ONE DROP – an initiative of Guy Laliberté, Founder of Cirque du Soleil® – fights poverty by supporting access to water and raising individual and community awareness of the need to take action so that safe and sufficient water is accessible to all, today and tomorrow.
VALUES

1. WATER: A COMMON HERITAGE RESOURCE AND A FUNDAMENTAL HUMAN RIGHT

We consider water to be a resource that is essential to life and part of our common heritage—and as such, we believe that it should be preserved and accessible to all. The challenge is twofold: to provide access to sufficient quantities of safe water today, and to protect this life-sustaining resource for future generations.

2. SOLIDARITY AND SHARING OF WEALTH

Without a network of support—family, neighbours, and fellow citizens of the world—we can find ourselves quite vulnerable. Working together to share knowledge, experience, dreams and networks, as well as human, material and financial resources, is the only way to fight poverty worldwide and allow for sustainable development.

3. CREATIVITY

It is in our power to act, but more importantly, it is our responsibility. Creativity is a catalyst for developing the appropriate means to accomplish this. It enables us to implement bold, innovative and creative projects that will have multiplier and structuring effects; in other words, projects that, beyond their immediate impact, produce leverage and influence—projects that inspire dreams and solutions.

4. TRANSPARENCY AND INTEGRITY

In everything we do, we act with transparency and integrity; we strive to remain worthy of the trust and respect of our donors, our partners and the public by reaching the highest standards in terms of ethical practices and accurate reporting.
We all drink from the same well. Addressing the issue of universal access to safe water is the first step we must take to overcome the existing and future challenges faced by humanity in the twenty-first century. That’s why I created ONE DROP almost five years ago: to contribute to global education in support of water. Every day since, we have come up with different ways of making the dream of safe water for all, today and tomorrow, a reality.

GAIA was my way of sharing the unique perspective I had of the Earth while in space. Our planet, which appears so microscopic in the vastness surrounding it, is nevertheless both strong and magnificent. A body of work was created from this experience, and not only does it allow ONE DROP to bear witness to the essential relationship which exists between water and the Earth, it also provides a source of funding to support its projects.

In India, El Salvador, Haiti, Honduras, Nicaragua and now in Burkina Faso, ONE DROP projects aim to provide access to safe water, which is essential for life and development. In doing this, we can help communities break the cycle of poverty. In developed countries, where people are under the illusion that there is an abundance of water, our actions are focused on raising awareness. We want to inspire people and encourage them to act so that our love of water can be passed on. The movement must grow, become stronger and encourage organizations, citizens and governments to follow in its footsteps. It is with this in mind that ONE DROP has added two new affiliates to its network this year—in France and the UK. In years to come, these new ONE DROP entities will help to spread the word in Europe.

Impossible is just a word. Therefore, I invite you to join us in supporting our creative approach as a way of generating hope and sustaining life and the future in order to turn the dream of safe water for everyone, today and tomorrow, into a reality. It’s a sure bet that by working together, we will succeed.

“Addressing the issue of universal access to safe water is the first step we must take to overcome the existing and future challenges faced by humanity in the twenty-first century.”
In 2001, during his address to the UN General Assembly, Secretary-General Kofi Annan stated: "The only channel that offers some kind of hope for a better future for all humanity is that of international cooperation and partnership." The efforts of ONE DROP are based on this vision of collaboration. Naturally, our partners share in this same vision. Proof of this lies in the fact that once again this year, organizations, citizens, artists and employees have gotten involved and contributed to the success of the actions undertaken by ONE DROP. And this has paid off! The positive and sustainable impact made by ONE DROP projects throughout the world is testimony to this.

In developing countries, the arts took centre stage when the social art and popular education component of the Haiti Project gave rise to the multidisciplinary show entitled "Haiti: Words of Rain and Rainbows." The purpose of this show is to raise spectators’ awareness about water-related issues by drawing on Haitian realities in the aftermath of the earthquake which devastated the country in 2010. On the other side of the world, ONE DROP launched Project India, which explores different art forms, including theatre and cinema, to promote good management of water resources to the 55,000 inhabitants of the Ganjam district of Orissa—one of the country’s poorest states. Thanks to the invaluable support of our partners, local communities will be able to benefit from direct access to safe water and adequate sanitation facilities.

Touring in developed countries is the multisensory experience AQUA. Created by ONE DROP in 2009, this JOURNEY INTO THE WORLD OF WATER, which aims to raise awareness among the general public about water-related issues, has continued on its voyage and dropped anchor in the ports of Sydney, Australia and Auckland, New Zealand. We are proud to report that so far, it has drawn in nearly 300,000 people!

Finally, we would like to thank all our founding partners—Cirque du Soleil, the Royal Bank of Canada (RBC), the Prince Albert II of Monaco Foundation and Oxfam—as well as all friends of ONE DROP. The unwavering trust, commitment and interest that have shown ONE DROP motivates us every day to aim for new heights so that safe water is accessible to all, today and tomorrow.

Management Committee
A WORD ON GOVERNANCE

ONE DROP is committed to demonstrating transparency, both in terms of its actions and its accountability. This is why the organization calls on trustworthy people to support and guide its ideas and decisions. Above all, ONE DROP seeks to show respect to its partners and donors and the people who take part in its projects.

HUMAN RESOURCES AND GOVERNANCE COMMITTEE

The committee ensures that the ONE DROP Board of Directors applies the best governance practices and puts forward recommendations to the Board of Directors of ONE DROP Canada for questions regarding human resources.

Claude Laverdure
Marc Gagnon
Lili-Anne Pereša*
Louise Rémillard
Marie-Anne Tawil

THE FINANCE AND INVESTMENT COMMITTEE

This committee ensures that ONE DROP observes sound financial ethical principles, applies good financial governance, and manages its investment portfolio prudently and effectively.

Robert Blain
Robert Bélisle
Guy Chabbert
Jacques Faille

THE PROGRAM COMMITTEES

ONE DROP receives invaluable support from many people who possess considerable expertise and experience. They form the various program committees. Their goal is to support members of the management team in performing their duties and to make recommendations to the Board of Directors of ONE DROP Canada with respect to the policies and strategies adopted, as required.

A. THE INTERNATIONAL COOPERATION AND DEVELOPMENT PROGRAM MANAGEMENT COMMITTEE

Clément Guimond
Denise Byrnes
Claude Laverdure
Nigel Martin
Paul Ouellet
Pierre Véronneau

B. THE AWARENESS AND MOBILIZATION PROGRAM MANAGEMENT COMMITTEE

Claudia Barilà
Jean Lemire
Gaétan Morency
Sylvie Paquerot
C. THE PHILANTHROPIC DEVELOPMENT COMMITTEE
France Chrétien Desmarais
Claudia Barilá
Emmanuelle Dupré
Sean O’Donnell

THE SCIENTIFIC COMMITTEE
This advisory committee is composed of four members from major universities and public institutions worldwide.
The Board of Directors values the committee’s expertise with regard to water, and its ability to transfer knowledge.

Sylvie Paquerot
Pedro Arroyo
Stephen C. McCaffrey
Gordon Young

AFFILIATES
ONE DROP undertakes innovative awareness-building and mobilization activities in Canada, France, the United Kingdom and the United States. ONE DROP affiliates also participate in fundraising, an essential activity for achieving the organization’s dream of making safe water accessible to all, today and tomorrow. An international committee, which includes a representative from each affiliate, was created so as to coordinate the efforts put forth by its members.

ONE DROP FRANCE
Laurent Dassault, Chair
Arnaud Vial, Treasurer
Lili-Anna Pereša,* Secretary
Patrick Bruel, Trustee
Maud Fontenoy, Trustee
Claude Laverdure, Trustee
Daniel Valoatto, Trustee

ONE DROP SWITZERLAND
(transition committee)
Guy Laliberté
France Chrétien Desmarais
Stéphane Rochet
Benjamin Weill

ONE DROP UNITED KINGDOM
(transition committee)
Robert Blain
France Chrétien Desmarais
Clément Guimond

ONE DROP UNITED STATES
(transition committee)
Guy Laliberté
Robert Blain
France Chrétien Desmarais
Karen Gay

* In 2011, Lili-Anna Pereša held the position of Executive Director. She is no longer employed by ONE DROP.
Poverty robs humans of their dignity. Water is a creative development force that helps break the cycle of poverty. When people have easy access to water, they have more time to devote to activities for improving their living conditions, such as going to school or learning a trade. Survival, health, food security, equality between men and women, earning a living wage, peace and solidarity also depend on access to water, hence the importance of acting in favour of this issue.

DEVELOPING COUNTRIES

In developing countries, ONE DROP projects are part of a “tripod” approach based on three complementary components. First, a technical component aimed at improving access to water and promoting responsible water management and conservation. Second, a microfinance component for granting loans to populations who already have better access to water in order to start productive revenue-generating activities (thus ensuring project sustainability). Finally, a third social arts and popular education component is designed to raise collective awareness, as well as educate and mobilize the population on water-related issues.

The criteria which guide ONE DROP in choosing a project’s location in developing countries are:

- Lack of access to water
- The existence of good local governance
- The existence of an organized civil society
- The possibility of obtaining tangible, measurable results

WHAT DOES THE COUNTRY CLUSTER INTERVENTION STRATEGY INVOLVE?

ONE DROP advocates a “country cluster” intervention strategy in Latin America, Africa and Southeast Asia. This strategy aims to produce a significant regional impact and maximize the financial, human and material resources required to carry out integrated water access and sanitation projects.
DEVELOPED COUNTRIES

In developed countries, ONE DROP’s playful, educational and inspiring activities are aimed at raising individual and community awareness of water-related issues, both locally and internationally, and of the need to mobilize. In addition, these activities encourage each and everyone to use this precious resource responsibly.

Convinced that a global, integrated approach is required to accomplish the dream of “water for all,” ONE DROP puts the issue of water at the forefront of public debate through its actions. It achieves this by combining the strength of Guy Laliberté’s voice with our advocacy activities. ONE DROP has managed to showcase its vision of water-related issues and its distinctive approach via conferences and discussion platforms around the world.

In all of its awareness initiatives, ONE DROP has chosen to use arts and culture to reach, educate, inspire and mobilize people in support of water for all.

“I see a show about the water crisis.
It makes me understand just how precious water really is.
I stop running the water when I brush my teeth.
My brother asks why.
I tell him my reason for doing this and he tells the school.
The teachers tell their classes.
The students tell their families.
Families turn to cities.
Cities become countries.
Countries make up global change.
It starts with just ONE DROP.”

Since its creation in 2007, ONE DROP has been pursuing its dream of creating a world in which everyone has access to safe water, once and for all. As part of the effort to increase the worldwide ripple effect in favour of universal access to this vital resource, the organization has joined forces with hundreds of thousands of people from all walks of life to acquire the tools needed to achieve its goals. But there is still much to be done on an individual and collective level before this dream becomes a reality—one step at a time in solidarity. Driven by its convictions, ONE DROP has worked relentlessly with its loyal partners over the past four years to make millions of people aware of the importance of water in our lives. Since its creation, ONE DROP has collected US $48 million thanks to generous donations from its friends around the world. These funds have allowed ONE DROP to give 146,000 people access to water, and they in turn were able to use this creative force to break the cycle of poverty. Their lives are confirmation that water can offer a world of possibilities.

**WORLD WATER DAY**

Every March 22, as part of World Water Day, ONE DROP invites the general public to take part in a series of awareness and mobilization activities whose goal is to draw attention to the importance of water and the sound management of this resource. It is also a key time to participate in the global movement in solidarity with the nearly 800 million people who do not have access to clean water, and the 2.5 billion people living without adequate sanitation facilities.

**2011 IN REVIEW**

**SINCE ITS CREATION, ONE DROP HAS GIVEN 146,000 PEOPLE ACCESS TO WATER.**

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**AQUA: A JOURNEY INTO THE WORLD OF WATER**

**SINCE 2009**

300,000: approximate number of people who have taken part in this experience from the very beginning

This multisensory experience is a medley of 360° projections, interactive digital screens and audio-visual effects designed to inspire participants to capture the essential message of AQUA: namely that water is essential to all life on Earth, and as such, we must take care of it today and tomorrow. Since its creation, AQUA has been temporarily installed in museums in Montreal, Quebec City, Ottawa, Auckland and Sydney.
Project Honduras aims to foster prosperity in underprivileged rural communities located in the Guacirope River sub-watershed. ONE DROP and its partner Oxfam-Québec are pursuing this goal by promoting access to water with a view to improving the health of rural populations as well as agricultural yields, thereby ensuring food security and increasing family incomes. Social arts and popular education efforts have greatly contributed to building a better future for generations to come, while making the population aware of the need and means to preserve precious water resources through multidisciplinary shows and artistic and educational workshops.
2011 IN REVIEW  
(CONT’D)

PROJECT HAITI 2010-2013  
CAN $2.8 MILLION

Project Haiti aims to improve living conditions for some 150,000 people who were deeply affected by the January 2010 earthquake, supporting restoration and reconstruction efforts carried out in the town of Léogâne, one of the areas most devastated by this natural disaster. As part of Project Haiti, ONE DROP and its partner Oxfam-Québec encourage communities to get involved in the reconstruction process by facilitating access to sufficient amounts of safe water, not only to ensure the survival of these communities, but also to increase the number of income-generating agricultural activities while raising awareness of the issues surrounding water and hygiene.

| COMMUNAL WATER FILTERS: 6 BENEFITING 6,000 FAMILIES | 1,800 |
| SEEDS DISTRIBUTED TO PLANTERS: 120 METRIC TONNES | 2,100 |
| WATER COMMUNITY CENTRES | 2 |
| WELLS REHABILITATED | 60 |
| HECTARES UNDER CULTIVATION | 4,100 |
| FAMILY CISTERNS | 60 |
| FAMILY GARDENS | 24 |
| COMMUNITY WORKSHOPS | 18 |
| PERFORMANCES OF A MULTIDISCIPLINARY SHOW ABOUT WATER | 275 |
| MICROFINANCE | 1,100 |

PROJECT EL SALVADOR 2010-2013  
CAN $5 MILLION

Project El Salvador aims to improve living conditions for the underprivileged rural communities of Cacaopera and Corinto. In order to do this, ONE DROP and its partner Oxfam-Québec are providing increased access to drinking water by improving the quality of existing water and by developing agricultural techniques that guarantee food security and allow for the sale of surplus produce. The partners’ efforts are focused on strengthening local workers’ ability to manage water resources soundly while educating the population about water-related issues and encouraging mobilization through activities rooted in local popular culture, a key to the initiative’s long-term success.

| POTABLE WATER FILTERS | 220 |
| REFURBISHED LATRINES | 300 |
| SCHOOL GARDENS | 20 |
| ENERGY EFFICIENT STOVES | 200 |
| FAMILY CISTERNS | 1,100 |
| CISITERN AND DRIP IRRIGATION SYSTEMS | 1,100 |
| FRUIT TREES | 7,700 |
| ARTISTIC AND EDUCATIONAL WORKSHOPS | 162 |
| PERFORMANCES OF MULTIDISCIPLINARY SHOWS ON THE THEME OF WATER | 110 |
| MICROFINANCE | 400 |

PROJECT INDIA 2011-2013  
CAN $2.2 MILLION

Project India aims to improve living conditions for rural populations within five communities in the Ganjam district of Orissa. ONE DROP and its local partners are achieving this objective by extending access to water and sanitation facilities program so that it covers the entire area targeted by this project. Thanks to the ONE DROP intervention model, awareness and mobilization activities are carried out on-site in order to encourage populations to adopt new behaviours regarding water conservation, sanitation and hygiene through social arts and popular education.

| WATER PURIFICATION SYSTEMS | 100 |
| EDUCATIONAL MUSIC VIDEOS | 2 |
| ARTISTIC AND EDUCATIONAL WORKSHOPS | 22 |
| RURAL MULTIDISCIPLINARY SHOWS ON WATER AND SANITATION | 20 |
| URBAN MULTIDISCIPLINARY SHOWS | 200 |
| SHORT FILMS ON WATER AND SANITATION | 40 |
| EDUCATIONAL AND ARTISTIC PROGRAMS | 1 |
“It was during the dry season. Everything was so dried up around us that the yellow earth was cracking beneath our feet. Then, in the middle of this arid landscape, I saw a plot of land—a lush green garden! All sorts of vegetables were growing there.”

This memory belongs to Tania Vachon, ONE DROP Project Manager in Central America. On that day, she found herself in a small, underprivileged rural community located in the Guacirope River sub-watershed, in Honduras.

“I met the owner, who was the father of a family that benefited from us being in the region. He was very happy to show us his garden because he had managed to grow some produce in the middle of the dry season. It feels good to be out in the field. You remember that that’s where the results are!” Tania explained.

In this country, a large portion of the population is at the mercy of an extreme climate; not a single drop of water will fall from the sky in six months, while during the other half of the year it rains so much that the cereal harvest—often the only means of sustenance for the locals—is completely destroyed. This means that families must hope to produce enough food during the rainy season to keep going through the rest of the year. Unfortunately, many of them don’t.

Thanks to “Proyecto Honduras,” 1,350 families have received the necessary equipment and facilities to cultivate all year round. In July 2011, after three years of work, the project initiated a consolidation phase ending in 2014.

“Before, people relied on one harvest a year. Today, there are three or four possible harvests every year. The region benefits from a better level of food security. But the fondest memory I have of this visit is the pride of a father who is now able to feed his family,” Tania concluded.
Rodolfo Antonio Hernández, his wife Rosa Elizabeth and their three-year-old daughter live in a small hamlet called Cerro de nube in the Morazán department, one of the poorest in El Salvador. Six years ago, as part of a local project, the family benefited from a new cattle and pork farming infrastructure to set up a business. Since arriving in Cerro de nube, ONE DROP has been able to witness the progress made by the Hernández family over the past few years thanks to this revenue-generating activity. After studying the family’s productive potential with the help of its local partner ADEL Morazán, ONE DROP has provided the Hernández family with financing to ensure they can continue doing business, through the Project El Salvador microfinance component.

This is how the idea of creating prosperity in the community—by getting the most out of existing resources—was born. ONE DROP helped the family revive a neglected pond to begin producing fish. Objective: 120 days to produce more than 600 kg of commercial-sized tilapias.

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After four months of work, Rodolfo Antonio Hernández and his wife made the project a success! Thanks to the support offered by ONE DROP, Rosa Elizabeth got involved in maintaining the family vegetable plot and the pond. And thanks to the sale of fish, she was able to spend more time at home and dedicate more time to educating her daughter.

THE AZULA FUND: DRIVING SUSTAINABLE DEVELOPMENT

The AZULA fund—a ONE DROP initiative achieved together with Oxfam-Québec and the Caisse d’économie solidaire Desjardins—was officially launched on January 5, 2011. With the aim of supporting small producers and entrepreneurs in developing countries, ONE DROP created an autonomous microfinance fund. A large portion of the population in these countries does not meet the basic criteria to benefit from banking services such as credit and savings. This contributes greatly to their state of poverty. By offering a solidarity finance product to complement its activities, ONE DROP contributes to communities’ sustainable development by allowing them to borrow the money they need to start up a small business. At the same time, this favours the progressive startup of a saving process. This service—one of the three components in ONE DROP’s recommended tripod approach—is the gateway to traditional financial institutions and the hope of a better, more dignified and more rewarding life.

WHAT IS MICROFINANCE?

Microfinance seeks to provide financial services (such as savings, credit and investment) as well as non-financial services (such as consulting and insurance) to a low-income clientele:

- Which lacks access to common financial institutions;
- Which is disadvantaged by its geographical location;
- Which has few guarantees of solvency.

For these communities, access to microfinance means being able to borrow the money they need to pursue and develop their agricultural and commercial activities and, in so doing, escape poverty.
In the State of Orissa—one of the poorest in India—the local theatre troupe Natya Chetana joined ONE DROP to fight against discrimination and social exclusion, and to encourage communities to exhibit responsible behaviour when it comes to water conservation.

The troupe presented an original creation titled “Sosha,” which means “thirst.”

The play addresses the issue of the caste system as an obstacle to water access for Indian communities. For Debraj Das, a 20-year-old actor in “Sosha,” it was a memorable experience. “After having taken part in the theatre workshop, I realized just how difficult it is for people to access water. Water represents life; we cannot do without it,” Debraj Das explained.

“When interacting with the audience, I realized that the workshop and the play really help to educate people and make them aware of the importance of water in our lives—and the need to protect our resource.”

FULL INTERVIEW WITH DEBRAJ DAS, A MEMBER OF THE NATYA CHETANA THEATRE TROUPE

Describe yourself:
Name: Debraj Das
Sex: male
Age: 20
Birthplace: Salanian, Keonjhar district
Job: Farmer
Previous experience in theatre:
Before, I would read about theatre and go watch plays. Life without theatre would be nothing but a blank page.

Did you participate in the “Intimate Theatre” workshop? If so, did this activity help you learn anything new about the issue of water?
The workshop made me realize just how difficult it is for people to access water. I wasn’t aware at all before. Water is the source of life and our survival depends on it.

Can you relate a scene in the play to your own life?
It made me think of an experience I had in the town of Vishakapatnam, where there are water shortages. The locals didn’t really like the idea of giving us water and we had to face many difficulties in obtaining it.

When interacting with the audience, did you feel that the story of “Sosha” had any particular effect on the spectators?
The comments I received from the audience were that the play reflected different types of thirst: the thirst of the spirit, the thirst of the eyes and, of course, the thirst for water. I felt that the play had a very positive influence on the audience.
Marie Fenelon Oriental lives in Léogâne, a community located a few kilometres outside Port-au-Prince. To travel by vehicle, it now takes close to three hours.

On January 12, 2010, a strong earthquake devastated this part of the West Indies. Marie’s world literally crumbled before her eyes. For the Haitians who already lived under precarious conditions, surviving day to day became a real challenge. With clean water difficult to access, Marie had to go to the river to wash herself, with all the inherent dangers to her health and safety. Moreover, the lack of intact infrastructures made it very time consuming to access the water she needed for domestic use.

ONE DROP and its partner Oxfam-Québec decided to lend a firm hand to reconstruction efforts, for Marie and the thousands of others in her situation, by setting up Project Haiti. This initiative’s aims include renovating water supply systems in the region of Léogâne, which was the epicentre of the earthquake. ONE DROP makes it easier to access sufficient safe water not only to ensure the survival of communities, but also to encourage the growth of agricultural activities that generate revenue. The project also aims to make everyone aware of the issues linked to water and hygiene.

A well near Marie’s home was recently renovated, and her living conditions literally changed overnight. Fear slowly gave way to feelings of dignity and freedom. Like many other residents of the community, Marie was able to regain her independence and devote part of her free time to an activity that allows her to earn enough money to improve her family’s fate, and her gaze is firmly set on the future.

Before the earthquake of January 12, only 19% of the Haitian population had access to adequate sanitation facilities. The earthquake destroyed most of the country’s sanitation infrastructure.

WHAT IS “THE GREAT COLLECTION OF WORDS?”

“The Great Collection of Words” is a creative project developed by the Théâtre des petites lanternes, a partner of ONE DROP, for the social arts and popular education components of Project Haiti. Haitians living in both Montreal and Haiti were able to express their thoughts and feelings following the earthquake. They spoke about four themes: the earthquake, water, reconstruction and the beauty of their country. Through the so-called “condensation” method, aid workers were able to reap the harvest sown by the participants; the raw and colourful expressions gave birth to the script of “Ayiti Pawol Lapi ak Lakansijel,” a multidisciplinary show tackling these four themes, particularly that of water.
Water can bring people together. Water issues are an opportunity for the world’s young and not-so-young to unite and pool their resources, knowledge, experience, enthusiasm and hopes in pursuit of a common goal: access to water for all, today and tomorrow. ONE DROP is convinced that global solidarity is the key to realizing this dream, and that young people play a key role by proposing innovative solutions and putting them into action.

STRENGTH IN UNITY
Every year, the “We Day” event brings together thousands of young people who want to take action for a better world. Created by Free the Children, this day of festivities kick-starts the organization’s annual program, which celebrates the enormous potential of young people and encourages them to act now to spark global change. In 2011, ONE DROP took part in this day by presenting, in five Canadian cities, a video on water-related issues and the pressure that young people can exert to truly effect change. This initiative has made it possible to reach more than 80,000 people.

AQUA: LEARNING BEYOND THE EXPERIENCE
While the touring multisensory experience AQUA is still as successful among kids and adults alike, ONE DROP has enriched the experience by creating a complete educational guide for young people. This guide allows school groups visiting AQUA to expand their knowledge of water-related issues and do things that really bring the journey into the world of water to life. This learning tool is offered in English, French and Spanish, and includes activities based on the concepts introduced in the interactive portion, requiring the young people to use their creativity.

OUTLOOK FOR THE FUTURE
MAKING WATER-RELATED ISSUES A MAIN CONCERN FOR YOUNG PEOPLE
In 2012, ONE DROP will target young people, the creative force for change, through original and inspiring campaigns. In addition to proposing new activities and topics of discussion on the ePals platform, ONE DROP will continue its commitment to school groups by extending the reach of its educational tools and creating alliances with local and international organizations working with the target audience. A new Internet interface will allow teachers to find all of the educational tools created by ONE DROP in a single place.

INSPIRING CHANGE
In the hope of encouraging young people to take real action in favour of water and to encourage them to change their behaviour in relation to this priceless resource, ONE DROP will join forces with the Royal Bank of Canada (RBC) to create a unique Cirque du Soleil inspired act, which will be presented as part of the 2012 edition of “We Day.” Diving head-first into this event, ONE DROP seeks to reach out to young leaders to make them more aware of water-related issues so they can in turn contribute to spreading the global movement for access to water for all today and tomorrow.
Water is essential for creating and maintaining life. Contaminated water is at the root of numerous deadly illnesses that kill over 3.5 million people every year. Being particularly vulnerable, children are the most affected. Some 5,000 children die each day—that’s one child every 20 seconds. Access to safe water and adequate sanitation facilities is therefore an essential condition to improving human health and reducing child mortality.

Access to this vital resource is closely linked to food security. Once you provide access to water, specific solutions can be applied and training can be provided to the population. This will ensure more productive farming and generate additional revenues for families. In turn, families will progress toward more decent living conditions and be that much closer to realizing their dreams.
Water is essential for human development. Access to this vital resource is closely linked to survival, health, food security, education, gender equality, peace and solidarity as well as economic development. Life without water means life without a fundamental right. Life without water means life without the dignity to which all human beings should be entitled. However, this life is reality for nearly 800 million individuals.

Water is essential for human development. Developing countries are home to 98% of the planet’s undernourished. Agriculture is responsible for 70% of the world’s water consumption. Malnutrition is therefore closely linked to the lack of access to water. With water, people can grow food and raise livestock to ensure food security for themselves and their families.

Today, some 104 million children cannot go to school due to difficult access to water and sanitation. For some, the burden of collecting water is too great and deprives them of their right to learn. For others, waterborne diseases prevent them from concentrating in class or even attending school altogether. Access to safe water is therefore essential to education and to making the dreams of millions of children come true.

Close to one billion people suffer from hunger worldwide. Developing countries are home to 98% of the planet’s undernourished. Agriculture is responsible for 70% of the world’s water consumption. Malnutrition is therefore closely linked to the lack of access to water. With water, people can grow food and raise livestock to ensure food security for themselves and their families.
Project Honduras provides access to water and, in so doing, generates growing prosperity among rural communities located in the Guaciripe River sub-watershed.

Project El Salvador was created to provide access to water and promote sound management of this resource by the underprivileged rural communities of the Francisco Morazán department.

Project Haiti was developed with the aim of supporting the reconstruction and rehabilitation of certain areas near Port-au-Prince that were devastated by the earthquake of January 12, 2010.
POETIC SOCIAL MISSION
FROM SEPTEMBER 30 TO OCTOBER 11, 2009
INTERNATIONAL SPACE STATION
Guy Laliberté’s extraordinary voyage in space during which he organized Moving Stars and Earth for Water—a global one-of-a-kind event bringing a host of personalities together in the aim of raising awareness of water-related issues.

PROJECT INDIA
Project India aims to extend access to water and sanitary facilities to the rural populations of five communities in the Ganjam district of Orissa. It also aims to encourage changes in behaviour in relation to water preservation and to promote sanitation and hygiene through the medium of social arts and popular education.

TOURING EVENTS

AQUA: A JOURNEY INTO THE WORLD OF WATER
BEFORE 2010: MONTREAL. IN 2010: OTTAWA, QUEBEC. IN 2011: AUCKLAND, SYDNEY.
Dive into AQUA—a multisensory experience for the entire family. Over the course of a journey divided into three distinct spaces, you will discover water in all its forms and understand why this resource is an essential part of our lives. In Auckland and Sydney, more than 100,000 visitors embarked upon this journey into the world of water.

ART AND WATER
BEFORE 2010: ESTELI, NICARAGUA; PESPIRE, HONDURAS; LANGUE, HONDURAS; SAN MARCOS, HONDURAS; MONTREAL.
IN 2010: OTTAWA, QUEBEC.
IN 2011: MONTREAL.
ONE DROP calls on the creativity of artists and communities to highlight the importance of water and its preservation. With this in mind, water-themed murals are created in an urban setting.

LA SOIRÉE ONE DROP
BEFORE 2010: MONTREAL, QUEBEC, SANTA MONICA, TORONTO.
IN 2010: MONTREAL, NEW YORK, QUEBEC, MIAMI.
IN 2011: PARIS, LONDON, NEW YORK, TORONTO, MONTREAL, LOS ANGELES.
These benefit events in support of water for all, centred on performances by Cirque du Soleil, are wonderful opportunities to draw the attention of the general public to the issue of water and to raise funds for the cause in some of the world’s greatest cities.

GAIA: THE WORKS OF ART
FROM SEPTEMBER 1 TO OCTOBER 10, 2011,
AT QUARTIER DES SPECTACLES DE MONTREAL.
PRESENTED BY FONDATION DESJARDINS IN MONTREAL.
GAIA—a ONE DROP project created by Guy Laliberté—is a touring public and gallery exhibition consisting of breathtaking large-scale photographs that follow the experience of Guy Laliberté on board the International Space Station. These one-of-a-kind shots of Earth were taken 350 kilometres from its surface and bear witness to the essential relationship which exists between water and our fragile planet. GAIA is also a book, available in three editions. All proceeds raised from the sale of GAIA works of art go to ONE DROP.
## Financial Information

### Revenues and Expenditures for the Year 2011 (U.S. Dollars)

#### Revenues

- **Founder’s Contribution**: $1,773,696

**Contributions from the Public and Other Sources:**

- Contributions received:
  - Benefit events: $1,524,062
  - Individuals: $1,547,355
  - Businesses: $842,887
  - Foundations: $2,719,803
  - Others: $979,205

- Total contributions received: $7,613,312

- Net contributions to projects deferred from previous fiscal year: $1,027,841

- Contributions recorded as revenue for the fiscal year: $8,641,153

- **Investment Income**: $(117,592)

- **Total Revenues**: $10,297,257

#### Expenditures

- **International Cooperation and Development Programs**
  - (El Salvador, Honduras, Nicaragua, Haiti and India): $5,006,203

- **Awareness and Mobilization Programs**
  - (AQUA, interactive games, youth/school and other projects): $2,602,224

- **Total Programs**: $7,608,427

- **Fundraising Expenses**: $1,054,391

- **Administration**: $1,243,502

- **International Network**: $149,843

- **Total Expenditures**: $10,056,163

- **Excess Revenues over Expenditures**: $241,094

This data is taken from the combined financial statements dated December 31, 2011 of the international network of ONE DROP affiliates which include ONE DROP Canada, ONE DROP France, ONE DROP United States and ONE DROP United Kingdom.

Revenues exclude contributions received for the Continuity Fund. These contributions amount to $428,683.

The expenditures related to benefit events are deducted from the contributions received for these events. In the combined financial statement, these expenditures are presented with the fundraising expenses.

An amount of $160,932 was restricted to programs and an amount of $20,404 was transferred to the Continuity Fund from the excess of revenues over expenditures.
CONTRIBUTION OF GUY LALIBERTÉ

Guy Laliberté is committed to donating $100 million to ONE DROP over 25 years. In 2011, half of the contribution was used to finance projects and cover 100% of the organization’s everyday administrative costs, while the other half was allocated to a fund with the aim of securing the long-term future of ONE DROP. In 2011, Guy Laliberté’s contribution to programs and administrative costs was US $1,773,696.

SOURCES OF FUNDS

83%  17%

1. Contribution from the public and other sources  2. Founder’s contribution

USE OF FUNDS

75.7%  10.4%

1. Programs  2. Fundraising costs

12.4%  1.5%

3. Administration  4. International network
THE CONTRIBUTION OF CIRQUE DU SOLEIL

CIRQUE EMPLOYEES

In 2007, when Guy Laliberté launched his first call to action for universal access to water, the employees of Cirque du Soleil were the first to respond. In addition to helping finance projects that the organization has carried out through deductions at source (in 2011, US $211,277 were raised this way), some employees go as far as practising their art in support of ONE DROP through their own initiatives.

For example, special activities are carried out during the annual fundraising campaign by Cirque du Soleil employees. This year’s campaign managed to raise an impressive US $25,810 for Project El Salvador. The ONE DROP Fund Sun Run, the benefit cabaret presented by the KOOZA™ team, the sale of Holiday cards by the Saltimbanco™ team and Claire-Andrée-Lefebvre (a building services department employee), a calendar sale by costume-making workshop employees, and a make-up activity organized by the International Headquarters make-up team for Halloween are proof enough that ONE DROP can count on the commitment of a team that has known how to put creativity to the service of humanity for a long time. By 2011, a total of US $237,087 will have been collected by Cirque du Soleil employees to benefit ONE DROP.

“POCKET CHANGE:” SPECTATORS EMPTY THEIR POCKETS!

A big thank-you to TOTEM™ artists and employees who collect money at every performance and who encourage spectators to leave their change in the money boxes on site in support of access to water for all! This year, their efforts, combined with the generous contributions from the spectators, will have raised US $305,538.

BUY A TICKET AND HELP MAKE A DIFFERENCE!

Cirque du Soleil, working with the Outbox ticketing system, developed a way for spectators to make a donation to ONE DROP when they purchase a Cirque ticket online. ONE DROP was able to raise US $51,423 in 2011 this way.

RESULTS

- On January 15, ONE DROP was officially launched in France
  - US $512,665
  - Merci Paris!

- On January 29, ONE DROP was officially launched in the UK
  - US $422,215
  - Thank you London!

- June 29
  - US $385,122
  - Thank you New York!

- September 7
  - US $308,917
  - Thank you Toronto!

- October 2
  - US $758,150
  - Merci Montreal!

- November 10
  - US $271,689
  - Thank you Los Angeles!

- November 23
  - US $373,134
  - Merci Paris!

LA SOIRÉE ONE DROP

Through Cirque du Soleil, ONE DROP has access to an exceptional platform for making its mission known and to raise the funds needed to carry it out. LA SOIRÉE, a colourful benefit event, paired with an unforgettable Cirque du Soleil performance given in one of the world’s greatest cities, is a golden opportunity to focus the attention of thousands of people on the issue of water and to raise funds.
“GLOBAL LEADERS CIRCLE”

“Global Leaders Circle” brings together visionaries who wish to contribute to building a more just society. By making a donation of one million dollars to ONE DROP—at least 50% of which is placed in the organization’s endowment fund—these leaders make it possible to break the vicious cycle of poverty. Here are our leaders, helping us make ONE DROP’s dream of universal access to water come true:

André and France Desmarais
Paul G. and Jacqueline Desmarais
Daniel Gauthier
Gianni Kovačević
Mansour Ojjeh
Power Corporation

SPECIAL THANKS
CONRAD N. HILTON FOUNDATION

Last November, at LA SOIRÉE in Paris, ONE DROP proudly announced the US $1.5 million commitment of the Conrad N. Hilton Foundation to finance ONE DROP’s project in Burkina Faso, starting in early 2012. Project Burkina Faso will aim to give access to water and sanitation to more than 40,000 Brunkinans and raise awareness of water-related issues in the communities in the Cascades and Hauts-Bassins regions. This project is expected to eventually produce a lasting impact on the lives of some 100,000 men, women and children in this West African Sahel nation.

SPECIAL THANKS
MASkED FOR A CAUSE

After a five-year absence, Whistler’s legendary Bearfoot Bistro Masquerave awoke from its hibernation last fall. The evening was a benefit event dedicated to promoting the ONE DROP mission. Musicians, DJs, burlesque entertainers and Cirque du Soleil acrobats got together for this unforgettable party while raising $85,000 for universal water access. But that’s not all! In order to follow up on its commitment, the Bearfoot Bistro replaced commercially bottled water with Whistler municipal tap water in ONE DROP bottles, which it offered to customers in exchange for a donation to the organization. The Barefoot Bistro did twice the good deed by collecting donations through an act raising awareness of the issue of access to safe drinking water. This initiative alone raised $30,225 in four months, bringing the total amount collected by the Bearfoot Bistro on behalf of ONE DROP in 2011 to $115,225.

ONE DROP PRODUCTS

ONE DROP also benefits from the generous contribution of services by Cirque du Soleil and the talent of its artisans in the design of an attractive range of products. In 2011, these products (on sale at touring sites and online at cirquedusoleil.com and ONEDROP.org) not only raised US $72,246 for the organization, but also allowed thousands of donors to reaffirm their commitment to the ONE DROP mission.
Thank you!

As founding partners of ONE DROP, Cirque du Soleil, Oxfam, the Royal Bank of Canada and the Prince Albert II of Monaco Foundation have joined forces to fight poverty, taking up the cause of water as their primary concern. It is by sharing financial, human and material wealth and thanks to everyone's creativity that we will achieve our dream of water for all, today and tomorrow.

CIRQUE DU SOLEIL

Cirque only had 20 or so performers when it first began in 1984. Today, Quebec-based Cirque du Soleil is a leading provider of quality entertainment with 5,000 employees, including over 1,300 artists, who hail from some fifty different countries. Cirque du Soleil performs on five continents; it is a veteran globetrotter—just like its founder! Guy Laliberté's many travels over the years have inspired him to become involved in the fight against poverty, taking up the cause of access to water as his primary concern. Thus ONE DROP was born. The two organizations are closely tied. Cirque supports ONE DROP's mission and provides it with numerous services. Its thousands of employees also offer invaluable support on a daily basis through their social commitment. For more information, visit cirquedusoleil.com.

OXFAM

Made up of 15 aid organisations, the Oxfam confederation has been associated with ONE DROP since 2005 through Oxfam-Québec, and participates in carrying out projects in Nicaragua, Honduras, Haiti and El Salvador. As a leader in humanitarian aid and sustainable development, Oxfam-Québec provides expertise on the choice of projects and how they can be implemented in the field. For more information, visit oxfam.qc.ca.

ROYAL BANK OF CANADA

One of North America’s largest financial services companies, Royal Bank of Canada (RBC) boasts a workforce of 74,000 employees, with 16 million clients in 53 countries. Through the RBC Blue Water Project™, RBC is a founding partner of ONE DROP, with a commitment of CAN $10 million over 10 years. Funding from the RBC Blue Water Project will allow ONE DROP to undertake initiatives that improve water access and increase education about the value and vulnerability of the world’s freshwater resources. This grant to ONE DROP is the largest sum ever committed to a single organization in RBC’s history. To learn more, visit eaublue.rbc.com.

THE PRINCE ALBERT II OF MONACO FOUNDATION

The Prince Albert II of Monaco Foundation (Fpa2) was the first international organization to sign a collaboration agreement with ONE DROP. The Foundation’s purpose is to protect the environment and to encourage sustainable development worldwide. Its efforts are focused on three main objectives: climate change and renewable energy, biodiversity, and water and desertification. It supports projects in three main geographic areas including the Mediterranean basin, Polar Regions and in the Least Developed Countries. The Foundation supports the initiatives of public and private organizations in the fields of research, technological innovation and socially-aware practices. For more information, visit fpa2.com.

OUR FOUNDING PARTNERS

OUR DONORS

ONE DROP CANADA

$1 MILLION AND MORE

Fondation Guy Laliberté
RBC Foundation

$250,000 AND MORE

André and France Desmarais
La Fondation Samson Bélair/Deloitte & Touche Canada

$100,000 AND MORE

Daniel Gauthier
Gianni Kovačević
Mansour Ojjeh
RBC

$50,000 AND MORE

Benoît Jutras
Guy Laliberté
Infiniti Canada Inc.
Prince Albert II of Monaco Foundation
152245 Canada Inc.

$25,000 AND MORE

Behaviour Interactive Inc.
Fédération des Caisses Desjardins du Québec
Fondation Daniel Lamarre
Recyclage Arctic Béluga Inc.
Robert Blair
Sid Lee Inc.
Solotech Location Inc.

$10,000 AND MORE

Benoit Galland
Bombardier Inc.
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La Presse Ltée
Mackenzie Financial Corporation
Mario Di Palma
Mark Cohen
McDonald’s Restaurants of Canada Ltd.
National Bank Financial
Norton Rose OR
Outbox Technology
Phylis Lambert
Pratt & Whitney Canada
Scotiabank
Sony Music Entertainment
TRJ Télécom
Victoria Square Ventures Inc.

$5,000 AND MORE

Brise Marine
Crave Real Estate
David McAusland
David Rudd
Decarie Motors Inc.
Fitzhenry Family Foundation
François Girard
Gaétan Morency
Gestion Juste pour Rire Inc.
Groupe Canam Inc.
INK
Thank you!

J.F. Brennan Design/Build Inc.
John Rae
Labatt Breweries of Canada
Laboratoire Lalco Inc.
Les Entreprises QMD Inc.
Iq2
Mario D’Amico
Molson Coors Brewing Company
Patrick Duquette
René Malo
Sanpalo Investments Corporation
Suzanne H. Pringle, Audcats
TSA
Wittington Investments Ltd

ONE DROP UNITED STATES

$500,000 AND MORE
Conrad N. Hilton Foundation

$250,000 AND MORE
United Technologies Corporation

$100,000 AND MORE
David Rheem

$50,000 AND MORE
Russell Martin

$25,000 AND MORE
Audemars Piguet (North American Inc.
John E. McCaw, Jr.

$10,000 AND MORE
AMH Consulting
Arthur Azen
AT&T Foundation
Chadick Ellig
Dan Friedberg
Edgar Bronfman
Estate of Michael Jackson
Ferrari Maserati Beverly Hills
Finn Dixon & Herlting LLP
Fondation Daniel Lamarre
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Lana Wolkonsky
Macy’s, Inc.
Michael Kors
Michel Chou
Mystic Inc.
Nokia
Phoenix Partners Group
Saguenay Capital, LLC
Stuart Z. Katz

$5,000 AND MORE
James E. Challenger
Marc Packer
R. K. Mellon Family Foundation
Rothstein, Kass & Company, P.C.
Stephan Francisci
The Bill Bernbach Foundation
Without a paddle LLC

ONE DROP FRANCE

€25,000 AND MORE
Fondation Suez Environnement
Laurent Dassault
Sagard

€10,000 AND MORE
Daniel Valotaot
OTIS
Patrick Odier

€5,000 AND MORE
Balas Participation Gestion (BPG)
Boucheron SAS
COTÈBA
Fondation d’Entreprise EDF Diversiterre
GECINA
General France Immobilier
Groupe M6
JCDecaux S.A.
Jean-Pascal Simard
Norma Immobilier
SA UNI-MARBRES
Société Adequation
Société Générale

€2,000 AND MORE
Hines France
Sid Lee Paris

ONE DROP UNITED KINGDOM

£5,000 AND MORE
Cohon C&C CAP

£1,000 AND MORE
Alshair Fiyaz
Andrew Young
Barclays
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Sid Lee
Join us and get involved in support of access to water for all, today and tomorrow.

TO LEARN MORE, VISIT ONEDROP.org

Join us and get involved in support of access to water for all, today and tomorrow.

THIS COPY OF ONE DROP’S 2011 ANNUAL REPORT IS BROUGHT TO YOU BY L’IMPRIMERIE L’EMPREINTE AND CASCADES. ONE DROP WISHES TO THANK THEM MOST KINDLY FOR THEIR VALUABLE SUPPORT.
THE USE OF 100% RECYCLED PAPER FOR THIS PROJECT HAS ENABLED US TO SAVE:

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