



2023 S.L. Gimbel Foundation Fund Grant Application

Internal Use Only:
Grant _____

Organization / Agency Information

1) Organization/Agency Name: DigDeep		
2) Physical Address: 932 Wilson Street, Suite 2D		City/State/Zip Los Angeles, CA 90021
3) Mailing Address: 932 Wilson Street, Suite 2D		City/State/Zip Los Angeles, CA 90021
4) CEO or Director: George McGraw		Title: Chief Executive Officer
5) Phone: (424) 285-0773	6) Fax: N/A	7) Email: info@digdeep.org
8) Contact Person: Megan Merenda		Title: Director of Development
9) Phone: (775) 750-0185	10) Fax: N/A	11) Email: meganm@digdeep.org
12) Web Site Address: www.digdeep.org		13) Tax ID: 46-0686920

Program / Grant Information

Interest Area: ☐ Animal Protection ☐ Education ☐ Environment ☐ Health ☒ Human Dignity

14) Program/Project Name: DigDeep's Appalachia Water Project			15) Amount of Grant Requested: \$250,000
16) Total Organization Budget: \$14,226,800	17) Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 78.3%	18) Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 10%	19) Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 11.7%
20) Purpose of Grant Request (one sentence): The purpose of the grant request is to fund the activities of the Appalachia Water Project.			
21) Program Start Date (Month and Year): June 2023		22) Program End Date (Month and Year): June 2024	
23) Gimbel Grants Received: List Year(s) and Award Amount(s) N/A			

Signatures

24) Board President / Chair: (Print name and Title) Edna Primrose, Board Treasurer	Signature: Edna Priurose	Date: 03 /06/2023
25) Executive Director/President: (Print name and Title) Anne-Marie Jones, Chief Operating Officer	Signature: Anne-Marie Jones	Date: 03 /06/2023

Signature Certificate

Reference number: CNUWT-RJRBJ-USNGP-6MXAC

Signer	Timestamp	Signature
Edna Primrose Email: eprimrose02@gmail.com Sent: 06 Mar 2023 22:55:59 UTC Viewed: 06 Mar 2023 23:10:01 UTC Signed: 06 Mar 2023 23:11:08 UTC		
Recipient Verification: ✓ Email verified	06 Mar 2023 23:10:01 UTC	IP address: 209.107.191.26 Location: Alexandria, United States

Anne-Marie Jones Email: annemarie@digdeep.org Sent: 06 Mar 2023 22:55:59 UTC Viewed: 07 Mar 2023 00:00:09 UTC Signed: 07 Mar 2023 00:00:28 UTC		
Recipient Verification: ✓ Email verified	07 Mar 2023 00:00:09 UTC	IP address: 76.94.3.216 Location: Los Angeles, United States

Document completed by all parties on:
07 Mar 2023 00:00:28 UTC

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2023 S.L. Gimbel Foundation Fund APPLICATION

Narrative

Please provide the following information by answering **ALL** questions (I to IV), **12 Font, One Inch Margins, Times New Roman**. Use the format below (I to IV). **Type the question**. Type your complete answers to the question directly below the question. Please be thorough, clear, specific, and concise.

I. Organization Background

A) What are the history, mission and purpose of your organization?

Access to water and sanitation is a fundamental human right. However, more than 2.2 million Americans still do not have running water or basic plumbing. DigDeep was founded in 2011 as a global water, sanitation and hygiene (WaSH) implementer focused on a human rights-based approach to water and sanitation in South Sudan and Cameroon. In 2014, our focus shifted to Navajo communities — in rural Thoreau, New Mexico specifically — when our founder, George McGraw, first learned about the water access crisis in the United States. With that shift, DigDeep became the first U.S.-based WaSH organization to return home, and our flagship project, the Navajo Water Project was born. DigDeep is the only WaSH (water, sanitation, and hygiene) organization serving the United States, with a mission to ensure that every American has clean, running water and sanitation forever. Through research, advocacy, workforce development, and community-led water projects, we are working to solve the domestic water crisis once and for all.

DigDeep runs several nationally-recognized projects that empower communities to build their own water and sanitation systems. 2018, DigDeep's Navajo Water Project was awarded the US Water Prize, which celebrates outstanding achievement in advancing sustainable solutions to water challenges in the United States. DigDeep has also led several research studies focused on the water access gap in America. DigDeep's research and resulting report, [Closing the Water Access Gap in the United States](#), guided the deployment of DigDeep projects in two more locations of the six hot spots, the Appalachian region of West Virginia and Texas *colonias* along the US-Mexico border. To date, the Appalachia Water Project has brought running water and sanitation to over 200 homes in West Virginia, and the Colonias Water Project has brought running water and additional infrastructure to 72 parcels in the Cochran *colonia* just outside El Paso, Texas. Subsequent research by DigDeep found that every time we turn on the tap, we generate nearly \$16,000 per household in economic benefits—nearly a \$5 return on every \$1 invested.

DigDeep aims to provide vulnerable communities with clean running water and safe sanitation that they can own, operate, and manage. DigDeep's sustainable, community-led model leads to thriving local economies, vibrant communities, and healthy ecosystems.

B) How long has the organization been providing programs and services to the community?

DigDeep began providing services to communities internationally in 2011 and has worked domestically in the United States since 2014.

C) What are some of your past organizational accomplishments (last three years)?

Over the past three years DigDeep has made significant progress toward our mission to close the water access gap in the U.S.. The Navajo Water Project became a more robust project due to responding to the needs of our clients on the Navajo Nation during the Covid-19 pandemic. Over the last three years, DigDeep expanded our work to span Arizona, Utah, and New Mexico. In 2021, DigDeep launched the Appalachia Water Project to respond to issues of water poverty in rural communities in West Virginia. In 2022, DigDeep formally launched the Colonias Water Project which serves communities along the

U.S.-Mexico border in Texas. Across our three water projects in the last three years, DigDeep installed 290 Home Water Systems on the Navajo Nation, facilitated 329 piped water connections in Appalachia, and connected 72 parcels to mainline water for households in the Cochran Colonia.

In addition, DigDeep believes that it is imperative that we build an evidence base by collecting, sharing and leveraging domestic WaSH data to inform progress toward universal water access. In support of this work, DigDeep undertook a study to demonstrate the economic benefits thousands of communities throughout the United States will continue to miss out on until the water access gap is closed. The resulting report published in 2022, [Draining: The Economic Impact of America's Hidden Water Crisis](#), details how the benefits of extending water and sanitation access to every U.S. home outweigh the costs. This is the first national study to calculate the true cost of allowing millions of Americans to live without running water at home, and the hundreds of billions in economic benefits we could generate by closing the gap for good.

In 2021, DigDeep created the [Decentralized Wastewater Innovation Cohort](#) to improve understanding of the wastewater challenges remote communities face across the U.S., and solutions being developed, and the ways policymakers can improve the impact, sustainability, and scalability of those innovations. The cohort creates connections between rural community organizations piloting innovative solutions to decentralized wastewater challenges. In 2022, DigDeep successfully hosted the first domestic WaSH Sector convening in Washington, D.C. to build the foundation for the sector by gathering a small group of key water and wastewater leaders.

D) What are your key programs and activities?

The first of its kind in the US, DigDeep's Navajo Water Project is a community-managed utility alternative for homes without access to water or sewer lines that addresses the issue of water poverty on the Navajo Nation by developing wells to pump, treat, and locally store clean water, installing DigDeep's innovative Home Water Systems to provide 1,200 gallons of hot and cold running water to homes that are off the water and power grid; and delivering water in food-grade trucks to the hundreds of families we serve. Each system features an underground water cistern, a pump, a filter, a heater, a sink and a drain. For off-grid homes, the systems also include solar power. Additionally, in 2022 DigDeep's Navajo Water Project expanded its services to bring piped water connections to eligible households in New Mexico. Our services also include a bill pay assistance program, a sanitation/septic repair/installation program, and the Navajo Nation's first-ever plumbing certificate program training program.

DigDeep's Appalachia Water Project, which launched in late 2021, has now brought piped water to hundreds of homes in West Virginia. DigDeep has now expanded to two counties in rural WV, offering a flexible slate of solutions, from off-grid cistern systems (like those we install on the Navajo Nation) to public-private partnerships that hook homes into new, high-pressure water mains and installation of plumbing fixtures to ensure households are up to date (especially where no local public funding is available). By the end of 2022, DigDeep completed work to bring running water to a total of 164 households in West Virginia that year alone.

In addition to the expansion of our work across the Navajo Nation and in Appalachia, DigDeep has undergone a period of incredible growth over the past year, publicly launching the [Colonias Water Project](#). The Colonias Water Project aims to bring clean, hot and cold running water and sanitation to households across El Paso County, Texas in areas known as *colonias* ("neighborhood" in Spanish). Colonias are informal residential areas along the border with Mexico that lack potable water, septic or sewer systems, electricity, paved roads or safe and sanitary housing. Over the next two years, DigDeep will complete five additional projects in *colonias* in El Paso County who are facing similar challenges as Cochran.

Another primary pillar of DigDeep's work is developing an evidence base by collecting, sharing and leveraging domestic WaSH data to inform progress toward universal water access. In 2018, DigDeep's Navajo Water Project was awarded the US Water Prize, which celebrates outstanding achievement in advancing sustainable solutions to water challenges in the United States. Following this recognition, DigDeep has led several efforts to conduct large scale studies on the water crisis in America. Two resulting reports have been published, [Closing the Water Access Gap in the United States](#) and [Draining: The Economic Impact of America's Hidden Water Crisis](#), and have brought visibility to the water access gap and has guided DigDeep's expanded programming and continued WaSH sector research and coalition building. Through these reports, DigDeep is hopeful that the findings will be an incredible catalyst for change, empowering organizations and federal agencies to advocate with policymakers in a completely new way.

Finally, DigDeep has launched a domestic WaSH sector in the United States, leveraging its decade of experience as a leader in global WaSH issues to build a strong community of practice at home. DigDeep first built a [database of WaSH stakeholders](#): by open sourcing this data and keeping it up-to-date, we hope to foster knowledge-sharing, research, strategic coordination, and most importantly, collaboration to bring impacted Americans the clean, running water we all deserve.

E) Describe the communities you serve. Include populations, geographic locations served, and relevant statistics.

Today, more than 2.2 million people in the United States do not have access to running water or basic plumbing. The target population for DigDeep are vulnerable communities in the United States who lack access to clean, running water.

DigDeep's Navajo Water Project serves communities on the Navajo Nation across New Mexico, Arizona, and Utah. The Navajo Nation, the country's largest reservation, is one of the hardest-hit pockets of water poverty. Roughly thirty percent of the 173,000 residents of the Navajo Nation do not have running water. Traditionally, Navajo (Diné) are semi-nomadic people, herding livestock and tending crops in the land between the Four Sacred Mountains. Many Navajo live scattered across the Nation, miles from major water lines, making plumbing water to individual homes prohibitively expensive.

DigDeep's Appalachia Water Project serves rural communities in southwest West Virginia, specifically in McDowell and Wyoming Counties. According to the [US Census](#), in 2019 West Virginia had the 7th highest (16%) percent of population living under the federal poverty line of any state. McDowell and Wyoming Counties, West Virginia have primarily rural populations of approximately 18,000 and 20,000 respectively. A hundred years ago, McDowell County was one of the wealthiest zip codes in the nation. Today, the county has one of the lowest average household incomes in the country, at \$26,000 a year. Many households in McDowell and Wyoming Counties do not have running water, their tap water is too dangerous to drink, or they lack safe sanitation.

DigDeep's Colonias Water Project serves communities along the US-Mexico border in Texas, where approximately 500,000 people live in informal residential areas known as *colonias* (meaning neighborhood in Spanish), which often lack potable water, septic or sewer systems, electricity, paved roads, or safe and sanitary housing. Nearly two-thirds of adults and 95% of children living in the colonias are U.S. citizens. These rural and often-informal neighborhoods are characterized by high rates of poverty – a typical colonia may have three times as many people living in poverty as the national average – and low education rates.

Many families on the Navajo Nation, in rural West Virginia, and in colonias along the US-Mexico border rely on water that is hauled over long distances. These communities are forced to purchase

bottled water at high prices or draw water from unregulated and potentially contaminated wells, mountain springs, or dirty mine shafts, which can lead to health implications.

II. Project Information:

A) Statement of Need

1. Specify the community need(s) you want to address and are seeking funds for.

One of regions identified in DigDeep's study cited above as a hotspot of fragile water access is Appalachia, a region that spans 420 counties across 13 states, from southern New York to northern Alabama, and is home to approximately 25 million residents. As a state, West Virginia has the lowest percentage of population living in a prosperous community, based on the [Economic Innovation Group's Distressed Community Index](#). DigDeep launched its work in Appalachia in West Virginia, due to the water access needs identified in multiple counties across the state.

McDowell County, West Virginia

McDowell County has a primarily rural population of approximately 18,000. According to the Distressed Community Index, McDowell County has the highest level of distress of any county in the United States, with an index value of 100 on a scale of 0 (most prosperous) to 100 (most distressed).

Many households in McDowell County do not have running water, or their tap water is too dangerous to drink. They drive long distances to buy bottled water. Some even haul water home in milk jugs from mountain springs or dirty mine shafts, which can cause rashes, illness and even death. Homes in the county have dealt with inadequate, inconsistent and non-existent water access for years. The county, as with the Appalachian region as a whole, faces issues with water access, sewage treatment, and overall health and well-being as the industries on which Appalachia was built now have a diminishing presence in the region. Among the reasons for this situation are failing water pipes and contamination from coal mines. Although many homes in McDowell County have never had access to safe running water, the number of families who have lost their previously secure access to water is growing.

Wyoming County, West Virginia

Wyoming County is one of 55 counties in West Virginia and is located in the southern portion of the state. The population is primarily rural with a total county population of approximately 20,394. According to the [Distressed Community Index](#), Wyoming County has a high level of distress, with an index value of 96 on a scale of 0 (most prosperous) to 100 (most distressed). Wyoming County has a poverty rate of 22%, almost two times the national poverty average (13.9%). Also, within Wyoming County, 1 in 5 people do not have a high school diploma and nearly 50% of adults are not working. The employment rate was -26% between 2014 and 2018 (compared to the national average of +8%), and the housing vacancy rate is about 18% (compared to the national average of 9%).

Homes with current piped water systems built approximately 100 years ago, who have experienced frequent water outages and have been on a boil water advisory for many years are finally eligible to have upgraded water pipes so that they can have clean water flowing once again. However, the funded project does not include funds for homeowners to upgrade their aged service lines. For homes on low or fixed incomes, the additional cost is prohibitive. Opting to not upgrade their aged service line could result in pipes bursting or leaking and causing irreparable damage to the home.

B) Project Description

1. Describe your project. How does your project meet the community need?

The Appalachia Water Project is a public-private partnership that hooks communities into new, high-pressure water mains and brings plumbing fixtures up to date (especially where no local public money is available). Specifically, the Appalachia Water Project works to replace utility lines to homes in McDowell and Wyoming Counties and also extends water and sewer lines to homes not previously connected. These projects are shovel-ready, yet for families on low or fixed incomes these upgrade costs are prohibitive, although opting out could lead to bursting or leaking pipes - causing irreparable home damage.

As the first phase of project construction, service water lines will typically need to be replaced or extended. These service lines run from the main utility line to each yard, connecting each property to the main line. Sometimes there are existing service lines that need to be replaced due to aging infrastructure. Because many of these service lines were installed 100 years ago, they often leak, causing intermittent water access, and impact water quality; the water may have unusual color, smell, or contain particles. In other cases, service lines don't exist for homes that are not connected to the water utility. In these cases, DigDeep will install new service lines to these households so that they receive first-time access. Some households will require a mix of service line replacements and extensions.

The second phase of project construction will be to connect the service line to the house. Once the pipe is hooked up to the house, the water pressure will be measured and recorded. At this point, the water flows to the home, and the household will be considered completed.

2. What is unique and innovative about this project?

Several factors make this project unique. First, DigDeep is the only water access organization working in the United States. In addition, all DigDeep's projects in the U.S. are community-led. We work in partnership with households, local organizations and local governments to ensure that we are meeting the area's needs and that project design is tailored to individual communities. Our projects empower local communities to develop and manage their own water access networks in an open, participatory way by utilizing low-cost technologies (when appropriate) that are easy to deploy and manage, or connecting households directly to centralized water systems when possible. Our collaborative approach helps to ensure long-term buy-in and ownership, thereby increasing the success of the work we do together. Moreover, our work is led by local professionals and creates high-paying jobs to promote economic development.

C) Project Goal, Objective, Activities and Expected Outcome

- 1. Note: Objective, Outcome and Evaluation must all be based on the SAME QUANTIFIABLE CRITERIA (for example, "number served, or acres improved"). This quantifiable criteria should refer to the grant amount you are requesting from the Gimbel Foundation only and not the total program.**

State ONE GOAL, ONE OBJECTIVE, ONE OUTCOME. USE NUMBERS AND DO NOT USE PERCENTAGES.

- 2. State ONE project goal. The Goal should be an aspirational statement, a broad statement of purpose for the project.**
- 3. State One Objective. The Objective should be specific, measurable, verifiable, action-oriented, realistic, and time-specific statement intended to guide your organization's activities toward achieving the goal. Specify the activities you will undertake to meet the objective and number of participants for each activity.**

4. **State One Outcome.** An outcome is the individual, organizational or community-level change that can reasonably occur during the grant period as a result of the proposed activities or services. What is the key anticipated outcome of the project and impact on participants? State in a quantifiable and verifiable term.
5. **Evaluation:** How will progress towards the objective (per above) be tracked and outcome measured?
Provide specific information on how many individuals will be evaluated (should be the same number as in the objective), how you will collect relevant data and statistics that meet your objective and validate your expected outcome, in a quantifiable manner, as you describe your evaluation process.

BELOW IS AN EXAMPLE OF GOAL, OBJECTIVE, OUTCOME AND EVALUATION:
Objective, Outcome and Evaluation should align and should be written in a linear format, using actual numbers, and data that are quantifiable and verifiable. Do not use percentages)

STATE THE GOAL, OBJECTIVES, AND OUTCOME

GOAL: House all homeless youth ages 18-24 in Mariposa County who are physically, mentally and legally able to work within 24 hours and help them become sufficient in 90 days.

OBJECTIVE: House up to 145 homeless youth referred or who contact us within 24 hours.

ACTIVITIES:

1. For each of 145 youth identified, develop a case management file.
2. Create a 90 day sufficiency action plan for each of the 145 youth.
3. Input weekly progress reports for each of the 145 youth.

OUTCOME: We expect to provide rapid rehousing to over 145 homeless youth in 2020.

EVALUATION: Using Build Futures' Salesforce data base client management and tracking system, generate reports on the number of clients served and housed. Track our role in housing 145 youth. Account for additional successes or lower numbers of youth in the program.

WRITE YOUR RESPONSES HERE AND Use the following format for your goal, objective, respective activities and expected outcome:

GOAL: Bring clean, running water and sanitation to 25 households in rural West Virginia that currently do not have piped water connections.

OBJECTIVE: Replace, extend or install new service water lines and connect households for 25 households identified in conjunction with local partners.

ACTIVITIES:

While the Appalachia Water Project is ongoing, the activities that will occur within the scope of this project plan will take place between June 2023 and June 2024. Here are the activities we will complete for this project:

1. Conduct baseline surveys across households across 25 households to measure water and sanitation access.
2. Replace, extend or install new service lines for 25 households.
3. Complete household connections for 25 households.
4. Conduct endline surveys at each of 25 households.

OUTCOME: We expect to bring clean, running water and sanitation to 25 households by June 2024.

EVALUATION: Using mWater platform for the data-driven management of our activities and impact, programs staff will visit each household to conduct baseline and endline surveys to track our progress to bring piped water connections to 25 households. The first step for any water or wastewater project is to collect baseline surveys. Appalachia Water Project technicians will visit each household and speak to clients, recording data such as contact information, household demographics, community challenges and assets, and more. The results from this survey will be compared to the endline survey results

conducted after the project to evaluate project impact at the household-level. Many of the questions on the endline survey are similar to the baseline survey, so that results can be compared to evaluate project impact.

D) Timeline

Provide a timeline for implementing the project. The start date and end date should be the same dates on the cover page. Start date should be 3 months after the submission date.

The program start date is: June 6, 2023

The program end date is: June 6, 2024

Include timeframes for specific activities, as appropriate.

Approximate timeframe for activities:

- June 2023 to December 2023: Activity 1 – Conduct baseline surveys across households across all project locations to measure water and sanitation access
- June 2023 to April 2024: Activity 2 – Replace, extend or install new service lines
- June 2023 to February 2024: Activity 3 – Complete household connections
- January 2023 to June 2024: Activity 4 – Conduct endline surveys

E) Target Population

1. Who will this grant serve?

The target population for this program are residents of Wyoming and McDowell Counties with high rates of poverty and lack of access to clean water and sanitation. DigDeep’s 2019 study mentioned above, Closing the Water Access Gap in the United States, determined the six hotspots of water poverty in the US. Since the publishing of that study, DigDeep has chosen the project areas we work in based on these hot spots of WaSH need, one of which is Appalachia (with West Virginia highlighted, specifically).

To choose communities to support within the identified “hot spots”, DigDeep relies on information from external economic data sources such as the [Economic Innovation Group’s Distressed Community Index](#). Because we find that projects with deep community involvement and leadership are most successful and sustainable, we also spend significant time connecting with local leaders and identifying potential partnerships within the community. DigDeep focused its initial work in McDowell County as it has the highest level of distress of any county in the United States. Wyoming County also has an extraordinarily high level of distress based on other counties across the country.

Choosing homes within the identified communities is done in partnership with local partners and government agencies, including water and sewer utility districts who are actively working to maintain, restore, and extend water access within the project communities, and nonprofit organizations who work closely with homeowners and have identified homes in need of running water. Government agencies are also integral in identifying neighborhoods and homes lacking water access and which are not receiving public funds or support sufficient to meet these needs.

2. How many people will be impacted? Provide a breakdown: Number of Children, Youth, Adults, Seniors, Animals.

Funding provided as a part of this grant will support DigDeep’s work to bring piped water connections to approximately 25 households, or approximately 75 people (adults and children) living in rural West Virginia (this assumes an average of three people per household, which is the average number of people per household in Wyoming and McDowell Counties, according to the [most recent census data](#)).

F) Projects in the Community

1. How does this program relate to other existing programs in the community?

To ensure that we are meeting the needs of the community, DigDeep works in partnership with community organizations and local governments to ensure that we are meeting local needs and that our project design is tailored to individual communities.

2. Who are your community partners (if any)?

Our current partners in West Virginia are:

- Public Service Districts (PSD) - No piped water projects/sewer projects in McDowell/Wyoming County can happen without partnership with the Public Service Districts (PSD). The PSDs keep a dataset of the communities in need, guide our project prioritization, contribute some project funding, and provide ongoing water/sewer service provision and management support even when DigDeep steps away from a completed project. DigDeep has built strong and trusting relationships with the PSDs, which makes our projects sustainable.
- County & State Officials - County (for example, McDowell County Health Department) and State (for example, West Virginia Department of Environmental Protection) officials are contacted at various stages of projects, especially when regulatory guidance is needed.

3. Who else in the community is providing this service or has a similar project?

DigDeep is the only WaSH implementer in the communities that we work in to bring clean, running water access and sanitation to residents of McDowell and Wyoming Counties, West Virginia.

4. How are you utilizing volunteers?

DigDeep has an incredible group of volunteers who help with media gathering, fundraising, engineering, construction oversight, plumbing, and more. Due to the nature of DigDeep's work to protect the human dignity of every person, DigDeep is especially sensitive to the needs and vulnerabilities of stakeholder communities. DigDeep does our best to balance this sensitivity with a desire to connect people with differing experiences of water access. These interactions can be beneficial learning opportunities. For that reason, DigDeep plans periodic site visits on an "invitation only" basis – a privilege reserved for our Water Council members, visiting experts, and groups of people making a major investment in our work.

G) Use of Grant Funds

How will you use the grant funds? This answer should align with the specific activities previously outlined in C) Project Goal, Objectives, Activities and Expected Outcomes

Project Funds will be used to bring clean, running water and sanitation to 25 households by June 2024. Specifically, project funds will support the following activities:

1. Conduct baseline surveys across households across 25 households to measure water and sanitation access.
2. Replace, extend or install new service lines for 25 households.
3. Complete household connections for 25 households.
4. Conduct endline surveys at each of 25 households.

III. Project Future

A) Sustainability

Explain how you will support this program after the grant performance period. Include plans for fundraising or increasing financial support designated for the program.

Our model for sustainability is rooted in designing and implementing projects that are community-led. We work in partnership with households, community organizations and local governments to ensure that we are meeting local needs and that project design is tailored to the specific needs of the communities we work in. Moreover, we hire from within project communities. This collaborative

approach helps to ensure long-term buy-in and ownership, thereby increasing the success of DigDeep's work. On this project, specifically, DigDeep has worked closely with local community leaders and utility district authorities and has a strong connection with residents and all established partners in the community. The Appalachia Water Project has been supported in various ways by West Virginia Senators Manchin and Capito, West Virginia Representative Miller, House Delegate Evans, and by local health officials and local mayors.

The households served by funding from the Foundation will not require further financial support after completion of the project work specific to their homes, and DigDeep will financially sustain the Appalachia Water Project beyond this period of funding through its committed donor base. DigDeep met its 2022 fundraising goals, and we have expanded capacity on the development team by hiring two new frontline fundraisers. We are also currently hiring for a Director of Individual Giving, which is intended to lead to larger fundraising targets in future years. We continue to expect growth in foundation and corporate giving, with new key partnerships established over the past year with institutional funders and a strong funder retention rate in 2022. Additionally, DigDeep receives funding from over 44,000 individuals (from grassroots to major funding levels). This funding group has experienced consistent growth year after year (in 2022 grew by over 3,000 new donors alone) and is expected to grow in 2023 with expanded development team capacity and the hiring of the new Director.

IV. Governance, Executive Leadership and Key Personnel/Staff Qualifications

A) Governance

1. Describe your board of directors and the role it plays in the organization.

DigDeep's Board of Directors supports the work of DigDeep to provide mission-based leadership, development assistance and strategic governance. While day-to-day operations of the organization are led by the CEO, the Board's involvement is a critical part of ensuring sustainability and operational success in carrying out DigDeep's stated charitable purpose: To foster access to safe, clean water to meet basic human needs worldwide with focus on protecting and promoting the human right to water through education and access projects.

DigDeep uses an explicit equity lens in Board development. We actively recruit new members from the communities we serve, including folks with lived experience of the issues we're working to solve. Like our staff, DigDeep's Board leadership is also extremely diverse. We score an 80.5% (high-diversity) on the Koya Board Diversity Index, placing us among the most diverse organizations in the country in terms of board representation. DigDeep currently has 10 Directors.

2. What committees exist within your board of directors?

Finance Committee – The Finance Committee is composed of the CEO, COO and the Board Treasurer and any Board approved designee. The Committee formulates financial policies and procedures, delegates administration of the policies and procedures to the CEO and COO and reviews operations and activities on a regular basis.

Recruitment Committee – The Recruitment Committee is focused on building board membership, including reviewing and vetting potential candidates for nomination to the full Board for approval.

3. How does the board of directors make decisions?

DigDeep's Board of Directors is focused on fiduciary matters and governance. They provide guidance, counsel, and strategic direction for the organization. Decision-making with regard to those matters is carried out during its board meetings, which typically occur monthly. A majority of the Directors constitutes a quorum for the transaction of business. The process to approve actions and

resolutions is in alignment with the common understanding of Roberts Rules (ie, motion, discussion, second, formal vote). A majority of the Directors present at a meeting duly held at which a quorum is present is considered an act of the Board, in accordance with the bylaws. Board actions are recorded in the meeting minutes and distributed for Board member approval after the meeting.

B) Management

1. Describe the qualifications of key personnel/staff responsible for the project.

Julie Waechter, Chief Program Officer – Julie is passionate about thriving communities with easy, reliable access to safe water and sanitation. Having spent over a decade working with rural communities around the world in dealing with their water, sanitation, and hygiene challenges, she joined DigDeep in 2020 and began working with communities in the US facing WaSH crises of their own. Julie has an M.A. in International Development from American University. Her WaSH project work has spanned 3 continents, 13 countries, and 10 U.S. States.

David Woodward, Appalachia Water Project Manager – David Woodward is a proud native of Appalachia, where he has dedicated his career to improving the lives of those around him. With a bachelor's degree in political science from Concord University in Athens, West Virginia, and a Master of Public Administration from the University of Arizona Global Campus, David has spent over 25 years working in a variety of fields, including emergency services, marketing and public relations, and community and economic development. One of David's proudest achievements came during his time as Community Development Director for Tazewell County, Virginia, where he led a major broadband expansion project that has brought internet access to nearly all households in the area. This project earned recognition and accolades, including the President's Lifetime Achievement Award for Community Service from President Obama in 2016 and a commission as a Kentucky Colonel by Governor Matthew Bevin (KY) in 2018. Today, David's passion is focused on those in Appalachia who have never truly known reliable clean drinking water. Hot and cold running water and working toilets in off-grid communities of Appalachia is an attainable goal!

2. What is the CEO/Executive Director's salary?

DigDeep's CEO, George McGraw, has an annual salary of \$225,680.

2023 S.L. Gimbel Foundation APPLICATION

V. Project Budget and Narrative (Do not delete these instructions on your completed form and use this form).

A) **Budget Table:** Provide a detailed line-item budget for your **entire** program by completing the table below. Note that if funded, this is the budget that you will have to refer to in the Evaluation (Final) Report.

A breakdown of specific line item requests and attendant costs should include:

- 1) Line item requests for materials, supplies, equipment and others:
 - a. Identify and list the type of materials, supplies, equipment, etc.
 - b. Specify the unit cost, number of units, and total cost**
 - c. Use a formula/equation as applicable. (i.e. 40 books @ \$100 each = \$4000)
- 2) Line item requests for staff compensation, benefits: **Do not use FTE percentages.**
 - a. Identify the position; for each position request, **specify the hourly rate and the number of hours** (i.e. \$20/hr x 20 hours/week x 20 weeks = \$8,000)
 - b. For benefits, provide the formula and calculation (i.e. \$8,000 x 25% = \$2,000)
- 3) Line items on Salaries/Personnel included in budget (contribution or in-kind) but NOT requested from the Gimbel Foundation must be broken down per number 2) above: Provide rate of pay per hour and number of hours.
- 4) The Gimbel Foundation **does not fund indirect costs.**

Line Item Request	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel	Line Item Total of Project
Personnel - AWP	Total personnel of our Appalachia Water Project Team – Wages only / no Fringe or benefits		367,888	50,000	417,888
Piped Water Connections Installations - AWP	Total piped water connections costs for 2023 Work plans in Appalachia (\$8,000 per connection x 25 connections = \$200,000)		160,000	200,000	360,000
TOTALS:			527,888	250,000	777,888

B) **Narrative:** The budget narrative is the justification of “how” and/or “why” a line item helps to meet the program deliverables. Provide a description for each line item. Each line item must have a narrative. Explain how the line item relates to the program. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Program Budget and Budget Narrative

Personnel – AWP

- **Project Manager**
 - **\$36.06/hr x 40 hours/week x 52 weeks = \$75,000**
- **Project Coordinator**
 - **\$31.25/hr x 40 hours/week x 52 weeks = \$65,000**
- **Water & Sanitation Technician Lead 1**
 - **\$29.12/hr x 40 hours/week x 52 weeks = \$60,569**
- **Water & Sanitation Technician Lead 2**
 - **\$29.12/hr x 40 hours/week x 52 weeks = \$60,569**
- **Water & Sanitation Technician 1**
 - **\$26.50/hr x 40 hours/week x 52 weeks = \$55,120**
- **Water & Sanitation Technician 2**
 - **\$26.50/hr x 40 hours/week x 52 weeks = \$55,120**
- **Project Assistant**
 - **\$22.36/hr x 40 hours/week x 52 weeks = \$46,508**

Piped Water Connections Installations – AWP

- **Total piped water connections costs for 2023 Work plans in Appalachia (\$8,000 per connection x 25 connections = \$200,000). The cost per connection varies based on the environmental, geographic, and community needs of each project site. Depending on the home, distances covered to connect a home to piped water can be as few as 10 feet and as many as 3,000. However, by evaluating individual work plans for 2023, we have deduced an approximate cost of each piped connection, which includes materials, equipment, labor, and fuel. Below, please find an approximate list of the materials used to facilitate a single piped connection:**
 - **On average, a single piped connection will utilize:**
 - **1,000' roll of ¾" CTS pipe: \$580.00 (\$0.58/foot)**
 - **Meter Box \$29.50**
 - **Pressure Reducing Valve \$49.50**
 - **Male fittings \$53.00**
 - **Brass Nipples \$10.79**
 - **House line connectors \$9.99**
 - **Pipe Stiffeners \$4.98**
 - **Ball Valves (2) \$39.00 (\$19.50/valve)**
- **At this time, DigDeep does not track staff time specifically to individual projects. Depending on the needs of each piped connection, the following staff members will allocate necessary time to complete the project:**
 - **Project Manager**
 - **\$36.06/hr x 40 hours/week x 52 weeks = \$75,000**
 - **Project Coordinator**
 - **\$31.25/hr x 40 hours/week x 52 weeks = \$65,000**
 - **Water & Sanitation Technician Lead x2**
 - **\$29.12/hr x 40 hours/week x 52 weeks = \$60,569/Technician Lead**
 - **Water & Sanitation Technician x2**
 - **\$26.50/hr x 40 hours/week x 52 weeks = \$55,120/Technician**
 - **Project Assistant**
 - **\$22.36/hr x 40 hours/week x 52 weeks = \$46,508**

2023 S.L. Gimbel Foundation APPLICATION

VI. Sources of Funding: Please list your current sources of funding and amounts.

Secured/Awarded

Name of Funder: Foundation, Corporation, Government, Individual Donors, Other (specify) – FY2022	Amount
Contributions (grassroots, individual, corporations, stock donations)	6,629,696
National Philanthropic Trust	15,000,000
Anonymous	1,000,000
Robert Wood Johnson Foundation	480,000
Church of Latter Day Saints	390,000
Caterpillar Foundation	350,000
Remaining culmination of Grants	2,841,279

Pending for FY2023

Name of Funder: Foundation, Corporation, Government, Individual Donors, Other (specify)	Amount	Decision Date
Mathile Family Foundation	\$25,000	June 1, 2023
George B. Storer Foundation	\$12,500	April 1, 2023
Polo Ralph Lauren	\$300,000	September 1, 2023
U.S. Environmental Protection Agency	\$495,000	April 1, 2023

Diversity of Funding Sources: A financially healthy organization should have a diverse mix of funding sources. Complete those categories that apply to your organization using figures from your most recent fiscal year.

Funding Source FY2022	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue
Contributions	6,329,696	24.8%			
Fundraising/Special Events	-				
Corp/Foundation Grants	20,361,279	75.2%			
Government Grants	-				

Notes: Our funding sources listed here are for FY22 (not recent audited financials of FY21). Our sources of contributions come from grassroots, individual, corporate and foundations, and numerous grants from large funders.

S.L. Gimbel Foundation APPLICATION

VII. Financial Analysis

Agency Name: DigDeep Right to Water Project
Most Current Fiscal Year (Dates): From Jan 2021 To: Dec 2021

This section presents an overview of an applicant organization's financial health and will be reviewed along with the grant proposal. Provide all the information requested on your **entire organization**. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. **Double check your figures!**

Form 990, Part IX: Statement of Functional Expenses

1) Transfer the totals for each of the columns, Line 25- Total functional expenses (page 10)

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
7,390,271	5,786,195	741,388	862,688

2) Calculate the percentages of Columns B, C, and D, over A (per totals above)

- Program services (B) – A general rule is that at least 75% of total expenses should be used to support programs
- Management & general administration (C) – A general rule is that no more than 15% of total expenses should be used for management & general expenses
- Fundraising (D) – A general rule is that no more than 10% of total expenses should be used for fundraising

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	78.3%	10%	11.7%

3) Calculate the difference between your CURRENT year budget for management & general expenses and your previous management & general expenses per your 990 (Column C)

Percentage of Organization's <u>Current</u> Total Budget used for Administration: 7.6%	Column C, Management & general expenses per 990 above	Differential -3.4%
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If the differential is above (+) or below (-) **10%**, provide an explanation:

Please note, as our most recent 990 is from Calendar/FY 2021, we are comparing these 2021 actuals to our FY2022 actuals.

S.L. Gimbel Foundation APPLICATION

Quick Ratio: Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
11,815,685	90,000	281,638	42.3
13,488,189	13,143,566	561,469	47.4

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end – FY22: \$14,488,287	Excess or (Deficit) Prior fiscal year end – FY21: \$5,015,023
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Notes: Our FY matches calendar year. Our 2022 Audited Financials will not be completed until June of 2023

VIII. EMAIL TWO PDF files to Gimbel@iegives.org

A. One PDF file of the following, #1 to #5

B. Second PDF file of the following, #6 & #7

#1	Completed Grant Application Form (cover sheet, narrative), budget page and budget narrative (see sample) and sources of funding, financial analysis page	#6	A copy of your most recent year-end financial statements (audited if available)
#2	Your current operating budget and the previous year's actual expenses (see sample Budget Comparison)	#7	A copy of your most recent 990. Please make sure that the Form 990 you submit is no more than two (2) years old.
#3	Part IX only of the 990 form, Statement of Functional Expenses (one page). Please make sure that the Form 990 you submit is no more than two (2) years old.		
#4	For past grantees, a copy of your most recent final report.		
#5	A copy of your current 501(c)(3) letter from the IRS		

DigDeep Right To Water Project FY22 v. FY23 Comparison

	FY22 Actuals	FY23 Budget
Income		
4000 Contributions & Grants	26,445,409	10,057,459
4100 Investments & Interest	-6,476	0
4200 Gift Shop	54,210	73,364
4300 Non-Cash Donations	245,568	0
Total Income	26,738,711	10,130,823
Cost of Goods Sold		
6100 COGS Gift Shop	58,365	94,992
Total Cost of Goods Sold	58,365	94,992
Gross Profit	26,680,346	10,035,831
Expenses		
6200 Programmatic Expenses	4,142,200	5,457,117
6400 Personnel Expenses	4,813,272	6,866,071
6500 Professional Fees	858,170	358,071
6600 Insurance Fees	125,724	78,130
6700 Building, Furniture & Equipment	980,748	641,527
6800 General & Administration	421,287	304,509
6900 Travel & Meetings	259,780	322,625
7000 Marketing & Advertising	590,877	198,750
Total Expenses	12,192,058	14,226,800
Net Operating Income	14,488,288	-4,190,969
Net Income	14,488,288	-4,190,969

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	462,046.	462,046.		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	60,000.	60,000.		
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	277,983.	158,751.	69,832.	49,400.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	2,098,921.	1,668,111.	135,599.	295,211.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	4,659.		4,659.	
9 Other employee benefits	178,790.	146,170.	21,453.	11,167.
10 Payroll taxes	216,265.	173,511.	15,108.	27,646.
11 Fees for services (nonemployees):				
a Management	223,582.	195,519.	10,930.	17,133.
b Legal	73.		73.	
c Accounting	98,220.		98,220.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17	296,539.			296,539.
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A), amount, list line 11g expenses on Sch O.)	194,302.		194,302.	
12 Advertising and promotion	120,617.	59,699.	60,918.	
13 Office expenses	108,957.	44,624.	38,692.	25,641.
14 Information technology				
15 Royalties				
16 Occupancy	197,000.	168,400.	27,814.	786.
17 Travel	125,512.	109,054.	4,588.	11,870.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest	1,005.		1,005.	
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	349,357.	345,821.	3,298.	238.
23 Insurance	38,753.	31,736.	7,017.	
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a PROJECT COSTS	2,030,034.	2,030,034.		
b BANK FEES	108,887.		3,364.	105,523.
c FUEL	102,326.	102,326.		
d WEBSITE AND TECHNOLOGY	67,939.	22,907.	26,943.	18,089.
e All other expenses	28,504.	7,486.	17,573.	3,445.
25 Total functional expenses. Add lines 1 through 24e	7,390,271.	5,786,195.	741,388.	862,688.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here ☐ if following SOP 98-2 (ASC 958-720)

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date **FEB 26 2013**

THE DIGDEEP RIGHT TO WATER PROJECT
334 SOUTH MAIN ST STE 9403
LOS ANGELES, CA 90013-1367

Employer Identification Number
46-0686920

DLN:
17053366303042

Contact Person:
MITCHELL P STEELE

ID# 31360

Contact Telephone Number:
(877) 829-5500

Accounting Period Ending:
December 31

Public Charity Status:
170(b)(1)(A)(vi)

Form 990 Required:
Yes

Effective Date of Exemption:
March 2, 2012

Contribution Deductibility:
Yes

Addendum Applies:
No

Dear Applicant:

We are pleased to inform you that upon review of your application for tax exempt status we have determined that you are exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code. Contributions to you are deductible under section 170 of the Code. You are also qualified to receive tax deductible bequests, devises, transfers or gifts under section 2055, 2126 or 2522 of the Code. Because this letter could help resolve any questions regarding your exempt status, you should keep it in your permanent records.

Organizations exempt under section 501(c)(3) of the Code are further classified as either public charities or private foundations. We determined that you are a public charity under the Code section(s) listed in the heading of this letter.

Please see enclosed Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, for some helpful information about your responsibilities as an exempt organization.

Letter 947 (20-03)

THE DIDGEEP RIGHT TO WATER PROJECT

Sincerely,

Holly O. Pas

Holly O. Pas
Director, Exempt Organizations
Rulings and Agreements

Enclosure: Publication 4221-PC