



Water For People India Trust aims to promote sustainable access to high-quality drinking water, sanitation and hygiene (WASH) services to create a water secure environment, sustained by strong communities, businesses,

and governments.

ABOUT THIS REPORT

The Annual Report for the financial year 2018-19 provides a glimpse of the initiatives undertaken by Water For People India Trust in collaboration with the local communities and institutions, partners, government institutions, and private stakeholders.

ACKNOWLEDGEMENT

We thank and acknowledge all our funding partners, government stakeholders, and team members who collaborated with us in promoting the vision and mission of Water For People India Trust. None of our work would be possible without the generous support of our donors – governments, foundations, corporations, and individuals.

TO FIND OUT MORE ABOUT OUR ACTIVITIES WRITE TO

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LIST OF ACRONYMS AND ABBREVIATIONS

VWSS

ASHA Accredited Social Health Activist

AWW Anagrammatic Worker
CLTS Community-Led Total Sanitation

Government of India

EF Everyone Forever

IEC Information Education and

Communication

NGO Non-Government Organization

O&M Operation and Maintenance

ODF Open Defecation Free PoP Point of Purchase

SDGs Sustainable Development Goals

SBCC Social Behaviour Change

Communication

Village Water Safety and Security

VWSSP Village Water Safety and Security

Plan

WASH Water, Sanitation and Hygiene

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FROM THE DESK OF MANAGING TRUSTEE





Meena NarulaManaging Trustee

Dear All,

It gives me immense pleasure to write about Water For People India Trust programs in the Annual Report for 2018-19. We have progressed a lot over the past year. Our strategic intent has been to use our program learnings to contribute to achieving our organizational vision, mission, objectives, and impact model. During the FY 2018-19, consultations were undertaken within the teams and with a range of stakeholders for reflections on our programs, outputs, and outcomes, besides defining the strategic alignment with the state priorities. This meant renewed commitment for schools having access to safe water and sanitation, sustained by active engagement of students, school

staff, and local institutions. The geographical focus of our initiatives during the year has been in Bihar (Sheohar), West Bengal (Kolkata, Hooghly, Howrah, Birbhum), Odisha (Ganjam), Assam (Kamrup), and Maharashtra (Amravati). The projects implemented included the 5 states covering 8 districts, and 86 gram panchayats.

Water For People India Trust has promoted safe water and sanitation services at the household, community, and public institutions (schools, Anganwadi centres, and primary healthcare centers). In addition to improved water and sanitation facilities, interventions have focused on the formation and strengthening of water and sanitation (WATSAN) Committees and Child Cabinets in schools and Water User Groups, Village Water and Sanitation Committees, Self Help Groups (SHGs) including other community-level groups. The engagement of these groups, coupled with behaviour change communication activities has resulted in sustained positive behaviour

change. There is a sense of pride among the communities and school authorities. Improved WASH has contributed to a clean and healthy environment to learn and grow. People now adopt safe hygiene practices such as the use of toilets, handwashing at critical times, and conserving the life-critical resource – Water.

The unrelenting engagement of the local communities, primary stakeholders has been a key differentiator for the transformation witnessed in the areas of operation. The partnership with the local government has been instrumental in achieving synergies with the government programs and for people to be able to access government provisions. With sincere gratitude towards all partnerships, I look forward to their continued support and faith in us.

As I sign off, I wish for many more meaningful WASH initiatives by Water For People India Trust in the coming years.



EXECUTIVE **SUMMARY**

Access to safe water and sanitation are human rights, as recognized in 2010 by the United Nations General Assembly. For universal fulfillment of these rights to become reality, we will need the right systems: wellresourced, capable institutions delivering services and changing behaviour in resilient and appropriate ways. The new 2030 Agenda for Sustainable Development includes Water, Sanitation, and Hygiene (WASH) at its core. A dedicated Sustainable Development Goal (SDG) 6 declares a commitment to "ensure availability and sustainable management of water and sanitation for all". SDG 6 envisions universal, sustainable, and equitable access to safe drinking water, sanitation and hygiene, as well as the elimination of open defecation by 2030, with emphasis on the needs of women, girls and other vulnerable groups. This means leaving no one behind.

Water For People India Trust is guided by its strategic plan which illustrates our key priorities to achieve SDG 6 which includes locally sustained drinking water services, safe sanitation services and sustaining behaviour change, and sustainable sanitation at scale through market system development. In addition to the launch of the above initiatives, Water For People India Trust employs a variety of innovative cross-cutting themes.

Water For People India Trust promotes safe water and sanitation services at the household level, community and public institutions

(schools, Anganwadi centres, and primary healthcare centres) in our journey to reach Everyone in a district. This means every single person – even the hardest to reach – has access to reliable water and improved sanitation services. We call this model Everyone Forever (EF) and we believe this is the solution that will fundamentally shift the industry's approach to the water and sanitation crisis.

During the period 2018-19, Water For People India Trust collaborated with various funding partners – ITC Limited, Colgate Palmolive (India) Limited, National Stock Exchange Foundation. Water For People, USA collaborated with One Drop Foundation and charity:water to contribute towards Swachh Bharat Mission and water initiatives of the Gol. The interventions were implemented at community and public institution levels in the states of Bihar, West Bengal, Odisha, Assam, and Maharashtra.

Water For People India Trust positively impacted the lives of nearly 90,000 people across all project locations by providing 224 water infrastructures and constructing 26,851 toilets. People have access to safe and sustained drinking water and sanitation facilities contributing to a healthy life. These facilities are sustained by strengthening the local groups and committees at community and public institution levels.

Nearly 150 awareness generation and triggering activities were conducted across the project locations through magic and puppet shows, quiz competitions, street theatre, and multiple disciplinary shows on key messages of hygiene and sanitation at the community and institutional levels for targeting towards positive behaviour change.



ABOUT **US**

Water For People India Trust, established in 2008, aims to provide universal access to safe drinking water, sanitation, and improved hygiene practices, sustained by local institutions, government entities, and the private sector. The primary objective is to design and implement high-quality

WASH programs and projects that directly contribute to improved health and overall well-being of vulnerable and marginalized communities. Over the past decade, Water For People India Trust has emerged as a niche organization with focused water, sanitation and hygiene (WASH) programs that cater

to the most vulnerable and marginalized communities, inclusive of public institutions such as Anganwadi centres, schools and health centres. Water For People India Trust is an implementing agency supported by civil societies, local NGO partners, and entrepreneurs.

VISION

A world where every person has access to reliable and safe water and sanitation services.



MISSION

Promote the development of high-quality drinking water and sanitation services, sustained by strong communities, businesses, and governments.



THEMATIC AREAS





UES OF

Aligned to SDG 6, Water For People India Trust programs focus on the following key thematic areas:



ACCESS TO ADEQUATE AND EQUITABLE SANITATION AND HYGIENE FOR ALL TO END OPEN DEFECATION

The Sanitation strategy promotes safe sanitation services by developing sanitation markets that provide affordable and desirable options for families. We aim to accelerate toilet coverage and reduce open defecation by working with local governments and institutions. These programs are further reinforced by various behaviour change activities. Importantly, our commitment to equity and inclusion ensures women and other marginalized populations have adequate sanitation.

UNIVERSAL AND EQUITABLE ACCESS TO SAFE AND AFFORDABLE DRINKING WATER WITH A FOCUS ON SUSTAINABILITY

The Everyone Forever model aims to reach Everyone in the district/block. This translates to reliable water and sanitation services for every family, clinic, and school. We ensure that every single person in the community, even the hardest-to-reach, the most vulnerable, and the marginalized, have access to safe water services. Our programs strive to empower local communities and institutions to ensure that water services are sustainable and last forever.



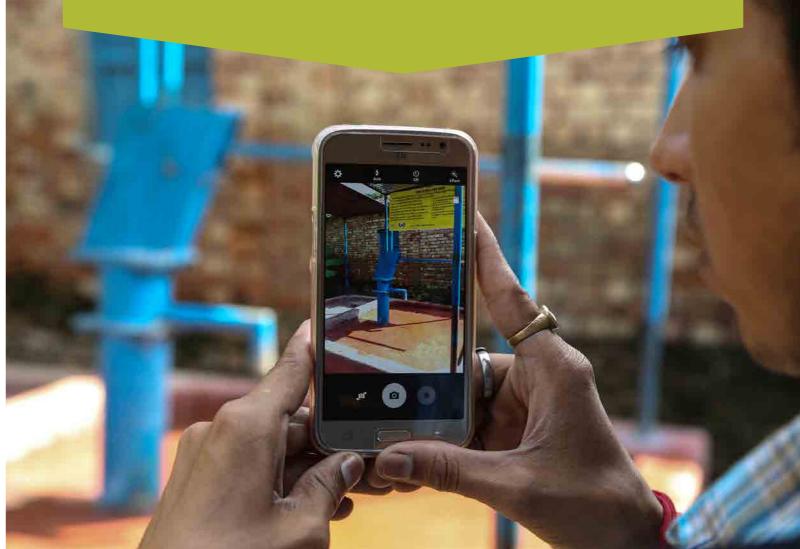


RESEARCH AND INNOVATIONS TO FORMULATE LASTING WATER AND SANITATION SOLUTIONS

We develop and test ideas and technologies that help tackle persistent challenges related to water and sanitation. Our work in this realm primarily relates to sanitation and we strive to develop scalable and commercially viable products and services that are affordable and culturally appropriate. Each of these intervention areas incorporates capacity building, systems strengthening, and behaviour change communication.

WATER, SANITATION AND HYGIENE IN SCHOOLS

Provision of safe drinking water, child-friendly sanitation facilities, and hygiene education is key to improving the health and educational outcomes of children. Our school WASH programs include improving toilet facilities, providing accommodation for adolescent girls for menstrual hygiene management, educating students about proper hygiene practices, and training operation and management committees for sustainability.



AT A GLANCE: **2018–19**



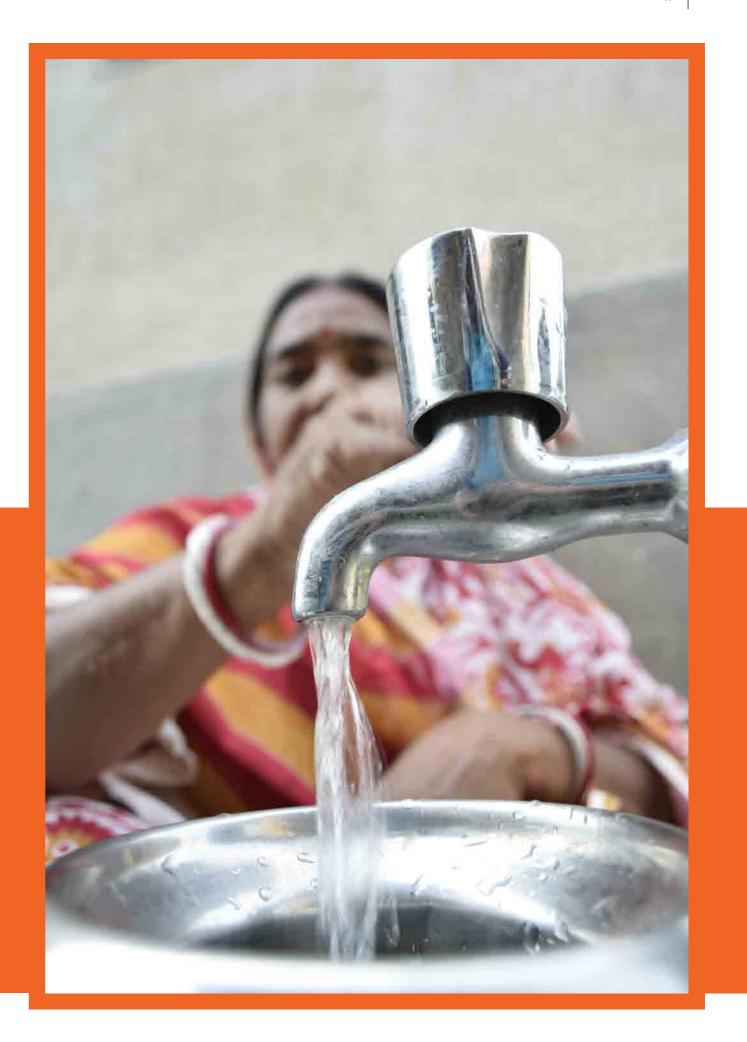
Water For People India Trust programs was implemented in 8 districts in the states of West Bengal, Bihar, Maharashtra, Odisha, and Assam. In all, nearly 90,000 direct beneficiaries were reached through our interventions.



SAFE DRINKING WATER

Safe drinking water services have reached and are sustained by nearly 45,000 people.
All programs are designed and implemented with the engagement of the service authorities

- the public health engineering departments and Panchayati Raj Institutions. Strengthening the management, financing, operations, and maintenance through the private and government stakeholders is the key pillar for sustainability.





2. SUSTAINED WATER AND SANITATION IN PUBLIC INSTITUTIONS



Schools

In all, 91 schools have been covered, benefitting nearly 24,000 students and teachers in addition to providing child-friendly drinking water and sanitation facilities and amenities for menstrual hygiene management. In each of these schools, capacity building of child cabinets, school water and sanitation committees, and school education/management committees have been ensured for sustained use and management of WASH facilities.

Community Toilets

Reaching out to the most excluded and marginalized communities living in the urban slums, 15 community toilets have been renovated in Kolkata Municipal areas and its vicinity and are fully operational as 'pay and use' facilities.

3. MARKET-LED APPROACHES TO SANITATION



Water For People India has been strengthening the rural sanitation supply chain through the development of 'point of purchases' (PoPs). The cluster level federations, farmer producer organizations, rural sanitary marts, and SHGs are encouraged to start their sanitation one-stop shops, also known as PoPs. More than 100 enterprises have been supported till date. These enterprises have been instrumental in the construction of nearly 4,500 toilets in selected districts of Bihar and Odisha.

A training module for support to sanitation enterprises for expanding their services for sanitation has been developed based on our work with enterprises so far for scaling up through various government and private sector initiatives.

Water For People India's fecal sludge management initiatives are in the nascent stage and presently in a testing and modification stage. Water For People India Trust is collaborating with national-level universities like Jadavpur University and other subject matter specialists to develop low-cost Fecal Sludge Management (FSM) related technologies.





4. SOCIAL BEHAVIOUR CHANGE COMMUNICATION

Water For People India Trust programs promote key behaviours for the usage of toilets, handwashing practices at critical times, safe storage and water handling practices, and promoting conservation of water. The 'Inspire-Activate-Sustain' approach has been designed for continuous reinforcement of positive behaviour towards water, sanitation and

hygiene. Key interventions include community-led approaches to sanitation, Inspire activities like multi-disciplinary shows, Activate activities such as street plays and magic shows; and Sustain activities such as film screenings around water and sanitation, and use of information, education and communications (IEC) materials. Implemented through the *Swacchtagrahis*, local community-based institutions, and youth nearly 150 such activities were conducted during the reporting period.

Monitoring and Evaluation - Niti Aayog and Measurement of SDG Indicators

India played a prominent role in the formulation of SDGs and much of the country's National Development Agenda is mirrored in the SDGs. Niti Aayog finalized the national indicators for measuring performance against the 17 Goals, 169 targets, and 306 national indicators.

Mirroring the government's efforts,
Water For People India Trust measures

impact and sustainability through our Everyone Forever (EF) model in our EF program areas in four districts. The indicators measure the development impact and a pathway towards the exit and long-term sustainability. A periodic evaluation of all initiatives is undertaken to inform both operational and strategic associations with the primary and secondary stakeholders.

PROJECTS IMPLEMENTED

Water For People India Trust in its operational districts has implemented projects on safe drinking water, sustained water and sanitation in public institutions (schools, community toilets, and primary health centres), market-led

approaches to sanitation, and social behaviour change communication.

The programs are based on the objective of reaching the last mile. Water For People India Trust implemented 5 projects in 5 states during the period 2018-19.

NAME OF THE PROJECT	DISTRICT	STATE
The Water Initiative	Amravati	Maharashtra
Mission Sunehra Kal Community and School Level Initiatives for Sustained Water Sanitation and Hygiene	Hooghly Howrah Kolkata	West Bengal
Promotion	Ganjam	Odisha
	Kamrup	Kamrup
Swachho Nirapad Parivesh (Clean and Safe Environment)	Birbhum (Rajnagar)	West Bengal
Everyone Forever - Water Services and Systems Strengthening	Birbhum (Rajnagar and Khoyrasol)	West Bengal
Project Sheohar	Sheohar	Bihar



OUR GEOGRAPHICAL **PRESENCE**





OUR WORK



Water For People India Trust developed its strategic plan (2018-2023) during the period 2018-19. This section entails Water For People India Trust's work aligned with our key strategic priorities.

STRATEGIC PRIORITIES

In 2018-2019, Water For People India Trust embarked on a journey to strategically position its initiatives for addressing the country's most pressing drinking water, sanitation and hygiene issues. Aligned to the government's state and

national flagship programs, internal review of programs and progress achieved so far along with stakeholder consultations, the India Strategy Plan was developed.

Key Strategic Priorities

Everyone Forever: 1.5 million people safe and locally sustained drinking water services (Water Security): 14 million people. Safe sanitation services and sustaining behaviour change in sanitation.

Sustainable Sanitation at scale through market system development (Rural

latrine building approach and fecal sludge management.
Cross-cutting themes: Pilots and innovations; behaviour change communication, institution building; gender and social inclusion; and decentralized

monitoring.





We call this model **Everyone Forever** and we believe it is the solution that will fundamentally shift the industry's approach to the water and sanitation crisis. Everyone Forever offers an ambitious but simple framework, adaptable to the assets and challenges in any country context:

Everyone

Reliable water services for every community, household, clinic, and school.

Everyone pays

Communities and local government are required to invest from the get-go and build financial capacity for the future.

Monitoring

Data is collected and reflected upon annually for accountability, transparency, and continuous program improvement.

Aid independence

Every community and district have strong institutions to develop and manage their

own basic needs without ongoing foreign aid.

Replication and Scale

Everyone Forever is taken up in non-Water For People districts, driven by advocacy and local demand.

The Road to Everyone Forever



Intervention Model: Everyone Forever

Everyone Forever is when:

At least 95% households and facilities (Anganwadi Centres, Schools, Health Centres) receive a locally managed and sustainable water and sanitation service.

Local governance institutions and government (block, district level) lead the effort to achieve results over time.

External agencies are no longer needed to provide services to anyone. From the moment, we begin to pursue access – for Everyone and sustainability is central – Forever





Progress

Water For People India Trust in partnership with Colgate Palmolive (India) Limited, National Stock Exchange Foundation, charity:water and One Drop Foundation implemented 'Everyone Forever' in Chikaldhara block in Amravati District, Maharashtra; Rajnagar Block in Birbhum District, West Bengal; and Sheohar District in Bihar.

Project - Everyone Forever Sustainable Water and Sanitation Location - Sheohar District, Bihar

the quality of life for the people in Sheohar
District through access to safe and reliable
drinking water and sanitation. The project
is informed by two approaches, Water For
People's 'Everyone Forever' model and One
Drop's Access - Behaviour - Capital (A-B-C)
model for the Sustainability approach.
Together, Water For People and One Drop are
collaborating with the government, social art
partners, civil society organizations, and private
agencies to achieve three overarching goals:

The overall goal of the initiative is to improve

Increased use and sustainable management of safe water and sanitation services
Sustained adoption of targeted WASH behaviours
Improved market system for WASH products and services

During the reporting period, Water For People India Trust covered 53 gram panchayats for



providing access to safe drinking water services and systems. Profiling of the gram panchayats comprising of several villages and wards, demographic data, and information on existing sources of drinking water was completed and meetings were held in the gram panchayats to lay the foundation for planning the drinking water intervention for the installation of new water points and renovation of existing water points. Total 154 water points were installed.

The project rolled out the Standard Operating Procedures for construction, management, and monitoring of water points that are aligned with government guidelines. Signages were installed at each water point with key messages including (i) signage in the local language on technical specifications and cost of the facility – total and community contribution; (ii) provision for space to keep soap for handwashing; (iii) hygiene messages related to safe water storage and handling practices and handwashing at five critical times, either at the facility or in prominent places on the way to the facility; and (iv) technical specifications of the facilities.







Project - Swachho Nirapad Parivesh (Clean and Safe Environment) Location - Birbhum District, West Bengal

The project aims to retrofit WASH facilities in all Zilla Parishad primary schools and ensure its operation and maintenance in Rajnagar block, Birbhum district, West Bengal.

During the period, WASH retrofitting interventions were completed in 36 schools reaching out to 3,701 students with improved WASH facilities. 106 VWSC

members across 5 gram panchayats were oriented to play an active role in the monitoring of WASH facilities in schools and communities.

Strengthening of child cabinets was done in all 36 schools wherein around 756 child cabinet members were trained.

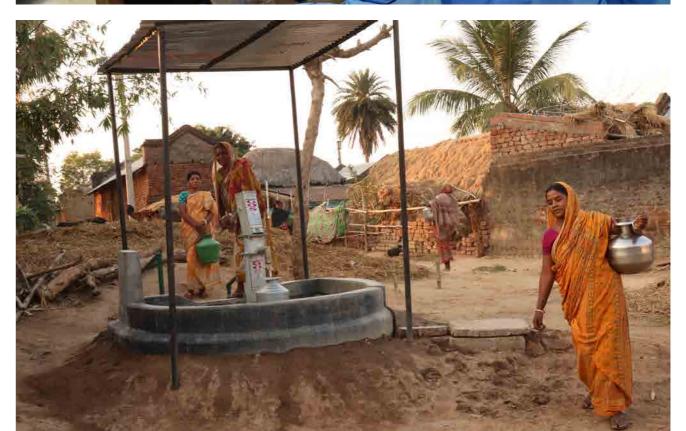
Overall, the projects directly benefitted 73,456 people by constructing 3,731 toilets and providing water facilities in 133 communities and 65 public institutions such as Anganwadis, Schools, and Ashramshalas.







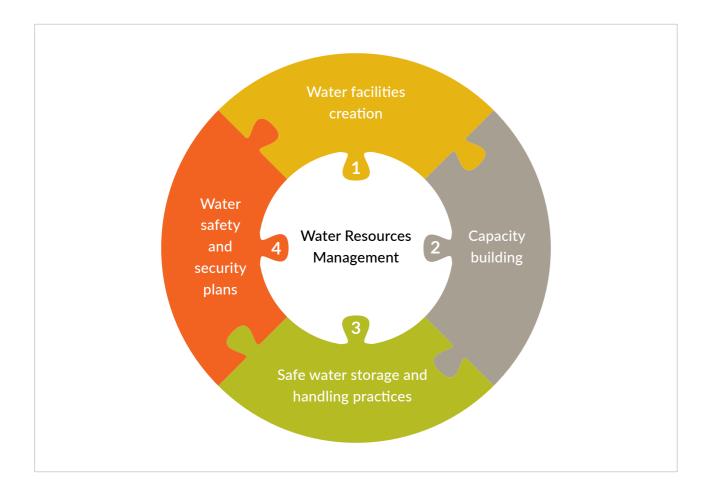




Safe and Locally Sustained Drinking Water Services (Water Security)

Aligned to the government's focus on comprehensive management of water resources, Water For People India Trust's programs aim at efficient, equitable, and sustainable management of local water resources. The drinking water initiatives

focus on water safety and security led by local institutions (Gram Panchayats and its sub-committees). Programs build and strengthen technical and management skills for the adoption of locally relevant technology and opportunities for innovation, resource allocation, financial management, and strategy to reach the most excluded and vulnerable populations.





Progress

Sustainable village water safety and security is a dynamic process. One-time capital investment in the infrastructure is necessary but not adequate to ensure the sustainability of services, community ownership, and management of water as a resource. Village water safety and security plan (VWSSP) is a process for ensuring drinking water security.

There is a need for a holistic and participatory planning approach with clear guidance on the institutional role and responsibility of the users, field functionaries, and other stakeholders. Water For People India Trust developed village water safety and security plans for 02 villages in Chikhaldara block in Amravati District, Maharashtra, directly benefiting 792 people.



Developing a VWSSP requires a minimum of 40 days period consisting of the following steps:

Planning for the village (10 Days)

The following are the broad steps before visiting the village:

Preliminary visit to a village

This process begins either with the initiation of planning for implementation of the piped water

supply scheme or the development of VWSS for the village. The objective is focused on gaining familiarity with the village, discuss the need for water conservation and management as a resource, and help the villagers get clarity about the process.

Compilation of secondary information

Compiling the available secondary data and necessary supporting material for the action plan of village water management.



Process in the Village (30 days)

1. Preliminary meeting at village level

Meeting with villagers at the beginning of the process. The meetings facilitate clarity and elicit engagement of the villagers in the various processes to protect and manage their water resources.

2. Group Formation

Villagers and Water For People India Trust team complete the process at the village level. The objective of group formation is to ensure villagers' representation at every step of the VWSSP development, discussions, its ratification in the Gram Sabha, implementation, and monitoring.

3. Village Transect

Spread awareness among people about the process, encouraging participation of people and create awareness about the program, ensure maximum community participation from the village.

4. Using the planning tools

Compilation and analysis of information required for developing VWSS action plan through community participation. Using



Seasonal calendar prepared during VWSSP

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Resource map prepared during VWSSP

various tools of assessment and planning, motivating people to make decisions for an action plan.

5. **Documentation**

Document the information collected through various tools of action planning process. Recording/registering of information in proper formats to evolve the action plan.

6. Meeting with villagers regarding plan

Discuss with the key village representatives about various action plans prepared before Gram Sabha. Discuss drawbacks and faults, if any, which can be addressed before Gram Sabha and a complete flawless action plan can be presented.

7. Presentation in Gram Sabha Meeting

Present VWSS process and various action plan prepared for seeking approval of Gram Sabha.

8. Finalization of village action plan

Modifications in the action plan as per the suggestions by the Gram Sabha and finalization of VWSSP.

9. Submission of village action plan

Submitting the proposed plan to concerned departments/ agencies for approval and implementation.







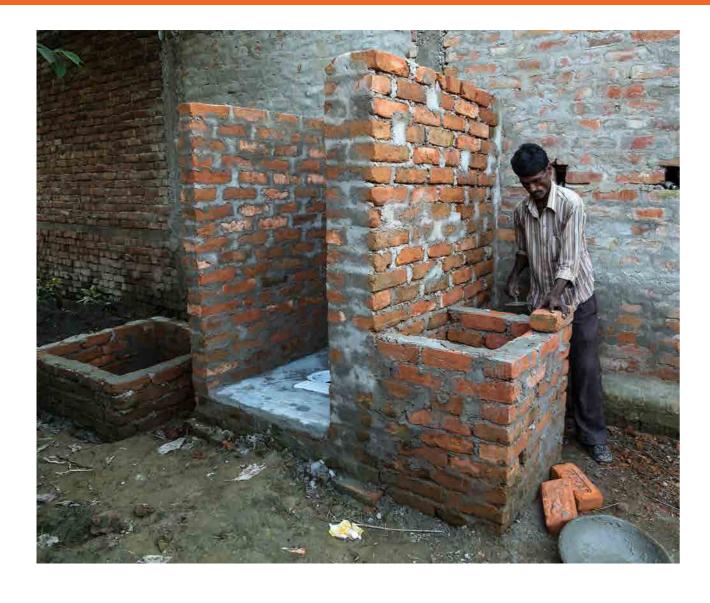
Safe Sanitation Services and Sustaining Behaviour Change in Sanitation

Program initiatives will focus on sustaining open defecation free (ODF) status among the households and communities where Water For People India Trust is implementing programs and last-mile coverage. The focus will also be on pilot ODF+ initiatives such as monitoring and usage of toilets; the importance of solid and liquid waste management; sewage and waste management plans in rural areas. The

program interventions will pay special attention to the needs of women and girls and those in vulnerable situations.

WASH in public institutions will include a comprehensive initiative to cover Anganwadi centres (with government-owned buildings in case of facility provision), School WASH, WASH in health centres and community WASH facilities for urban slums, and floating population.







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Progress

Water For People India Trust, in partnership with National Stock Exchange Foundation, ITC, and One Drop Foundation, intervened in West Bengal, Odisha, Assam, and Bihar. The projects were focused on constructing and strengthening the toilets at Individual households, community, and institutional level which directly benefitted 26,851 people by constructing 4,453 toilets.

WASH facilities were created in more than 60 schools directly benefitting 20,379 students.

All the school facilities include child-friendly designs ensuring running water facility in the toilet blocks along with handwashing and drinking water station. Proper drainage systems also have been ensured for the safe disposal of liquid waste management. Child Engineering has been ensured in all the schools. Child engineering is a participatory process involving the children to draw the plan of their school campus indicating present toilet facilities status and expressing their needs and requirements for the toilet block.



Child cabinets and school-level committees were formed and strengthened in all the schools. Child cabinets create a platform for students to discuss and address issues related to sanitation and other school-level activities. The school development committees have been active in terms of making decisions of establishing operation and maintenance management systems in the schools for

ensuring the functionality of school WASH facilities.

Community-level committees were formed for 15 community toilets constructed during the reporting period. The committees were responsible for the O&M of toilets, collecting user fees/tariffs, and maintaining records of the same





Household latrines (IHHLs) was ensured during the reporting period and awareness generation activities were organized to ensure proper usage of toilets.

Solid Waste Management model: Water For People India Trust initiated the Solid Waste Management model in Kolkata. Khacha Compost: It is made of bamboo which is 5'(length) X2'6 "(height) X 3'(width). It has two compartments, one open, and another closed. Two Kachha Compost has been installed in B.B. Hall units 4 and 5 under Ward 80 in Kolkata, West Bengal. The Mohalla community contributed Rs. 3000/- from their operation and maintenance surplus money.

Sustainable Sanitation at Scale through Market Systems Development (Rural Latrine Building and Fecal Sludge Management)

During the strategic plan period (2018-2023), Water For People India Trust will focus on programs that promote sustainable sanitation at scale through market systems development. Key interventions include latrine construction and/or fecal sludge management. To promote scale from inception and design of initiatives,

the program will utilize a three-phase cycle, which includes the following - idea testing phase, market testing phase, and scale testing phase. The program aims to develop sanitation initiatives at scale during the strategic period.

Water For People India Trust begins every sanitation initiative by gathering knowledge and research about current sanitation services. Water For People India Trust's progress in sanitation follows a cyclical process with emphasis on scale from the beginning.



Water For People India Trust's work on membrane technology

In most developing countries, the primary method of removing fecal sludge from septic tanks or pit latrines involves some form of manual handling. This is an intrinsically unhygienic process that poses considerable risks to the operators and is usually illegal. The manual pits emptying process always results in highly pathogenic waste being indiscriminately dumped in the nearest drainage channel or on a piece of open land, causing significant public health risks.

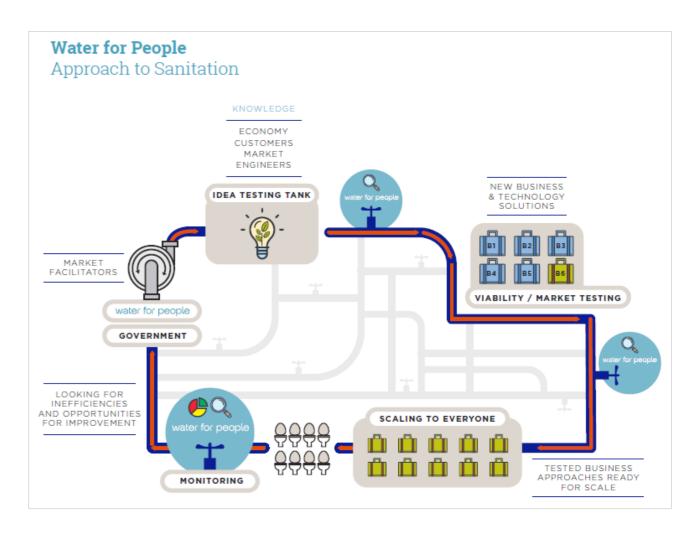
Previous work undertaken by Water For People India Trust on the sludge profiles of septic tanks and pit latrines has shown that a significant portion of what makes up the volume within both septic tank and pit latrines is low solid water. This is due to the combined impacts of poor infiltration into the subsoil, high water tables, excessive use of cleaning water after defecation, and an excessive number of users per latrine. The need to transport this water to a treatment plant after being removed from the tank or pit represents a major inefficiency

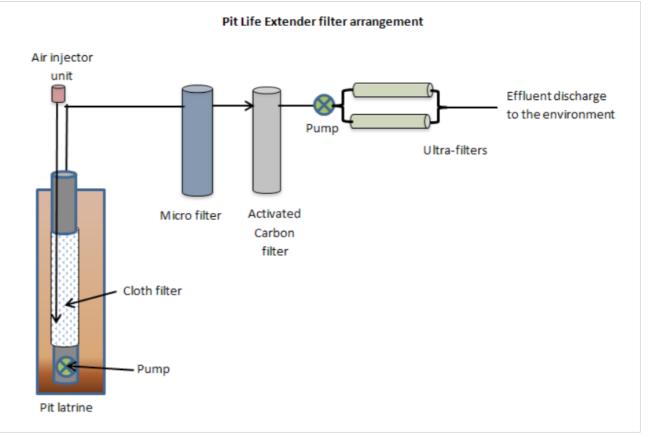
that artificially increases the cost of pit/tank emptying. Removing water content from the sludge has a beneficial impact on the secondary processing of sludge for composting.

Water for People India Trust is working with the main researchers Jadavpur University (JU) in Kolkata and Dr. Sibdas, a very well-respected specialist for ceramic membranes. The research will follow two avenues, the first to develop and use low-cost polymeric filters with Jadavpur University and the second to develop a cross-flow ceramic filtration process. This would be done in FY 2019-20.

Rural Latrine Building Approach at Scale

Water For People India Trust is committed to strengthening the supply chain and developing successful business models by promoting sanitation one-stop shops to reach the unreached rural areas. Water For People India Trust, through its existing partner, provides a package of services. It starts with identifying a potential person at the village level, providing business orientation and technical training, facilitating small enterprise development,







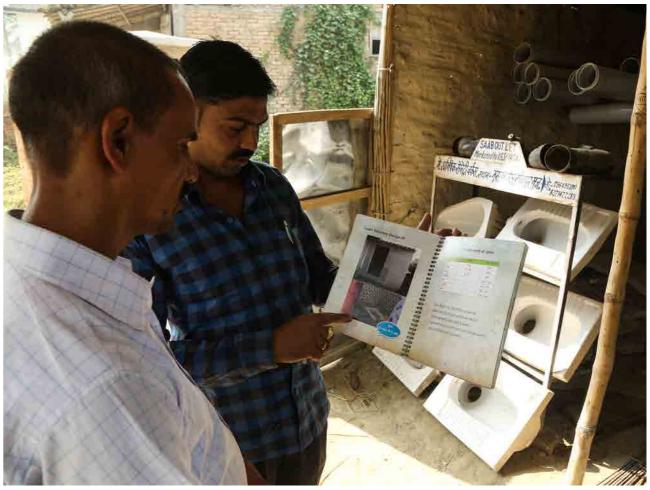
helping in promotional activities, input supply, slowly developing corporate expertise, financial linkages, and even up-to output linkages in a manner that each of the Point of Purchases (PoPs) can become self-sufficient as a for-profit commercial business entity. Simultaneously, our partner makes a profit from the supply of raw materials at lower than the existing market cost to these PoPs.

Water For People India Trust has been creating sustainable, small independent toilet businesses in Muzaffarpur, Bihar. Since 2012, we have built our capacity, understanding the supply chain and toilet demand. The expertise gained can be applied to setting up, using a very light touch, sanitation sales outlets for concrete rings, pipes, ceramic bowls, cement, doors, etc. These small businesses break even and start making a profit for the owner within months of being set up. A typical margin for such outlets is around 25% - 30% and some of the better-positioned stores are selling around

150 toilets a month. The demand created by Swachh Bharat Mission's push for sanitation is no doubt influencing sales figures, but the sales from the sanitation enterprises are not incentive dependent, as only a few customers have been able to gain access to the scheme. The market will be stable for at least the next 2-3 years as latrine coverage rates are still low and social norms still need to change within a lot of villages.

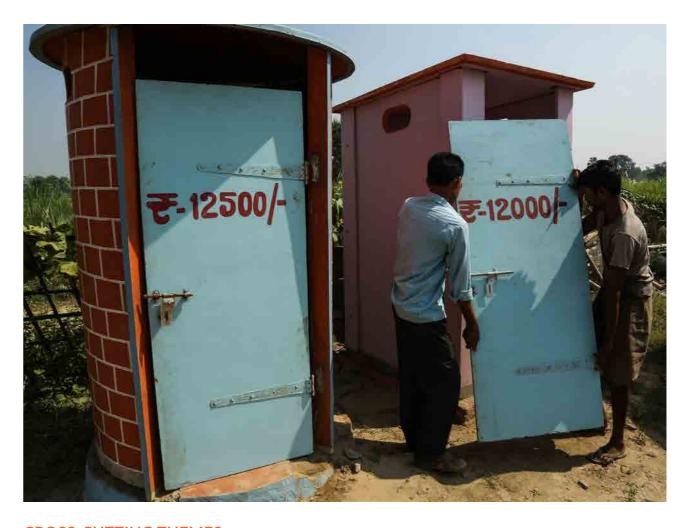
Sheohar, one of the districts where Water For People India Trust has a long-term commitment and is implementing its Everyone Forever approach, sanitation initiative focuses on promoting toilet construction through microfinance institutions (MFIs) and Social Art activities. The sanitation initiative focuses on interventions with the private sector and the design and implementation of market-based strategies through the development of the supply chain of WASH-related products and services.











CROSS-CUTTING THEMES

The key cross-cutting areas while implementing the above strategic choices include:







Water For People India Trust integrate focus on the following key behaviours across programs:

- (i) Toilet construction and usage;
- (ii) Safe water storage and handling practices and
- (iii) Handwashing at five critical times

Social Behaviour Change Communication (SBCC) is aimed at facilitating and encouraging positive individual and collective change, especially for social issues. It can engage with people at an emotional level, while initiating their thinking and reflection process, based on their own experiences, to question 'what is' and

to probe 'what could and should be' to improve their quality of life.

Awareness generation and triggering activitie were conducted across the project locations through magic and puppet shows, quiz competitions, street theatre, and multiple

disciplinary shows on key messages of hygiene and sanitation at the community and institution evels.

Nearly 150 awareness and triggering activities were conducted during the reporting period.





Institution Building



Water For People India Trust initiatives focuses on capacity building of (i) local frontline teams; (ii) service providers and (iii) service authorities on the management of safe drinking water and sanitation services.



For sanitation, we use multiple approaches such as (i) building entrepreneurship models; (ii) engaging with Micro-finance institutions for proving a business case for investing in the capital costs, such as for community latrines; (iii) advocacy with

the government for key services (such as safe sewage disposal).

Considering the importance of capacity building and imparting training to the key contributors for the project, Water For People India Trust trained 18,133





people by conducting 679 training across all project locations. These trainings covered different stakeholders such as village level committee/group members, women groups/SHGs, Block and District level government officials, school management committees,

WATSAN committees, Jalabandhus (mobile handpump mechanics), and Nirmal Bandhus (toilet cleaners). The stakeholders were trained on their roles and responsibilities, co-financing, O&M of WASH facilities and toilet blocks, etc.





Gender and Social Inclusion

Approaching WASH with an inclusive lens is essential for achieving universal access. Creating a strong conceptual foundation at the organizational and programmatic level underpins inclusion and gender equality initiatives. While working with girls, adolescents and women, the program initiatives engage with boys and men towards understanding their WASH priorities and bringing about changes in the social norms and practices, and addressing specific forms of exclusion, inequalities, and power imbalances.

Following the Global Equity and Inclusion guidance document, Water For People India

Trust has developed a guidance note for 'Gender and Social Inclusion' which entails Water For People India Trust and its partners (government, NGO, and private sector partners) will integrate and advance equity and inclusion within program work by understanding reasons people are unable to access basic water and sanitation, defining the priority (vulnerable and excluded) groups, reviewing current efforts to reach the priority groups, including approaches and investments to leave no one behind, incorporating their voices in decision-making, and ultimately, ensuring they have access to safe and reliable WASH services.



Water For People India Trust ensures equity and inclusion through the following initiatives:

Community toilets with

Jalabandhus:
Encouraging
women entrepreneurs
to deliver water
services

Water User Committees: Encouraging women participation in decision making

> Climate-resilient, inclusive water facilities for the excluded and vulnerable communities

facilities in schools

Technological solutions towards equity -Sloping handwashing stations and height wise urinals

Child Cabinets:
Encouraging girl
leadership in schools

Monitoring, Evaluation, Research and Learning

Water For People India Trust has its monitoring mechanisms and tools adapted for each of its programs to inform decisions around the program design and key result areas. Also, the

organization uses its inhouse product Field Level
Operation Watch (FLOW)
for monitoring, assessment
of service providers
and service authorities
for sustainable WASH
services, tracking hardware
progress, and feasibility
studies, assessments, and
evaluations. Apart from the
use of FLOW monitoring
data, the organization has a
well-developed Monitoring
and Evaluation framework

which has components of both program quality assurance and control build in to continuously adapt programs based on the inferences drawn from such systematic data collection.

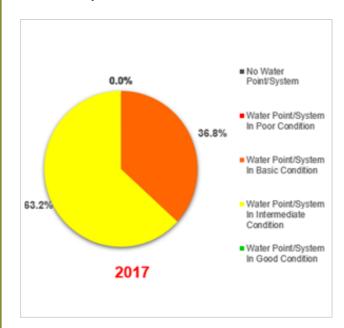


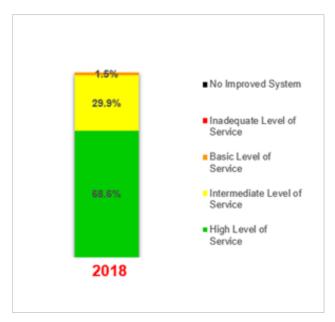
Some of the key features of Akvo FLOW are:

- It is an Annual quantitative survey to monitor the status of the project progress on agreed parameters for assessment of water and sanitation services in the Gram Panchayat area.
- It is tagged with the GIS mapping
- Four surveys viz. Household (water and sanitation),
 Community water point/ system, Public institution, and Service provider is administered in Akvo FLOW.
- In the result section based on the score, we conclude whether we have reached the everyone status in these components.
- Scores for the four domains are generated for projecting the Level of Service.
- For each of the scores, a survey is administered to an appropriate sample in the district. Several metrics make up each score. For all surveys collected, a "1" or a "0" is assigned to each metric, based on if the survey response met the criteria needed to ascertain that point.

FLOW monitoring was done in Sheohar district for the year 2018 which reflects the following:

Community Water





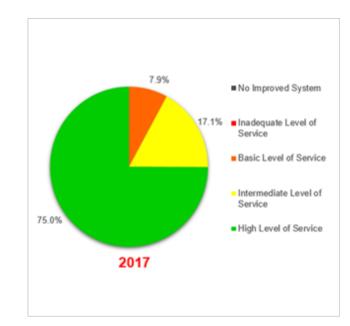
2017

63.2% Water Points meet Intermediate criteria of Level of Service

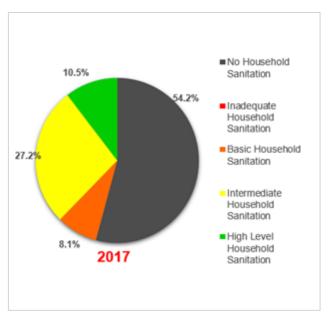
2018

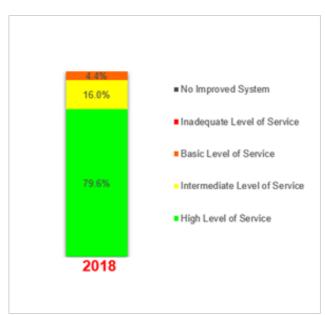
98.5% Water Points meet criteria of Level of Service – EVERYONE

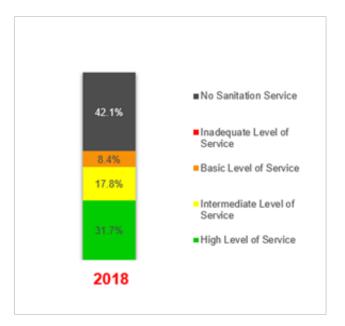
Household Water



Household Sanitation







2017

92.1% Household – Water meets criteria of Level of Service

2018

95.6% Household – Water meets criteria of Level of Service – EVERYONE

2017

37.7% Household – Sanitations meet criteria of Level of Service

2018

49.5% Household – Sanitations meet criteria of Level of Service

CHANGED LIVES

A Water Secure Anganwadi Centre

Kalapani and Bhandri are remote villages situated in Chikhaldara block, Amravati district, Maharashtra. A year ago, both these villages lacked a basic functional water supply system. Not only households, but even the Anganwadi centers in both the villages also were not having water connections in their premises.

Around 63 children attend the Bhandri Anganwadi while 23 children attend the Kalapani centre. The parents of these children are the residents of the respective villages, who work as daily labourers in the fields and brick kilns.

Water For People India Trust's team visited both villages to undertake the baseline survey.



In terms of water availability, both the villages were facing similar problems. The women used to tread miles in undulating terrain to collect water from the nearest well. Even the Anganwadi centers in both the villages had no water connection. The Anganwadi Sevikas had to walk to the nearest well to collect water for daily activities and drinking purposes.

Anganwadi Sevikas were spending 1-2 hours fetching water which was hampering their daily chores with delay in preparing mid-day meals. Water For People India Trust in partnership with Colgate Palmolive (India) Limited made provision of water supply at household level in both the villages. The Anganwadi also received a water connection. This has reduced the burden of collecting water and made water accessible for handwashing and sanitation.



Mrs. Asha Chimote is the Anganwadi Sevika in Bhandri Village









Mrs. Parvati Khade, the Anganwadi sevika in Kalapani village also seconds Mrs. Asha and adds that being the resident of the same village and the sole female member of her household, she had the dual responsibility of collecting water for the Anganwadi center and her home as well.

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She says, "Now I don't need to worry about water availability at Anganwadi and even at my home. We are having water connections in our households, so all the women now have enough water to meet their daily requirements. We now complete our household chores on time as water is now available at our doorstep. Since the water testing has been done, I am very much assured that it is safe to drink as well".



Mrs. Parvati Khade is Anganwadi Sevika in Kalapani villag

OUR FUNDING **PARTNERS**



ITC



Mission Sunehra Kal Community and School Level Initiatives for Sustained Water Sanitation and Hygiene Promotion

Howrah, Hooghly, Kolkata District in West Bengal

Ganjam, Khordha District in Odisha

Kamrup District in Assam

Colgate Palmolive (India) Limited



The Water Initiative

Amravati District, Maharashtra

National Stock
Exchange Foundation



Swachho Nirapad Parivesh (Clean and Safe Environment)

Birbhum District, West Bengal

One Drop Foundation



Everyone Forever Sustainable Water & Sanitation

Sheohar District Bihar

FINANCIAL **SUMMARY**





Judicious financial management of any organization is a key to achieve its mission and targets.

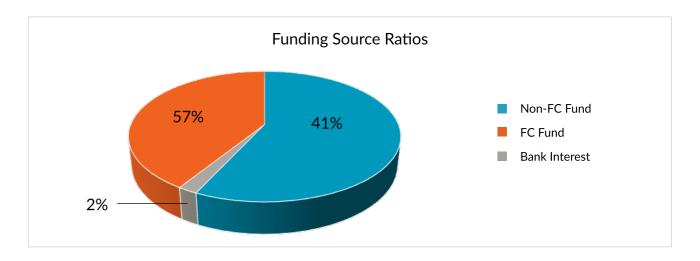
It helps mobilize financial resources and generates confidence of the patrons in a challenging environment which has become increasingly important. Water For People India Trust, therefore, has put in place a transparent

financial system with sufficient checks and balances.

A pictorial representation of the financial statement, which includes fund sources and allocation of expenses for the Financial Year from 1st April 2018 – 31st March 2019 is presented on page 67.

FUNDING SOURCES (2018-19)

SOURCE DATA FOR FINANCIAL YEAR				
Source of Funding	Amount in INR	% of the total		
Non-FC Fund	4,17,45,428	41%		
FC Fund	5,76,68,659	57%		
Bank Interest	17,03,890	2%		
TOTAL	10,11,17,977	100%		



EXPENSE ALLOCATION

PARTICULARS	EXPENSES ALLOCATION PERCENTAGE
Hardware Activities	22%
Software Activities	69%
Administration	9%
TOTAL	100%

