



# FY17 Q1 Update

August 6, 2016

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  1. Bring clean water, sanitation, and hygiene education to 116,225 people through existing infrastructure and regular monitoring, including at least 14,310 through new infrastructure and rehabilitation projects.
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  5. Seek funding from new sources to increase revenue by 35% from FY16 and provide a more diverse portfolio to support greater expansion in FY18.
- Board priorities for next quarter

# Headlines

- **On track:** No significant deviation from approved budget in revenue or expenses, nor in program/fundraising activities.
- **Tight cash:** Delayed some expenses to deal with tight cash situation (<1 month on-hand). Resolved shortly after quarter's close with receipt of approved grants.
- **Critical onboarding and strategy work proceeding well:** management focus was on integrating new ED, orienting to WASH/Uganda context, and building alignment on principles to support strategic direction.
- **Ready to move in Q2:** aggressive fundraising outreach begins in Q2 (~\$250 K in asks)

## FY17 Objectives

1. Bring clean water, sanitation, and hygiene education to 116,225 people through existing infrastructure and regular monitoring, including at least 14,310 through new infrastructure and rehabilitation projects.
2. Pilot novel approaches to increase capacity of local communities to operate and maintain infrastructure for future generations, as well as explore how WASH can be a platform for broader impact (decision to be taken in Q2).
3. Establish and implement an FY17-FY20 strategy that positions TWT to scale its impact. Modifications to FY17 objectives anticipated following Q2 strategy development.
4. Improve operational efficiency and capability through increasing staff technical capacity, standardizing work processes, and greater utilization of cloud-based systems.
5. Seek funding from new sources to increase revenue by 35% from FY16 and provide a more diverse portfolio to support greater expansion in FY18.

1. Bring clean water, sanitation, and hygiene education to 116,225 people through existing infrastructure and regular monitoring, including at least 14,310 through new infrastructure and rehabilitation projects.

### Annual targets

	New infrastructure			Existing infrastructure		
Type	Water points	Rehabs	Latrines	Rehabs	Water points	Latrines
Number	14	-	-	80	222	20
People served	2,310	-	-	12,000	92,214	9,701

### Quarterly update

Program outputs (as of June 30, 2016)				
	FY17 Target	YTD Target	YTD Actual	Next Q Target
New water points	14	0	2	10
Rehabs	80	8	7	29
Water quality tests	341	100	82	65

Implementation is on track, with minor adjustments to project plans. New projects beyond this plan will depend on incremental grant funding. Impact metrics will be added as targets in the future.

## 2. Pilot novel approaches to increase capacity of local communities to operate and maintain infrastructure for future generations, as well as explore how WASH can be a platform for broader impact (decision to be taken in Q2).

- ✓ Q1: Develop relationships with peer organizations and researchers to inform development of new program concepts
- ✓ Q1: Conduct field research to inform program design decisions
- ❑ Q2: Develop 3-4 program concepts and begin staff training:
  - ❑ 2-3 focused on sustainability
  - ❑ 1-2 focused on increasing impact
- ❑ Q3: Begin implementation.
- ❑ Q4: Continue implementation in accordance with project plans, and develop partnerships to scale up promising approaches and/or refine program concepts for further testing

**Field research produced clear insights on obstacles and opportunities to increasing impact and sustainability. Will share lessons learned and new program concepts in Q2.**

### 3. Establish and implement an FY17-FY20 strategy that positions TWT to scale its impact. Modifications to FY17 objectives anticipated following Q2 strategy development.

- ✓ Q1: Conduct meetings with SMEs across NGO, government, research, and funder spaces
- ✓ Q1: Get staff input on possible strategic directions
- ❑ Q2: Board strategy discussions, get SME feedback on strategy memo, finalize strategy, and update FY17 operational objectives as necessary.
- ❑ Q3: Communicate strategy internally and externally, and begin implementation
- ❑ Q4: Continue implementation in accordance with project plans

**Rich discussion with team members, board, SMEs in the space, and a two-week long research project led by Program Director across villages, schools, health facilities, and with government officials.**

## 4. Improve operational efficiency and capability through increasing staff technical capacity, standardizing work processes, and greater utilization of cloud-based systems.

- ✓ Q1: Roll out new systems and policies/procedures for finance, human resources, and CRM.
- ❑ Q2: Roll out new visualizations for M&E data for internal program management and external communication.
- ❑ Q2: Complete analysis of staffing needs and begin implementation plan to add necessary capacity.
- ❑ Q2: Implement new project management and inventory management systems and procedures.
- ❑ Q3: Identify and implement performance management system and procedures.
- ❑ Q4: TBD

**New systems include BambooHR for HR management and recruiting, Insightly for CRM, Asana for project management, and Klipfolio for data visualization. Finalized new Uganda employee handbook.**



5. Seek funding from new sources to increase revenue by 35% from FY16 and provide a more diverse portfolio to support greater expansion in FY18.

Revenue by Quarter (cumulative)

	FY17 Forecast	Secured to date*	To secure	% to secure	Q1 Target	Q1 Actual	Q2 Target
Forecast for total raised (even if not earned in FY17)	802,461	548,478	253,983	32%	150,000	150,000	591,104
Forecast for FY17 earned revenue	750,664	548,478	202,186	27%	150,000	150,000	571,680

Revenue asks by Quarter (cumulative)

Donor pipelines	Budget	# of asks	Win rate	Average size	Q1 Target	Q1 Actual	Q2 Target
Renewals (mostly individuals)	93,983	141	70%	952	-	-	44,754
New donors	120,000	12	25%	40,000	-	10,000	120,000
Upgrades (incremental to renewal)	45,000	12	25%	15,000	-	-	90,000
<b>Total</b>	<b>258,983</b>				<b>-</b>	<b>10,000</b>	<b>254,754</b>

## Q1 Financial review

Annual budget (as of June 30, 2016)				
	FY17 budget	FY16	Var (\$)	Var (%)
Revenue	750,664	558,045	192,619	35%
Expenses	750,664	643,956	106,708	17%
<b>Surplus/(deficit)</b>	-	<b>(85,911)</b>	85,911	-

Actual/Budget YTD (as of June 30, 2016)				
	Actual	Budget	Var (\$)	Var (%)
Revenue	150	150	0	0%
Expenses	153	192	39	-20%
<b>Surplus/(deficit)</b>	<b>(3)</b>	<b>(42)</b>	<b>(38)</b>	<b>92%</b>

Cash position (as of June 30, 2016)					
April 2016 Cash Balance	Current cash balance	Variance	Variance (%)	Burn rate (next 3 months)	Months of cash on hand
76,006	61,159	(14,847)	-20%	78,590	0.78

We knew our cash position would be very tight at the end of the quarter, it has been resolved in July with the receipt of confirmed grants. These transfers provide >3 months of cash on hand.

We slowed down expenses in order to avoid cash problems. There has not been a serious impact on programming.

## Q2 Preview: focus areas

- Complete strategic plan.
- Finalize new sustainability pilots.
- Complete institutional proposals to meet fundraising targets.
- Begin engagement of individual donors.