PARTNERING FOR GREATER IMPACT

ONE DROP IMPACT REPORT
2014
BUILDING A WELL IS ONLY THE BEGINNING
I LIKE TO SAY THAT THE BETTER PART OF 2014 AT ONE DROP™ WAS SPENT MAKING NEW FRIENDS.

We actively pursued relationships with organisations who could help us realize our vision of scaling up to create greater impact – all with the ultimate goal of forever improving the lives of those without access to safe water.

It is our belief at One Drop that we cannot solve the water crisis alone. We need collaborators from all walks of life to come together and lend their strengths – know-how, financing or providing a platform so that we can share our story.

In 2014, we established partnerships with organisations and companies such as Water For People, Water and Sanitation Rotarian Action Group, FEMSA, Formula E and C2MTL. Whether a partner in implementation or in activation, all share the common trait of being industry-leading pioneers who have jumped on the opportunity to invest in something bigger.

It is also our belief that these collaborations will increase the return on investment for you, our donors.

Ultimately, they will make your dollars go further because when we leverage the resources of others, it enables us to increase the scale and scope of our work. It spurs water into action and gives individuals in the communities where we work the ability to care for themselves and their families. Sustainably.

Thank you wholeheartedly. 663 million people are counting on us and we feel privileged to have you by our side as we take on this century’s most critical challenge.

CATHERINE B. BACHAND
Chief Executive Officer
CULTIVATING EVEN DURING THE DRY SEASON

WITH NEW TANKS, WHICH CAN HOLD UP TO 8,000 LITRES OF WATER, FARMERS IN HONDURAS WILL NOW BE ABLE TO GROW FOOD IN THEIR 100-SQUARE-METER GARDENS—EVEN DURING HONDURAS’ DRY SEASON. SOME OF THEM RECENTLY PLANTED A VARIETY OF VEGETABLES TO FEED THEIR FAMILIES AND SELL AT THE LOCAL MARKET. PLUS, THEY CAN ALSO USE THEIR TANK FOR FISH FARMING.

IN EL SALVADOR, MICROCREDIT LOANS ALLOWED FAMILIES TO INCREASE THEIR REVENUE

INDIVIDUALS WHO WOULD NORMALLY BE EXCLUDED FROM THE BANKING SYSTEM WERE ABLE TO FINANCE THEIR ECONOMIC ACTIVITIES AND INCREASE THEIR FAMILY REVENUES. THIS ALSO IMPROVED FOOD SECURITY. INVESTMENTS WERE MADE IN PIG AND POULTRY PRODUCTION, BEEKEEPING, AND FISH FARMING. PARTICIPANTS WERE PROVIDED WITH FINANCIAL TRAINING AND 87% REPORTED AN IMPROVED FAMILIAL ECONOMIC SITUATION.

5 MILLION HOURS SAVED

IN BURKINA FASO, WE HAVE DRILLED OR RESTORED 49 WELLS, ENABLING MORE THAN 32,000 PEOPLE TO HAVE BETTER ACCESS TO SAFE DRINKING WATER CLOSER TO THEIR HOMES. THESE WELLS ALLOW THE WOMEN FOR WHOM THE PROJECT WAS STARTED TO SAVE 5 MILLION HOURS PER YEAR—HOURS THAT CAN BE USED FOR PRODUCTIVE ACTIVITIES OR ATTENDING SCHOOL.
2014 HIGHLIGHTS

* All figures in this report are expressed in US dollars
THE FEMSA FOUNDATION

In 2014, ONE DROP™ initiated a partnership with the FEMSA Foundation to demonstrate how its A-B-C for Sustainability™ approach can improve and accelerate the sustainability of a water, sanitation and hygiene project in Veracruz, Mexico in one of the most marginalized areas in the country. Together, with World Vision as our implementation partner, we developed a joint monitoring, evaluation and learning framework to concretely demonstrate results and take our partnership to scale in the years to come.

WASRAG

The 2020 Water Partnership is a joint program between One Drop and Rotary’s Water and Sanitation Rotarian Action Group (WASRAG) to deliver unique and sustainable water and sanitation programs in Africa, Latin America and Asia all the way to 2020. It unites One Drop’s unique sustainability approach and expertise with the power and capacity of WASRAG – A Rotarian Action Group capable of mobilizing the 1.2 million members of Rotary with clubs in more than 200 countries. In an original financing model, each partner has committed to raising $5 million respectively and $10 million jointly for a total investment of $20 million towards the 2020 Water Fund. The first on-the-ground project of the 2020 Water Partnership is set to take place in Mali with the initial planning project design already completed.

WATER FOR PEOPLE

One Drop and Water For People have joined our complementary approaches – Water For People’s “Everyone Forever” and One Drop’s “A-B-C for Sustainability” to develop sustainable water and sanitation programming. The partnership has begun in Sheohar, India where more than 200,000 people will have access to safe water for drinking and production as well as sanitation facilities by 2018. Through our unique B (behavior) component, communities will also receive social arts interventions to inspire behavior change and empowerment. The total investment is estimated at $10.8 million, with Water For People contributing $5.8 million and One Drop contributing $5 million. This collaboration has the potential to extend to other water challenged areas of the world.
One Drop has won the 2014 American Red Cross Everyday Heroes Award in the International Services category! The selection committee was very impressed by One Drop’s story and commitment to helping others in Southern Nevada and around the world. Besides a certificate and a medal we also received acknowledgment from six members of the U.S. Congress.

FORMULA E

ONE DROP™, along with the Prince Albert II of Monaco Foundation, became the Official International Foundation Partner for the new all-electric single seater FIA Formula E Championship, launched in 2014. Over the course of the 2014-2015 season, through its exclusive galas, Formula E provided the two organisations with a platform to auction high-end items and raise funds for future joint water access programs.

C2MTL

One Drop is the proud international charity of C2, an innovative business conference that works to stimulate creative and visionary thinking to resolve business problems. At the Montreal conference which took place in May, 2014, One Drop participated in a unique live case study presented by Microsoft to re-imagine the way philanthropy is done. The partnership then expanded internationally under the banner of C2-Spark, where One Drop participated in one-day immersive events in various cities such as Zurich and Milan.

RECOGNITION OF OUR EFFORTS
OUR 2014 STAR DONORS

MAURICIO UMANSKY,
CEO of Los-Angeles based real estate firm The Agency, has been a generous and active ONE DROP™ donor and supporter since 2013. Here’s why:

WHEN DID YOU FIRST HEAR ABOUT ONE DROP? HOW DID YOU BECOME INVOLVED?
Three years ago, The Agency was doing a lot of work in Las Vegas and so we heard about this phenomenal organization through some of our partners there and decided to attend One Night for One Drop. I was completely blown away by the Cirque du Soleil performance and this unique way to raise money for the cause.

WHAT PROMPTED YOU TO BECOME A DONOR?
A couple of things. First, I was very impressed with the Board of Directors. I feel it is a very well-run organization with some great names behind it – Guy Laliberté, Cirque du Soleil… Second, I love that I can have a great time while giving back. I’ve attended One Night for One Drop three years in a row and every year I keep getting more involved.

WHAT MOTIVATES YOU TO CONTINUE TO GIVE?
Besides what I just mentioned, I am a big believer that in order to create a healthy community, you need a couple of things: education, medical care, housing and most critical, water. Here in Los Angeles, we are facing a tremendous water problem and I am doing things to try to be more conscious of it – anything from installing false turf instead of grass, improving landscaping, etc.

MRS. YUAN’S FRENCH CLASS
at Central Middle School of Maryland, USA is a proud supporter of One Drop, helping to raise awareness of water conservation among the rest of the student body and even raising $2,200 for us. For one whole week, they conducted activities throughout the school including creating a mural out of trash, sharing of One Drop’s YouTube videos, spreading daily facts about the water crisis and much more. We received a beautiful letter from Mrs. Yuan telling us how engaged her students had become and we are very touched to know that the next generation is mobilized for change.
65,000 MOBILIZED

In Burkina Faso, we have raised awareness and mobilized more than 65,000 people through our social arts and popular education initiatives to ensure new behaviors toward better water management and sanitation—a cornerstone of the sustainability of our project. And we’re still going strong!

PICTURE BOOKS FOR KIDS IN INDIA

Three children’s picture books were created from stories told by children who participated in Project India’s arts-based workshops. 500 copies of each book have been published for distribution in schools in the district of Ganjam (Odisha) to raise awareness about water and sanitation issues.

120 WOMEN EMPLOYED PROCESSING MANGOS

In Burkina Faso, a small mango-processing unit did not have direct access to water. Therefore, the employees of the cooperative had to carry large amounts of water every day to meet the strict hygiene standards. Thanks to One Drop™, the unit now has a direct connection to the village’s potable water system. The production has been improved and 120 women now work there.

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DOLLARS AND CENTS
**2014 TOTAL REVENUE**

$14.1 MILLION

**CONSOLIDATED INCOME STATEMENT**

Year ended December 31, 2014 (in US dollars)

<table>
<thead>
<tr>
<th>Description</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUES</strong></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$6,101,952</td>
</tr>
<tr>
<td>Benefit events</td>
<td>7,415,590</td>
</tr>
<tr>
<td>Investments</td>
<td>622,525</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>14,140,067</td>
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<tr>
<td>Direct costs related to benefit events</td>
<td>1,301,992</td>
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<tr>
<td><strong>Total</strong></td>
<td>12,838,075</td>
</tr>
<tr>
<td><strong>EXPENDITURES</strong></td>
<td></td>
</tr>
<tr>
<td>Programs</td>
<td>5,413,298</td>
</tr>
<tr>
<td>Revenue generation and advancement</td>
<td>1,736,871</td>
</tr>
<tr>
<td>Administration</td>
<td>907,919</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td>8,058,088</td>
</tr>
<tr>
<td><strong>EXCESS OF REVENUES OVER EXPENDITURES</strong></td>
<td>4,779,987</td>
</tr>
</tbody>
</table>

**NOTE: The surplus of revenue over expenditures is primarily explained by our biannual The Big One for ONE DROP™, which raised more than $4.6M in 2014. The surplus will be invested in large part in One Drop programs on the ground in future years.**

**DESTINATION OF FUNDS**

<table>
<thead>
<tr>
<th>Description</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Programs</td>
<td>42%</td>
</tr>
<tr>
<td>Restricted excess of revenues over expenditures, for future programs</td>
<td>27%</td>
</tr>
<tr>
<td>Sub-total dedicated to programs</td>
<td>69%</td>
</tr>
<tr>
<td>Non-restricted excess of revenues over expenditures</td>
<td>10%</td>
</tr>
<tr>
<td>Revenue generation</td>
<td>14%</td>
</tr>
<tr>
<td>Administration</td>
<td>7%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>100%</td>
</tr>
</tbody>
</table>

**DISTRIBUTION OF DONATIONS**

- **Corporations:** 28%
- **Benefit events:** 51%
- **Major gifts by individuals:** 12%
- **Foundations:** 6%
- **Public donations:** 3%

- **Public donations:** 3%

- **Benefit events:** 51%

- **Major gifts by individuals:** 12%

- **Foundations:** 6%

- **Corporations:** 28%
MAJOR FUNDRAISING EVENTS THIS YEAR
Thanks to the extraordinary commitment of the World Series of Poker and to the generosity of the poker community, the second edition of The Big One for One Drop allowed us to raise more than $4.6M for One Drop’s water access projects. The poker tournament took place at the RIO All Suite Hotel and Casino in Las Vegas, with forty two professional and non-professional players. The American Daniel Colman won the jackpot of $15,306,688. Since 2012, the two Big One for One Drop tournaments organized by the World Series of Poker have raised the incredible amount of $10M. In grand tradition, Dan Colman visited One Drop projects in El Salvador and Honduras and had a first-hand opportunity to see how the funds raised benefit several communities.

“HAVING MY MONEY INVESTED IN THIS CHARITY BY PLAYING IN THE BIG ONE FOR ONE DROP MAKES ME FEEL INCREDIBLY PROUD.”
- DANIEL COLMAN
The second edition of One Night for One Drop, One Drop’s flagship fundraising gala, was held on March 21, 2014, in Las Vegas Nevada. The evening began with a blue carpet arrival at Aureole, the elegant restaurant and an exclusive pre show reception presented by Barrick Gold Corporation, Richard MacDonald Gallery and Richard Mille. After, guests were treated to an all-new one-time-only production imagined by Cirque du Soleil that took place in the state-of-the-art Michael Jackson ONE Theatre at Mandalay Bay and feature world-renowned guest performers The Tenors, alongside artists from all of the eight Cirque du Soleil shows in Las Vegas. Afterwards an incredible post-show extravaganza took place, featuring special celebrity guest performances. The post show event was held in true Cirque-style at Moorea Beach Club at Mandalay Bay. The event raised funds for One Drop projects around the world as well as locally through Springs Preserve.
THANKS TO OUR DONORS
FOUNDER
Guy Laliberté

FOUNDING PARTNER
Cirque du Soleil Inc.

VISIONARIES
MGM Resorts International
RBC Blue Water Project
United Technologies Corporation
WSOP

TRAILBLAZERS
Barrick Gold Corporation
Conrad N. Hilton Foundation
FEMSA Foundation
Niche Publications
People Magazine
Power Corporation
Richard Macdonald
Richard Mille
SER Family Charitable Foundation
Sevan Biçakçi
Tix4Tonight, LLC

CHANGEMAKERS
Employees of Cirque du Soleil
Jim Balsillie
Bâoli Group
Bearfoot Bistro
Bennett Family Foundation
Cashman Photo Enterprises
Cda Productions
Las Vegas Inc.
André & France Desmarais
Daniel Chavez, Grupo Vidanta
Jonathan Duhamel
Eisner Jaffe
Elaine P. Wynn and Family Foundation
Encore Event Technologies
Entertainment Benefits Group
Fondation Audemars Piguet
Fondation Daniel Lamarre Formula 1
Frias Holding Company
Furniss Foundation Inc.
Mitchell Garber
Gensler
Alexander Gruissem
Neil Patrick Harris
HDG Inc.
Houssels Family Foundation Corp
Kirvin Doak Communications
KNPR - KNPR Public Radio
Kovacevic Consult Inc.
Kuki’o Golf & Beach Club
Las Vegas Convention & Visitors Authority
Las Vegas Sands Corp
Live Nation Entertainment
Live Nation Worldwide, Inc.
Manitoba Holdings
McKinsey & Co
Michael E. Minden
Nevada Spine Clinic
Nevada State Bank
Mansour Ojjeh
Paragon Gaming Holding Company, LLC
PlayStudios Inc.
Rhino Staging
Ronald W. Burkle Foundation
Rob Roy
South Point Hotel & Casino
Southern Wine and Spirits
Joseph Tabet
Tao Restaurant Group
The Light Group
The Peckman Capital Corp.
The Shulman Family Foundation
Travelzoo Local Inc.
Treasure Island LLC
XPV Capital Corporation
Zappos
Zuffa, LLC
COMMUNITY BUILDERS

Dalee Abbas
Rafael Abdonanzer
Sharam Abbott
Rob Akbost
Mohamed Abdellatif
Iryna Abdulkhalak
Christopher Abkarian
Tamar Aboualiwarab
Joved Abraham
BJ Abrams
Tanya Abramovitch
Jeffrey Abramson
Paulo Abreu Castro
Melinda Abribing
Marc Acuna
John Araaved
Laurie Ashchen
Given Acosta
Gareth Ackerman
Neil Acosta
Mady Acosta
Clara Acosta-Hosman
Robert Adam
Matthew Adams
Mary Adams
Patricia Adams
Cynthia Addis
Amir Adnani
Cynthia Adou
M.C. Adolfo
Amir Adnani
Cynthia Addis
Patricia Adams

Eduardo Atcouce
Sofia Atenas
David Alexander
Donald Anderson
Gary Allen
Elena Allen
Alfreda Allen
Allan D. Kahl Charitable Foundation Inc.
James Allison
Elena Almendroth
Allouche Gallery
Jonathan Alweis
Aman Alou
Maykel Alons
Yahaira Alonso
Ints S Alquaton
Eliaf Alsamami
Iulia Alstane
Brian Alston
Glen Altham
Shin Alisi
Charles Alman
Samuel Altshuler
Josse Alvaner
Michael Amabile
Fatima Amaranal
Ana Amaya
Amazing Race Canada - Custom Team Building
Kyle Ambrose
Farhan Aminuddin
Shahin Amgour
Yosi Ami
Humberto Amor
Stewart Amos
Donna Amundson
Dustin An
Andrea Anderson
James Anderson

Donald Anderson
Jay Anderson
Andress Enterprises Inc.
Juan Carlos Andrade
Filis Andraskas
AJ Andrien
Dono Anelli
Angela Glover Trust
Efisathia Angela
Nicolletta Angelopoulou
Elisabeth Anglen
Guillaume Amorite
Hassan Arman
Kahina Aserm
Daniel Anthony
Kofi Antoine
Elane Antomuk
Anas Aoun

Aphrodite Divine Confections
Pascal Appel
Thomas Applegate
Ken Apelton
AquaRehab
Alessandro Aquina
Santign Arana
Marc Arias
Mathieu Armbach
Christian Armbach
Richard Armbach
J.T. Archer
Jacq Arzdune
Jena Arzu
Aris
Celia Aries
Jane Artoni
Stefano Armelli
Neil Armitage
Renee Armitage
Cesar Armero
Maryanne Armstrong
Kevin Armstrong
Arnold Arnot
John Arno
Tarik Asen
Michael Arrington
Donald Arnaud
Jolane Arnan
Thierry Arnauro
Nicola Artale
Arsalan Asad-Stehanagh
Carole Ascher
Nicholas Ashfield
Mark Ashford

Oren Ashkenazi
Bennu Ari
Peter Apdpen
Juan Carlos Aspis
Jans Asrat
Keith Asselin
Christian Asselin
James Atkin
Melanie G. Atkinson
Kevi Liz Atkinson
Leone Atkinson
Teres Atkinson
Joseph Attia
Mathew Aubery
Marc Asarin
Vincen Guy Aubry
Lorraine Aubry
Marie France Auclair
Caroline Auclair
Yves Aucon
Monique Auge
Pathomporn Aung-Asphalt
Rachel Austin
Daniel Austin
Daryl Austman
Colette Aufradeur
Daniel Aufradeur
Alfonso Avila
Florence Avjobodonu
Jessica Ayala
John Ayers
Kerina Aygutova
Christina Aylen
Lazar Aza
Amanda Azizpadoz
Viviane Babon
Igor Babos
Veronica Babure
Robert Baschet
Lucas Basthmann
Elody Bachofiner
Geoff Bado
Kerry Baert
Denis Bagre
Bruce Bagley
Lamin Bare
Charley Bailey
Antoine Ballargeon
Louis Balleau-Reneau
Nico Ballesta
Beatriz Balon
Matthew Ban
Mary-Lou Bard
Yoel Balak
Jarry Baker
Christopher Baker
Jacob Bakst
Andrea Balsamo
Alex Balsero
Paul Balchun
Nanette Balchin
Casey Baldwin
Mitchell Baldwin
Barbara Balzmien
Rachel Bell
Jim Balle
Paula Ballard
Helen Ballard
Jim Baliste
Trina Banks
Lori Banks
Marcel Banon
Ricky Bannville
Richard Barable
Shai Barak
Alejandro Barajas
Dave Barm
Svetlana Baranovsky
Francois Barbeau
Thomas Barber
Alexander Babbrow
Mahsheed Barghbashian
Gary Banbult
Claudia Barla
Tracie Barisch
Elizabeth Barra
Deborah Barnes
Venus Barnes
Doug Baron
Kelly Baron
Pamela Ben
Veronica Bemora
Sasha Barrasse
Lucas Baresser
Francois Baret
Timothy Barrington
Su-Yan Bang
Anne-Laure Barry
Gary Barra
Denis Bagre
Heidi Barthelmy
Lamin Bah
Jean Louis Bartoli
Jonathan Bartrucc
Mohammad Baubel
Mirko Beakidou
Gal Basarakar
Leslie Bashour
Jenny Basset

Rosanne Bastian-Vincent
Andrea Bastin
Battusshop Betjob
Joy Bet
Cori Bates
Michael Battig
Nadia Bazzari
Douglas Baudhoun
Joyvene Beaulieu
Richard Baudis
Thomas Baulex
René Basnet
Michel Baznet
Jack Beasley
Kemal Ross Beaton
Tammy Beatie
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Linda Beaudouin
Raphael Beaudouin
Zoe Beaudry
Nancy Beaulieou
Stephanie Beaublou
Nicole Beaulieu
Pierre Beaulieu
Nadia Beaulieu
Diane Beaulieu
Lisa Beaulieu
Nathalie Beaumont
Sandre Beaugrand
Francois Beaudou
William Beausaile
Remy Beaudouin
Nyle Beaulieu
William Beaulieu
Marc Beaulieu
Stephanie Beaublou
Jean Beaulieu

Maryam Berger
Shurelle Bergeron
Robert Bergeron
Brigette Bergeron
Carl Bergeron
Estelle Bergeron
Bois Bougon
Reyan Beynon
Keith Berkes
Johanne Bernard
Émile Bernard
Dborah Bernard
Gillian Bernard
Gerard Bernard
Annine Bernard
Norman W. Bernier
François Bernier
Marie-Josée Bernier
Daisy Bernard
Remy Bernier
Tanya Bernier
John Bernier
Jenat Bertagn
Jean-Marc Bertrane
Stephan Bertheau
Jean-Sébastien Bertrand
Marguerite Bertrand
Alexandre Bertrand
Francis Bertini
Frédéric Béroud
Geoffrey Best
Douglas Best
Kavin Best
Megan Bétier
Pam Beaulier
Roland Bevon
Jillian Beversock
Tiedal Beyune
Joacun Bianchi
Michael Bizoune
Charles-William Biaudou
Joey Biber
Judith Bielen
Syrene Biensko
Darius Bilon
David Billote
Mathieu Bily
Sherry Bilodeau
Yvon Bilodeau
Paul Bilboin
Morgan Bilou
Lalla Mariam Bincar
Brittney Bindas
François Binette
Kathleen Bingman
ONE DROP™ is an international non-profit organization created by Cirque du Soleil founder Guy Laliberté.

At the core of our mission is water as a transformative force to improve living conditions, as well as give communities the ability to care for themselves and their families. Sustainably.

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ONEDROP.ORG™