during disasters.



Timor-Leste

FOKUPERS - Fokupers has been working in women's rights advocacy, gender based violence victims assistance, community awareness and training and early childhood equality education in Timor-Leste since 1997.



Rotary Club of Dili Lafaek - Rotary Club of Dili Lafaek is a Dili-based organisation of young community minded volunteers.



Rotary Club of Hall - Rotary Club of Hall has been a main contributor to developing our pilot project in Timor-Leste. Its ongoing support has been crucial in ensuring the success of our program so far.



Our Staff

Abundant Water has two dedicated teams working on the ground in Laos and Timor-Leste. Our staff train new potters and vendors to make, sell and repair filters, help local entrepreneurs develop markets and business models, and monitor and measure our impact.

Laos

Program Manager



Keith Wingard is the Abundant Water Program Manager and joined us in 2017. With a Master's degree in International Development and experience both as a Peace Corps Volunteer and in facilitating youth service-learning trips in Thailand, he brings years of experience in the region and a commitment to working directly with local communities to the role of Program Manager.

Master Potter



Noukham has been with Abundant Water since the beginning in 2008. She is a founding member and our kiln master, and the years of pottery expertise she brings are invaluable. Noukham is proud of the work she does training women to make water filters.

Potter



Thai has been with Abundant Water since 2013. She is rarely without a smile that brings serenity to the workplace and binds the Abundant Water family together. Importantly, Thai helps train new potters and assists in the monitoring and evaluation of our projects.

Potter



Keo is in her second stint working with AW. She previously worked with AW in 2013 before leaving to pursue her studies. After finishing her schooling, Keo rejoined our team in 2018 and is very happy to be back with AW again and to see how AW has progressed over the years. Keo is proud to help the poorest people in rural Laos by improving the quality of their drinking water.

Potter



Vanxai, Thai's brother, has been working with AW since November 2018. Vanxai's co-workers love his warm smile and friendly mood, which add to AW's positive work atmosphere. Vanxai is married and has two children, and after work, he likes to garden in the evening to grow vegetables for his family.

Potter and translator



Khamkeo started working with Abundant Water in February of 2018. Khamkeo takes great pride in his work for AW and has expressed a keen interest in working with AW long into the future. His ability to speak English, Lao and Hmong means he also plays a crucial role in translating documents and bridging linguistic divides in field work and day-to-day operations.

Timor-Leste

Program Supervisor



Tom O'Malley began volunteering with Abundant Water in 2017 with the Business Partnerships Directorate and in early 2018 Tom was given the opportunity to join the team in Laos as part of a 6-month internship. The chance then arose to help develop the program in Timor-Leste and in November 2018 Tom arrived in Dili to begin the pilot project.

Program Manager



Simao Luis da Costa previously spent 16 years working in Baucau as the Program Coordinator for local non-governmental organisation Centro de Desenvolvimento Comunitario (CDC). He joined Abundant Water as Project Manager in May 2019 and has already contributed strongly to rolling out the pilot project in Dili and Liquica.

Board Member Profile

Contributed by Neha Pathak – Treasurer

“Water is the driving force of all nature.” - Leonardo da Vinci.

I joined the Board of Abundant Water as Treasurer six years ago seeking to contribute towards a cause that I was passionate about in my new home of Canberra. From a young age, I had a strong desire to give back to the community and help the less fortunate than myself. I used to volunteer my time after school at the local second hand shop in Papatoetoe in New Zealand which raised funds for people needing hospice care.

I am committed to Abundant Water because we change lives not only through producing and supplying clay pot water filters, but also improving overall quality of life by promoting better livelihoods through their distribution to rural communities. The stories from the field really hit it home for me and make it all worthwhile.

My inspiration for working at Abundant Water comes from my experience growing up in India. My father came from a poor family in the Himalayan region in India. Despite moving away from his village at a young age, he continued to give back to his home through donations and time. Every few years he would take us back to India to visit his village and see his childhood friend, Jagdeesh. Charity for our family definitely began at home and reducing waste was drilled into me from a very young age. My father also found meditation at a young age and introduced me to it when I was 16, hoping it would engrave deeper meaning of life in a restless teenager. Whilst it taught me to stay calm and be mindful, it also taught me gratitude and kindness, something I have been able to bring to this role.

I am always talking about Abundant Water to my friends, family and networks. Abundant Water is an excellent way for me to contribute my financial expertise to grow and help Abundant Water to continue to make a difference in other people's lives. It also gives me a great sense of pride to know that Abundant Water is Canberra born and bred. My vision for Abundant Water is to see it grow and reach as many people and households around the world and make a substantive impact to their lives.

The Board

Our Board is based in Canberra and consists of ten members hailing from diverse fields including engineering, the armed forces, international development, law and accounting.

Chief Executive Officer



Sunny Forsyth started Abundant Water in 2008. He has spent the years since on the ground in Laos, doing Abundant Water's development work, refining our filter and growing the organisation. He is continually inspired by the human spirit's capacity for practical creativity.

Chair



Stuart Forsyth helped found Abundant Water in 2008 and is dedicated to developing a culture of innovation and enterprise that will spread our clay pottery water filter across the world. He is committed to family and community, both local and global, and is inspired by ordinary people working together to create something that transcends themselves.

Director of Governance



Emmaly Suliman is a regulatory affairs and compliance specialist within the banking and finance sector. She graduated from the University of Queensland in 2013 with a Bachelor of Economics and Bachelor of Arts before going on to complete a Master of Business in 2015. Emmaly is also a recent graduate of Australian National University, having completed her Juris Doctor in July of this year. Emmaly joined the Abundant Water Board of Directors in January 2019 as Director of Governance.

Treasurer



Neha Pathak brings her wealth of experience in chartered accountancy and professional services as treasurer of Abundant Water. Being born and raised in India, Neha saw how difficult life can be for a lot of people in this world. Realising how lucky we are to live in Australia, she is passionate about giving back to the global community to help the less fortunate.

Business Partnerships Director



Michael Goodyer served as an army officer for over 40 years in a variety of diverse locations overseas. He is currently an advisor on environmental security in the military and government sector. Michael has seen how difficult it can be for communities to have access to safe, clean drinking water and is committed to the Abundant Water approach of capacity building and empowering local people.

Volunteering Director



Emma Williams leads the Volunteering Directorate to bring the best people to Abundant Water. Emma is passionate about bringing the right people into the Abundant Water team and being a part of a leadership group that delivers the strategic objectives of Abundant Water.

Emma is inspired by talented people that think creatively and come together to find solutions. Emma has extensive leadership experience in program delivery areas in Commonwealth Government Agencies.

Communications Director



Lucian Russ is the Director of Communications at Abundant Water. Lucian has spent 37 years working and learning including; delivering newspapers, supermarket shelf stacking, being a team member at McDonalds, residential aged care worker, owning a Wealth Management Practice and running an enterprise skills Not For-Profit in Cape Town, South Africa. Lucian currently runs a Business and Communications consultancy, is Director of an investment company and Chairs the Board of a disability services provider. His spare time includes, running, tennis, soccer coaching, patting his pet rabbit and being a Father and Husband.

Senior Advisor to the Board



Mark Pringle is a CPA-qualified accountant with experience working in Australian government agencies, NGO's in Namibia, South Africa and Tanzania and with the United Nations working with Palestinian refugees in the Middle East. Mark has dedicated his career to improving the livelihoods of the disadvantaged and vulnerable, and believes in the social enterprise approach of Abundant Water to partner with communities to provide access to clean water.

Senior Advisor



Tristan Skinner initially studied freshwater science and has since worked on catchment management, aquatic ecosystems and GIS projects, and currently with the Murray-Darling Basin Authority in Canberra. Tristan's understanding of water and sanitation in international aid grows from living and working in Laos and Vietnam. Tristan uses his extensive skills to develop Abundant Water's field programs.

Our Finances

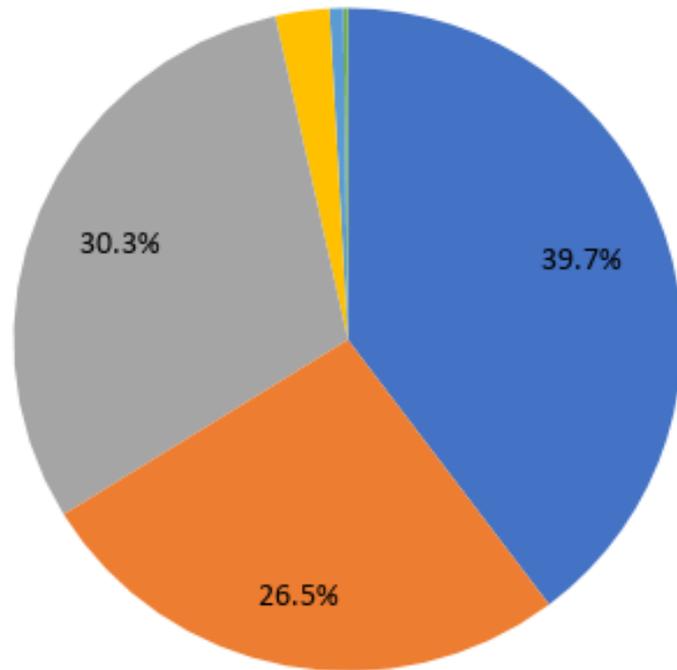
Abundant Water Incorporated Statement of Financial Position as at 30 June 2020

	2020	2019	2018	2017	2016
Current Assets					
Cash on hand	\$10,708	\$810	\$3,611	\$3,307	\$0
Cash at Beyond Bank	\$67,252	\$57,167	\$6,224	\$25,944	\$34,627
Cash at Laos Bank	\$5,504	\$1,492	\$26,617	\$0	\$0
Cash at Timor Bank	\$13,605	\$2,556	\$0	\$0	\$0
Cash at RAWCS	\$0	\$12,391	\$1,782	\$8,697	\$18,581
Total Assets	\$97,069	\$74,417	\$38,234	\$37,948	\$53,208
Current Liabilities	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$0	\$0	\$0	\$0	\$0
Net Assets	\$97,069	\$74,417	\$38,234	\$37,948	\$53,208

Abundant Water Incorporated Statement of Financial Position as at 30 June 2020

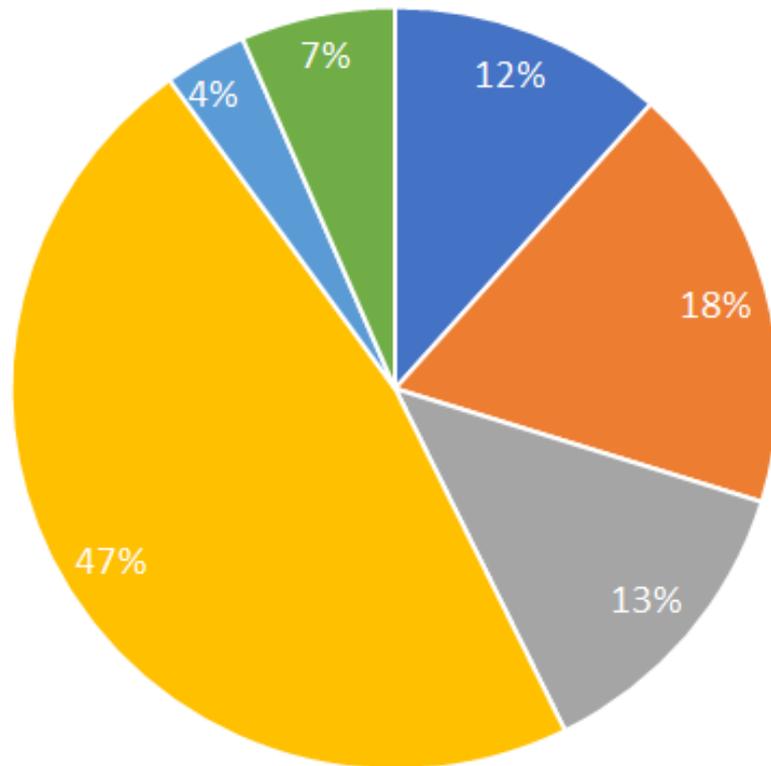
	2020	2019
Income		
Grants	91,366	108,652
Donations	28,765	20,717
Filter sales	69,791	46,205
Pandemic support	6,000	-
Other income	1,530	2,818
Interest	492	504
Total Income	197,945	178,895
Expenses		
Operational expenses - Laos	110,759	102,877
Operational expenses - TL	63,194	38,912
Promotional expenses	186	451
Insurance	242	232
Bank Fees	32	44
Other expenses	880	197
Total Expenses	175,293	142,713
Net income	22,652	36,182
Opening cash balance	74,417	38,234
Closing cash balance	97,069	74,417

Abundant Water's Income Sources



- Grants
- Donations
- Filter sales
- JobKeeper Income
- Other income
- Interest

Abundant Water's Operational Expenses



- Program Development
- Filter Vendor Development
- Filter Testing
- Filter Production
- Monitoring and Evaluation
- Administration

Our Supporters

Abundant Water is pleased to be supported by the Australian Government, Australian institutions and businesses. Our supporters provide not only financial support, but also generous in-kind support and we thank them for their contributions this year.

Australian Ethical Investments is supporting Abundant Water throughout 2019-2020 through its Community Grants program. Each year AEI gives away 10% of its yearly profits to charitable organisations and social impact initiatives through the Australian Ethical Foundation. AEI's support has helped Abundant Water provide filters to rural schools and grow its program across East Timor.



Hall, Gungahlin and Jerrabomberra Rotary Clubs have provided financial support to Abundant Water for many years.



The Australian Government (AUSAID)

In 2019, Abundant Water was one of 46 community organisations awarded a Friendship Grant from Australia Aid. This support was crucial in kick-starting the program in East Timor and helped us establish the foundation of what is now a fast growing filter vendor network. Abundant Water is grateful for the support of the Australian Government Department of Foreign Affairs and Trade and its commitment to assisting grassroots community organisations across the globe.



The Australian National University assisted
Abundant Water through in-kind support



Ernst and Young provided Abundant Water with in-kind business consulting support.



Pictured Above: Vic Gibbons from Hall Rotary meeting Program Manager Simao and observing our work earlier this year in Dare, Timor-Leste.