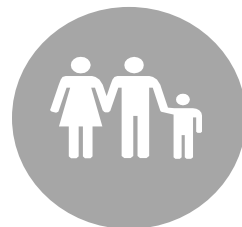




“This past year we saw, with more clarity than ever before, just how valuable water is to the overall health and well-being of our planet.”

—PETER MACY, FOUNDER AND PRESIDENT, ROCKBLUE

OUR IMPACT BY THE NUMBERS



22M

With a new partnership in Ghana, we expanded our impact to more than 22 million people across 6 countries.



50

Our Online Lecture Series has reached a global audience of 50 countries spanning 5 continents.



5K

Our OLS webinars provided professional development to more than 5,000 WASH pros.

A MESSAGE FROM OUR FOUNDER



The year began with a few of our utility partners in both Malawi and Zimbabwe struggling to cope with the aftermath of tropical storm Ana, experiencing massive flooding and power outages. With their typical resiliency, however, they all survived and maintained service levels to their communities.

Early in the year, we were pleased to add another utility partner — the Ghana Water Company Ltd (GWCL). GWCL serves 17 million people and has a staff of over 5,000. Their responsibilities are significant and integrating them into ROCKBlue’s services was a high priority. We now support eight utilities in five countries that serve over 22 million people with water.

Fortunately, GWCL joined ROCKBlue just in time to be invited to our first Performance Achievement Workshop Series (PAWS) event of the year in Victoria Falls, Zimbabwe. They were able to meet their peers from our other utility partners, establish and define the details of their utility’s goals for the year and attend key lectures from the expert presenters. Most important, they were welcomed and started to feel part of the ROCKBlue family. ROCKBlue holds PAWS events every quarter.


With generous funding from the Osprey and Vitol Foundations, the Access to Capital, Oversight and Reporting Nexus (ACORN) pilot project began in Zambia and Malawi. The goal of ACORN is to help utilities gain access to finance by improving their performance and credit worthiness. The objectives of ACORN have never been easy to meet with the many challenges to a utility’s financial performance, but positive steps have been made this year and the participating utilities now have a better chance of improving their financial situation. A by-product of their work on the ACORN project is improved overall performance.

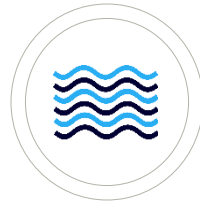
ROCKBlue experienced significant growing pains as our team grew to over 100 people. We filled a number of very senior executive positions including that of Chief Executive Officer, Chief Financial Officer, and Director of Utility Partnerships; added to our Board of Directors; and brought on a number of managers. We doubled the size of our human resources (HR) department to accommodate the added workload.

With encouragement from a major international donor, we determined that we were not doing enough on the sanitation side of United Nations SDG 6 (Sustainable Development Goal 6 - water and sanitation for all by 2030). As such, we embarked on another Global Initiative called Facilitated Urban Sanitation Expansion (FUSE). With FUSE, we intend to use our platform working hand-in-hand with utilities to enable them to expand sanitation coverage in their communities.

I would like to close with one of the most significant events of the year that is associated with our WULUW Initiative for women’s leadership empowerment. I always get great joy from anything having to do with lifting up one of the most underutilized, yet most potent resources for impacting SDG 6, and that is women. The WULUW mentorship activity got started towards the tail end of 2022 with mentor training and then the mentor-mentee learnings and capacity building. The enthusiasm of both the mentors and mentees was both humbling and inspiring; and on the tough days this always lifted everyone’s spirits. And in the times in which we live, having a positive outlook is a very good start.

Warm wishes


Peter Macy
Founder and President



WATER IS ESSENTIAL FOR LIFE AND NEARLY EVERY ASPECT OF HUMAN ENDEAVOR. IT IS ALSO CRUCIAL TO ACHIEVING ALL OTHER UN SUSTAINABLE DEVELOPMENT GOALS.

Yet, a perfect storm of poverty, population growth, inadequate resources, waste and a shifting climate has created the global water crisis. We need lasting change to improve lives and create better communities. For ROCKBlue, this is both our greatest challenge and opportunity. Now is the time to transform our world with the safe, clean water and basic sanitation on which our very existence depends.



MORE THAN
1/4
of the world's
population lacks
access to safe
drinking water



NEARLY
1/2
of people
worldwide lack
safely managed
sanitation

*Statistics based on the latest data made available by the World Health Organization (WHO) and UNICEF.

 **DONATE NOW**



LEARN MORE
Scan the code with your
phone's camera to visit our
website for more information
about ROCKBlue, or visit
rockblue.org.



How **WE** manage **WATER**, our
most valuable natural resource,
matters **NOW** more than ever.



Utility Partnerships Division (UPD)

UPD Works to Transform Local Utilities, Communities

SAFE, RELIABLE WATER is the lifeblood of communities, and local utilities are essential service providers of this valuable resource to promote public health, family stability, economic development and urban sustainability.

Our Utility Partnerships Division (UPD) continued to play its role as the “coal face” between ROCKBlue its water service provider (WSP) partners. UPD directly assists emerging WSPs. This vital division is the reason why our organization is such a valued and critical contributor in the water, sanitation, and hygiene (WASH) sector. Throughout 2020, the UPD engaged with WSPs on all the key utility metrics reflecting their service delivery performance to millions in the communities they serve — the ultimate beneficiaries of ROCKBlue’s efforts.

Following the severe disruption that occurred during the height of the COVID-19 pandemic, the UPD was able to successfully resume both its in-person and remote Performance Achievement Workshops Series (PAWS) events in 2022. Attendance, participation and the benefits of these events exceeded expectations as shown in the post-event surveys. UPD continues to utilize these insights to improve offerings to its utility partners.

A key aspect of ROCKBlue’s value proposition is that we do not have a fixed duration for engagement with any of our WSP partners. So, we act as a life support mechanism, when necessary. In 2022, this was exemplified in our UPD’s efforts to assist WSP partners at severe risk due to political upheaval, senior management turnover, staff shortages and crippling economic conditions in partners’ countries. In these cases, we were available whenever our partners needed a helping hand.

The UPD was a key collaborator with other divisions. It helped the ROCKBlue Consultancy secure participation in the USAID-funded AWWA standards training series for the majority of its partners, including those in Zimbabwe, who might otherwise have been precluded from participation due to sanctions. It went on to assist the Lilongwe Water Board (LWB) and Lusaka Water Supply and Sanitation Co. (LWSC) with their participation in our Access to Capital, Oversight and Reporting Nexus (ACORN) Initiative, which aims to improve access to finance for WSPs. UPD also successfully supported our Women’s Urban Leadership in Utility WASH (WULUW) initiative, which engaged key female mentors and mentee participants in our UPD partnerships. At the end of the year, UPD committed to launching the Objectives’ Planning, Monitoring, and Reporting Efficiency (OPMARE) Initiative with plans to pilot the program with Ghana Water Company Ltd. (GWCL) in 2023.

PAWS Puts Local Water Utilities on the Path to Success

WATER UTILITIES in the developing world face unique challenges that make their jobs incredibly difficult – leaving them struggling to provide lifegiving water to their communities.

In 2022, we hosted our Performance Achievement Workshop Series (PAWS) to help our utility partners address key challenges and broad goals to sustainably improve their performance with continuing education and peer learning – focusing on strategic planning, technical assistance, benchmarking, creditworthiness and access to finance.

“These workshops provide an opportunity to help drive durable solutions for our local utility partners by allowing them to prioritize and commit to short- and long-term plans for improvements in various areas of their operations,” said Peter Macy, ROCKBlue Founder and President.



Delegates from partner utilities at our Performance Achievement Workshop Series (PAWS) event.

“Working with ROCKBlue has been an encouragement to go deeper into planning for service delivery. The diverse experience of local, regional and international attendees pushes our service delivery forward.”

— LUCIA MKANDLA, TOWN CLERK, KWEKWE, ZIMBABWE

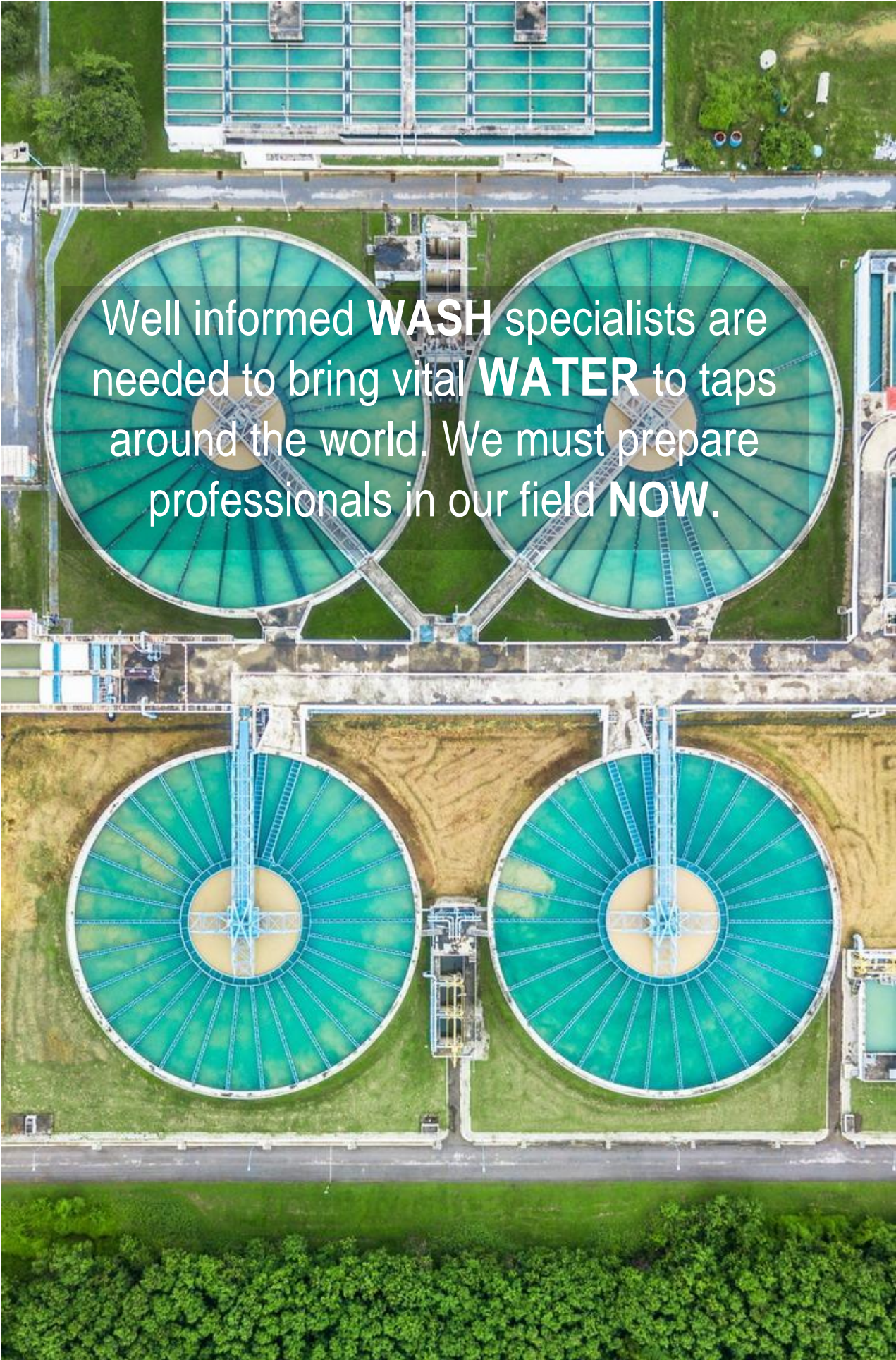
Representative Partner Accomplishments in 2022

In one of the most challenging environments in the world: Zimbabwe

+61%	-36%	-16%
Mutare, the third-largest city in the country, improved revenue collection efficiency by 61 percent.	Masvingo, a fast-growing urban hub, reduced non-revenue water (NRW) losses by 36	Kwekwe, a water-challenged city, reduced non-revenue water (NRW) losses by 16 percent.

ROCKBlue Expands Into Ghana with GWCL

In 2022, ROCKBlue inked an agreement with Ghana Water Company Ltd. (GWCL), the primary water service provider (WSP) in the West African nation, to support the state-owned utility’s performance improvement and capacity-building efforts. The UPD was instrumental in securing the partnership by providing support in key areas ranging from energy efficiency to asset management to succession planning. The collaboration, which comes at a time when the utility ramps up its expansion of water services to the country’s fast-growing population, increases our impact to more than 22 million people across 6 sub-Saharan African countries.



Well informed **WASH** specialists are needed to bring vital **WATER** to taps around the world. We must prepare professionals in our field **NOW**.



LEARN MORE
Scan the code with
your phone's camera
to see all our OLS.

Online Lecture Series (OLS) Arms WASH Experts to Battle the Global Water Crisis

PROVIDING, IMPROVING AND EXPANDING WATER and sanitation services across the globe is key to promoting family and community stability, increasing opportunity and access, combatting poverty, and addressing public health issues and crises.

Our Online Lecture Series (OLS) is a knowledge-sharing and information resource that taps into the collective body of knowledge and hands-on experience of our roster of over 130 leading global experts in the water, sanitation and hygiene (WASH) sector. The OLS prioritizes peer-to-peer knowledge sharing across national, regional and global networks, while offering tools and information to encourage best practices and an open exchange of lessons learned through case studies to inspire replication in other countries, maximizing impact. To date, we have conducted fifteen live webinars featuring a diverse group of globally recognized WASH experts — so far, participants from more than 50 countries have viewed our virtual events.

In 2022, OLS topics included Utility Success Planning, Extending Access to Sanitation Services to Informal Settlements and Viable Options to Minimize Corruption.

The OLS is open with free access for all — providing an invaluable public service to the global community of WASH professionals seeking to expand their knowledge and improve lives in the communities they serve.

GIVE WATER
Your support
changes lives.

DONATE NOW

ROCKBlue Consultancy Provides Water and Sanitation Solutions

BY 2050, DEMAND FOR WATER is projected to increase by as much as 30 percent — driven by breakneck population growth, socioeconomic development and changing water consumption patterns. Add to the mix a rise in water-related conflicts, and climate change-driven drought, and humanity will become even more thirsty for much-needed water.

2022 saw the Consultancy land a unique service contract with a USAID-financed American Water Works Association (AWWA) project.

ROCKBlue Consultancy, the professional services arm of our nonprofit organization, is tackling the water crisis head on.

A world leader in urban WASH, our extensive roster of specialists has deep expertise, drawing on decades of collective experience with over 300 water utilities in developing countries. With bench strength and deep know-how, we use a powerful suite of services and durable solutions to solve the world’s toughest water and sanitation challenges.

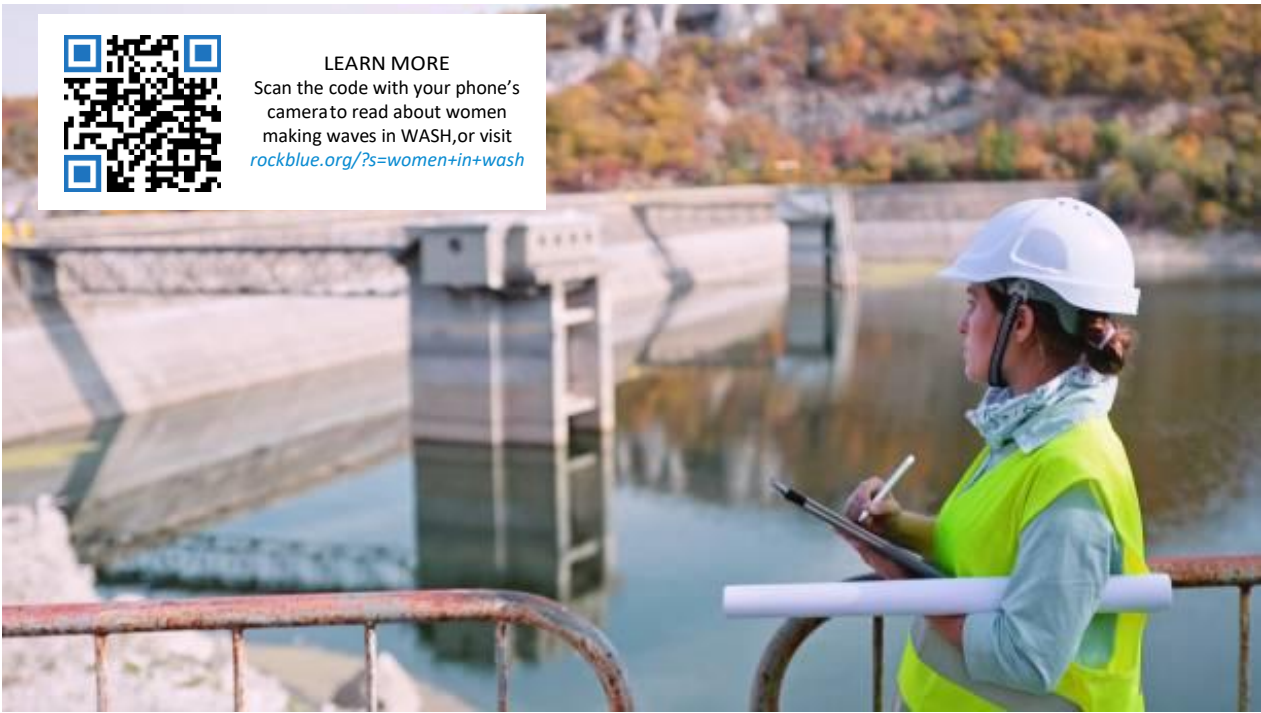


“Water utilities are the foundation of communities, providing essential services and a vital resource critical to the health and well-being of people, the cities in which they live, and local and national economies.”

—PETER MACY, FOUNDER AND PRESIDENT, ROCKBLUE



LEARN MORE
Scan the code with your phone’s camera to see how ROCKBlue Consultancy is making a difference, or visit rockblue.org/consultancy.



LEARN MORE
Scan the code with your phone’s camera to read about women making waves in WASH, or visit rockblue.org/?s=women+in+wash

WULUW Prepares Women, Girls for WASH Careers

SITUATION Despite some progress in gender equality, there’s still much work to be done to close the gender gap. In the WASH sector, women make up less than one-fifth of all workers and hold only a small fraction of leadership positions.

WE STARTED OUR Women’s Urban Leadership in Utility WASH (WULUW) initiative because we believe that when women and girls are encouraged to discover, make their mark on and lead in the traditionally male-dominated sector, communities across the world gain new power in the fight against the global water crisis.

In the bigger picture, when women are empowered, they personally succeed, families thrive, industries become more inclusive and dynamic, and economies flourish.

In 2022, we published Urban Flow Magazine to shine a spotlight on female mentors in our field, we reflected on our work with Harvard University-founded NGO Project Girls 4 Girls to promote gender equality in WASH leadership, and with the generous support of our sponsor, Xylem Watermark, began creating a mentorship training program for women in WASH.

WULUW’s unofficial motto is: Empower women. Provide water. Build a better world.

Thank You Xylem and University of Cape Town for Your Support!



Learn more about their work at xylem.com/wen-us/watermark/



UNIVERSITY OF CAPE TOWN
IYUNIVESITHI YASEKAPA • UNIVERSITEIT VAN KAAPSTAD

Learn more about their work at uct.ac.za/main/research/sdgs/.



ACORN Provides a Financial Lifeline to Water Utilities

SITUATION Water utilities in developing countries face ever-changing water markets and service needs, fluctuating regulatory conditions, high staff turnover, reduced budgets and a lack of access to much-needed capital — which hampers their ability to provide local water and sanitation services.

POOR UTILITY PERFORMANCE — especially in low-middle income countries — results in poor creditworthiness that ultimately affects their ability to access capital. In addition to the financial resources gap, a lack of human resources capacity, inefficient billing, inconsistent collection and other serious issues act as catalysts that drag down utilities’ performance.

Our ACORN initiative is aimed at increasing opportunities for water utilities in sub-Saharan Africa to attain critical funding to have a sustainable, scalable economic impact on their operations and service. We assist water service providers (WSPs) in building strategic capabilities, improving creditworthiness and gaining access to funding sources.

In 2022, we began working with Lilongwe Water Board (LWB) and look forward to reporting progress next year.



LEARN MORE
Scan the code with your phone’s camera to watch our OLS webinar on commercial finance for water utilities, or visit rockblue.org/ols-9/



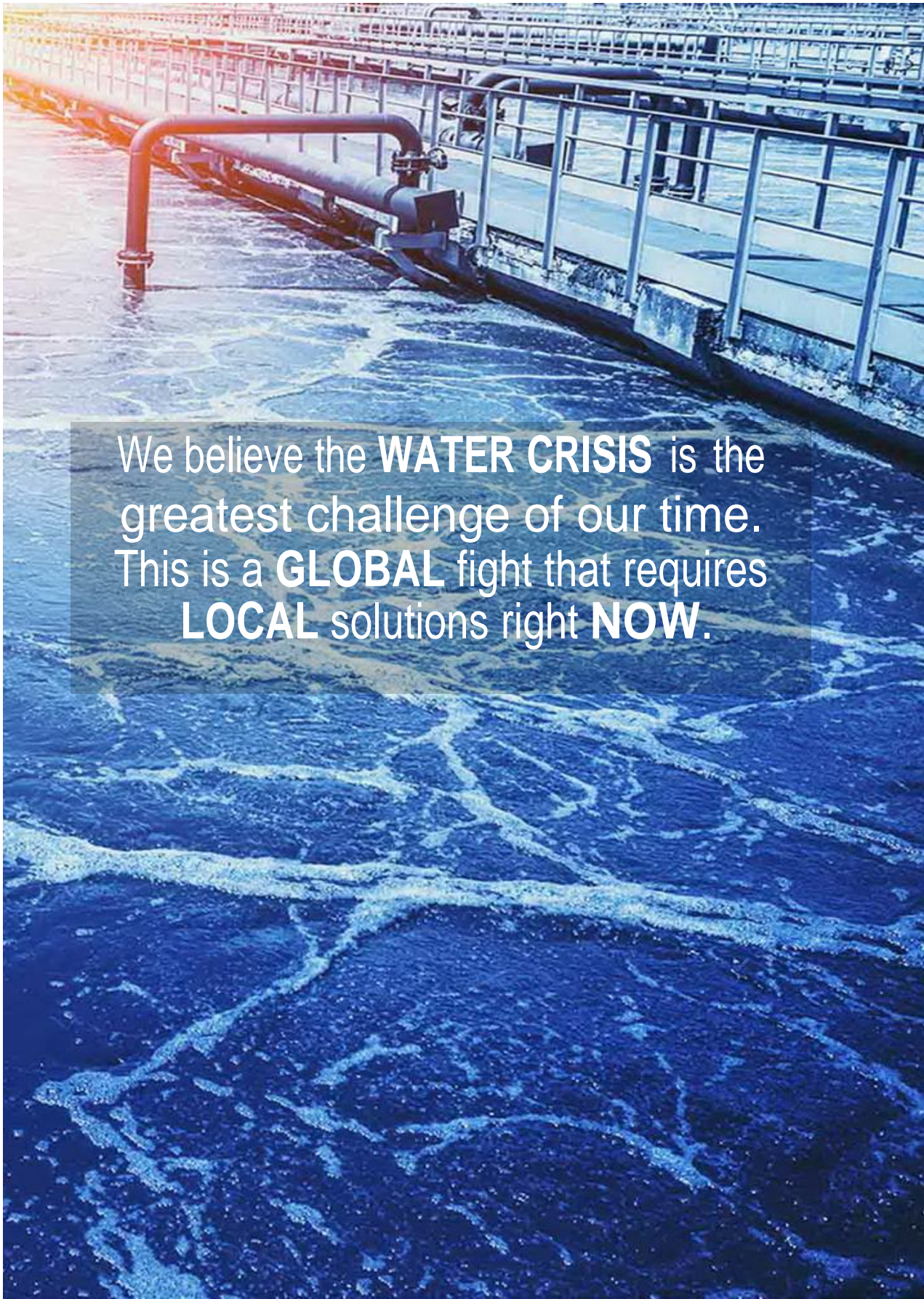
Facilitated Urban Sanitation Expansion (FUSE) Aims to Clean Up Cities

OUR GLOBAL POPULATION has reached 8 billion, driven largely by urban expansion in the world's poorest countries. Globally, 3.6 billion urban residents lack safely managed sanitation, with sub-Saharan Africa second only to South Asia. With cities growing fast and placing increasing pressure on infrastructure, we must work to ensure universal access to safe, reliable sanitation to allow urban residents to lead healthy and productive lives.

Conceived in 2022, our Facilitated Urban Sanitation Expansion (FUSE) initiative has a goal of working with utilities, city decision makers and governments to invest in long-term sanitation, effective regulation and strong management of sewage and human waste. Focusing on innovative, scalable models such as Citywide Inclusive Sanitation (CWIS), our objectives are to promote a more strategic and sustainable inclusive sanitation model and advise on the adoption of partnership approaches between public and private entities, and local communities, in financing sanitation services.

The initiative will develop, plan and implement a pilot project in 2023 to illustrate how utilities in developing nations can work to secure critical funding and provide urban residents with access to safe, reliable and affordable sanitation — allowing them to take control over their lives.

Sanitation is perhaps the most overlooked and forgotten of the UN’s Sustainable Development Goals. But not for ROCKBlue.



We believe the **WATER CRISIS** is the greatest challenge of our time. This is a **GLOBAL** fight that requires **LOCAL** solutions right **NOW**.

Transformative Gifts Boost ROCKBlue Water Action in Developing Nations

ROCKBLUE’S INNOVATIVE EFFORTS to develop water crisis solutions received a tremendous boost from generous gifts from the **Vitol Foundation** and the **Osprey Foundation** — along with the support of corporate sponsors **Raftelis**, **ECODIT**, **HDR Engineering**, and **Brown and Caldwell**. The financial support allowed us to work toward having a sustainable, scalable economic impact on Lusaka Water Supply and Sanitation Company (LWSC), which serves 3 million people in Zambia, and Lilongwe Water Board (LWB), a utility meeting the water service needs of roughly one million people in Malawi.

THE VITOL FOUNDATION

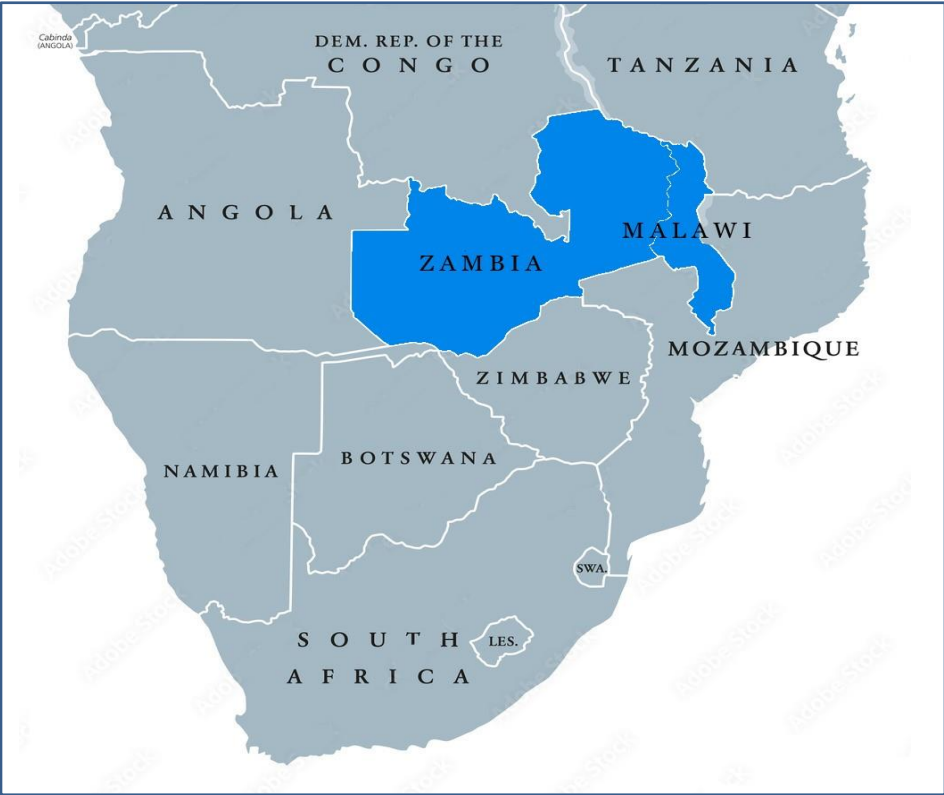
This grant maker to global anti-poverty efforts invests in organizations that improve access to safely managed water and sanitation services and maintain safe hygiene practices.

Learn more about their work at vitol-foundation.com.

THE OSPREY FOUNDATION

This grant maker supports water, sanitation and hygiene (WASH) initiatives that deliver services to poor communities in countries throughout sub-Saharan Africa.

Learn more about their work at ospreyfdn.org.



THANK YOU!
FOR
YOUR
SUPPORT

THE GIFT OF CLEAN WATER

YOUR SUPPORT HAS HELPED
ENSURE WATER’S FUTURE

Thank you to the many forward-thinking individuals and organizations who have made a difference in people’s lives and the larger world by donating to ROCKBlue. This extraordinary support ensures that we continue our work helping create a future where everyone has access to safe, clean water and basic sanitation.

WE ARE GRATEFUL FOR THE ONGOING SUPPORT OF ALL OUR DONORS.

To make a donation that will have a vital impact on people's lives, please visit rockblue.org/donate.

FINANCIAL STATEMENT

For the fiscal year 2022 (in U.S. Dollars)

SUPPORT & REVENUE

Donor Cash Contributions	228,049.66
Gifts in Kind	919,413.11
Consultancy	57,500.00
TOTAL	1,204,962.77

EXPENSES

Value of Volunteer Labor	909,282.00
Cash Salaries and Wages	8,876.84
Program Expenses and Administrative Costs	210,356.69
TOTAL	1,128,515.53

NET ASSETS	76,447.24
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Accountability. Transparency. Integrity.

ROCKBlue is committed to fiscal management of the highest quality, ensuring that all contributions are used with transparency, integrity and for the greatest impact on those in need of clean water and basic sanitation.



Because empowered utilities create
healthy cities and improve lives.

To learn more about our work, visit rockblue.org
or email: info@rockblue.org.

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