



2017

ANNUAL REPORT

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

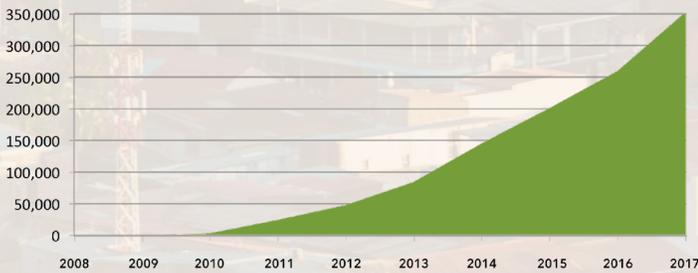
Combination of donations and grants for EOS' Income Generation Program

\$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.

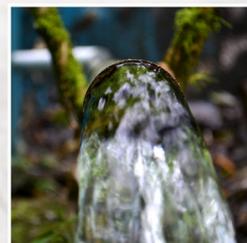
Like the town of Parcila, the water entering Don Garmendia's home looked no different from the day before. But he knew better. Garmendia serves on the community's CAPS organization and fought hard to bring clean water to his community. This morning when he turned on his tap, the water flowing into his 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

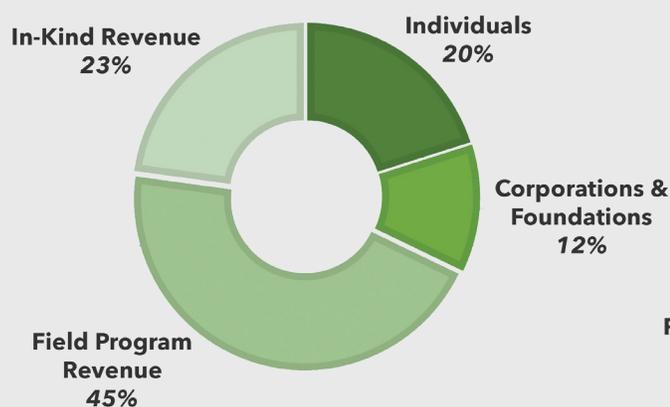
Financials

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

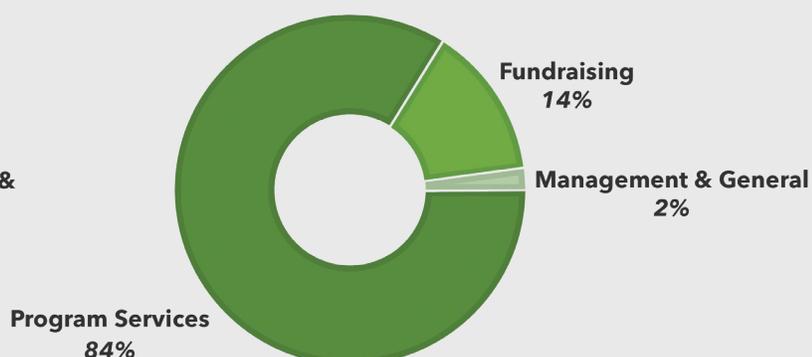
STATEMENT OF ACTIVITIES	2017	2016
INCOME		
Individuals	\$89,489	\$81,310
Event Contributions	-	\$25,335
Corporate and Foundations	\$53,666	\$41,791
Field Program Revenue	\$200,436	\$210,261
In-Kind Revenue	\$101,678	\$50,186
Total Income	\$445,269	\$408,883
EXPENDITURES		
Program Services	\$384,491	\$321,076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

STATEMENT OF FINANCIAL POSITION	2017	2016
ASSETS		
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
Total Assets	\$160,793	\$176,484
LIABILITIES AND NET ASSETS		
Total Liabilities	\$5,220	\$6,013
NET ASSETS		
Unrestricted Net Assets	\$126,573	\$159,471
Temporary Restricted Net Assets	\$29,000	\$11,000
Total Net Assets	\$155,573	\$170,471
Net Assets at the End of the Year	\$160,793	\$176,484

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
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Cruz, Giovanni
Currie, Chelsey and Steve
Davis McGrath LLC
Fan, Bing
Fernandez, Stella and Jorge
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Jodlowska, Lucy
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Johnson, Grant and Jill
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Lamusga, Joseph
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McGrath, Gregory and Leah Burkard
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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

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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
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Neese, Bob and Angela
Nelson, Andrew and Ashley
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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
Berdofoe, 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
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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
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Schutte, Jamie and Bryan
Schwenk, Andrea and Rick
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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
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Ricke, Julie
Riley, Lisa
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Sharp, Kramer
Shu, Tom
Simon, Joseph
Smitherman, Kendall
Stange, Lisa
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Tekippe, Pete and Elaine
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Williams, Paula

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

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