



2017

# ANNUAL REPORT

[eosintl.org](http://eosintl.org)



## Wes Meier

*EOS International Co-founder & CEO*

Thanks to our supporters and partners, 2017 marked a transformative year. Our team continued to make significant progress towards providing rural families access to safe water and opportunities to generate income through simple technology solutions and education. With support from our in-country strategic partners, we far exceeded our annual goal and ended the year with a record 1,772 installations, directly impacting over 350,000 people with access to clean water and income-generating opportunities. Additionally, we expanded our income-generating program by providing access to credit, therefore providing our bakery owners the fiscal support they need to make financially strategic decisions for the expansion of their businesses. In an effort to further the progress of our women entrepreneurs, we have started to offer classes on baking, marketing, and accounting; this supplemental education helps provide them with tools necessary to grow their business and pull themselves out of poverty.

EOS also launched a water quality testing service specifically designed for rural communities. Our mobile lab consists of a portable unit mounted on a motorcycle with the ability to travel to hard-to-reach areas and perform water quality testing in even the most isolated communities. Our team is now able to test several physical, chemical, and bacterial parameters in water systems and share the results with the Nicaraguan Ministry of Health, helping demonstrate the need and effectiveness of our water purification abilities.

In 2017, we were proud to host 53 students from six university programs in Nicaragua, helping inspire the next generation of change-makers. These dedicated students help provide EOS with insight on technology design and processes while gaining crucial, real-world experience. Reflecting on nine years of driving change for thousands of people, we would not have been able to do any of this without the crucial backing of our EOS community. We are extremely grateful for your continued support as we work to improve the lives of communities in Central America.



## Alvaro Rodriguez

*EOS Co-founder & Nicaragua Country Director*

In 2010, I started working with EOS, personally drawn to the mission and vision, and fulfilling the position of Country Director. Over the years working with our community, I have had the opportunity to see the impact first-hand. This past year proved to be very successful as the demand for our technology solutions increased significantly, allowing us to hire new Nicaraguan staff and strengthen our program support. Between our full-time and temporary staff, we supported a total of 32 employees last year, something that is important as our country has a high unemployment rate.

We launched a cloud-based application to track our installations and report our impact results live to our database. This new tool allowed us to easily return to the community and organize important data. With the support from our university partners, we were able to build a laboratory and start an advanced water testing program that gave us a more thorough analysis of the physical and bacteriological parameters of the water consumed by our population.

Due to the decade of working in Nicaragua and focus on meeting community's needs, we have created several key partners and established our presence and been recognized at the national level. We are proud to be a part of several networks such as the National Water and Sanitation Network of Nicaragua (RASNIC) and National Committee of Potable Water (Red CAPS), in addition to being strong strategic partners with government ministries like the Ministry of Health.

Our team is united and motivated in our mission to help improve the lives of the people of Nicaragua. We are committed to helping our communities by providing simple technology solutions and education. We want to thank you, for your care and support from so far away. Because of you, we are able to give the opportunity to improve lives, families, communities, and our country.

THE POWER OF

5x

## INVESTMENTS IN WOMEN

By providing tools and education for women to start bakeries, EOS' clients have been able to generate \$218,000 in 2017 alone.

\$218,680

## 2017 INVESTMENT

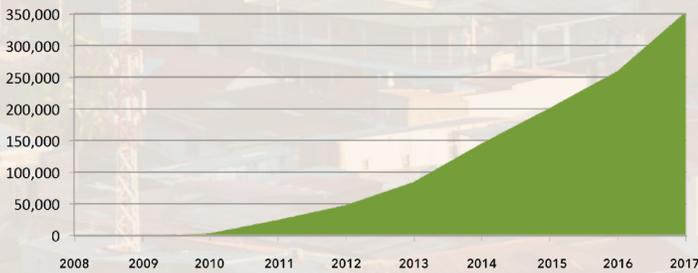
Combination of donations and grants for EOS' Income Generation Program

\$42,938

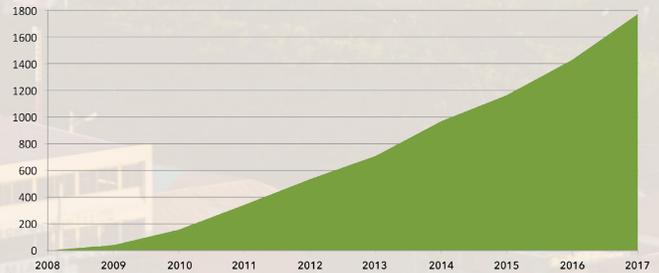
## 2017 RETURN

Combination of Income generated by EOS' clients

## Lives Impacted



## Installed Technologies



# 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.

# Income Generation

*Families Lifting Themselves out of Poverty*



Reyna Garcia was one of the 101 recipients of EOS International's improved oven in 2017. In her small village of Waswali, Matagalpa, employment opportunities are limited, especially for rural women, where transportation to larger cities can be sparse and unreliable. Many remote families in Nicaragua are subsistence farmers, creating enough crops for their families and selling the extra they have at market. This can be a challenging, meager lifestyle.



However, Reyna wanted more. She wanted more for herself, her husband, and her five children. So, Reyna decided to take a leap of faith. With a small personal investment, EOS provided her with an improved oven outside of her home. These unique ovens use eighty percent less firewood than traditional Nicaraguan ovens (saving money for firewood and reducing deforestation) as well as being safer and more reliable.



With her new installation, Doña Reyna started a business in her own backyard baking breads and pastries to sell at the local market. As her bakery has grown she has been able to offer employment opportunities to her family and neighbors. In addition to the technology installation, EOS provided Reyna with baking, business, accounting, and marketing courses to help women entrepreneurs like her succeed.



But Reyna's story isn't unique. Since 2008, 140 women-owned businesses have been created across Nicaragua, increasing annual incomes by over eighty percent. After each installation, EOS marks the technology with GPS coordinates and returns later to conduct qualitative surveys with beneficiaries, in addition to making sure the installation is maintained and functioning properly.



The results from these 2017 surveys indicate:

- 53.8% of the women with EOS' improved oven report starting a business
- 71.2% of beneficiaries use income received from their bakeries to sustain their home
- 19.2% have re-invested their income into their business
- 18% of women are selling their baked goods outside of their communities



The survey found that the average rural family makes approximately \$913 in annual income. The initial increase in their income from the start of their bakery is 1.7 times that number - quite promising for any entrepreneur.

# Provide Safe Water

*Communities with Safe Drinking Water*

You wouldn't be able to tell the difference between July 15th and July 16th in the small town of Parcila, Estelí. By almost all accounts nothing had changed from the night before, and yet, somehow, this community had been entirely and permanently altered.

If one looked closely, the only thing worth noting would be the small addition of PVC piping to the community's water tank at the top of the hill. Upon closer examination, it was a little more complicated than just some new plastic tubing.

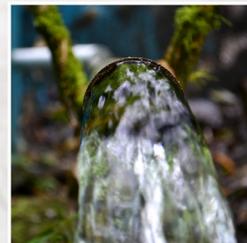
Like the town of Parcila, the water entering Don Garmendia's home looked no different from the day before. But he knew better. Garmendia serves on the community's CAPS organization and fought hard to bring clean water to his community. This morning when he turned on his tap, the water flowing into his kitchen was free of the hidden microbes, bacteria, and contaminants that plague the water of many rural families in Central America.

What had transformed Garmendia's community from the previous day was nothing more than EOS International's water purification system. Designed simply and efficiently, EOS' system requires minimal maintenance, no energy or moving parts, and only a nominal investment from individuals in the community. Yet this technology, paired with inexpensive chlorine tablets, purifies water for communities of up to one-thousand residents.

EOS believes that sustainability is the key to long-term success. That's why we put an emphasis on training communities to operate, repair, and maintain their water system as well as test their drinking water. EOS has established over forty chlorine tablet distribution centers across Nicaragua, allowing communities to easily and affordably purchase tablets to operate their water purification system. Our in-country staff, creates strong partnerships within communities to offer assistance and support at a moment's notice.

In 2017, EOS provided 92,000 new individuals with safe drinking water. Since 2008, EOS has brought more than 350,000 people clean water in over 450 communities throughout rural Nicaragua.

So on the morning of July 16th when the community of Parcila awoke, they were not just waking up to a new day, but to a brighter future. A future where infants aren't at risk of death and disease from contaminated water, children are healthy and able to attend school, parents don't miss work due to illness, and entire communities thrive. All because of a few PVC pipes connected to a water tank on the top of a hill.





## GENERATE INCOME

Empowering families to pull themselves out of poverty through the creation of family-owned bakeries.

**101 OVENS INSTALLED IN 2017**  
**467 OVENS SINCE 2008**

TECHNOLOGY INSTALLATION TRACKER

2017 SINCE 2008



**140 NEW BUSINESSES WERE CREATED SINCE 2008, INCREASING HOUSEHOLD INCOMES BY OVER 80%**



**TWO MILLION POUNDS OF FIREWOOD SAVED WITH EOS' FUEL-EFFICIENT OVENS, SAVING 809 ACRES OF FOREST SINCE 2008**

**92K NEW PEOPLE WITH CLEAN WATER IN 2017**  
**346K PEOPLE SINCE 2008**

TECHNOLOGY INSTALLATION TRACKER

2017 SINCE 2008



## IMPROVE HEALTH

Providing communities with clean water to help lay the foundation for building a stronger life.

**39 CHLORINE TABLET DISTRIBUTION CENTERS CREATED, 459 COMMUNITIES PROVIDED WITH CLEAN WATER**



**OVER 80 PERCENT OF RURAL DRINKING WATER SYSTEMS ARE CONTAMINATED, ACCORDING TO THE MINISTRY OF HEALTH**



## PROVIDE CLEAN ENERGY

Producing reliable and renewable energy while preserving the environment.

**46 SOLAR SYSTEMS INSTALLED IN 2017**  
**273 SOLAR SYSTEMS SINCE 2008**

TECHNOLOGY INSTALLATION TRACKER

2017 SINCE 2008



**360,000 HOURS OF LIGHT GENERATED IN HOMES, ALLOWING FAMILIES TO COOK, STUDY, AND LIVE AFTER THE SUN SETS**



**ELIMINATED THE BURNING OF 2,800 GALLONS OF KEROSENE SINCE 2008, ALLOWING CHILDREN AND PARENTS TO LIVE IN SMOKE-FREE HOMES**

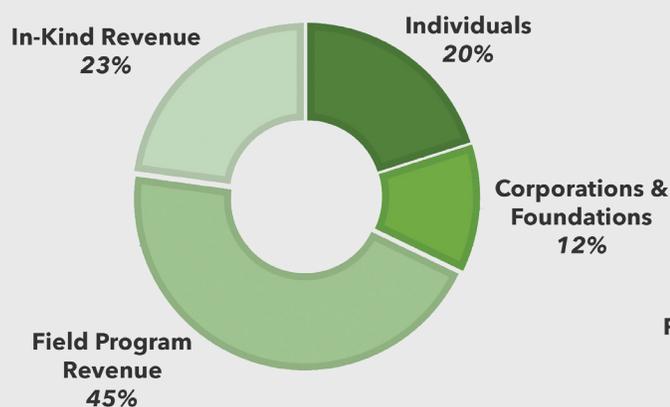
# Financials

EOS International Condensed Audited Financial Information for the Years Ending December 31, 2017 and 2016.  
Complete, Audited Financial Statements are available upon request.

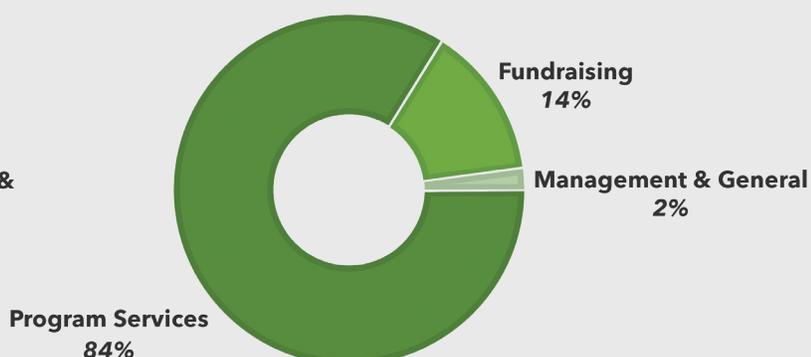
<b>STATEMENT OF ACTIVITIES</b>	<b>2017</b>	<b>2016</b>
<b>INCOME</b>		
Individuals	\$89,489	\$81,310
Event Contributions	-	\$25,335
Corporate and Foundations	\$53,666	\$41,791
Field Program Revenue	\$200,436	\$210,261
In-Kind Revenue	\$101,678	\$50,186
<b>Total Income</b>	<b>\$445,269</b>	<b>\$408,883</b>
<b>EXPENDITURES</b>		
Program Services	\$384,491	\$321,076
Fundraising	\$64,473	\$49,818
Management & General	\$9,191	\$5,239
<b>Gross Expenditures</b>	<b>\$458,155</b>	<b>\$376,133</b>
Foreign Currency Adjustment	(\$2,012)	(\$7,257)
<b>CHANGE IN NET ASSETS</b>	<b>(\$14,898)</b>	<b>\$25,493</b>

<b>STATEMENT OF FINANCIAL POSITION</b>	<b>2017</b>	<b>2016</b>
<b>ASSETS</b>		
Cash and Equivalents	\$75,441	\$126,638
Accounts Receivable	\$48,977	\$19,866
Inventory	\$6,875	\$11,431
Prepaid Expenses	\$5,811	\$1,833
Property and Equipment, net	\$23,689	\$16,716
<b>Total Assets</b>	<b>\$160,793</b>	<b>\$176,484</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Total Liabilities</b>	<b>\$5,220</b>	<b>\$6,013</b>
<b>NET ASSETS</b>		
Unrestricted Net Assets	\$126,573	\$159,471
Temporary Restricted Net Assets	\$29,000	\$11,000
<b>Total Net Assets</b>	<b>\$155,573</b>	<b>\$170,471</b>
<b>Net Assets at the End of the Year</b>	<b>\$160,793</b>	<b>\$176,484</b>

## Source of Funds



## Use of Funds



# EOS International Donor List

## \$10,000 and Above

Agora 2030 (Agora Partnerships)  
Compatible Technology International  
Iowa State University  
Middlebury Institute of International Studies  
Project Redwood  
St. Michael's Church (Harlan, IA)  
University of Iowa  
University of Minnesota  
University of Nevada, Reno (SAIWI)

## \$9,999 - \$5,000

Barstow Foundation Trust  
Blue Planet Network  
Bustle, John and Marilyn  
Engineers Without Borders-USA  
McGrath, Cynthia and John  
Ross, Jeffrey and Melissa  
Sondag, Bob  
St. Thomas Aquinas Church (Ames, IA)

## \$4,999 - \$1,000

Bergh, Frank  
Brus, Michelle  
Button, Teri and Dave  
Clif Bar Foundation  
Cruz, Giovanni  
Currie, Chelsey and Steve  
Davis McGrath LLC  
Fan, Bing  
Fernandez, Stella and Jorge  
Gerald & Karen Kolschowsky Foundation, Inc.  
Hanson, Maureen and Leonard  
Harrington, Phil and Janice  
Jacobsen, Mr. & Mrs. Lowell  
Jodlowska, Lucy  
John Deere Foundation  
Johnson, Ann  
Johnson, Grant and Jill  
Krause, Annette  
Lamusga, Joseph  
Lantz, Susan and Greg  
McGrath, Bill and Mary  
McGrath, Gregory and Leah Burkard  
Medtronic Inc.  
Meier, Dana and Kevin  
Meier, Nancy and Nick  
Meier, Nate and Alison  
Meier, Wesley and Chelsy  
Minneapolis College of Art and Design  
MN Returned Peace Corps Volunteers  
Pollack, Dale  
Post, Iris and Roger Scholten  
Renfeld, Derek  
Social Capital Markets  
Voss, Dan

## \$999 - \$600

Allen, Harvey and Donna  
Bell, Brian  
Burnworth, Simon P  
Cook, Eric and Lisa  
Deal, Chris and Tracy  
Kemmet, Slade and Katie Harrington  
Sax, Christian and Millie Hayes  
Siefers, Andrea  
St. Boniface Church (Waukee, IA)  
Teare, Jeffrey  
Tekippe, Abe  
White, Kristin and Brian

## Ambassador Circle Members

## \$599 - \$250

Beck, Louis and Pat  
Currie, John and Laurie  
Fisher, Charles  
Guggenheim Partners  
Hamilton, Teresa and Robert  
Hebenstreit, Sheila  
Howie, Lisa  
Jacobson, Don  
Kalkhoff, Heather and Michael  
Kennedy, Elizabeth  
Larsen, Brent and Jan  
Lynn, Karen  
Martin, Patricia and Brad Mock  
McGrath, Katrina and Matt  
Naeve, Linda  
Neese, Bob and Angela  
Nelson, Andrew and Ashley  
Ostrom, Bjork and Lindsay  
Paulsen, Donna  
Paulsen, Larry and Jan  
Ries, Kim and Michael  
Schmitt, Tanya  
Seda, Jon  
Smith, Jake  
Smith, Mike and Sue  
Staudacher, Michael and Rene  
Swantek, Kathleen  
United Health Group  
Vohs, Sheri  
Voorhees, Megan  
Wartman, Ryan  
Yip, Linda

## \$249 - \$100

Amazon Smile Foundation  
Anderson, Courtney  
Arno, Zack  
Barnhart, Randall and Nancy  
Barrett, Samantha and Michael  
Becker, Richard and Fran Tenorio  
Benedict, Lyndsay  
Berdofe, Aaron  
Blythe, Carah  
Bradshaw, Katherine  
Bruntz, John and Julie  
Cain, Ross  
Cook, Patricia and Bruce  
DeBuse, Jacqueline

Donahue, Kevin  
Donegan, Christine and Robin  
Dreher, Alyse  
Dunlay, Michael  
Fischenich, Janet and Nick  
Forster, Scott  
Fry-Townsend, Tammy  
Garrett, Alexes  
Grandanette, Carol  
Gruye, Amy  
Harris, Tom and Angela  
Helgoe, Beth  
Holifield, Linda  
Intel Corp.  
Kaskov, Henry and Jessica  
Larsen, Nancy and Kipp  
Macalester College  
Marsh, Casey and Rachel  
Marshall, Julian  
Martin, Peggy  
McGrath, Michael and Tycie  
Meier, Margie and Ryan  
Minkin, Brian  
Naeve, Nashay  
Nainan, Katie  
Ness, Josh and Liza  
Neuhaus, Brian  
Niemitz, Johanna and John  
Novak, Luke  
Nutz, Faith  
Oakland, Jake and Jessica  
O'Hare, Kevin and Mary Tunison  
Oster, Nathaniel and Sasha  
Ough, Robert  
Perrin, Lynn Choi  
Pfothenhauer, Beth  
Potter, Jennifer  
Prosen, Mr. Patrick  
Ryan, Jeffrey  
Schutte, Jamie and Bryan  
Schwenk, Andrea and Rick  
Siefers, Vicki and Rich  
Smith, Mike  
Smitherman, Cheryl and David  
Soole, Jon and Jenna  
Springfield, Zachary  
Teare, Catherine  
Tekippe, Mark and Kristin  
Truettner, Charles  
Turett, Fiona  
Ward, Caresa  
Wohlers, Amy

## \$99 - \$50

Ashcraft, Cheryl  
Beard, Pam  
Cronk, Tyler and Brooke  
Dietrich, Lucy  
Emigh, Anthony  
Fernandez, Conor  
Gray, Deanna  
Guthrie, Gary and Nancy  
Hall, Sheryl  
Halls, Karen and Dean  
Harrington, Brianna & Jim Moen  
Holub, Joseph  
Ingram -Chittick, Mary  
Katz, Stan and JoAnn  
Kelley, Linda  
Lamusga, Kaaren and David  
Mason, Rebecca  
McClain, Katie  
McClain, Patricia  
McGrath, Margaret  
McGuire, Maureen  
Mendenhall, Judi  
Moe, David  
Nielsen, Joshua  
Poole, Johanna  
Pritchett, Carol  
Reckard, Abby  
Richmond, Valerie  
Ricke, Julie  
Riley, Lisa  
Sellheim, Debra  
Sharp, Kramer  
Shu, Tom  
Simon, Joseph  
Smitherman, Kendall  
Stange, Lisa  
Stephney, Sarita  
Tekippe, Pete and Elaine  
Timm, Kevin  
Upah, Adam  
Valdez, Ana  
Ver Steegt, Mary and Vaughn  
Webb-Spann, Xavierra  
White, Kathleen  
Williams, Paula

Thank you for your generous gift to  
EOS International in 2017!

## EOS INTERNATIONAL BOARD OF DIRECTORS

John Bustle  
*(Board Chair)*  
Brian Bell  
Frank Bergh  
Chelsey Currie

Chris Deal  
Joe Dunlay  
Lucy Jodlowska  
Jill M. Johnson  
Joe Lamusga

Gregory McGrath  
Wesley Meier  
Jeff Ross  
Jeff Teare

For more information, visit [eosinternational.org](http://eosinternational.org) or contact us at [info@eosintl.org](mailto:info@eosintl.org)

EOS International  
1430 Concordia Ave, Unit #4638  
Saint Paul, MN 55104