



EMERGING OPPORTUNITIES
FOR SUSTAINABILITY

www.eosintl.org

ANNUAL REPORT

2019



MISSION

EOS International empowers rural families in Central America with access to safe drinking water and opportunities to generate income through simple technology solutions and education.

VISION

A Central America where communities are healthier, free from poverty, and thriving.

Our Impact Model



WATER QUALITY ANALYSIS

Test communities' drinking water source and identify potential contaminants. Build partnerships with communities and provide practical solutions for water treatment.



COMMUNITY WATER TREATMENT

Install in-line water chlorinator to treat harmful contamination while providing community with drinking water quality training. Tag each installation with GPS coordinates for monitoring.



ONGOING COMMUNITY MONITORING

Through EOS' Circuit Rider model, staff routinely visit communities to test water quality, provide technical assistance, and establish a sustainable chlorine tablet distribution supply chain.



**KNOWLEDGE
TRANSFER**



**CHLORINE TABLET
DISTRIBUTION**



**TECHNICAL
ASSISTANCE**



**WATER QUALITY
TESTING**

An Update from Leadership



Wes Meier
Co-founder & CEO

With the start of a new decade, we are filled with gratitude for your continued support. Our team has continued to focus our programs on supporting rural communities with access to safe drinking water. This focus has allowed us to dive deeper and follow the needs of rural communities with more meaningful solutions within the water, sanitation, and hygiene sector. We are excited to announce that in 2019, we have merged with two organizations: International Rural Water Association and ADEC (Water and Community Development), to become a leading influencer in providing safe drinking water solutions throughout Central America. Merging with these organizations is an example of how partnerships can lead to more efficient operations and greater impact, building on more than 20 years of combined experiences in water implementation expertise throughout Central America. I would like to recognize the efforts of the late Fred Stottlemeyer who founded IRWA and ADEC over a decade ago and fought tirelessly to provide safe drinking water to thousands of people. We are proud to carry on his legacy through Central America.

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Ten years ago, I co-founded the organization ADEC to provide safe drinking water to rural communities throughout Honduras. So many rural communities in my country were suffering and continue to struggle by not having access to safe drinking water. Yet, I know that this problem can be solved with the right knowledge, investment, and partnerships. People can be saved and lives improved simply by having access to safe water. We are thrilled to be a part of the EOS family. Our partnership has created a larger unified impact and reach in Central America, allowing our team to increase our operations across borders as well as share our technical experiences and learn from others.



Diana Calix
Co-founder Honduras Director

For the past decade, our team in Honduras has been ensuring that over 330 rural community water boards in the western zone of Honduras have a constant supply of safe drinking water keeping rural communities healthy and safe. Our staff has grown to ten employees, operates a state-of-the-art water testing lab, and utilizes a team of circuit riders who routinely revisit communities to ensure sustainable, long-term success in our projects. It is not an easy task, but we have faith that with a lot of education and permanent monitoring, we will reach every left behind or forgotten community in Honduras and provide them with safe drinking water. Together with EOS, we can reach even more communities, impact more families and save more lives. On behalf of our staff, we appreciate all of your help as you give hope through safe water to so many families in rural Honduras.

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For the last two years, Nicaragua has experienced political turmoil severely affecting the economy of all Nicaraguans. This instability has been a challenge for the families that we work with. Yet, our staff in Nicaragua has been able to push through these challenges and continue to succeed because of their perseverance, passion, and talent that they demonstrate each day they go to work. We continue to strengthen our strategic partnerships with other public, private, and government institutions to create lasting impact in our work. In 2019, we opened up our program to an in-depth evaluation with a wide variety of stakeholders including community members, engineers, scientists, NGO partners, and government officials. As a result, the Nicaraguan government endorsed our work, outlining the significant impact our water quality programs have brought to hundreds of thousands of rural communities.



Alvaro Rodriguez
Co-founder & Nicaragua Director

We have come a long way in the past two, challenging years yet we still have a long way to go in ensuring all people in Nicaragua have access to safe drinking water. On behalf of the people of Nicaragua, our staff, and myself, I thank you for your continued support and belief in the work we are doing to provide safe drinking water and more prosperous lives throughout Nicaragua. Today we need your support more than ever before, and we are truly grateful.

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As our team continues to ramp up and scale the water quality solutions that have been proven to work, we are full of gratitude for your commitment and support to get us to this level. As we enter 2020 with new challenges and a global pandemic to fight, we are more confident than ever that we can make a significant positive impact in thousands of rural families throughout Central America. This would not have been possible without your support. Gracias y adelante!



EMPOWERING WOMEN THROUGH ACCESS TO SAFE DRINKING WATER

Having access to safe drinking water empowers women by helping themselves and their families stay healthy, in school, and at work, creating a more prosperous life for women and their entire communities. Providing leadership opportunities and improving gender equality for women in rural communities is a critical component of our mission.



SHEYLA DIXON, WATER BOARD SECRETARY IN NICARAGUA

I'm Sheyla Dixon, the secretary of our community water board in the rural community of La Esperanza, nestled in the northern mountains of Nicaragua. I decided to be a part of this community organization because I believe it is very important as a woman to be a voice in the administration that looks after such an important basic human need as safe drinking water. Initially, I was part of the municipal water board directive, but saw a bigger need to contribute as part of the water board. This greatly motivated me to receive training from non-governmental organizations and the government which has empowered me to become a stronger leader. I'm honored to have a leadership role within my community and hope to inspire other women to become leaders as well.



ONEIDA LARA, WASH SCHOOL EDUCATION COORDINATOR IN HONDURAS

Hello my name is Oneida, and I am EOS' School Education Coordinator. My desire to learn more about drinking water began years ago when my community received their first water system, and I volunteered to receive training on how to operate and maintain the system. It was an incredible experience which made me passionate to work in this field. I first started working with EOS as a Circuit Rider technician, visiting rural communities to measure the water quality and provide technical assistance to ensure the communities' water system is working properly. Then I moved into my current role working with 21 schools providing water, sanitation, and hygiene education as well as water treatment and filtration services to the students and teachers ensuring safe drinking water. I love my job helping my community, educating children on the importance of hygiene in keeping healthy, improving lives, and making a difference in people's lives.



DOÑA XIOMARA GÓMEZ, PLUMBER IN HONDURAS

I am Doña Xiomara Gómez, a plumber from Ojo de Agua, a community of 315 people outside of La Paz, Honduras. I became interested in my community's water system early on, doing monthly maintenance and repair of broken pipes. Thanks to EOS, I was able to receive additional training which enabled me to become one of my community's first female plumbers. My father inspired me to become a plumber, as I always joined him on his visits to repair damaged pipes and valves. I was fascinated by the work and realized how essential the service of providing safe water is to a community.

For the past two years, I've been a member of my community's water board where I have gained important management and decision-making experience to better serve my community. Making these kinds of decisions has been very empowering. Not many women in my community have leadership positions, so I am proud to be a role model for girls and other women in my community. I encourage women to join me when I have to repair a pipe, showing them how I fix it. It is fun to see their reaction when they realize that they can do this kind of work.



EOS EXPANDS OPERATIONS TO BRING SAFE WATER TO HONDURAS

Running any organization is tough. Leading one that hundreds of thousands of people rely on for safe drinking water is demanding. Doing it as a woman in Honduras' machismo culture, well, that takes a special kind of person. Diana Cáliz is that person, but she would never admit it. It is Diana that has been not merely the glue holding the organization together but the engine driving change and progress in bringing safe drinking water to the communities of her country.

Diana's vision for the organization and her team goes beyond merely delivering safe water. She has worked hard to educate communities on how to test their own drinking water, maintain their installations, and understand how bacteria and contaminants affect the health of a community. Her aim is to put the power into the hands of the individuals and encourage them to be their own advocates for healthier, more prosperous lives. And it's worked.

49% REDUCTION IN REPORTED CASES OF DIARRHEA

Willian Martinez and the other EOS Circuit Riders don't have a typical job. Instead of riding a desk they find themselves atop a 200cc motorcycle. Their office consists of the rolling mountains of the rural countryside and their customers are made up of over:

100,000 PEOPLE, IN 330 COMMUNITIES, ACROSS 17 MUNICIPALITIES

Each day this team rides out to remote communities to install water chlorinators, repair installations, test water quality, train customers, and ensure communities have a dependable source of chlorine tablets. Their approach is consistent and unflinching, visiting the same communities several times a month, ensuring long-term, sustainable success of projects. To many, bringing safe drinking water to over a thousand people in an afternoon seems like a monumental task, but for Willian and the other circuit riders, it's just another day at the office.

IN 2019 THERE WERE 3,353 COMMUNITY VISITS (13 VISITS A DAY)

EOS knows the importance of water quality, that is why we offer continual testing and analysis to the rural communities that we serve. The results of the water quality tests operate as a roadmap for our technicians to take action to treat, protect, and make recommendations to ensure the water the community is drinking is safe for consumption. With limited government assistance and intervention, it falls on individual communities to not only gain access to safe drinking water, but to monitor, test, and maintain their systems, a job made easier with the help of EOS.

EOS PERFORMED 789 WATER QUALITY TESTS IN 2019 WITH 83% OF THE COMMUNITIES MEETING SAFE DRINKING WATER STANDARDS

Not only are our Circuit Riders testing water in the field and teaching the community how to test their own water, but EOS operates a centrally located advanced laboratory in Honduras for in-depth water quality assessment, which tests for a dozen different parameters. We know that installing lifesaving technologies is only half the battle, the other half lies in the continued support and collaboration with communities.



This year EOS merged with the organization IRWA, expanding our work into Honduras to become the leading influencer of water quality solutions in Central America.

2019



since 2008

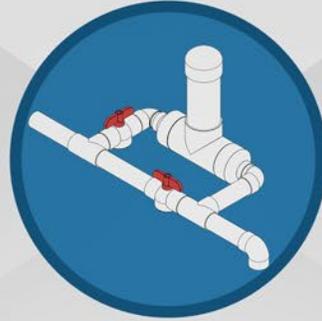
1,196

Rural communities in Central America EOS is providing with water quality solutions.

120,794

2019

Additional Central Americans provided with access to safe drinking water this year.



since 2008

539,147

People provided with access to safe water, trainings, water testing, and expert support.

3,353

Visits to rural communities to ensure long-term success of water projects in 2019.



789

Water quality analysis tests completed in 2019 in EOS' advanced water testing labs.

51

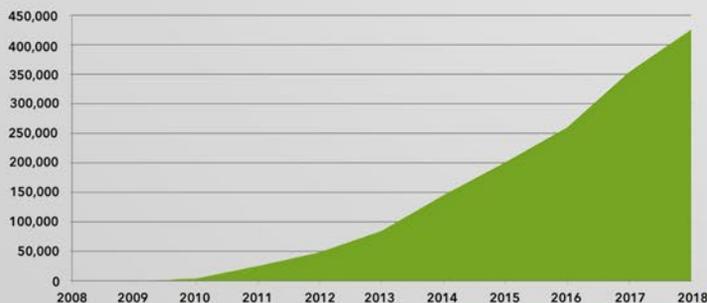
Chlorine distribution centers providing 42,000 chlorine tablets to rural communities.



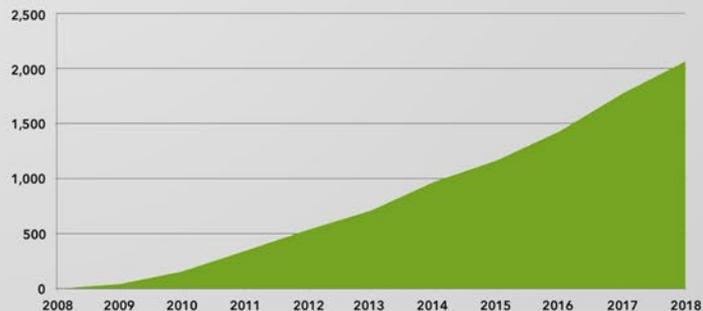
279%

Increase in annual income for entrepreneurs establishing chlorine distribution centers.

Lives Impacted



Technology Installs



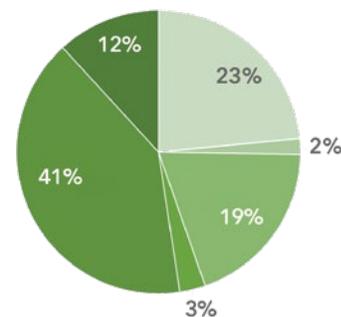
Financials

EOS International Condensed Audited Financial Information for the Years Ending December 31, 2019 and 2018.
Complete, Audited Financial Statements are available upon request.

STATEMENT OF ACTIVITIES

	2019	2018
INCOME		
Individuals	\$158,570	\$152,229
Event Contributions	\$12,129	\$20,820
Corporate and Foundations	\$130,830	\$85,498
Contribution from Merger-IRWA	\$19,824	-
Field Program Revenue	\$274,179	\$86,217
In-Kind Revenue/Other	\$79,680	\$73,367
Total Income	\$675,212	\$418,131
EXPENDITURES		
Program Services	\$570,781	\$339,384
Fundraising	\$83,468	\$70,241
Management & General	\$11,882	\$11,024
Gross Expenditures	\$666,131	\$420,649
Foreign Currency Adjustment	(\$931)	(\$1,585)
SURPLUS/(DEFICIT) RELATED TO NET ASSETS	\$8,150	(\$4,103)

Source of Funds

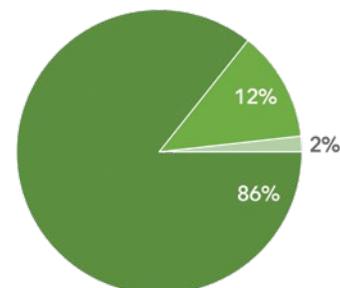


Field Program Revenue	41%
Individuals	23%
Corporations & Foundations	19%
In-Kind Revenue/Other	12%
Contribution from Merger-IRWA	3%
Event Contributions	2%

STATEMENT OF FINANCIAL POSITION

	2019	2018
ASSETS		
Cash and Equivalents	\$96,681	\$104,877
Accounts Receivable	\$65,657	\$32,432
Long-Term Pledges Receivable	\$48,500	\$47,000
Inventory	\$10,409	\$14,004
Prepaid Expenses	\$2,225	\$5,507
Property and Equipment, net	\$11,657	\$16,003
Total Assets	\$235,129	\$219,823
LIABILITIES AND NET ASSETS		
Accounts Payable and Accrued Expenses	\$25,505	\$18,349
Total Current Liabilities	\$25,505	\$18,349
Long-Term Debt	\$50,000	\$50,000
NET ASSETS		
Unrestricted Net Assets	\$102,111	\$53,574
Temporary Restricted Net Assets	\$57,513	\$97,900
Total Net Assets	\$159,624	\$151,474
Net Assets at the End of the Year	\$235,129	\$219,823

Use of Funds



Program Services	86%
Fundraising	12%
Management & General	2%



SCAN TO INVEST IN
CENTRAL AMERICA



EOS Donor and Partner List

\$25,000 AND ABOVE

Project Redwood
The International Foundation
University of Iowa

\$10,000 - \$24,999

Fort Mills Rotary Club
Greater Rochester Rotary
Holmes Family Fund
International Rural Water Association (IRWA)
Ross, Jeffrey and Melissa
St. Michael's Church (Harlan, IA)
Stottlemeyer, Ann and the late Fred
The Blossom Fund

\$5,000 - \$9,999

Barstow Foundation
Cohen, Naomi and Harvey
Directions for Rural Action Fund
EWB-USA
Gartner Inc.
Lift Up
McGrath, Gregory and Leah Bukard
McGrath, John and Cynthia
Reis, Jake and Victoria
Sondag, Bob
Virginia Hospital Center Medical Brigade (VHCMB)
Wishing Well International Foundation

\$1,000 - \$4,999

Allen, Harvey and Donna
Bergh, Frank
Boreen, Lynn and John
Bustle, John and Marilyn
Campbell, Thomas
Clif Bar Family Foundation
Clover School District #2
Cook, Lisa and Eric
Currie, Chelsey and Steve
Deal, Chris and Tracy
Fan, Bing and Christine
Fernandez, Jorge and Stella
Forliti, John
Frank, Katie
Gerald A. & Karen A Kolschowsky Foundation, Inc.
General Mills, Inc.
Graham, Bill and Libby
Hack, Michael
Hanson, Maureen and Leonard
Henry E. Niles Foundation, Inc
Jodlowska, Lucy
Johnson, Jill and Grant
Kemmet, Slade and Katie Harrington
Knighton, David
Lamusga, Joseph
Lantz, Susan and Greg
La Torre, Caroline
McGrath, Kathy and Bob
Medtronic Inc.
Meier, Kevin and Dana
Meier, Margie and Ryan
Meier, Wesley and Chelsy
Minneapolis City of Lakes Rotary Foundation
Minnesota Returning Peace Corps Volunteers
Pollack, Dale
Schmitt, Jason
Siemens Stiftung
St. Thomas Aquinas Church (Ames, IA)
Tiedge, Daniel
V35 Enterprises LLC
Winkiewicz, Urszula

\$600 - \$999

Bevins, Andrea
Cruz, Giovanni
Davis McGrath LLC
Doiron, Noel and Adam
Howie, Lisa
Kalkhoff, Heather and Michael
Mauro, Dave and Maura McGrath
McGrath, Matthew and Katrina
Meier, Nancy and Nick
Miller, Steven
Nolan, John
Sax, Christian and Millie Hayes
Seda, Jon
Siefers, Andrea
St. Boniface Church (Waukee, IA)
Sullivan, Mark and Lea
Wobbrock, Nicholas and Bri Treece

\$250 - \$599

Amazon Smile Foundation
Barrett, Samantha and Michael
Bartel, Jared and Nettie
Beckman, Greg
Bichler, Austin and Jen
Brus, Michelle
Button, Teri and David
Cain, Ross
Caroscio, Mary Anne
Connolly, Kelly
Donegan, Christine and Robin
Emigh, Anthony
Forster, Scott
Herlitz, Melissa
Hexum, Jacob
Jacobson, Don
John Deere Foundation
Kemmet, Marlen and Shamrae
McGrath, Maura and Dave Mauro
McGrath, Bill and Mary
Moe, Ryan
Neese, Robert and Angela
Neuhaus, Brian and Stephanie
NE United Methodist Church
(Minneapolis, MN)
Oster, Nathaniel and Sasha
Paulsen, Larry and Jan
Perez, Sergio
Poquette, Elisa
Rose, Fred and Diane
Schmitt, Tanya
Schultz, Todd
Skinner, Sara
Soole, Jon and Jenna
Stedman, Dennis and Julia
Tekippe, Mark and Kristin
The Tides Foundation
Upah, Adam and Ana
Vega Coffee Inc.
Vidlund, Zachary

\$100 - \$249

Agnew, Rachel
Aiken, Tammi
Anderson, Courtney and Peter
Anklan, Patricia
Barnhart, Randall and Nancy
Becker, Richard and Fran Tenorio
Bennett, Richard and Margaret
Blythe, Carah and Curt
Bradshaw, Katherine
Brakhane, Adam
Brownlee, Ann
Chipman, David
Cochran, Rebecca
Cuadrado Labey, Marah
Curry, John
Dunlay, Melissa
Engelman, Alice H.
Escobedo, Liza
Fair Anita
Fisher, Charles
France, Joshua
Google
Gonzalez, Cris Williams
Grande, Olvin
Guthrie, Nancy and Gary
Hall, Christian and Alyssa
Harrell, Jamie

Harrington, Brianna and Jim Moen
Harris, Angela and Tom
Harrison, Eric
Jackson, Bill and Shirley
Janvrin, Tawni
Justice, Betty and David Miller
Khan, Laura
Kramer, April and Aaron
LaLonde, Jill
Lamusga, David and Kaaren
Larsen, Kipp and Nancy
Malkus, Jim
Marshall, Julian
McGrath, Michael and Tycie
Meng, Robert
Merrill, Kathleen
Meyer Shorb, Ellen
Naeve, Nashay
Nance, Ashley
Nelson, Andy and Ashley
Nielsen, Joshua
Nutz, Faith
Oakland, Jake and Jessica
Olds, Mitch
Orr, Kendall Smitherman and Tyler
Ostrom, Bjork and Lindsay
Peters Guarin, Dana
Pickett, Terry
Prince, Carol
Pritchett, Carol
Readron, Tim
Rejmankova, Eliska
Riley, Teresa
Roller, Peter
Scherpelz, JB
Schutte, Bryan and Jamie
Shah, Nisha
Siefers, Rich
Skramstad, Scott and Dao
Smitherman, David and Cheryl
Solimar, Karen
Strauss, Leslie
Teare, Jeff
The Dayton Foundation
The Roatan Chocolate Factory (Honduras)
Tunison, Mary and Kevin O'Hare
Turlove, Jonathon
Twamley, Morgan and Adwoa Afreh
Verderico, Patrick
Voorhees, Megan and Rev. Adam Blons
Wain, Danielle
Walsh Roseberry, Kathryn
Weber, Matthew

\$50 - \$99

Amenrud, Toni
Ann, Natilee
Anschel, Andrea
Bates, Andy
Benson, Jim
Bernas, Steve
Boyd, Elizabeth
Brucker, Greg and Leota
Burks, Helene
Brumm, Dr. Thomas
Brunn, Steven
Cadwell, Harvey
Calvert, David and Linda
Capel, Paul
Cargill Corp
Cassidy, Anne

Champion-Ivey, Lyndee
Clayton, Nicholas and Laura
Cutlip, Douglas and Monica
Cutlip, Glenn and Betty
Deuel, Ann
Dietrich, Lucy
Dilley, Riana
Dugger, Sherri
Eichel, Alona
Fanta, Jane
Federighi, Rob
Feeney, Anne Catherine and
Brodie Rucinski
Foy, Brandon
Folken, Regina
Frank, Debbie
Funk, Tom
Geilenfeld, Rachel
Ghubanyan, Natalya
Grieme, Danielle
Grooms, John
Harrington, Connor and Samantha
Harrison, Shauna
Healy Jr., Bernard
Hennessey, Damien and Victoria
Hildwein, Marc
Hubbell, Susie and Crawford
Hughes-Lind, Leslie and Jonathon Lind
Iwanaga, Hiro
Kabwe, Erin
Kaskov, Henry and Jessica
Kaye, Koren L.
Kelley, Linda
Kellogg, Tim
Klausk, Mary
Kleeman, Joy
Lo, Pauline
Maccowell, Ric
Mandke, Aniruddha
Manos, Jill
Martin, Nick
Martin, Richard
Melancon, Nicole
Miikulane, Margaret and James
Miller, Monica
Nardell, Ralph
Nelson, Andrew
O'Brien, Kellen
Orvin, Cody
Podlesak, Amy
Pritchard, John
Renfeld, Derek and Abe Tekippe
Rodriguez, Leopoldo A.
S&P Global Foundation
Schade, Charles
Schuler, Pat
Schwartz, Emily
Schwenk, Andrea and Rick
Sheridan, Paul and Kathleen Fitzgerald
Slater, Nancy
Sturdivant, Sharon
Swantek, Kathleen
Stowe, Nancy
Sundermann, Charlene
Timm, Kevin
Turgeon, Emily and Mitch
West Virginia Returning Peace Corps
Volunteers
White, Kristin and Brian
Williams, Paula
Wilson, Angelica

Thank you for your generous gift to EOS International in 2019! EOS would also like to say a very special thank you to the late Fred Stottlemeyer for his years of investment and dedication into providing safe drinking water to thousands of Central Americans.

EOS INTERNATIONAL BOARD OF DIRECTORS

Greg McGrath, *Board Chair*
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Jill Johnson*

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** Indicates finishing of board service in 2019. Thank you for your dedication to creating a brighter Central America!*

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

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Saint Paul, MN 55104

Ambassador Circle Members