ANNUAL REPORT 2015

Alliance for Water Efficiency

A singular voice and a platform for water use efficiency and water conservation, bringing a critical perspective to an increasingly thirsty North America.
Message from the CEO

Ensuring revenue stability for utilities while supporting needed conservation efforts became the watchwords of 2015 for the Alliance for Water Efficiency. Our Financing Sustainable Water initiative includes a freely accessible handbook and computer-based rate model, which are state of the art in the water industry. With over 500 utility professionals trained in the rate model during this year — its first full year of existence — we are well on the way to making a difference in addressing this daunting challenge.

Likewise, our very successful Water Conservation Tracking Tool is helping us see the true economic consequences of water conservation. As with any long-term, controversial, capital-intensive endeavor, continued progress in societal-level water conservation requires good data. We have been and remain at the forefront of the information marketplace in the field.

In 2015 I had the good fortune to keynote the WaterSmart Innovations Conference and Expo in Las Vegas. The address allowed me to provide my own reflections and thoughts for the future to the assembled water conservation community. Preparing for this talk helped me gain a clearer vision of the challenges we face to securing a water efficient future. Yes, we still have much to do.

The Alliance for Water Efficiency is dedicated to the efficient and sustainable use of water. We envision a water-efficient North America, where water efficiency and conservation are recognized by all as the most cost-effective, immediate and environmentally desirable means to address both short- and long-term shortages.
Summary of 2015

AWE’s Mission Statement and Strategic Plans illuminate the path we have been following successfully since our inception in 2007; 2015 continues to show great forward movement. This year, the Alliance for Water Efficiency:

- Continued to pursue the integration of water and energy, supporting research and legislation.
- Strived to eliminate barriers to investments in water conservation, such as working to make water conservation rebates tax exempt and working to shift standard accounting practices to better enable debt-financing for efficiency-oriented projects.
- Continued our longstanding work to ensure that Plumbing Codes and Standards support conservation and water-use efficiency.
- Released our report entitled *Water Offset Policies for Water-Neutral Community Growth* that helps to ensure a neutral impact on water demands and water use within a utility’s service area.
- Launched a comprehensive Outdoor Water Savings Research Initiative to advance efficient water use for landscapes.
- Published a report entitled *An Assessment of Increasing Water Use Efficiency on Demand Hardening* that clarifies the concept of “demand hardening” and offers ideas for how to mitigate and manage its effects when it occurs.
- Trained more than 500 professionals and launched new resources designed to help utilities communicate with customers, elected officials, civic leaders, and other stakeholders on the critical topics of “Financing Sustainable Water.”
- Produced, released, and distributed an animated video, “Water: What You Pay For,” that extols the value of the service our water utilities provide to their customers.
- Continued to train water industry professionals in the subtle challenge of Water Rates messaging.
- Spoke at 36 industry conferences; produced and presented 10 different webinars; and continued to respond to Technical Assistance inquiries.
- Chaired the Efficient2015 conference of the International Water Association, held this year in Cincinnati, Ohio.
- Continued to support the hard work of all of our committees and members.

But as I look back at 2015, I am encouraged. The Alliance for Water Efficiency continues to mature. Our staff is exceptional; our programs and materials are consistently well received; our members represent the breadth, depth, and professionalism that we had hoped for from the beginning; our financial foundation continues to strengthen. Indeed, 2015 was a very good year. It paved the way for an even better 2016 and beyond.

Mary Ann Dickinson, President and CEO

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This year, AWE continued to exert influence where it matters: pursuing investments in efficiency programs and policies. Our advocacy efforts focused on a number of important goals.

Driving Integration of Water and Energy
AWE continues to drive research on the energy-water nexus and push for integrated management and evaluation of energy and water resources. This year, AWE gathered industry support for two key initiatives:

- **S. 1218, Nexus of Energy and Water for Sustainability (NEWS) Act of 2015**
  Sponsored by Senator Lisa Murkowski (R-AK), this bill would create a committee within the National Science and Technology Committee (NSTC) to coordinate and streamline federal activities related to the management of this energy-water nexus. AWE’S Letter of Support received 28 signatures.

- **S. 886, Smart Energy and Water Efficiency Act of 2015**
  Sponsored by Senator Tom Udall (D-NM), this bill would create a pilot program to award three to five demonstration grants to fund innovative ways to improve water efficiency. Eligible recipients would include utilities, municipalities, and water districts.

Securing Authorization of the WaterSense Program
AWE actively supported two key bills that would authorize a WaterSense® program at the US Environmental Protection Agency to certify the efficiency of plumbing, water treatment, and irrigation products and to promote their use.

  Sponsored by Congressman Matthew Cartwright (D-PA), AWE’s Letter of Support included 30 signatures. The bill was referred to several House Committees, but as of the end of 2015, no action had been taken.

- **S. 2089, American Energy Innovation Act**
  Sponsored by Senator Maria Cantwell (D-WA), AWE’s Letter of Support included 35 signatures. The bill received approval in committee, and went to the full Senate for a vote.

Pursuing Better Policy to Drive Efficiency
2015 Accomplishments
Elimination of Barriers to Water Efficiency Investments

AWE initiated efforts to tackle two major barriers to investment in water efficiency programs and products:

- **Tax-Exempt Status for Water Conservation Rebates**
  Galvanizing support from within its member base, AWE started a campaign in support of tax-exempt status for water conservation rebates. Unlike energy conservation rebates, IRS currently considers water rebates and credits as “income,” thus requiring utilities to send a Form 1099-MISC (Miscellaneous Income) to customers who receive more than $600 in rebates for a calendar year. To the homeowners or businesses that took action to conserve water or curtail stormwater runoff, incurring a tax liability becomes a potential disincentive to increase water efficiency. AWE joined forces with twenty utility, nonprofit, and association partners to create the Coalition to Promote Water Conservation and actively seek a path to make water conservation rebates tax-exempt, putting water on the same even playing field as energy efficiency rebates.

- **Enabling Debt-Financing for Efficiency**
  Due to various accounting standards, utilities typically cannot debt finance efficiency and green infrastructure investments on private property despite the fact that these programs produce the same long-term benefits as debt-financed water supply assets. AWE established partnerships with peer organizations to evaluate and communicate ways to use municipal bonds and debt financing to support non-traditional water investments, while also examining possible policy solutions.
2015 Accomplishments

Pursuing Better Policy to Drive Efficiency, Continued

Codes and Standards
AWE remained actively involved in the ongoing updates to codes and standards in the United States, ensuring that water efficiency and conservation are represented in the discussion. AWE had representatives on numerous project teams, committees, and code bodies, including ASME, IAPMO UPC & GTC, ICC IgCC, ASHRAE, ANSI, ASABE and Green Globes/GBI.

In response to the Department of Energy’s proposal to use spray force to delineate product classes related to flow rate standards for pre-rinse spray valves, AWE provided comments in opposition, arguing that such requirements may actually increase water consumption. Instead, AWE proposed a single water consumption metric that combines flow rate and spray force.

This year, AWE is in the middle of a three-year strategic plan. In support of that plan, AWE is working toward a water-efficient world in which outdoor water use is just as efficient as indoor water use, land use and water resources are considered as interconnected, and utilities are future-proofing their systems by making them revenue-stable and ever-more efficient. In 2015, AWE made important progress in advancing these transformations through its research and programming.

Legislative Watch
AWE tracked 10 House Bills and 14 Senate Bills during 2015 and provided regular updates to water professionals, ensuring they remain up to speed on the policies that shape their industries and affect their customers.

UNESCO Water in Human Settlements of the Future Committee
This year AWE was invited to participate in a UNESCO committee representing the United States. The committee — part of UNESCO’s International Hydrological Program — is entitled “Water in Human Settlements of the Future” and is composed of a number of key international water experts. Over the next four years, the committee will design plans for implementing innovative game-changing and efficient water technologies for emerging water and wastewater services. Mary Ann Dickinson, AWE’s President and CEO, was elected Committee Vice-Chair.
Net Blue

In January, AWE released its report, *Water Offset Policies for Water-Neutral Community Growth*, an in-depth review of communities that currently have in place a water demand offset policy or water neutral growth policy. These policies require offsetting the projected water demand of new development with water efficiency measures to create a neutral impact on overall service area demands and water use. In support of the findings of this report, AWE launched Net Blue, a collaborative initiative of the Alliance for Water Efficiency, the Environmental Law Institute, and River Network to support sustainable community growth. The project partners are working to develop a model ordinance that communities can tailor to create a water demand offset approach that meets their specific needs.

Outdoor Water Savings Research Initiative

Outdoor water use, which can make up 30%-70% of residential water use, remains the next frontier in efficiency. AWE has launched a comprehensive Outdoor Water Savings Research Initiative to advance efficient water use for landscapes. Released in January, the Phase 1 Report offers reviews, analyses, and syntheses of published research on outdoor water use and water savings to identify gaps in the existing research. Phase 2 will feature three new study topics identified as gaps in Phase 1: 1) Quantifying the Water Savings from Landscape Transformation Programs, 2) Quantifying the Water Savings from Drought Outdoor Watering Restrictions, and 3) Examining the Effects of Smart Meter Controls on Irrigation for Peak Reduction Management. AWE issued draft RFPs to address these topics in December.

Demand Hardening White Paper

In the wake of deeper and longer droughts, AWE is committed to helping water systems overcome the challenges they face by pushing the boundaries of efficiency. Utilities have long-asked whether consumer demand can be “hardened” by the continued pressure of long-term and short-term demand management programs. This report, *An Assessment of Increasing Water Use Efficiency on Demand Hardening*, sought to answer this question. It was published in July.

A project committee composed of water utilities provided data for analysis and prepared and reviewed the report. This study fulfills two broad missions: first, clarifying what demand hardening means and does not mean; second, offering ideas for how to go about mitigating and managing the effects of potential demand hardening through better crafted and implemented water shortage contingency plans.
Carving a Path to a Water-Efficient World, *Continued*

**Financing Sustainable Water**

AWE continues to invest in this important initiative to help utilities design, implement, and communicate about water rates that promote efficiency while protecting the bottom line. In 2015, AWE launched new resources to help utilities communicate with customers, elected officials, civic leaders, and other stakeholders. AWE also shared Financing Sustainable Water resources with more than 500 water professionals on the front line of ratemaking through presentations and workshops.

**Water: What You Pay For**

AWE produced an animated video and educational resource on the value of the service that our nation’s water utilities provide to customers. The video, entitled “Water: What You Pay For,” provides a step-by-step explanation of how safe, reliable drinking water finds its way to consumers’ faucets, highlighting the people, plants, pipes and power that customers pay for monthly. AWE members may customize the video to communicate a more local story to their customers. In 2015, AWE customized the video for the Regional Municipality of York, Canada and the Valencia Water Company in California to support their public engagement initiatives. The standard version of the video uses U.S. units of measurement; a version for Canadian utilities uses metric units.

Released in July, the standard video had been viewed 3,192 times by the end of the year.

**Water Rates Messaging Plan**

As costs rise and resources dwindle, utility managers increasingly find themselves facing the unenviable communications challenge of having to ask customers to use less while paying more. To help water managers explain the complexity of rate changes, AWE developed a Water Rates Messaging Plan — a set of key messages water managers can use to communicate to ratepayers simply and clearly about the following issues:

- The service and value water utilities provide
- The need for a rate revision or new rate structure
- The relationship between conservation and rates
- The impact of drivers such as drought or water quality issues
Training Water Leaders for Today and Tomorrow

AWE developed and delivered educational content to help prepare new water managers and seasoned water efficiency professionals to be leaders in their communities.

**Workshops and Presentations**

In 2015, AWE staff spoke at 36 industry conferences and workshops reaching more than 2,000 practitioners, presenting on topics that included rates, water loss control, and commercial efficiency.

**Webinars**

AWE conducted 10 webinars on a wide array of topics in 2015, including the launch of a new Outdoor Water Use series in partnership with EPA WaterSense. Between live participation in the webinars and online views, AWE brought education and training to more than 1,650 water professionals during the year.

<table>
<thead>
<tr>
<th>Month</th>
<th>Topic</th>
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<tr>
<td>FEBRUARY</td>
<td>AMI and Water Efficiency: What Are the Issues?</td>
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<tr>
<td>APRIL</td>
<td>Drought-Tolerant Turf: A New Option for Improving Outdoor Water Efficiency?</td>
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<td>Time For a Sprinkler Spruce-Up: An EPA WaterSense and AWE Partner Series</td>
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<tr>
<td>MAY</td>
<td>Water Conservation Strategies: Experimenting Together to Find Out What Works</td>
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<td>JUNE</td>
<td>The Impact of Codes and Standards on Water Efficiency</td>
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<tr>
<td>JULY</td>
<td>Explaining Outdoor Water Use Restrictions</td>
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<td></td>
<td>Making the (Business) Case for Water Efficiency</td>
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<td>AUGUST</td>
<td>Water Management Programs According to ANSI/ASHRAE Standard 188-2015, with an Overview of the Legionnaires Disease Outbreak and Response in New York City</td>
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<td>OCTOBER</td>
<td>Innovations in Efficiency Showcase: Cooling Tower Management: Managing and Optimizing Water Efficiency</td>
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<tr>
<td>NOVEMBER</td>
<td>EPA WaterSense/AWE Partnership Webinar – Consumers Attitudes Toward Water Efficiency Landscapes</td>
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Technical Assistance Inquiries

AWE staff fielded 95 technical assistance inquiries during 2015. The requests covered a wide range of topics, including residential water use, commercial water use, outdoor irrigation, planning and implementation, rates and revenue, drought, policy and regulation, metering, and water loss.

Tracking Tool

In 2015, 19 new users began using the AWE Water Conservation Tracking Tool, bringing the total number of registered users to 370.
AWE’s strength comes from bringing together all stakeholders committed to water efficiency and uniting leading thinkers, decision-makers, and pioneers to drive progress. In 2015, the Alliance for Water Efficiency continued to serve as a platform for this network to participate, connect, and exchange around a shared goal.

Advisory Committees

Water Efficiency Research

The Water Efficiency Research Committee met seven times in 2015. The committee, which develops a research agenda and reviews the progress of AWE-initiated research projects, has 43 members from 39 organizations.

Education and Outreach

The Education and Outreach Committee works to devise efforts to raise the level of understanding nationwide of the need to conserve water and use it wisely, and it also works to help utilities and government agencies educate consumers. The committee’s 61 members from 52 organizations met six times in 2015 and were instrumental in shaping AWE’s training and education efforts.

WaterSense and Water-Efficient Products

The WaterSense and Water-Efficient Products Committee met eight times in 2015. The committee’s 58 members from 46 organizations worked to encourage and support the adoption of performance criteria for water-using products and equipment, urban landscapes, whole buildings, and related professional services.

AWE Business Guide


This publication is one of many ways that AWE connects the business community to utility providers and municipalities. By giving companies a platform to promote their goods and services and widely distributing it online and in hardcopy form, AWE hopes to facilitate partnerships that will devise solutions to today’s greatest water challenges.

AWE Board of Directors

AWE strengthened the expertise and experience of its Board of Directors by adding two new members in 2015: Ronald Voglewede, Global Sustainability Director of Whirlpool Corporation, and Rob Zimmerman, Senior Channel Manager – Sustainability at Kohler.

The Board convened on four occasions in 2015, twice in person and twice by teleconference. Board meetings took place on March 12 in Chicago, June 4 and December 10 by teleconference, and on September 9-11, the Board gathered at the East Bay Municipal Utility District’s Pardee Center in Valley Springs, CA for an extended strategic planning retreat.
In October, Alliance for Water Efficiency President and CEO Mary Ann Dickinson delivered the keynote address at the 2015 WaterSmart Innovations Conference & Expo in Las Vegas to nearly 1,000 water conservation professionals. In her address, Mary Ann reflected on her inspirations for entering the water conservation field and described the accomplishments of efficiency efforts in recent years, including the specific contributions of AWE. She also outlined the work that still must be done to secure a viable water future, highlighting 15 ideas that will put us on a path to sustainability. Her full speech is available on the AWE YouTube channel and had been viewed 171 times by the end of 2015. Check it out at: www.youtube.com/user/A4WE.

AWE presented its 7th annual Water Star Award to Fiona Sanchez of the Irvine Ranch Water District. This prize recognizes individual excellence in water efficiency — the “unsung hero” who makes a huge difference through dedication, passion, and progressive approaches to water conservation. Fiona has spent decades working to implement water efficient solutions. She co-created the community-based organization model for retrofitting high-flush toilets with ultra-low flush toilets in the 1990s, co-developed the online water budget tool for the Municipal Water District of Orange County, and researched and installed some of the first smart weather-based controllers in California. She currently designs and manages the Irvine Ranch Water District’s $1 million-per-year conservation program, which ties financial incentives to cost-effective water savings.
Online Presence

AWE oversees three websites to bring specific attention to the many facets of water conservation.

A4WE.org

www.AllianceForWaterEfficiency.org

(aka www.a4we.org) presents the water industry’s most comprehensive collection of resources on water efficiency and conservation. Updated daily with the latest on water efficiency standards, policies, programs, and practices, AWE’s website is a one-stop-shop for professionals, facility managers, academic researchers, and anyone interested in sustainable water use. This year saw a 51% increase in visitors over 2014.

Financing Sustainable Water.org

www.FinancingSustainableWater.org provides tools and information to help utilities implement rate structures that are both resource and fiscally efficient. FinancingSustainableWater.org was launched in 2014 and has grown exponentially since that time, with a 395% increase in visitors in 2015.

Home-Water-Works.org

www.Home-Water-Works.org provides consumers with tips and tools for saving water at home, most notably with its Water Usage Calculator, which lets residential water users see which parts of their home are least efficient and how they could make changes to further conserve. As of the end of 2015, the Home Water Works website saw a 55% increase in visitors over 2014; the Water Usage Calculator usage grew by more than 47% since 2014.

Social Media

AWE actively used Twitter and Facebook throughout 2015, keeping followers apprised of major activities throughout its member network and in the broader scope of water conservation. Twitter followers increased by over 43% throughout 2015, while AWE’s Facebook page saw a 39% increase in “likes.”
Contributors

The Board of Directors, staff, and membership would like to give special thanks to those individuals, organizations, and foundations who, separate from membership, contributed additional financial resources to AWE in 2015. Without these contributions, we would not have been able to meet our financial goals and continue our mission of promoting the efficient and sustainable use of water.

A sincere thanks to all.

Aquacraft, Inc.
Averitt & Associates
Carole D. Baker Consulting, LLC
Cavanaugh & Associates, PA
CH2M, Inc.
Charles Stewart Mott Foundation
Dave Bracciano
Dawn Benson
Devendra Upadhyay
East Bay Municipal Utility District
Freese and Nichols, Inc.
Glen Pleasance
International Association of Plumbing and Mechanical Officials
Kelly Kopp
Kirk Stinchcombe
Kohler Co.
Paul Lander
Maddaus Water Management
Myron Taylor
Paul H. Johanson Fund
Peter DeMarco
Plumbing Manufacturers International
Radian Technical Marketing
Richard Harris
Robert Zimmerman
Ronald Voglewede
Sandra Cummins
Suzanna Rumon
Texas Water Foundation
The Kresge Foundation
The Walton Family Foundation
The Winston-Salem Foundation
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Tim Brick
TOTO USA, Inc.
Water Demand Management
Water Management, Inc.
Water Systems Optimization, Inc.
WaterSmart Software
Whirlpool Corp.
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Albert Nahman Plumbing and Heating
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Arizona Municipal Water Users Association
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Association of Water Board Directors
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Ceres
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Cinco MUD #8
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Colorado Springs Utilities
Colorado Water Conservation Board
Connecticut Water
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Cucamonga Valley Water District
Dakota Ridge Partnership
DC Water
Denver Botanic Gardens
Denver Water
Dublin San Ramon Services District
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Eastern Municipal Water District
Eastern Research Group
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Econics
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Eugene Water & Electric Board
Ewing Irrigation Products, Inc.
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Food Service Technology Center
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Fort Collins Water Utilities
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Golden State Water Company
Goleta Water District
Greater Cincinnati Water Works
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Harris County MUD #208
Harris County MUD #365
Harris County MUD #50
Harris County Utility District 15
Harris County WCID 132
Harris-Galveston Subsidence District
Hazen and Sawyer
Herndon Solutions Group
HI Commission on Water Resources Mgmt
High Sierra Showerheads, LLC
Hunter Industries
Huron River Watershed Council
IAPMO
Inland Empire Utilities Agency
Institute for Sustainable Futures
Interstate MUD
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Irrometer Company, Inc.
Irvine Ranch Water District
Jeff Taylor
Joyce Coffee
Kane County
Kleinwood MUD
Koeller and Company
Kohler Co.
Kunkel Water Efficiency
Lake Arrowhead Community Services District
Lakehaven Utility District
Lakeway MUD
Las Virgenes MWD
Liz Gardener
Lone Star Chapter, Sierra Club
Lone Star Groundwater Conservation District
Los Alamos County, DPU
Los Angeles Department of Water & Power
Lower Colorado River Authority
M.Cubed
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Madison Water Utility
ManageWater Consulting, Inc.
MaP Testing
Marin Municipal Water District
Marina Coast Water District
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Medford Water Commission
Melbourne Water
Mesa Water District
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Metro North Georgia Water Planning District
Metropolitan Planning Council
Metropolitan Water District of So Cal
Moen Incorporated
Mojave Water Agency
Monte Vista Water District
Monterey Peninsula Water Mgmt District
Moulton Niguel Water District
National Association of Water Companies
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National Turfgrass Federation, Inc.
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Neptune Technology Group, Inc.
New York City Environmental Protection
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Nexus eWater, Inc.
Niagara Conservation Corporation
North Fort Bend Water Authority
North Harris County RWA
North Marin Water District
North Texas Municipal Water District
North Vancouver District
Northwest Water & Energy Educ Institute
Olivenhain Municipal Water District
Orlando Utilities Commission
Otag Water District
Panhandle Groundwater Conservation Dist
Park City Municipal Corporation
Park Water Company
Partnership for Water
Pasadena Water & Power
PCR Resources
Pete DeMarco
PHCC—National Association
Phigenics
Philadelphia Water Department
Platte Canyon Water
Plumbing Manufacturers International
POLIS Project
Portland Water Bureau
Potomac-Hudson Engineering, Inc.
Public Service Commission of Wisconsin
Pürlin, LLC
Quebec Ministry of Municipal Affairs
Rachio, Inc.
Radian Technical Marketing
Rain Bird Corporation
Rancho California Water District
Recycled Hydro Solutions, LLC
Region of Durham, Ontario, Canada
Region of Halton, Ontario, Canada
Region of Peel, Ontario, Canada
Region of Waterloo, Ontario, Canada
Regional Water Authority
Regional Water Providers Consortium
Resource Action Programs
River Network
Riverside Public Utilities
Sacramento Suburban Water District
Salt Lake City, Department of Public Utilities
San Antonio Water Company
San Antonio Water System
San Diego County Water Authority
San Dieguito Water District
San Francisco Public Utilities Commission
San Jacinto River Authority
San Jose Water Company
Santa Clara Valley Water District
Santa Clarita Water Division
Santa Margarita Water District
Save Water
Seattle Public Utilities
Sligo Creek Resources
Sloan Valve Co.
Smart Markets
Smart Utility Systems
SMW GeoSciences, Inc.
Sonoma County Water Agency
South Florida Water Management District
Southern Nevada Water Authority
Southwest Florida Water Mgmt District
Spanaway Water Company
St. Johns River Water Management District
Stanford University
Summit Water Distribution Company
Sweetwater Authority
T & S Brass and Bronze Works, Inc.
Tacoma Water
Tampa Bay Water
Tampa Water Department
Tarrant Regional Water District
Terlynn Industries
Texas AWWA
Texas Commission on Environmental Quality
Texas Water Development Board
Texas Water Foundation
The Meadows Ctr for Water & the Environ
The Nature Conservancy
The Pollack PR Marketing Group
The Scotts Miracle-Gro Company
The Woodlands Joint Powers Agency
The Writing Company
Toho Water Authority
TOTO USA, Inc.
Town of Cary, NC
Town of Clarksdale, AZ
Township of Langley, BC, Canada
Tualatin Valley Water District
Tucson Water
U.S. Climate Action Network
U.S. Water Alliance
Upper San Gabriel Valley MWD
Upper Trinity Regional Water District
USBR Lower Colorado Region
Utah Water Conservation Forum
Valencia Water Company
Valley of the Moon Water District
Valparaiso City Utilities
Ventura Water
Walnut Valley Water District
Water Demand Management
Water Management, Inc.
Water Pik, Inc.
Water Replenishment District of So Cal
Water Savers, LLC
Water Services Association of Australia
Water Systems Optimization, Inc.
WaterCentric, LLC
Waterless Co., Inc.
Watershed, LLC
WaterSmart Software, Inc.
Waukesha Water Utility
West Basin Municipal Water District
West Harris County Regional Water Authority
Western Municipal Water District
Western Resource Advocates
Whirlpool Corporation
Wisconsin Department of Natural Resources
Wisconsin Water Association
York Region, Ontario, Canada
ZM CAT Enterprises
Zone 7 Water Agency
# Statement of Financial Position

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
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<tr>
<td>Cash and cash equivalents</td>
<td>$745,701</td>
<td>$584,069</td>
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<tr>
<td>Investments – Note C</td>
<td>$108,703</td>
<td>$107,585</td>
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<tr>
<td>Accounts receivable</td>
<td>$173,801</td>
<td>$73,717</td>
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<tr>
<td>Inventories</td>
<td>$11,632</td>
<td>$14,623</td>
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<tr>
<td>Prepaid expenses and deposits</td>
<td>$31,184</td>
<td>$23,503</td>
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<tr>
<td>Furniture and equipment – Note D</td>
<td>$11,716</td>
<td>$13,424</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$1,082,737</td>
<td>$816,921</td>
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<tr>
<td><strong>LIABILITIES AND NET ASSETS</strong></td>
<td></td>
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</tr>
<tr>
<td>Accounts payable</td>
<td>$85,158</td>
<td>$98,453</td>
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<tr>
<td>Accrued expenses</td>
<td>$58,070</td>
<td>$57,258</td>
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<tr>
<td>Deferred revenues – Note B</td>
<td>$301,442</td>
<td>$229,431</td>
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<td>Funds held for other entities – Note B</td>
<td>$23,748</td>
<td>$102,440</td>
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<td><strong>TOTAL LIABILITIES</strong></td>
<td>$468,418</td>
<td>$487,582</td>
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<td><strong>COMMITMENTS – NOTE G</strong></td>
<td>–</td>
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<tr>
<td><strong>NET ASSETS</strong></td>
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<tr>
<td>Unrestricted</td>
<td>$101,767</td>
<td>$14,754</td>
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<td>Temporarily restricted – Note H</td>
<td>$512,552</td>
<td>$314,585</td>
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<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>$614,319</td>
<td>$329,339</td>
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<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td>$1,082,737</td>
<td>$816,921</td>
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</tbody>
</table>
### 2015 Revenue

- **Grants/Contributions**: $589,217
- **Membership Dues**: $646,518
- **Special Projects**: $301,308
- **Donated Services**: $4,522
- **Investment Income**: $1,130
- **Other**: $13,691

### 2015 Expenses

- **Program Services**: $1,113,006
- **General & Administrative**: $125,343
- **Fundraising & Membership Development**: $33,057