

A young girl with dark hair is the central focus of the image. She is wearing a purple long-sleeved shirt with a pattern of white and pink stars. She is holding a thick, rough-textured tree branch with both hands. Her right hand is near her forehead, and her left hand is lower down. She has a bright, joyful smile and is looking upwards and to the right. The background is a blurred outdoor setting with green foliage and grey rocks.

2016
ANNUAL REPORT

eosintl.org



Wes Meier

EOS International Co-founder & CEO

When it comes to EOS and the crucial work we undertake, it seems that every year is a big one for the organization, and 2016 was no exception. Last year we were selected to participate in the prestigious Latin American Business Accelerator program through Agora Partnerships. The program provides high-potential, early-stage organizations solving social and environmental challenges the opportunity to grow their businesses, impact, and leadership skills through customized one-on-one consulting and access to mentors, investors, and a global community of peers.

EOS also started growing our educational global leadership programs, inviting 38 students from five universities to join us in Nicaragua. This hands-on experience not only benefits EOS with new perspectives from students, but inspires the next generation of changemakers. It was an opportunity just like this one that inspired the creation of EOS almost a decade ago.

One of our prouder moments of this past year was the launch of our new online technology mapping system, which allows our donors to see every one of our installations. By tagging each installation with GPS coordinates, we are able revisit and analyze technologies long after the initial installation, insuring long-term success and constant improvement of our technology solutions.

That wasn't the only big news in 2016. Since our humble beginnings in 2008, EOS' U.S. team has operated primarily with the help of dedicated volunteers. This past year we were excited to create new staff positions to help propel the organization forward and create change in Central America at a faster pace. Starting in June of 2016, I was honored to step into the position of CEO and carry out the great work that EOS is doing each day.

Lastly and most importantly, I want to personally thank you for your investment in EOS International. The accomplishments in the following pages of this report could not have happened without you. As you read these stories, please remember that it was you that made this possible. Since 2008, you and your gifts have allowed EOS to directly impact 239,000 people with our 1,400 installations. Thank you so much for your support.



Alvaro Rodriguez

Nicaragua Country Director

It has been a pleasure to be with EOS for these past six years. Looking back, I remember the first few years at EOS, when I was the only employee. I would travel on the public bus across Nicaragua to meet with partners, clients, and purchase materials. When we needed to buy barrels to make our ovens, we had to transport them on top of the bus to our office to be welded. This was a humbling experience, but a time that I will never forget.

With your help we have been able to buy vehicles and hire a staff of twelve to further our reach and expand our impact throughout the country. Our team is now made up of dreamers and visionaries dedicated to our mission and vision to help those families in need. I am impressed by your generosity for people who live thousands of miles away. Other Nicaraguans ask me, "Why are these people helping us?" I can only answer that they are incredible people with a big heart. I am amazed by your generous support. Your gifts have a big impact on the lives of hundreds of thousands of Nicaraguans. Thank you.

EOS INTERNATIONAL BOARD OF DIRECTORS

John Bustle, *Chair*
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Gregory McGrath

Wesley Meier
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Our Process



PROMOTE

Raise awareness about our low-cost, high-impact technologies and their impact on communities.



MANUFACTURE

Produce appropriate technologies with locally sourced materials that are easily repairable.



INSTALL TECHNOLOGIES

Install technologies that improve health, generate income, and preserve the environment.



EDUCATE USERS

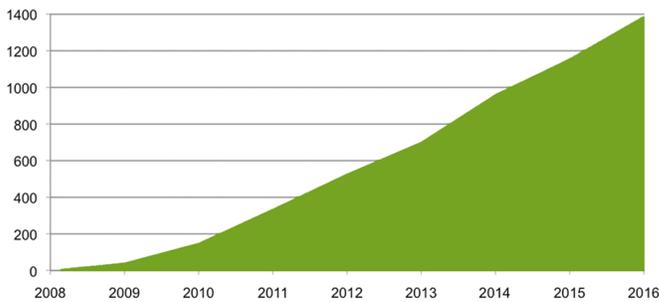
Teach recipients on how to use, maintain, troubleshoot, and benefit from their technologies.



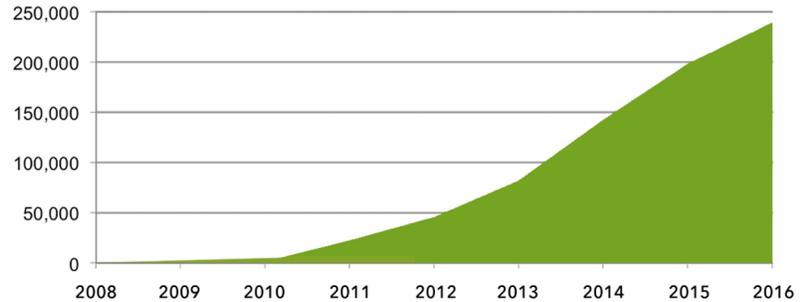
TRACK & EVALUATE

Revisit and analyze technologies regularly to ensure their impact creates positive change.

Installed Technologies



Lives Impacted



Our 1,400 installations of simple, inexpensive, and locally serviceable technologies have helped over 239,000 Nicaraguans improve their health, generate income, and preserve the environment.



Improve Health

We believe clean water not only improves the health of rural communities, but provides a basic need that lays the foundation for building a stronger life.



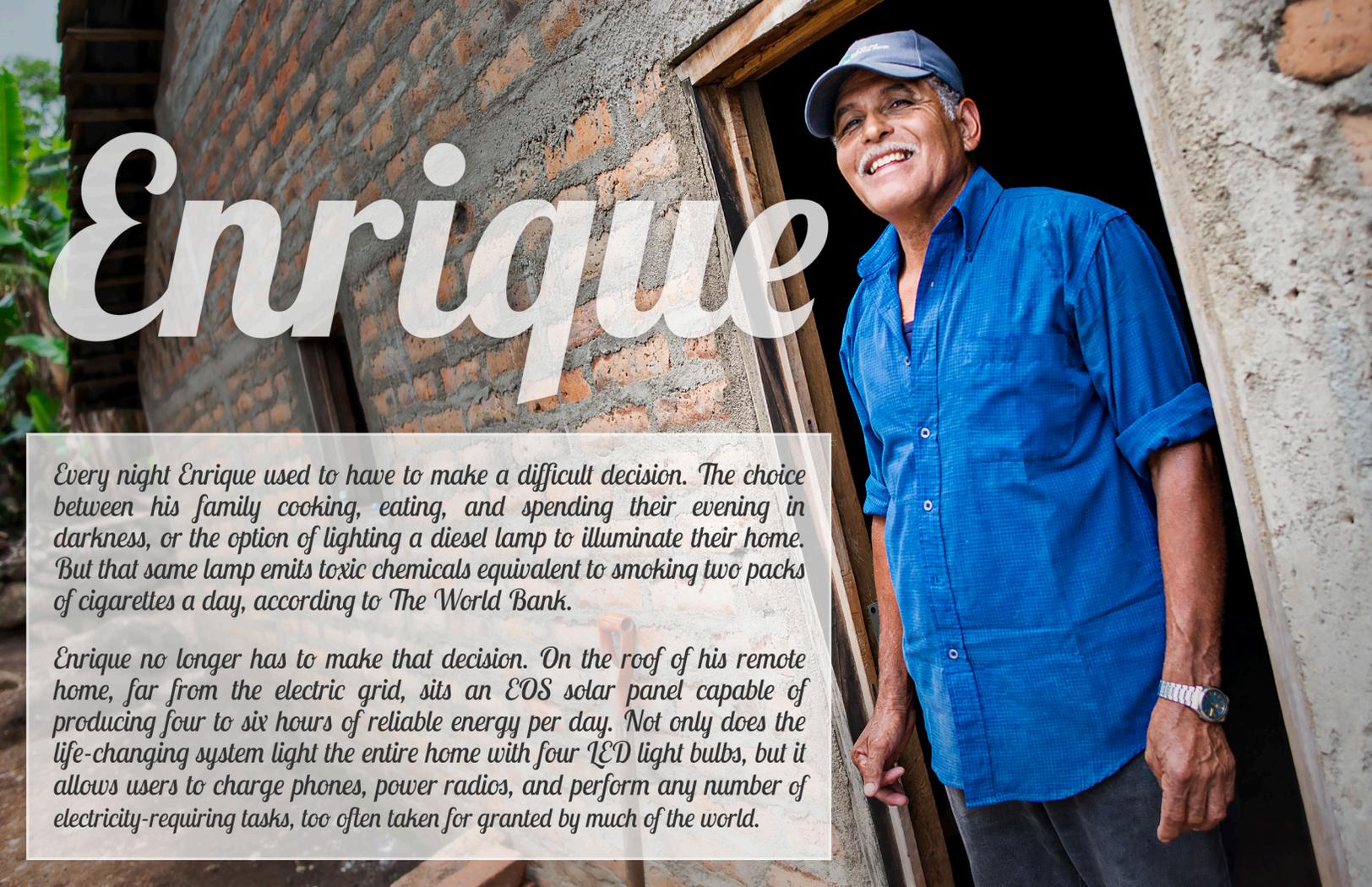
Generate Income

We help small business owners including farmers, food producers, and small shop owners by giving them tools to improve and expand their businesses.



Preserve the Environment

We implement simple technologies that reduce greenhouse gases and preserve the environment while providing reliable and renewable energy.

A man named Enrique is smiling and standing in a doorway. He is wearing a blue button-down shirt, a blue baseball cap, and a watch on his left wrist. The background shows a brick wall and a wooden frame.

Enrique

Every night Enrique used to have to make a difficult decision. The choice between his family cooking, eating, and spending their evening in darkness, or the option of lighting a diesel lamp to illuminate their home. But that same lamp emits toxic chemicals equivalent to smoking two packs of cigarettes a day, according to The World Bank.

Enrique no longer has to make that decision. On the roof of his remote home, far from the electric grid, sits an EOS solar panel capable of producing four to six hours of reliable energy per day. Not only does the life-changing system light the entire home with four LED light bulbs, but it allows users to charge phones, power radios, and perform any number of electricity-requiring tasks, too often taken for granted by much of the world.

A woman named Chepita is smiling and holding a large wooden tray filled with several rows of golden-brown braided bread. She is wearing a dark brown shirt and blue jeans. The background is a rustic, industrial-looking space with metal structures.

Chepita

It wasn't that long ago that Chepita was jobless and in search of opportunity. As fate would have it, EOS International Country Director, Alvaro Rodriguez, was looking for someone just like her, who might be interested in EOS' fuel-efficient barrel oven. The ovens are safer to use than traditional Nicaraguan ovens and use 90% less firewood, reducing deforestation and preserving the environment.

Moreover, the oven offers economic opportunities. Many women are able to bake goods to sell at the market using EOS' oven. Within a few short years, Chepita started her own bakery business, employing nearly a dozen family members and friends, many of them previously unemployed. As amazing as Chepita's story is, it is not unique for those receiving EOS' ovens.



Ceferina

Obtaining clean water was once a challenge for Ceferina's community. The tank from which the 420 people in her village retrieved their drinking water had no treatment system. Often people would become sick with waterborne diarrheal diseases, especially children who tend to be the most vulnerable.

When Ceferina learned about EOS' simple and inexpensive water chlorinator, the decision to install it in her community was easy. The chlorinator treats water sources for communities of up to 1,000 people and is easy to operate and repair. Today, Ceferina serves as the treasurer of her community's water leadership committee, maintaining the budget and purchasing chlorine tablets for the system. She has been thrilled to see the nearly complete drop in cases of waterborne illnesses throughout her community.



Students

EOS was founded by a handful of bright and compassionate college engineering students wanting to use their skills to give back to the world. While in school, EOS' founders were provided opportunities to work in rural communities around the globe. With these opportunities deeply ingrained in the organization's history, EOS has been dedicated to providing similar opportunities to the next generation.

In 2016 EOS hosted nearly forty students from five universities. Students designed and built innovative technologies and created new business ventures while working side-by-side with the people they are impacting. EOS' model of placing students with host families allows for a unique exchange of ideas and language, helping overcome cultural barriers.

2016 in Review



FORTY-TWO PERCENT
OF BENEFICIARIES, MOSTLY WOMEN, HAVE USED THEIR OVEN TO START A BUSINESS SELLING BAKED GOODS, INCREASING THEIR ANNUAL INCOME BY AN AVERAGE OF **EIGHTY-ONE PERCENT**

Income



IN 2016, ON AVERAGE, AN INDIVIDUAL FAMILY SAVES \$33 FROM FIREWOOD AND \$44 FROM KEROSENE THEY DID NOT PURCHASE THANKS TO THEIR FUEL-EFFICIENT OVEN AND SOLAR PANEL SYSTEMS



366K

pounds of firewood saved in 2016
1,611,500 pounds of firewood saved since 2008



Environment



127.5 tons of CO² emissions reduced from solar panels and ovens in 2016
554.7 tons of CO² since 2008

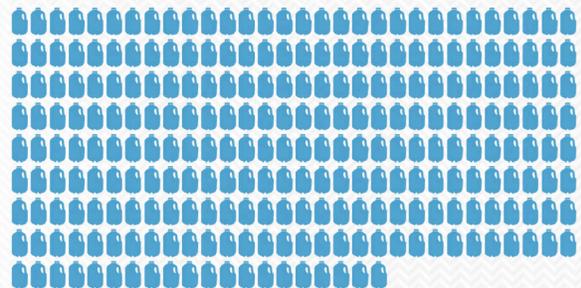


729 gallons of kerosene saved due to EOS's solar panels in 2016
2,330 gallons since 2011



260M

gallons of water treated in 2016
1,426,783,248 gallons of water treated by EOS since 2008



Health



61%

reduction in reported cases of acute diarrheal diseases in communities with a water chlorinator in operation



IN 2016 EOS' SOLAR PANELS ELIMINATED TOXIC KEROSENE LAMPS IN HOMES WHICH WOULD HAVE EMITTED FUMES EQUIVALENT TO SMOKING NEARLY

990 PACKS OF CIGARETTES

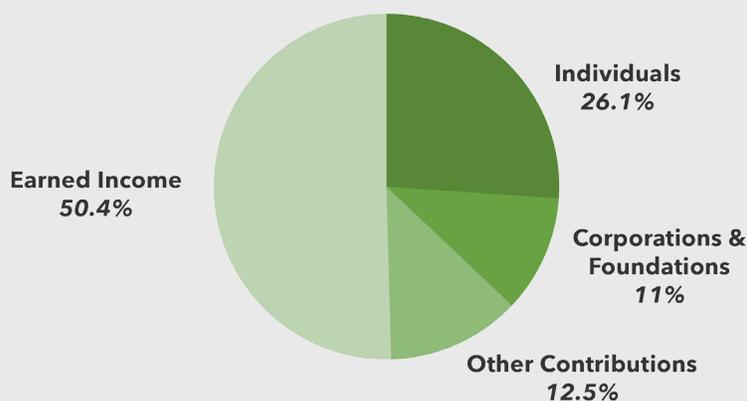
Financials

EOS International Condensed Audited Financial Information for the Years Ending December 31, 2016 and 2015.
Complete, Audited Financial Statements are available upon request.

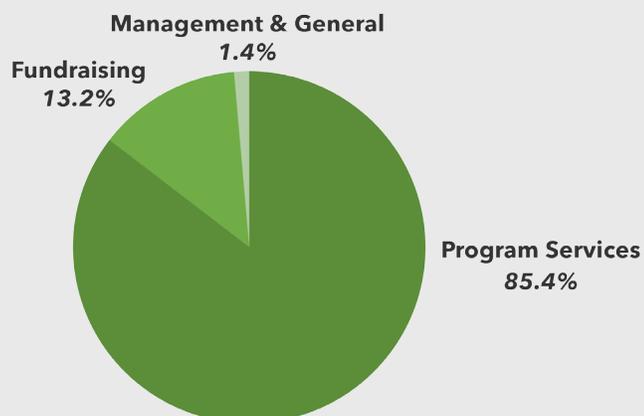
STATEMENT OF ACTIVITIES	2016	2015
INCOME		
Product Sales	\$71,116	\$44,003
In-Country Services	\$135,132	\$126,677
Individuals	\$106,645	\$65,373
Corporate and Foundations	\$44,850	\$23,777
Other Contributions	\$51,140	\$39,883
Total Income	\$408,883	\$299,713
EXPENDITURES		
Program Services	\$322,519	\$258,649
Fundraising	\$49,818	\$32,676
Management & General	\$5,239	\$7,088
Gross Expenditures	\$377,576	\$298,412
SURPLUS/(DEFICIT) RELATED TO NET ASSETS	\$31,307	\$1,301

STATEMENT OF FINANCIAL POSITION	2016	2015
ASSETS		
Cash and Equivalents	\$126,638	\$90,714
Accounts receivable	\$19,866	\$21,935
Inventory	\$11,431	\$7,092
Prepaid Expenses	\$1,833	-
Property and Equipment, net	\$3,242	\$2,717
Total Assets	\$163,010	\$122,458
LIABILITIES AND NET ASSETS		
Total Liabilities	\$6,013	\$951
Total Net Assets	\$156,997	\$121,507
NET ASSETS AT THE END OF THE YEAR	\$163,010	\$122,458

Source of Funds



Use of Funds



EOS International Donor List

\$10,000 and Above

Blue Planet Network
Ross, Jeff and Melissa
St. Michael's Church (Harlem, IA)

\$9,999 - \$5,000

Fan, Chung and Catherine
Sondag, Bob
John Deere Corporation
Ross, John and Jody

\$4,999 - \$1,000

Barstow Foundation Trust
Bergman, Noah
Bustle, John and Marilyn
Currie, Steve and Chelsey
Doyle, Ann and Justin
Dunlay, Joseph
Fernandez, Jorge
Gerald A. & Karen A. Kolschowsky
Foundation
Hanson, Maureen and Leonard
Harrington, Phil and Janice
Henderson, Dennis and Joanne
Hulsebosch, Tom
John Deere Corporation
Johnson, Grant and Jill
Krause, Annette
Kuder, Inc.
Lamusga, Joseph
Lantz, Susan and Greg
McGrath, Cindy and John
McGrath, Gregory and Leah Burkard
Medtronic Foundation
Meier, Dana and Kevin
Meier, Nathan and Alison
Meier, Wesley and Chelsy
Persha, Alex
Smith, Sue and Michael
St. Boniface Catholic Church
(Waukee, IA)
St. Thomas Aquinas Church (Ames, IA)

\$999 - \$500

Allen, Harvey
Boreen, John and Lynn
Brown, Katelin and Brian
Cook, Lisa and Eric
Currie, John and Laurie
Deal, Chris and Tracy
Deshaw, Jon and Courtney
Donegan, Christine
Fan, Bing
Fischer, Dean
Guggenheim
Hughes, Maureen
Jacobson, Don
Martin, Patricia and Brad Mock
McGrath, Bill and Mary
Meier, Margie and Ryan
Meier, Nick and Nancy
Northern Hills Methodist Church
(San Antonio, TX)
O'Connor, Maura
Ries, Kim and Michael
Sax, Christian
Seda, Jon
Sondag, Matt
Stelter, Susan
Teare, Jeff
Vohs, Sheryl

\$499 - \$100

Agnew, Rachel
Alavi, Caryn
Amazon Smile Foundation
Anklan, Tricia
Ascherl, Christopher
Baitinger, Dave and Stephanie
Barnhart, Randall and Nancy
Barrett, Samantha and Michael
Beck, Louis and Pat
Becker, Richard and Fran Tenorio
Beckman, Greg
Bell, Brian
Benedict, Lyndsay
Benzschawel, Joan and Steve
Berdofo, Aaron
Bergman, Noah
Beu, Gary
Beaumont, Steve
Bisceglia, Sean
Blaser, Matthew
Bockstedt, Lindsay
Bradshaw, Katherine
Breckenridge, James
Bries, Lana and Travis
Brus, Michelle
Cain, Ross
Carpenter, Michelle
Clapper, Melissa
Cook, Patricia
Cronk, Brooke
DeBuse, Jacqueline
Donovan, Daniel
Dreher, Alyse
Dunlay, Michael and Melissa
Easton, R Evan
Egan, Donald and Debra
Ernst, Lynn
Farrell, David
Fehrenbach, William
Fernandez, Rajiv
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Feyereisen, Gary and Rondi
Flatt, Dr. Jerry
Forster, Scott
Freeman, Danny
Frieberg, Dan
Gatch, Evan
Goebel, John
Greiner, Laura
Guthrie, Gary and Nancy
Harris, Tom and Angela
Hebenstreit, Sheila
Heise, Jim
Helgoe, Beth
Henninger, Diane
Holling, Michael
Howie, Lisa
Intel Corporation
Just, Craig
Kalkhoff, Heather and Michael
Kaskov, Henry and Jessica
Katz, Stan and JoAnn
Kemmet, Marlen and Shamrae
Kemmet, Slade and Katie Harrington
Kennedy, Elizabeth
Kim, David and Eon Young
Kory, Vicky
Kroeger, Linc and Margie
Kumar, Rohit
Larsen, Nancy and Kipp
Lantz, Megan
Lohry, David

Lukens, Laura
Lundy, Dave
Mackowiak, Dan
Malkus, Jim
Mandolini-Trummel, Julie
Marsh, Rachel
Maschmann, Kathryn
McCall, James
McDonough, Margaret
McGrath, Kathy and Bob
McGrath, Katrina and Matt
McKissic, Paulette
McLoughlin, Brian and Marie
Mcmenamin, Robert
Mikulanec, James and Margaret
Miller, Steven
Milroy, John and Erin
Naeve, Linda
Neese, Bob and Angela
Nelson, Andy and Ashley
Ness, John and Liza
Neuhaus, Brian
Newman, Jeffrey
Niemitz, Johanna and John
Nutz, Faith
Oakland, Jake and Jessica
Oster, George
Oster, Nathaniel and Sasha
Ostrom, Bjork
Ough, Robert
Paulsen, Larry and Jan
Perrin, Lynn Choi
Pommer, Robert
Pries, Oscar
Rao, Robert
Rausch, Jo
Rahe, Michael
Reilly, Shari
Renfeld, Derek and Abe Tekippe
Roarty, Dan
Rowe, Alison
Ruda, Fredrick
Ryan, Erika and Sean
Santiago, Tim and Lindsay
Schmitt, Tanya
Schneider-Bateman, Elizabeth
Schutte, Jamie and Bryan
Sellheim, Megan
Shu, Tom
Siefers, Andrea
Simon, Joseph
Smith, Timothy
Smitherman, David and Cheryl
Soole, Jon and Jenna
Starns, Gloria
Staudacher, Michael and Rene
Stech, Amy
Steegt, Mary and Vaughn Ver
Steer, Danielle and Tyler
Stephney, Sarita
Swantek, Kathleen
Teare, Catherine and Jeffrey
Tekippe, Mark and Kristin
Timm, Kevin
Thomas, Frederick B.
Thorrington, Peter
Thorsteinson, Graham
Tomson, Steven
Tran, Florence and Kenneth
Trout, Glenn
Tschudy, Steve
Turgeon, Mitch and Emily
United Health Group
Vachon, Mark

Vall, John
Vaughan, Allie
Weber, Matthew
Weber, Ray
White, Kristin and Brian
White, Marlyn and Luana
Wyley, Sean

\$99 - \$50

Armstrong, Stephen
Baillod, Brian
Benzschawel, Andrea and Rick
Schwenk
Blythe, Carah and Curt
Brewer, Jason
Brumm, Tom
Button, Teri and Dave
Cabraal, Maheshie
Clark, Ramona
Coleman, Megan
Culhane, Jessica
Del Campo, Berni and Sarah
Denny, Katherine
Dietrich, Lucy
Dolan, Deb and Joe
Egan, Tom and Donna
Foucre-Stimes, Alex
Freemond, Alan
George, Timothy
Goldsmith, Margaret
Haller, Brad
Harris, Will
Holub, Joseph
Jarosz, Adrianna
Jensen, Sara
Johnson, Derek and Cassie
Johnson, Molly
Junk, Kate
Kelley, Linda
Kistner, Matt
Kramer, Aaron and April
Lukens, Laura
Lundquist, Kyndra
Mack, Mr. Michael, Jr.
McGinty, Kelly
Malott, Daniel
May, Morgan
McGrath, Michael and Tycie
Mirkovich, Maria
Moen, Susan
Nelson, Ellen and Doug
Nguyen, Kim
Olson, Austin and Laura
Patelski, Alison
Paulen, Brian
Poole, Jim
Rolland, Keri
Skramstad, Scott
Soriano, Nate and Kristin
Stedman, Dennis
Stewart, Nancy
Subar, Steve
Sullivan, Lea and Mark
Tekippe, Pete and Elaine
Voss, Daniel
Vucekovich, Mark
Warkins, Paul
Wartman, Ryan

THANK YOU FOR YOUR GENEROUS GIFT TO EOS INTERNATIONAL IN 2016!

If your name does not appear correctly, please contact EOS International's Development Director Lisa Cook at lisa.cook@eosintl.org

For more information, visit eosinternational.org or contact us at info@eosintl.org

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