



Nonprofit Analytics

GENERAL

Organization Name	The Last Well			U.S. Tax ID#	26-4008579	Year Founded	2008
HQ Street Address	2255 Ridge Road, Suite 206A			City & State	Rockwall TX	Zip	75087
Phone	972.412.2912	HQ Nation	United States	Website(s)	http://thelastwell.org		
Primary Contact & Title	Todd Phillips, CEO			Contact Email	todd.phillips@thelastwell.org		
Organization Type	Independent Public Charity		Annual Report Link	None			
Nonprofit Accountability Listings	<input type="checkbox"/> BBB (give.org) <input checked="" type="checkbox"/> Guidestar <input checked="" type="checkbox"/> ECFA	<input type="checkbox"/> Charity Navigator <input type="checkbox"/> Charity Watch <input type="checkbox"/> Ministry Watch	Strategic Partners	Living Water, Water of Life, World Hope, Water4, AGWM			
Primary Program Area	Evangelism		Peer Group	Living Water			
Other Program Area(s)	Water Provision/Purification		Clients Served	Rural Poor			

GROWTH TRENDS

	FY 2014	FY 2015	FY 2016	FY 2017	% Change	Explanation
Paid Staff (FTE)	1.8	3.0	5.0	5.0	186 %	Added key staff members over past three years
Clients Served	297,198	419,588	251,488	284,568	4 %	Trends associated w/ population size in rural areas served
Annual Income	\$812,987	\$2,367,611	\$2,458,110	\$2,022,576	149 %	Increase in large & recurring donors over past three years
Donors	527	1,240	1,055	1,385	163 %	Strategic focus on marketing and new donor events
Key Activity	413	500	654	2,476	500 %	Water projects provided

FUNDRAISING

Donor Retention Rate	43 %	Government Funding %	0 %	Cost to Raise \$1 (NOT "GIVE")	\$ 0.14		
Largest Gift for FY 2017	\$250,000	% of Gift Income from Largest Gift	17.5%	Self-sustainability %	0%		
Donors Listed by Gift Size for FY 2017	Gift Size:	< \$1,000	\$1K - 4,999	\$5K - 24,999	\$25K - 49,999	\$50K - 99,999	\$100,000 +
	# of Donors:	1,178	155	45	4	2	1
	Total Amount:	\$ 244,839	\$ 290,633	\$ 400,990	\$ 129,081	\$ 113,000	\$ 250,000

FINANCIAL MANAGEMENT

Cash Reserves on Hand	1-2 Months	Current Net Assets on 01 / 18	\$474,509	Total Current Debt	\$13,412		
Written Financial Controls	<input type="radio"/> Yes <input checked="" type="radio"/> No	Independent Financial Audits	<input checked="" type="radio"/> Yes <input type="radio"/> No	Reserve Coverage %	17%		
FISCAL YEAR 01/01 TO 12/31		FY 2014	FY 2015	FY 2016	FY 2017	2018 <input checked="" type="radio"/> BUDGET <input type="radio"/> ACTUALS	2014-2017 FY TRENDS
INCOME	Earned Revenue	\$0	\$930	\$4,658	\$3,063	\$0	%
	Gifts in Kind	\$0	\$0	\$236,995	\$590,970	\$784,000	%
	Cash Donations	\$812,987	\$2,366,681	\$2,216,457	\$1,428,543	\$1,609,000	76 %
	Total Income	\$812,987	\$2,367,611	\$2,458,110	\$2,022,576	\$2,393,000	149 %
EXPENSES	Program Services	\$727,219 82 %	\$1,259,394 86 %	\$1,845,031 82 %	\$2,346,990 86 %	\$2,447,105 83 %	223 %
	Administrative	\$80,790 9 %	\$106,970 7 %	\$210,266 9 %	\$193,837 7 %	\$366,821 12 %	140 %
	Fundraising	\$77,532 9 %	\$99,337 7 %	\$184,467 8 %	\$193,132 7 %	\$150,313 5 %	149 %
	Total Expenses	\$885,541	\$1,465,701	\$2,239,764	\$2,733,959	\$2,964,239	209 %
SURPLUS/DEFICIT		\$72,554	\$901,910	\$218,346	\$711,383	\$571,239	

LEADERSHIP

CEO Name & Tenure	Todd Phillips	9 yrs	CEO Age	40-49 yrs	Total CEO Compensation	\$ 120,000	
CEO Annual Evaluation	<input type="radio"/> Yes <input checked="" type="radio"/> No	CEO on the Board	<input checked="" type="radio"/> Yes <input type="radio"/> No	CEO Successor Identified	<input type="radio"/> Yes <input checked="" type="radio"/> No		
Total Paid Staff by Type	FT: 4 PT: 0	Staff Turnover Rate	0 %		Total Volunteers	16	
Yearly Staff Evaluations	<input checked="" type="radio"/> Yes <input type="radio"/> No	CEO Direct Reports	4 staff		Annual Board Meetings	4	
Board Chair & Tenure	Heath Hill	5 yrs	Board Size	8	Board Gender Diversity	Men: 8 Women: 0	
Donation % from Board	8 %	Board Committees	0	Term Length	3 yrs	Consecutive Term Limits	None
Additional Advisory or Development Board		<input type="radio"/> Yes <input checked="" type="radio"/> No		# of Board Members Related to Founder or CEO	0		

STRATEGY

MISSION	To provide access to safe drinking water to the entire nation of Liberia and offer the Gospel to every community we serve by 2020.					
CLIENTS SERVED	Any citizen in Liberia that is not within a fifteen-minute walking distance of safe drinking water and has not heard the Gospel.				LENGTH of Primary Client Relationships	10 Year(s)
The PROBLEM	More than half of Liberia's population did not have access to safe drinking water in 2008. The majority of disease and death in Liberia can be traced back to water-borne illnesses.					
Your SOLUTION	We've developed a coordinated national strategy for reaching every Liberian with safe drinking water and sharing the Gospel with those we serve through a cooperative effort of International and Local NGOs, church planting organizations, the Ministry of Public Works and the Ministry of Health.					
1-3 year PLAN	(2019-2020) Reach all remaining counties in Liberia border-to-border with safe drinking water and the Gospel. Part of this plan is to install more than 45,000 Sawyer filters and complete a 3-stage monitoring and evaluation initiative to determine continued effectiveness of the Sawyer System.					
Up-to-date Board-approved STRATEGIC PLAN		<input checked="" type="radio"/> Yes <input type="radio"/> No		Impact Evaluation led to CHANGED STRATEGY		<input checked="" type="radio"/> Yes <input type="radio"/> No

IMPACT

Long-term VISION	Every citizen in Liberia will be within a 15-minute walking distance of a year-round safe drinking water source, and the Gospel will be offered to every community we serve by December 31, 2020.					
RESULTS Report outcomes not activities	1.) Since 2008, we've provided over 2.1 million Liberians with access to safe drinking water through 7,280 projects. The Gospel has been preached in each of these communities, and they are connected to a local or regional Christian pastor. 2.) When we started our work in 2008, an estimated 50% of Liberia lacked access to safe water, which was reduced to only 20-25% as of December 2016.					
Measure outcomes against benchmarks	<input checked="" type="radio"/> Yes <input type="radio"/> No	Track Key Performance Indicators	<input checked="" type="radio"/> Yes <input type="radio"/> No	Completed independent impact evaluation	<input type="radio"/> Yes <input checked="" type="radio"/> No	
Completed program logic model(s)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Survey program beneficiaries	<input checked="" type="radio"/> Yes <input type="radio"/> No	Conducted randomized controlled trial (RCT)	<input type="radio"/> Yes <input checked="" type="radio"/> No	

Impact STORY	Testimony from a town chief during a recent follow-up visit... "We don't fight for the world here anymore. We fight for Heaven. Since the Gospel was preached in Maimu, I have begun to hold church services in my home, and we are so thankful to have this new sense of family for when hardships come our way. But it is by the grace of God that he has sent us clean water and now we have no more illnesses...thank you!"					
Recent Program IMPROVEMENT	Partnered with the Liberian Ministry of Public Works to perform randomized field inspections for water projects to assess impact. This program has resulted in two signed completion letters for the counties of Grand Kru and Bomi with five more letters expected to be delivered by the end of 2018.					

GEOGRAPHIC SCOPE

Where do your programs operate?	<input type="radio"/> Local	<input type="radio"/> Regional	<input type="radio"/> National (USA)	<input checked="" type="radio"/> International (List nations or regions served below alphabetically)
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Liberia

S.W.O.T. ANALYSIS

STRENGTHS	WEAKNESSES	OPPORTUNITIES	THREATS
Evangelism, church plants, water provision work done by Liberians; Reaching entire country of Liberia by Dec. '20; 100% of our operations and fundraising budget covered by a small group of donors.	Communicating with spread out team; Lack of educated, experienced oversight in the field; Small # of U.S. staff; While creating focus, the completion time frame does not allow for many obstacles.	Reach 2+ Million people with clean water and the Gospel; Be the 1st group ever to reach an entire nation with water and the Gospel; Setting a precedent for reaching other nations.	The potential political instability with the pull out of UN forces and the transition to a new presidential administration in 2018.

SOURCE	Completed By: Randy LeTourneau	Date: 02/14/2019
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