



EMERGING OPPORTUNITIES  
FOR SUSTAINABILITY  
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EOS INTERNATIONAL  
**ANNUAL  
REPORT**  
2020

# *Vision*

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

# *Mission*

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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.

# DEAR FRIENDS

While this past year will be remembered as one of great adversity, it should also be highlighted as a year of great resilience. The same reasons that kept many of us apart these past months, has also brought us closer than we imagined. Our teams and communities across the globe rallied together to help overcome hardships including a global pandemic and two natural disasters in Central America.

The COVID-19 pandemic gave us every reason to step up rather than step back. When the coronavirus initially halted our community visits, our team was creative in utilizing mobile technology to maintain communication with the remote communities that we serve to continue water tests and virtual technical assistance. Learning how to pivot our monthly visits to be conducted virtually during the pandemic proved to be an important strategy.

A few months after the pandemic hit, both Nicaragua and Honduras were struck with back-to-back hurricanes, severely damaging community water systems and roads, making it even more difficult for our technicians to continue our monthly in-person community visits. Through all of this, our team made an impressive 3,469 community visits last year, providing technical assistance, water system repairs, chlorine monitoring, and trainings. Additionally, by launching several new strategic partnerships we saw a 13% growth in revenue over 2019. We expanded to an additional 163 new communities and now provide safe drinking water to a total of 648,297 Central Americans.

We want to thank you for making this all possible and supporting our COVID response efforts. Our team was on the front lines in over 1,400 rural communities, and your investment in our programs went to providing much needed water treatment solutions and hygiene education to slow the spread of the virus. The pandemic created an unprecedented demand from rural communities for water quality solutions, as many recognized the importance of having safe drinking water.

Throughout the rollercoaster of events this past year, our team took the opportunity to reflect on the impact that we are creating and re-evaluate how we leverage our strengths and partnerships to scale our impact. Relying on our decades-long experience providing water quality solutions, we set an ambitious path in our strategic plan to reach over two million people with safe drinking water by 2025. The need for safe drinking water is great, requiring our target and strategies to be tenacious and innovative.

As we launch this next year with new determination, please join us as we deliver sustainable and scalable drinking water solutions to those we serve in Central America.



***Alvaro Rodriguez***  
Co-founder & Nicaragua Director



***Diana Calix***  
Co-founder & Honduras Director



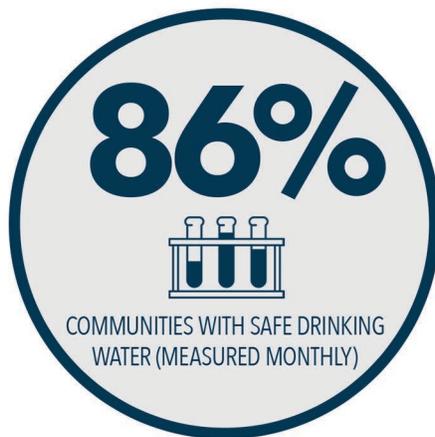
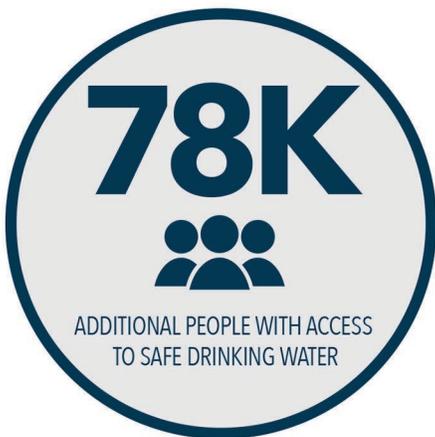
***Wes Meier***  
Co-founder & CEO

Growing up, we never had access to safe drinking water or other basic necessities. I live in a small, rural community, where most of us are farmers. Our village is so remote that it has often been left behind. Like most mothers, I was very concerned about our children's health especially when the pandemic hit. This past October, our community got a chlorinator installed and it was the first time in my life that I had access to safe drinking water. It has been life-changing for not only me but my entire community. We have been healthier and I've become an active member of our water board serving my people as well as advocating for safe drinking water for everyone. I believe that having safe drinking water is a basic human right and am grateful for EOS and their support.

- Doña Amparo, Lagartillo, Achuapa, Nicaragua



# 648,297 PEOPLE LIVING IN 1,429 RURAL COMMUNITIES PROVIDED WITH ACCESS TO SAFE DRINKING WATER SINCE 2008



**3,469**

**COMMUNITY VISITS** IN 2020, PROVIDING TECHNICAL ASSISTANCE AND WATER SYSTEM REPAIRS, MONITORING CHLORINE LEVELS, TRAININGS TO WATER BOARDS AND COMMUNITY MEMBERS, PERFORMING WATER QUALITY ANALYSIS, AND TRACKING FLOW RATES



**54 CENTERS**  
FOR CHLORINE DISTRIBUTION



**55 PERCENT**  
CO-INVESTMENT BY PARTNERS



**574 ANALYSES**  
LABORATORY WATER QUALITY TESTS





"Before EOS came to our community, my neighbors and I got sick from time to time and thought that this was normal. When EOS first came to Sabana Grande, they tested our water source and found that it was contaminated. We never knew we were drinking dirty water. We are fortunate to have this fixed, as I feel a responsibility to provide safe water for my community."

- Francisco Luna, Water Board President, Leon, Nicaragua



The water tap has always been a place of gathering. However, in the communities where EOS works, it does more than serve as a community space, it provides safe drinking water and saves lives. Those at Carmelo Espinoza Elementary School know this. After installing a chlorinator in their community of 1,500 last May, they have experienced 73% fewer cases of sickness in children aged 5-9.

- Carmelo Espinoza Elementary School, Las Mangas, Nicaragua



"Without Water There is No Life" reads the sign atop the water tank in a remote community of 300 people. They have struggled for ten years to obtain a water purification system. After installing their first community water chlorinator, Don Jose, President of the Water Board said, "After a lifetime of drinking unsafe water from wells, now we are going to have safe water."

- Don Jose, President of the Water Board, Llano Largo, Honduras



Challenging gender roles is a key way to empower women and promote change around the world. Getting more women involved in leadership positions shifts the views of women's traditional roles in society helping propel women forward, like Mirna. Mirna has worked as treasurer for her community Water Board for the past four years. "It has been a great opportunity for me to gain new skills as well as be a part of providing safe drinking water to over 435 families."

- Mirna, Water Board Treasurer, Matagalpa, Nicaragua

"I am so happy to have the support of EOS and their staff to ensure that our community is receiving safe drinking water. Now it is more important than ever to have safe water when faced with the pandemic."

- Don Onan, Water Board President, Lauterique La Paz, Honduras



"We have a water chlorinator that provides safe drinking water to over 450 families in our community. Our community has been working with EOS for over four years, and we are very grateful for their technical assistance and support with helping us maintain our water system. We have noticed a significant difference in our health since we have had safe drinking water. We thank EOS for their help."

- Doña Maria, Water Board Assistant, Matagalpa, Nicaragua



The pandemic has magnified the need for safe drinking water more than ever before, and our amazing staff have been there on the frontlines since the start reaching every community no matter what it takes. Safe Water Technician Milton Rocha has traveled hours on foot and even on horse to ensure our communities have safe drinking water to help slow the spread of coronavirus and other diseases.

- Milton Rocha, EOS Safe Water Technician, Nicaragua



"It has not been an easy task working in a field dominated by men, where you must be twice as good to be taken into account. But at the same time, it has been an advantage since as a woman and mother I know very well the needs of women in the communities. Generally, it is women who must carry water long distances if there is no clean water system. Women must also look after their children's health and wellbeing. I have always tried to encourage women to have a voice, a vote and a role in their communities' Water Board. Little by little, the gender gap is closing. That makes me very happy."

- Diana Cáliz, EOS Country Director, Honduras



# Our Model

*Bringing Safe Drinking Water from Mountain to Fountain*



## **WATER SOURCE PROTECTION**

ASSESSES COMMUNITY'S WATER SOURCE AND PROVIDE PROTECTION THROUGH PHYSICAL BARRIERS AND WATERSHED REFORESTATION



## **OPERATION & MAINTENANCE**

TRAIN COMMUNITY MEMBERS ON SYSTEM REPAIRS, DISINFECTION PROCEDURES, AND WATER QUALITY SAMPLING AND MONITORING PROTOCOLS



## **WATER TREATMENT**

INSTALL WATER CHLORINATOR SYSTEM TO COMMUNITY'S WATER STORAGE UNIT, REQUIRING NO ELECTRICITY AND MADE FROM LOCALLY-SOURCED MATERIALS



## **CHLORINE DISTRIBUTION**

SUPPLY CHLORINE TABLETS TO COMMUNITIES THROUGH A NETWORK OF DISTRIBUTION CENTERS OPERATED BY LOCAL ENTREPRENEURS



## **WATER BOARD SUPPORT**

CREATE AND SUPPORT A BOARD OF LOCAL VOLUNTEERS TO MANAGE THEIR COMMUNITY'S WATER SYSTEM THROUGH COMPREHENSIVE TRAININGS



## **FINANCIAL MANAGEMENT**

COLLABORATE WITH COMMUNITY ON SETTING A WATER BUDGET, COLLECTING USER PAYMENTS, BASIC ACCOUNTING, AND BOOKKEEPING



## **WATER QUALITY MONITORING**

REGULARLY REVISIT COMMUNITIES TO TEST DRINKING WATER, RECORD FINDINGS, PERFORM SYSTEM REPAIRS, ANSWER QUESTIONS, AND PROVIDE SUPPORT



Over 780 million people lack access to safe water worldwide. In Central America, more than 85% of people live without this basic human right. Most rural areas lack local infrastructure that would allow easy access to safe drinking water. Knowing that safe drinking water lays the foundation for building a stronger, more prosperous life, EOS has worked hard to create a sustainable model of delivering safe drinking water to families across Central America, bringing water from mountain to fountain.

# Financials

EOS International Condensed Audited Financial Information for the Years Ending December 31, 2020 and 2019.  
Complete, Audited Financial Statements are available upon request.

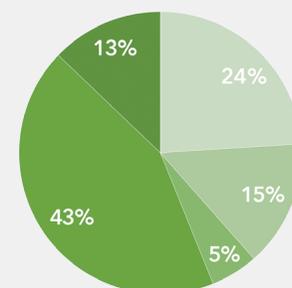
## STATEMENT OF ACTIVITIES

	2020	2019
<b>INCOME</b>		
Individuals	\$194,098	\$170,699
Corporate & Foundations	\$117,254	\$130,830
Contribution from Merger-ADEC	\$43,850	\$19,824
Earned Revenue	\$349,920	\$274,179
In-Kind Revenue/Other	\$103,963	\$79,680
<b>Total Income</b>	<b>\$809,085</b>	<b>\$675,212</b>
<b>EXPENDITURES</b>		
Program Services	\$616,440	\$570,781
Fundraising	\$73,593	\$83,468
Management & General	\$11,042	\$11,882
<b>Gross Expenditures</b>	<b>\$701,075</b>	<b>\$666,131</b>
Foreign Currency Adjustment	\$250	(\$931)
<b>Surplus/(Deficit) Related to Net Assets</b>	<b>\$108,260</b>	<b>\$8,150</b>

## STATEMENT OF FINANCIAL POSITION

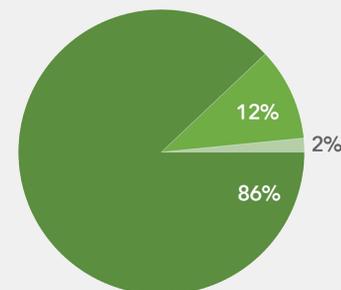
	2020	2019
<b>ASSETS</b>		
Cash and Equivalents	\$271,609	\$96,681
Accounts Receivable	\$74,649	\$65,657
Long-Term Pledges Receivable	\$50,000	\$48,500
Inventory	\$46,523	\$10,409
Other Current Assets	\$1,723	\$2,225
Property and Equipment, net	\$10,169	\$11,657
<b>Total Assets</b>	<b>\$454,673</b>	<b>\$235,129</b>
<b>LIABILITIES AND NET ASSETS</b>		
Current Portion of Long-Term Debt	\$70,716	-
Accounts Payable and Accrued Expenses	\$30,362	\$25,505
<b>Total Current Liabilities</b>	<b>\$101,078</b>	<b>\$25,505</b>
Long-Term Debt	-	\$50,000
Accrued Labor Benefits	\$85,710	-
<b>Total Long-Term Liabilities</b>	<b>\$85,710</b>	<b>\$50,000</b>
<b>NET ASSETS</b>		
Unrestricted Net Assets	\$204,218	\$102,111
Temporary Restricted Net Assets	\$63,667	\$57,513
<b>Total Net Assets</b>	<b>\$267,885</b>	<b>\$159,624</b>
<b>Net Assets at the End of the Year</b>	<b>\$454,673</b>	<b>\$235,129</b>

## Source of Funds



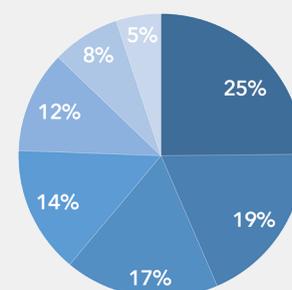
Earned Revenue	43%
Individuals	24%
Corporations & Foundations	15%
In-Kind Revenue/Other	13%
Contribution from Merger-ADEC	5%

## Use of Funds



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

## Earned Revenue



Chlorine Tablets	25%
Water Filters	19%
Program Training & Services	17%
Other Products	14%
SMART Center	12%
Water Chlorinators	8%
Water Quality Testing	5%

# EOS Donor and Partner List

## \$25,000 AND ABOVE

The International Foundation  
University of Iowa

## \$10,000 - \$24,999

Graham, Bill and Libby  
John F. and Mary A. Geisse Foundation  
Ross, Jeffrey and Melissa  
SG Foundation  
The Blossom Fund

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

Barstow Foundation  
Bordlemay Padilla, Chris and Yadira  
Cohen, Harvey and Naomi  
Directions for Rural Action Fund  
Gartner Inc.  
Lamusga, Joey  
McGrath, Cynthia and John  
McGrath, Gregory and Leah Burkard  
Meier, Nate and Alison  
Project Redwood  
Sondag, Bob  
Virginia Hospital Center Medical Brigade  
Wishing Well International Foundation  
Wobbrock, Larry and Peggy

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

Allen, Harvey and Donna  
Baitinger, Dave and Stefanie  
Bergh, Francis and December Kinney  
Bustle, John and Marilyn  
Clif Bar Family Foundation  
Cook, Eric and Lisa  
Currie, Chelsey and Steve  
DeLeon, Jim  
Donegan, Christine and Robin  
Dwight, Tim  
Fan, Bing and Christine  
Fernandez, Stella and Jorge  
Frank, Katie and Ross Johnson  
General Mills, Inc.  
Gerald A. & Karen A. Kolschowsky Foundation  
Grossman, Jesse  
Hall, Sue and Audie Dunham  
Hanson, Maureen and Leonard  
Harrington, Phil and Janice  
Henry E. Niles Foundation, Inc  
Jacobson, Don  
Jodlowska, Lucy  
John Deere Foundation  
Kemmet, Slade and Katie Harrington  
Lantz, Susan and Greg  
Ludwig, Chris  
Mauro, Dave and Maura McGrath  
McGrath, Matthew and Katrina  
Medtronic Inc.  
Meier, Dana and Kevin  
Meier, Margie and Ryan  
Meier, Nick and Nancy  
Meier, Wesley and Chelsy  
Minneapolis City of Lakes Rotary Foundation  
Morales, Tom  
Reis, Victoria and Jake  
Schmitt, Jason  
Selinger, Russ  
Takeda Pharmaceutical  
Tiedge, Daniel  
Winder, David  
Wobbrock, Nicholas and Bri Treece  
Wood for Water

## \$600 - \$999

3M  
Alliance for Nonprofits Insurance  
Bevins, Andrea  
Cain, Ross  
Cruz, Giovanni  
Davis McGrath LLC  
Doiron, Noel and Adam

France, Joshua  
Johnson, Grant and Jill  
Just, Craig and Tracy  
Kalkhoff, Heather and Michael  
La Torre, Caroline  
Mchugh, Meghan  
Minnesota Returning Peace Corps  
Volunteers  
Raytheon Technologies  
Sax, Christian and Millie Hayes  
Seda, Fr. Jon  
Siefers, Andrea and Ryan Smith  
Soole, Jon and Jenna  
St. Boniface Church (Waukee, IA)

## Ambassador Circle Members

## \$250 - \$599

Barrett, Samantha and Michael  
Bell, Brian and Rebecca Shamash  
Boreen, Lynn and John  
Camber Collective  
Dayton Foundation  
Deal, Chris and Tracy  
Fell, Donald  
Forster, Scott  
Google, Inc.  
Grattan, Pamela  
Harris, Tom and Mary Smith  
Harrison, Eric  
Henderson, Dennis and Joanne  
Herlitz, Melissa  
Howie, Lisa  
Kent, Ashley  
Lovin, Grant  
MacDowewll, Ric  
Marsh, Casey and Rachel  
McGrath, Kathy and Bob  
McGrath, William and Mary  
Meng, Robert  
Miller, Steven  
Murphy, Jordan  
Neese, Bob and Angela  
Nelson, Andy and Ashley  
Neuhaus, Brian and Stephanie  
Orr, Kendall and Tyler  
Oster, Nathaniel and Sasha  
Padilla, Christopher and Yadira  
Bordlemay Padilla  
Paulsen, Larry and Jan  
Perez, Sergio  
Post, Iris and Roger Scholten  
Renfeld, Derek and Abe Tekippe  
Riley, Robert and Terry  
Roller, Peter and Lindsay McLaughlin  
Rose, Fred and Diane  
Schmitt, Tanya  
Sullivan, Lea and Mark  
Tekippe, Mark and Kristin  
Tunison, Mary and Kevin O'Hare  
Verderico, Patrick  
Voorhees, Megan and Rev. Adam Blons  
Wain, Danielle  
White, Kristin and Brian  
Winkiewicz, Urszula  
Winkler, Ian

## \$100 - \$249

Aiken, Tammi  
Amazon Smile Foundation  
Anderson, Courtney and Peter  
Anderson, Gini and Steve  
Anderson, Whitney  
Armstrong, Ashli  
Arthur, Sheyna  
Baikie, Amanda  
Barge, Meredith  
Barnhart, Randall and Nancy  
Bartel, Jared and Nettie  
Bates, Andrew  
Beck, Louis and Pat

Becker, Mackenzie  
Beckman, Greg  
Benson, James  
Bradshaw, Katherine  
Cabrita, Andre  
Chase, Gina  
Child, Stephanie  
Clarke, Steven  
Cook, Patricia and Bruce  
Corcoran, Sean  
Coyle, Patrick  
Czaia, Melinda  
Dell Technologies  
Dietrich, Lucy  
Dunlay, Michael  
Ecolab  
Egan, Donna and Tom  
Elsasser, Bill and Peggy  
Evans, Robert  
Fernandez, Rajiv  
Fisher, Charles  
Foy, Don  
Fung, Rosanah  
Giovannelli, Lynn and Gino  
Goff, Jessie and Marco Salmen  
Gonzalez, Mayela  
Goon, Dana  
Gottbrath, Mattie  
Graefenhain, Marcus  
Grieme, Danielle  
Grooms, John and Samara  
Grotz, Stacey  
Hall, Alyssa and Christian  
Hanacek, Nick and Victoria  
Harrington, Brianna and Jim Moen  
Haupt, Dr. Saydi and Nick  
Hildwein, Marc  
Jackson, Bill and Shirley  
Johnson, Ryan  
Kaskov, Henry and Jessica  
Kemmet, Marlen and Shamrae  
Khan, Laura  
LaLonde, Jill  
Lenahan, David and Natalie  
Lundy, Dave  
MacLean, Lachlan  
Madrid, Steven  
Manganelli, Stephanie and Bob  
Markley, Crystal  
Maschmeier, Stuart  
McGrath, Michael and Tycie  
McKenna, Chris  
Melancon, Nicole and Paul  
Miller, Anna  
Molian, Raathai  
Mootz, Eric  
Nainan, Katie  
Newell, Benjamin and Morgan  
Kleiderlein  
Nielsen, Joshua  
Norris, Joseph and Erin  
Novak, Jacqueline  
Nutz, Faith  
O'Brien, Regina  
Oakland, Jake and Jessica  
Olds, Mitch  
Pagtaconan, Leizl Joy  
Pfothenauer, Beth  
Pierson, Dan  
Poquette, Elisa  
Rebarchek, Aaron and Ashley  
Reed, Paul  
Roberts, Lorraine and Lando  
Rose, Karen  
Salyers, Eric  
Scherpelz, JB  
Schutte, Jamie and Bryan  
Siefers, Vicki and Dick  
Skramstad, Scott and Dao  
Smitherman, Cheryl and David  
Steer, Danielle and Tyler  
Swantek, Kathleen  
Tenorio, Fran and Richard Becker  
Tobin, Maureen  
Turgeon, Mitch and Emily

Upah, Adam and Ana  
West Monroe Partners  
Wobeter Associates  
Wood, Michael  
Zaegel, Mark

## \$100 - \$249

Allen, Sara  
Altman, Andrew  
Barrick, Gene  
Bertler, Mark  
Borgstrom, Jessie  
Bortoli, Steve  
Chipman, David  
Clemens, Megan  
Clemmons, Jessica  
Deming, Tim  
Dungca, Diane  
Enge, James  
Fan, Lexie  
Geilenfeld, Rachel  
Ghubanyan, Natalya  
Goksu, Amanda  
Gumz, Lyndsy and Bradley  
Haber, Autumn  
Hade, Tina  
Hamilton, Amber  
Hamza, Anas  
Harrington, Randy  
Healy, Tracy  
Kalkman, Kathryn  
Katz, Rachel  
Kaye, Kory  
Keitges, Katie  
Kelley, Linda  
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Kuo, Annie  
Kusske, Kristi  
Lauber, Angela  
Le, Melissa  
Lundquist, Kyndra  
Lutz, David  
Mack, Sara  
Maher, Ryan  
Martin, Nicholas  
Matthews, Candace  
MC, Alissa  
McGregor, Megan  
Meneses, Gigi  
Moran, Patrick  
Morris, Mike  
Moyer, Jess  
Nardell, Ralph  
Nelson, Andrew  
Nielsen, Will  
O'Hare, Peter  
Orellana, Claribel  
Orr, Karin  
Perez, Brittany  
Reckard, Abby  
Reed, Kevin  
Reiter, Keri and Mack  
Rhanor, Chris  
Robinson, Estee  
Ryan, Jeffrey  
Schachar, Leah  
Schmitt, Kristi  
Sellheim, Megan  
Shah, Nisha  
Simon, Craig  
Strauss, Leslie  
Tsunoda, Kenneth  
Twamley, Morgan and Adwoa Afreh  
Viacom CBS  
Walls, Amanda  
Webb-Spann, Xavierra  
Wells Fargo  
White, Michael  
Williams, Paula  
Williams, Sarai  
Yanatos, Evelyn  
Zisman, Sarah  
Zulkey, David

**THANK YOU FOR YOUR GENEROUS GIFT TO EOS INTERNATIONAL IN 2020!**

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



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FOR SUSTAINABILITY  
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Leah Larson\*

Wesley Meier

Chris Bordlemay Padilla

Alvaro Rodriguez

Jeff Ross

Nick Wobbrock

*\* indicates board members who joined in 2021*



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

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