

# Annex 1 Funding sources of similar organisations

The analysis is restricted to organisations for which financial information is available. Because of this, we were mostly able to analyse Singapore-based charities, who are required to publish their audited financial statements.

## Clear Cambodia

Clear Cambodia is a local Christian NGO that implements water and sanitation projects in partnership with local government offices of rural districts in outlying provinces.

	Revenue US\$	2018	2017	2016	2015
1	Grant income	2,239,438	1,948,249	1,734,466	1,774,449
2	Contributions by beneficiaries	130,800	192,864	182,946	217,074
3	Earned income (sale of filters, wells, latrines, sand, management fees and other income)	145,622	132,778	71,855	36,616
4	Other income	81,932	11,450	17,346	2,436
	<b>Total</b>	<b>2,597,792</b>	<b>2,285,341</b>	<b>2,006,613</b>	<b>2,030,575</b>

Clear Cambodia's main source of funding is from Charity: Water. \$79,176 of "Other Income" was raised by a new agreement that Clear Cambodia started in 2018, that also allowed for them to receive greater grants. Donors appears to be listed under "Grant Income" and only comprises under 10% of the total section. There have been no reports since 2018.

## Lien AID

Lien AID is a Singapore-based nonprofit organisation which helps the rural poor in Asia gain access to clean water and sanitation. It is the organisation in Singapore that is most similar to WISE.

	Revenue S\$	2016	2015	2014
1	Funding income	4,427,373	4,478,549	3,580,762
	(a) Lien Foundation	3,000,000	3,000,000	3,000,000
	(b) Other donors	427,373	478,549	580,762
2	Government grants	6,420	1,583	8,315
3	Interest income	41,470	128	37
4	Miscellaneous income	12,824	21,537	25,836
5	Gain on disposal of plant and equipment and on exchange differences	15,517	3,766	3,478
	<b>Total</b>	<b>3,503,604</b>	<b>3,505,563</b>	<b>3,618,428</b>

Lien AID is extremely reliant on the Lien Foundation (LF). Approximately 85% of their annual revenue comes from LF's unrestricted funding. (In 2017, Lien AID raised [S\\$260,019](#) of funds that were not from LF, about 40% less than previous years. In 2018, that number decreased to \$75,741)

## Mercy Relief

Mercy Relief was established in 2003 to respond to human tragedies and disasters in Asia Pacific.

Revenue S\$		2020		2019		2018		2017		2016		
		Unrestricted	Total	Unrestricted	Total	Unrestricted	Total	Unrestricted	Total	Unrestricted	Total	Unrestricted
1	Donations	676,328	1,102,828	487,375	1,238,155	453,672	1,960,040	419,633	1,532,876	505,553	1,678,745	1,104,2
2	Grants	327,856	327,856	104,000	104,000	203,668		176,214	188,246	125,000	125,000	50,0
	(a) Tote Board	-	-	100,000	100,000	100,000	100,000	50,000	50,000	50,000	50,000	50,0
	(b) Economic Development Board	-	-	-	-	103,668	182,879	121,332	121,332	75,000	75,000	
	(c) SIIA - Scoping study grant	-	-	-	-	-	-	-	12,032	-	-	

	(d) NCSS - VCF ICT grant	3,000	3,000	-	-	-	-	4,882	4,882	-	-	-
	(e) Innovation and productivity grant	-	-	4000	4000	-	-	-	-	-	-	-
	(f) Bicentennial Community Fund	324,856	324,856	-	-	-	-	-	-	-	-	-
3	Fundraising events	-	-	-	-	42,162	42,162	46,874	46,874	69,363	69,363	37,000
4	Contributions from local /foreign partners	-	-	-	10,000	-	90,000	-	-	-	-	-
5	MOVE facilitation fees	-	-	-	-	2,400	2,400	4,600	4,600	8,923	8,923	56,000
6	Other income	133,949	133,949	83,923	83,923	32,998	32,998	15,362	15,362	22,391	22,391	13,000
	<b>Total</b>	<b>1,138,133</b>	<b>1,564,633</b>	<b>675,298</b>	<b>1,481,078</b>	<b>734,900</b>	<b>2,410,469</b>	<b>662,683</b>	<b>1,787,958</b>	<b>731,230</b>	<b>1,846,781</b>	<b>1,260,590</b>

Mercy Relief relies heavily on donations, with 85% to 90% of their revenue being from donations. Their website has a ['donate' page](#) and they also have a page on [Giving.sg](#). This year, Mercy Relief is running a [crowdfunding campaign](#) for their 15th Year Anniversary Impact Fund. As of 1 February 2019, the campaign has raised S\$20,645 from 84 donors (average of S\$246 per person). The organisation also has donation boxes in SingPost. However, it is unclear which of these are the main channels by which the organisation obtained their revenue, and whether they have corporate sponsors. In addition, the amount they have raised since 2015 has decreased by about 50%.

Approximately 75% of Mercy Relief's funds are restricted, because it fundraises in response to disasters.

#### **Operation Hope Foundation**

Operation Hope Foundation (OHF) is a charity set up in 2001 which runs five programmes - OHF Child, OHF Skills, OHF Community, OHF Volunteer and OHF Solutions - in developing countries. From 2015 to 2017, OHF received S\$3,202,317 (which decreased from S\$1,358,590 in 2015 to S\$833,113 in 2017) of donations, although the source of donations (e.g. individuals, companies) is unclear.

The website has a [donation web page](#) but it is not known whether this is a significant source of donations

#### **Singapore International Foundation**

The Singapore International Foundation (SIF) is a nonprofit organisation established on 1 August 1991 with the mission to bring world communities together to do good.

	Revenue S\$	2020	2019	2018	2017	2016
1	Grant income	10,343,612	10,404,945	10,653,546	11,659,805	Not available
	(a) Government of Singapore	-	-	10,090,889	10,953,372	Not available
	(b) Grants from others from other projects	-	-	451,015	549,242	Not available
	(c) Amortisation of deferred capital grants	-	-	111,643	157,191	Not available
2	Finance income	(-216,875)*	255,313	1,512,623	1,449,698	1,652,840
3	Value in kind income	1,029,738	656,948	-	-	-
4	Other income	67,898	104,098	60,095	170,374	26,274
	<b>Total</b>	<b>11,441,248</b>	<b>11,165,991</b>	<b>12,226,264</b>	<b>13,279,374</b>	<b>15,495,534</b>

\*not counted in the total revenue

SIF is highly reliant on the Government of Singapore for funding. Besides receiving significant government grants each year (approximately 80%), the Government of Singapore provided a grant of S\$10,000,000 in 1992 in order to set up an endowment fund to generate finance income (which was expanded by subsequent donations of S\$6,667,547). This is possible because SIF is closely linked to the government, with the their patron being the President of Singapore.

Their [donors](#) include AP ventures, Deutsche Bank, Keppel Land, Metro, Ngee Ann Development Pte Ltd, SAP, Singapore Airlines, Singapore Red Cross, South West Community Development Council, Temasek Foundation and UBS. Donors are recognised in their ['Partners and Friends'](#) section of the website.

#### **World Toilet Organisation**

The World Toilet Organization (WTO) is a global non-profit organisation based in Singapore committed to improving toilet and sanitation conditions worldwide by empowering individuals through education, training and building local marketplace opportunities to advocate for clean and safe sanitation facilities in their communities. It was founded in 2001.

	Revenue S\$	2020	2019	2018	2017	2016	2015
1	Sales	-	-	-	1,480	100	-
2	Donations	36,338	67,303	38,795	54,328	190,711	212,539
	(a) Individual	7,214	6,801	12,511	16,532	110,475	130,759

	(b) Corporate	4,222	17,106	6,967	19,248	63,471	61,851
	(c) Foundation	4,712	3,670	4,243	6,430	12,546	16,736
	(d) Online	12,761	7,944	12,636	4,621	4,219	3,193
	(e) In kind and service	7,429	31,782	2,438	7,497	-	-
3	Crowdfunding	-	-	-	12,097	23,943	22,340
4	Sponsorships	-	14,700	289,800	91,100	-	-
5	Grants	-	-	34,632	41,130	40,902	-
6	Consultancy	38,500	5,960	-	48,820	-	-
7	Events	<b>2,526</b>	<b>136,731</b>	<b>25,406</b>	<b>153,118</b>		
	(a) World Toilet Summit India	-	66,250	-	72,970	99,600	-
	(b) World Toilet Day	-	-	-	6,675	1,1778	-
	(c) World Toilet Forum	-	-	-	26,800	-	-
	(d) Charity run - Urgent run	-	3,717	-	20,647	28,480	31,558
	(e) Appearance and attendance fees, and speaking engagements	2,526	24,785	17,035	26,026	13,535	12,953
	(f) Activities revenue	-	-	8,371	-	477	-
	(g) World Toilet College	-	41,979	-	-	-	-
8	Membership management	4,359	391	637	717	74,573	800
9	Project expense recovery	56,425	104,349	169,813	184,402	229,646	34,372
10	Training program	21,180	-	30,776	30,030	22,875	-
	<b>Total</b>	<b>159,328</b>	<b>329,434</b>	<b>591,674</b>	<b>617,222</b>	<b>732,585</b>	<b>314,562</b>

WTO's sources of revenue are diverse and has evolved through the years, although it is unclear whether this is by intention or circumstance. Total revenue has decreased rapidly over the years, with sources such as sponsorship and grants decreasing to zero, and activities stopping in 2020 (presumably to covid) further reduced the revenue. Although there are many factors that could have contributed to their decrease in popularity, the largest one may be covid, and it is yet to be seen if this trend is a continuation of before or due to covid-19.

The organisation crowdfunds through [Give.Asia](#), which has a general donation section and targeted fundraising campaigns. There appears to be donations approximately monthly.

WTO also has a 'Partners and Friends' section on the website recognising the contributions of Ashoka, Asosiasi Toilet Indonesia, ACRA, The Asian Venture Philanthropy Network (AVPN), Bill and Melinda Gates Foundation, BRAC, Cinelan LLC, eKutir, End Water Poverty, Google Singapore, Hewlett-Packard, Lien Aid, Leo Burnett, Ministry of Foreign Affairs (Singapore), Ministry of Environment and Water Resources (Singapore), National Environment Agency, PHLUSH, Public Utilities Board, Restroom Association of Singapore, Rockefeller Foundation, Saatchi & Saatchi Singapore, Sanergy, Smokey Tours, STARS Foundation, Sulabh International, Sustainable Sanitation Alliance, The People's Own Organic Power (POOP) Project, Toilet Hackers, UN Secretary-General's Advisory Board on Water and Sanitation's (UNSGAB), USAID, WASH Advocates, WASH United, Water Supply and Sanitation Collaborative Council (WSSCC) and [Water.org](#). It is not stated what these contributions are.

#### **TOUCH International**

TOUCH International (TI) is a non-profit organisation dedicated to facilitating the delivery of crisis relief and community development services to communities outside of Singapore through Humanitarian Aid and Disaster Response, Community Transformation and International Volunteerism.

	Revenue S\$	2017	2016	2015
1	Donations	505,044	513,054	409,118
2	Programme and project income	7,664	8,853	9,384
3	Miscellaneous income	92	4,279	775
	<b>Total</b>	<b>512,800</b>	<b>526,186</b>	<b>419,277</b>

Almost all of TI's revenue comes from donations, but there is no information the nature of the donations (corporate, individual, etc.). TI uses [Give.Asia](#) to collect donations.

#### **World Vision International (Singapore)**

World Vision International (WVI) is incorporated in the USA and registered as a foreign company in Singapore. As a segment of WVI and not a separately incorporated legal entity, the financial statements reflect the activities of:

- The support office which provides administrative support for activities in Singapore, and;
- The regional office which implements the strategy across ten countries in South Asia and the Pacific.

	Revenue S\$	Support office			South Asia and the Pacific office		
		2017	2016	2016	2017	2016	2016
1	Funds from WVI	-	-	-	6,881,139	6,669,037	7,267,741
2	Donations	18,503,634	16,580,843	17,579,960	-	-	-
3	Grants	25,000	38,669	-	119,907	-	-
	(a) Economic Development Board	-	-	-	119,907	-	40,000

	(b) National Youth Council	25,000	38,669	25,000	-	-	-
4	Interest income	52,202	40,816	31,933	329	613	14
5	Employment and wage credit schemes	54,739	84,799	48,884	3,557	8,432	6,332
6	Other income	-	9,350	10,978	136,907	210,493	220,224

The vast majority of WVI (Singapore)'s funds are from donations, although it is unclear whether these donations are from corporate sponsors, individuals or others. Between 68% and 78% of these donations come from child sponsorship, which is the first of many ["ways to give"](#) listed WVI (Singapore)'s website.