From the EXECUTIVE DIRECTOR
Dear Friends,

As the longest-serving staff member of Trees, Water & People (TWP), it’s inspiring to watch the organization grow and evolve like it did in 2019-20. After 22 years of operations, we are seeing the seeds planted in 1998 bear fruit, and are working hard to make sure that the harvest continues for generations to come.

None of this would be possible without the thousands of individuals that support TWP. Your generosity allows us to heal our society and environment by creating new opportunities in the most economically impoverished areas. In this Annual Report, you will see how your investments in TWP’s work create meaningful and authentic impact, and we believe your confidence in us will continue to grow.

The 20+ year relationships we have with partners and many of our donors set TWP apart in our sector. Your support enables us to make long-term investments in people and local organizations so that they can create lasting change in their communities, and genuinely empower from the ground up. In this past year alone, we created jobs for dozens of stove builders in Central America, increased farmer incomes through organic spices in Nicaragua, and brought together strong coalitions of Indigenous conservation leaders in the U.S. to restore watersheds and improve food sovereignty.

The investments we make today, in tomorrow’s leaders, define our collective future. We see it as our responsibility and mission to find those individuals and provide them the resources to inspire action in their local community.

Thanks for joining us on this journey and inspiring others on your path by supporting Trees, Water & People.

With gratitude,

Sebastian Africano
Executive Director
<table>
<thead>
<tr>
<th><strong>Revenue</strong></th>
<th></th>
<th><strong>Expenses</strong></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Foundations</td>
<td>$601,594.00</td>
<td>Program Services</td>
<td>$643,174.00</td>
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<td>Public Support</td>
<td>$590,421.00</td>
<td>International</td>
<td>$663,174.00</td>
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<td>Corporate</td>
<td>$117,310.00</td>
<td>El Salvador</td>
<td>$114,677.59</td>
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<tr>
<td>Bequest income</td>
<td>$108,361.00</td>
<td>Guatemala</td>
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<tr>
<td>Eco Tours</td>
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<td>Honduras</td>
<td>$185,190.41</td>
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<tr>
<td>Misc Income</td>
<td>$23,757.00</td>
<td>Nicaragua</td>
<td>$98,884.62</td>
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<tr>
<td>Interest income</td>
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<td>National</td>
<td>394,712.00</td>
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<tr>
<td>In-kind Income</td>
<td>$13,961.00</td>
<td>South Dakota</td>
<td>$296,404.00</td>
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<td>Loss on Asset Disposition</td>
<td>($5,250.00)</td>
<td>New Mexico</td>
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<td>Unrealized gain/loss</td>
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<td>CO/Local</td>
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<td>Total Cash Revenue</td>
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<td>TWP Tours</td>
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<td>Volunteer Service</td>
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<td>Admin Support</td>
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<td>Fundraising</td>
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<td>Total Cash Expenses</td>
<td>$1,350,314.00</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Volunteer Service</td>
<td>$132,236.00</td>
</tr>
</tbody>
</table>

**TOTAL**                         | $1,658,810.00           | **TOTAL**                      | $1,482,550.00           |
81% of our funds go to TWP programs and services

TWP invests in quality programs and long-term change, from the ground up. We aim to retain a top-notch staff and effective partners to tackle the world’s most persistent challenges.
Support from TWP’s individual donors made up 39% of our income in 2019.

TWP is a group effort - we would be nowhere without our dedicated donors! We take pride in that the most frequent donation amount in 2019 was $25.
Trees, Water & People respectfully acknowledges that our office sits on the traditional and ancestral homelands of the Arapaho (hinono’eino’ biito’owu’) Ute (Núu-agha-tuvu-pu) and Cheyenne (Tséstho’e).
Going Back to our Roots in the Aldea de Suyapa

By Valentina de Rooy
In 1987, a group of young Hondurans outside the capital city formed COEAS (Ecological Committee of the Aldea de Suyapa) to mitigate the increased demand for local natural resources from the growing urban population. Named after the patron saint of Honduras, Suyapa’s residents are the descendants of Indigenous Laborers, who in 1745 recovered their lands from the Spanish colonists who held them as slaves. They are now working to designate their forest as a National Biological Reserve, to protect their primary source of water and biodiversity.

In 1998, the TWP story began with the development of the “Justa” cookstove, named after Suyapa community member and co-designer Doña Justa Núñez. Over time, the Justa became the flagship cookstove in the region, with roughly 300,000 units installed in Honduras alone since the late nineties. This TWP stove’s open-source design and high adoption rates led to numerous spinoffs by dozens of organizations, and various research studies that have validated its efficacy and bolstered its reputation.

The strong bond between TWP and the Aldea de Suyapa has grown for more than 20 years through these cookstoves and continues to grow through our new partnership with COEAS’ forestry work. Despite the challenges 2020 has brought, COEAS has managed to plant more than 12,000 native trees, install educational signage throughout their reserve, employ a team of forest rangers, and involve more than 1,000 people in the project, including state institutions, universities, volunteer groups, and local children. When COVID-19 hit, TWP donors helped COEAS deliver 200 bags of emergency food supplies to families living on the edge of their reserve, as a show of solidarity.

The deep roots of TWP’s relationships, like this one with the Aldea de Suyapa, show that we’re in this work for the long haul, and that persistence leads to results. Truly, thank you for supporting TWP and making these long-term partnerships possible and fruitful.
BRIGHT FUTURES in the Land of Enchantment

By Valerie A. Small, PhD
The Southwest region of the U.S. is rich in peoples, cultures and traditions. This magical place, coupled with our vast network of conservation leaders, inspired us to grow our support for land restoration on the traditional homelands of the Pueblo peoples in New Mexico.

Since 2018, TWP has collaborated with the Pueblo tribes on projects focused on healing their land and people. Thanks to your support, we launched the partnership in 2019 by planting 13,000 Douglas Fir tree seedlings in the Pueblos’ watersheds, south of Santa Fe. In 2020, TWP is leading an effort to plant 24,000 douglas fir, white fir, and ponderosa pine across lands of three Pueblos - Cochiti, Jemez, and Santo Domingo - the Tri-Pueblo Coalition.

TWP is proud to work with dedicated Indigenous conservationists representing these three Pueblos to restore their shared watershed. The coalition was formed to carry out collaborative conservation projects that accomplish large-scale restoration goals and improve Indigenous Peoples’ livelihoods. Their vision aligns perfectly with our values, ensuring that all on-the-ground projects increase ecosystem biodiversity and access to culturally significant plant species.

Working collectively to build healthier communities is the best way to secure the health of these forest ecosystems. While the coalition is still young, the knowledge each Pueblo Tribe possesses provides the group with a strong cultural foundation. Involving elders and young people in the planning and planting assures the passing on of traditional knowledge of Pueblo culture for generations to come.

Listening to the voices of Indigenous leaders is key to building resilient and healthy Tribal communities. We are sincerely grateful for your generous support of our work with Tribes in the Southwest as we continue to support the Tri-Pueblo Coalition!
CORPORATE PARTNERS
As a responsible and activist company, Avocado Mattress donates a portion of all their revenue through their 1% for the Planet membership, where they first found TWP. With various sustainability and climate certifications under their belt (including a pending B-Corp certification), their environmental and social responsibility goes beyond organic.

To date Positive Legacy has offset 27,072 tons of CO2 from music festivals by helping plant trees and build cookstoves through TWP. Given the challenging times for the live music industry, Positive Legacy and Cloud 9 Adventures launched a COVID-19 Relief Fund to benefit music industry workers and artist crews currently out of work, as well as a back to school program for low income youth.

Creating a global standard for sustainable forest product consumption, PrintReleaf guarantees to certifiably ‘releaf’ all paper products consumed by its customers. Their patented software measures paper consumption from corporate printers all over the world, and allows companies to offset their paper use by planting trees with certified reforestation partners like TWP.

Since 2010, The Green Team Real Estate has supported TWP by donating after every home sale or purchase. In addition to helping home-buyers reduce their carbon footprint through energy-efficient homes, The Green Team has partnered with TWP to help fund our various projects in Central America and U.S. Tribal Lands.
OUR TEAM

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Valerie A. Small, PhD., National Director
James Calabaza, National Program Coordinator
Gemara Gifford, International Director
Valentina de Rooy, Regional Manager
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Helping people and the planet

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