

EOS INTERNATIONAL

ANNUAL REPORT 2021



EMERGING OPPORTUNITIES
FOR SUSTAINABILITY
www.eosintl.org

Vision

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

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.



EOS International is committed to helping realize the United Nations' Sustainable Development Goal 6 to "ensure availability and sustainable management of water and sanitation for all." In addition to SDG 6, EOS' work also supports gender equality, economic growth, climate action, relieving poverty, and good health.

DEAR FRIENDS

Saludos! We are proud of what we were able to accomplish together this year. Thank you for being part of our community committed to clean water. We are excited that what began as an idea between a few friends has grown into an international development non-profit organization powered by what feels like simply a much bigger group of friends. Friends who share the knowledge that clean water brings opportunity. This knowledge impassioned our expansion into 401 new communities this year. Investing time training local community health volunteers to monitor community water quality allowed our technicians to move into more regions and reach thousands of new families. As we pursue our goal of reaching two million underserved people in the next five years, we are encouraged by these great strides of progress.

This year, we continued to invest in both people and technology. As our Circuit Riders embolden local confidence and capacity, we see men and women stepping up to receive knowledge and take on the responsibility of maintaining quality drinking water for their community members. Investment in innovative technology means improved water quality monitoring, and relationships with top university and corporate partners are making the availability of real-time drinking water results through remote sensors a reality. Collectively, this means 144,600 additional people reached with safe drinking water this year!

We remain compelled to work collaboratively to create the world we want. A world where clean water reaches the remote. A world where safe water is both accessible and affordable. A world where water treatment consistently overcomes contamination and where water system challenges are met with sustainable maintenance. Every day that our circuit riders mount their motorcycles, every day that Water Boards report bacteria-free results, and every day that water rights are realized, we are getting closer to the world we want. And every fund that's raised, every show of support that's offered, and every partnership that's renewed shows us that it's a world you want too. We are grateful to be in good company. Thank you!

It is with the collective spirit and strength of the EOS community that we look ahead to next year – expanding to more communities, innovating with new monitoring technologies, and continuing to provide water quality solutions at a sustainable community scale. It is what we do. It would not be possible without you.



Alvaro Rodriguez
Co-founder & Nicaragua Director



Diana Calix
Co-founder & Honduras Director



Wes Meier
Co-founder & CEO



"I remember being sick when I was a child and also when I had children of my own. We had to drink from any pool of water we could find. Today, everything is different. After waiting nearly 81 years, I finally have drinking water from a tap at my house."

- Don Garcia, Santa Rosita, Honduras

"Clean water guarantees better health for the growth and development of our children. It is such a blessing, and I am so incredibly grateful to see my children live healthy lives."

- Doña Martinez, La China, Nicaragua

PROVIDED WITH ACCESS TO SAFE DRINKING WATER SINCE 2008

792,897
CENTRAL AMERICANS



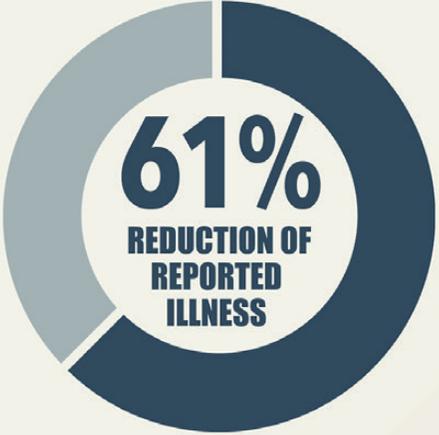
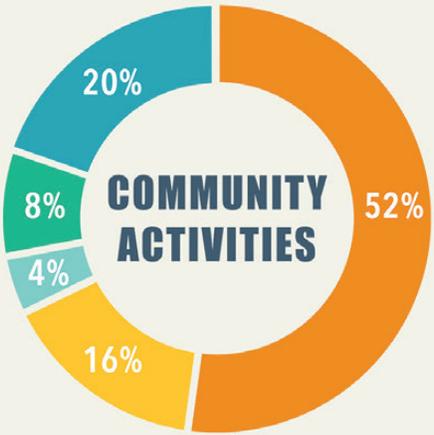
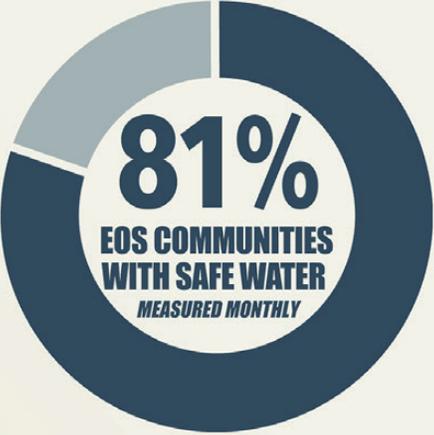
144,600 NEW PEOPLE IN 2021

1,830
RURAL COMMUNITIES

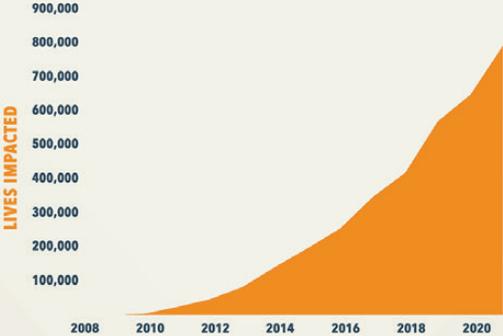


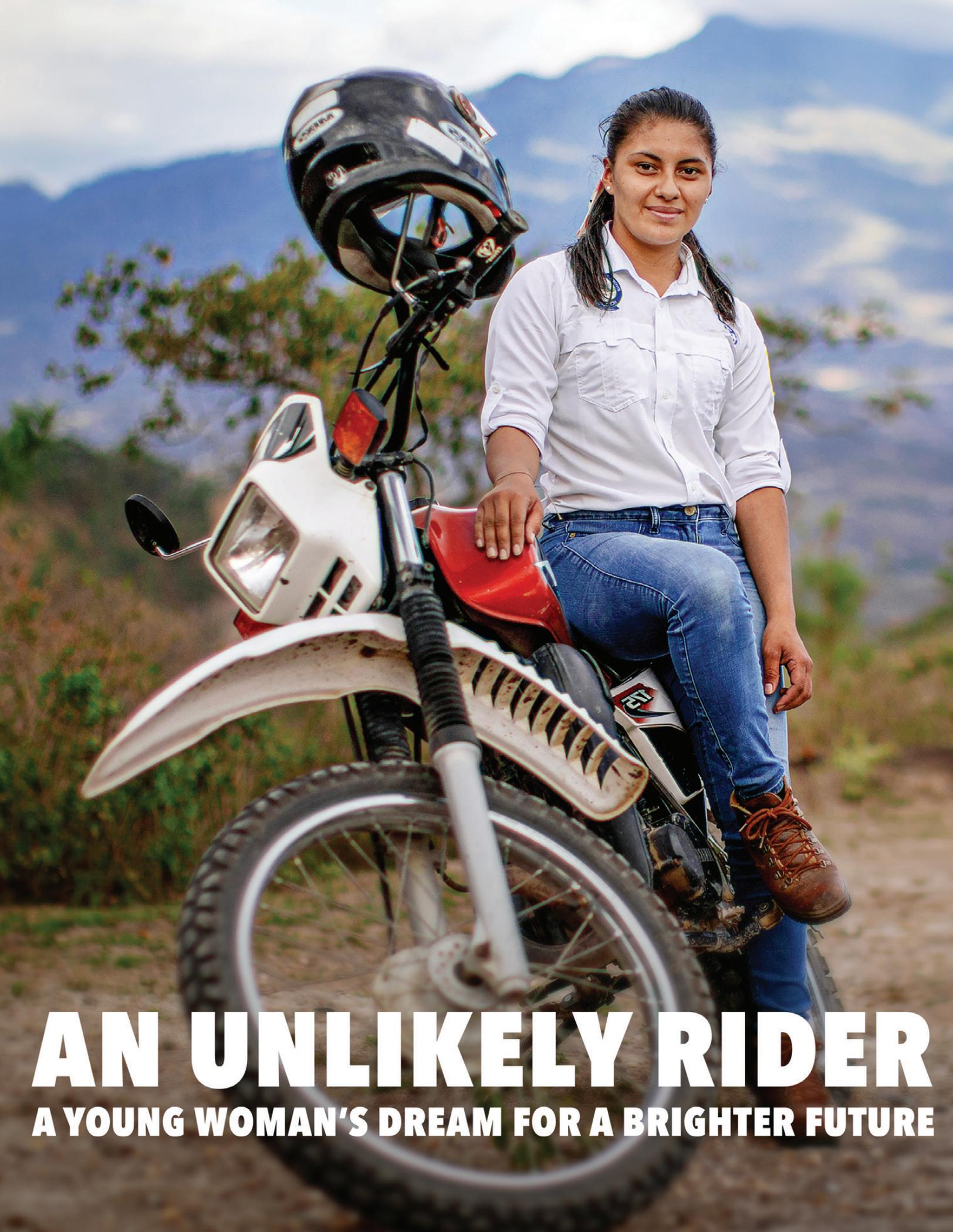
401 NEW COMMUNITIES IN 2021

3,491 **COMMUNITY VISITS** IN 2021, PROVIDING TECHNICAL ASSISTANCE, WATER SYSTEM REPAIRS, MONITORING CHLORINE LEVELS, TRAININGS TO WATER BOARDS AND COMMUNITY MEMBERS, PERFORMING WATER QUALITY ANALYSIS, AND TRACKING FLOW RATES



WATER QUALITY MONITORING **TECHNICAL ASSISTANCE** **TRAININGS** **CHLORINE DELIVERY** **EQUIPMENT INSTALLATION**





AN UNLIKELY RIDER

A YOUNG WOMAN'S DREAM FOR A BRIGHTER FUTURE

Alicia's motorcycle battles up the mountainous terrain of Las Canadas, Honduras as she makes her way up the winding, difficult roads to the community's water tank. The task at hand awaits her atop the hill, where she is met by a dozen community members sitting in the shade of a few lonely trees on this hot day. After dismounting the bike and hauling her tools and PVC pipe up on top of the cement water tank, she quickly turns to her inquisitive audience and begins a familiar routine.



At 21 years old, Alicia is relatively new to her role as a Circuit Rider Water Technician with EOS International. One of 16 in Nicaragua and Honduras, Alicia and the team serve 1,830 rural communities across Central America, reaching nearly 800,000 people. Each water technician creates a monthly circuit among their 50-60 communities to provide training, capacity building, technical assistance, and water quality monitoring.

Today, Alicia is installing a water chlorinator system, bringing safe drinking water to this community for the first time. Standing high on top of the tank, she starts by introducing herself and the work that lays before them. It isn't long before she is joined by community members with the sounds of drills, saws, and lively chatter filling the once quiet mountain top, all the while Alicia methodically directs the crew of volunteers.

It isn't only Alicia's young age that has presented her with obstacles, but also the fact that many people aren't used to a woman doing this work. Often, communities are surprised when she shows up and removes her helmet.

"Being a woman surrounded by many men is a privilege, and at the same time it is a great responsibility, because we have to give voice to women. Yes, we can do this too, and we are determined to do it, and we can do everything because it is not an activity only for men but also for women. Personally, I think it helps them a lot, because it's like: 'The woman is there, in the middle of the men, and doing the same job.' It is something very beautiful and motivating for other women."

But Alicia hopes to do more than just inspire other young women to pursue careers that may be deemed untraditional. She also hopes to educate anyone who will listen on the importance of safe drinking water and the closely related environmental practices that will help mitigate climate change.

After just a few hours, a new system is installed, and soon the entire community will be drinking safe water. The group of men draw around Alicia as she instructs them on not only the care and maintenance of the system, but also how to test and treat their water. Although she will be back here on her monthly circuit rider visits to provide support, it is important to her that the community is able to be self-sufficient, a crucial part of creating sustainable change.

"The work is very important because we are collaborating with communities, helping them to have safe water, helping them with knowledge, to empower themselves and to choose to have a better quality of life. They are having something better for their lives. And they are not thinking only about the present, but about the future that they are going to leave to their children."



2021-2025 STRATEGIC PLAN

READ THE FULL PLAN AT: [EOSINTERNATIONAL.ORG/STRATEGICPLAN](https://eosinternational.org/strategicplan)

In the next five years, EOS will leverage our decade of experience providing water quality solutions to rural communities in Central America to expand our impact across Central America with an increased focus on long-term, sustainable results. The EOS team will leverage its proven Circuit Rider model providing post-construction support to rural communities as the key operating strategy to deliver long-term, sustainable improvement of water systems across Central America. EOS will continue to innovate with the use of blended finance by leveraging market-based solutions to scale the impact.

THE CHALLENGE

Studies have shown that over 50% of unsupported international community water system projects fail and remain unrepaired because of insufficient operational, technical, and financial capacity, and a lack of post-construction support within five years. An estimated 95% of unsupported community water systems fail within 20 years.

Safe, accessible drinking water is a basic human right, yet water is one of the greatest threats to human health, responsible for over 3.4 million deaths worldwide every year, most of them children. EOS' safe drinking water program focuses on rural populations in Nicaragua and Honduras with the highest poverty rates in Central America. There are approximately 11,700 rural drinking water systems serving six million people in these two countries. Over 85% of these water systems, lacking filtration and chlorination, are contaminated with harmful bacteria.

THE SOLUTION

EOS International will provide high-quality safe drinking water to rural communities, improving their health and wellbeing. Through our new strategy, we will be able to increase our impact by leveraging basic water quality monitoring, education, and local community and government institutions to scale these efforts. We plan to aggressively grow our organization's annual gross revenue to meet the demand, with the goal of sustainable revenue growth of approximately 15% year-over-year, reaching \$1.5 million in annual revenue by 2025.

STRATEGY 1: IMPLEMENT THE CIRCUIT RIDER MODEL

Provide post-construction support to rural communities through our Circuit Rider model

The goal of the Circuit Rider model is for rural communities, specifically the community Water Boards, to have the necessary skills, knowledge, and resources available to provide safe drinking water for their community members.

The Circuit Rider model offers a comprehensive approach to providing technical support, and ongoing monitoring for rural community Water Boards. This model includes water quality testing and analysis to assess contaminations in the community water source, community water treatment, education to treat the contamination, and ongoing chlorine tablet distribution via a sustainable supply chain.

STRATEGY 2: TRANSITION WATER QUALITY MONITORING

Community leaders will take over the monthly water quality monitoring activities

EOS will identify and train community leaders to perform water quality monitoring on a monthly basis, reducing and eventually eliminating the dependency on EOS' monthly in-person visits to the community. EOS will provide the community with the tools and infrastructure to report key water quality and quantity metrics on a monthly basis, which will be stored in the mWater platform for historical analysis and also shared with the National Department of Health for public records. This work will complement existing monitoring efforts from the Ministry of Health or municipal government support structures.

STRATEGY 3: SCALE THE CIRCUIT RIDER MODEL TO REACH 2 MILLION PEOPLE BY 2025

As communities demonstrate self-sufficiency, EOS will transition into new districts

In order to make a sustainable impact, EOS will build up the capacity within local communities and government entities, allowing EOS to scale up and transition out of the existing districts where its efforts have been historically focused while ensuring the ongoing operation of all water systems formerly overseen by EOS. Capacity building of the local entities will consist of training technicians and sharing best practices to gather and report water quality data.

EOS will scale the implementation of our successful Circuit Rider model to 30 districts throughout Nicaragua and Honduras, with a goal of reaching 2 million people (2,300 new communities, reaching an additional 1,275,000 people) with water quality services by 2025. We will expand our services to where they are most needed and achieve a national impact within both countries.

Financials

EOS International Condensed Audited Financial Information for the Years Ending December 31, 2021 and 2020.
Complete, Audited Financial Statements are available upon request.

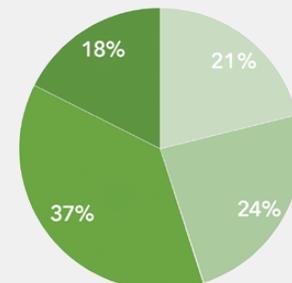
STATEMENT OF ACTIVITIES

	2021	2020
INCOME		
Individuals	\$212,374	\$194,098
Corporate & Foundations	\$239,722	\$117,254
Contribution from Merger-ADEC	\$846	\$43,850
Earned Revenue	\$375,567	\$349,920
In-Kind Revenue/Other	\$176,560	\$103,963
Total Income	\$1,005,069	\$809,085
EXPENDITURES		
Program Services	\$671,101	\$616,440
Fundraising	\$90,199	\$73,593
Management & General	\$10,899	\$11,042
Gross Expenditures	\$772,199	\$701,075
Foreign Currency Adjustment	(\$1,570)	\$250
Surplus/(Deficit) Related to Net Assets	\$231,301	\$108,260

STATEMENT OF FINANCIAL POSITION

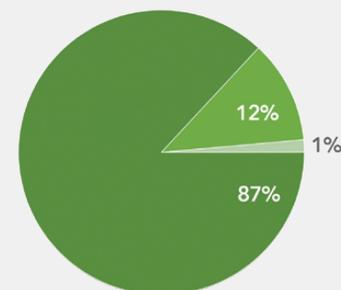
	2021	2020
ASSETS		
Cash and Equivalents	\$321,879	\$271,609
Accounts Receivable	\$206,747	\$74,649
Long-Term Pledges Receivable	-	\$50,000
Inventory	\$60,317	\$46,523
Other Current Assets	\$2,527	\$1,723
Property and Equipment	\$105,439	\$86,474
Less Accumulated Depreciation	(\$78,864)	(\$76,305)
Total Assets	\$618,055	\$454,673
LIABILITIES AND NET ASSETS		
Current Portion of Long-Term Debt	\$20,368	\$70,716
Accounts Payable and Accrued Expenses	\$15,741	\$30,362
Total Current Liabilities	\$36,109	\$101,078
Long-Term Debt	-	-
Accrued Labor Benefits	\$82,760	\$85,710
Total Long-Term Liabilities	\$82,760	\$85,710
NET ASSETS		
Unrestricted Net Assets	\$391,551	\$204,218
Temporary Restricted Net Assets	\$107,635	\$63,667
Total Net Assets	\$499,186	\$267,885
Net Assets at the End of the Year	\$618,055	\$454,673

Source of Funds



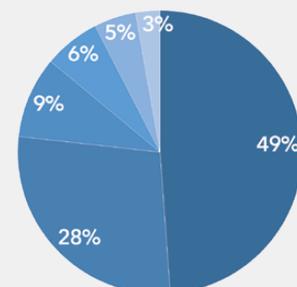
Field Program Revenue	37%
Corporations & Foundations	24%
Individuals	21%
In-Kind Revenue/Other	18%

Use of Funds



Program Services	87%
Fundraising	12%
Management & General	1%

Field Programs



Program & Training Services	49%
Chlorine Tablets	28%
Misc. Program Revenue	9%
Water Filters	6%
Water Quality Testing	5%
Water Chlorinators	3%

EOS Donor and Partner List

\$25,000 AND ABOVE

John F. and Mary A. Geisse Foundation
Charles and Elsie Gols Foundation
The International Foundation
University of Iowa
US Forest Service
US State Department
Xylem Inc.

\$24,999 - \$10,000

Directions for Rural Action Fund
Ross, Jeffrey and Melissa

\$9,999 - \$5,000

Cohen, Harvey and Naomi
Gartner Inc.
Graham, Bill and Libby
Henry Niles Foundation
Holmes White, Pat
Lift Up
McGrath, Cynthia and John
McGrath, Gregory and Leah Burkard
Medtronic Inc.
Meier, Dana and Kevin
Meier, Wesley and Chelsy
SG Foundation
The University of Iowa
Virginia Hospital Center Medical Brigade

\$4,999 - \$1,000

Allen, Harvey and Donna
Anonymous
Bergh, Francis and December Kinney
Blaser, Ann
Bustle, John and Marilyn
Cook, Eric and Lisa
Crawford, Kelly
Currie, Chelsey and Steve
Deal's Orchard
Descotte, Veronica
Donegan, Christine and Robin
Dwight, Tim
Evans, Morgan
Fan, Bing and Christine
Fernandez, Stella and Jorge
Frank, Katie and Ross Johnson
Gallagher, Terry
General Mills, Inc.
Gerald A. & Karen A Kolschowsky Foundation, Inc.
Hall, Sue and Audie Dunham
Hanson, Maureen and Leonard
Hilbert, Steve
Jacobson, Don
Jodlowska, Lucyna
John Deere Foundation
Kalkhoff, Heather and Michael
Kemmet, Slade and Katie Harrington
Lamusga, Joseph Lamusga
Lantz, Susan and Greg
Lohry, David
Mauro, Dave and Maura McGrath
McGrath, Matthew and Katrina
Meier, Margie and Ryan
Meier, Nate and Alison
Meier, Nick and Nancy
Randall, Brad and Lisa
Raytheon Technologies
Schmitt, Jason
Schwartz, Emily
Siefers, Andrea and Ryan Smith
Sondag, Bob
Soole, Jon and Jenna
Takeda Pharmaceutical
Tiedge, Daniel
Winder, David
Wobbrock, Larry and Peggy
Wobbrock, Nicholas and Bri Treece
Wood for Water, Inc.

\$999 - \$600

Barrett, Samantha and Michael
Barstow Foundation
Bates, Andrew
Coyle, Patrick
Fanta, Jane
Forliti, Fr. John
Haupt, Nick and Dr. Saydi
La Torre, Caroline
McGrath, Kathy and Bob
Orr, Kendall and Tyler
Seda, Fr. Jon
Shefchik, John
Wain, Danielle
Soole, Jon and Jenna
St. Boniface Church (Waukee, IA)

Ambassador Circle Members

\$599 - \$250

3M Foundation
Anderson, Zeb
Aon
Appfire Technologies, LLC
Barnhart, Randall and Nancy
Bartel, Jared and Nettie
Beck, Louis and Pat
Bergh, Margaret
Best Buy
Brault, Jayanna
Brumm, Dr. Thomas
Burnworth, Simon P.
Cain, Ross
Corbett, Stephanie
Currie, John and Laurie
Curry, John
Dassey, David
Deal, Chris and Tracy
Dell Technologies
Dell, Kristen
Doiron, Noel and Adam
Dunlay, Joseph and Leah
Forster, Scott
France, Joshua
Goksu, Mandy
Google LLC
Harrington, Phil and Janice
Harrison, Eric
Johnson, Joshua
Just, Craig and Tracy
Kabwe, Erin and Mofya
Khan, Laura
Larson, Leah
Lovin, Grant
Marsh, Casey and Rachel
McGrath, William and Mary
McHugh, Meghan
Moeller, Linda
Moore, Janice
Morales, Tom
NE United Methodist Church
Nelson, Andy and Ashley
Nolan, John
Oakland, Jake and Jessica
Obert, Andrew
Oster, Nathaniel and Sasha
Bordlemay Padilla, Christopher and Yadira
Parekh, Neil
Paulsen, Larry and Jan
Renfeld, Derek and Abe Tekippe
Roller, Peter and Lindsay McLaughlin
Sax, Christian and Millie Hayes
Scherpelz, JB
Schmitt, Tanya
Schulze, Gail
Tekippe, Mark and Kristin
Trivedi, Neel
United Health Group
Upah, Adam and Ana
Verderico, Patrick and Roberta
Wahl Clipper Corporation

Wells Fargo
White, Kristin and Brian
Williams, Sara
Winkiewicz, Urszula
Winkler, Ian

\$249-\$100

Agnew, Rachel
AmazonSmile Foundation
Anderson, Courtney and Peter
Anderson, Whitney
Baitinger, Dave
Bank of America
Bradshaw, Katherine
Buck, Carolyn
Chase, Gina
Chevron Corporation
Chipman, David
Clay, Dan
Demmel, Craig
Dunlay, Michael
Ecolab
Escobedo, Liza
Farha, Albert
Gottbrath, Mattie
Grooms, John and Samara
Guthrie, Gary and Nancy
Hall, Alyssa and Christian
Healy, Tracy
Hegrenes, Jami A.
Howard, Heather
Hughes-Lind, Leslie
Kamm, Eric and Kate
Kemmet, Marlen and Shamrae
Kline, Amy
Kroll, Dusty
LaLonde, Jill
Lenahan, David and Natalie
Macdowell, Ric
Manganelli, Stephanie and Bob
McGrath, Michael and Tycie
Melancon, Nicole and Paul
Microsoft
Moen, Jim and Bri Harrington
Molian, Raathai
Nielsen, Joshua
Nutz, Faith
O'Brien, Regina
Olds, Mitch
Phelps, Owen and Jane
Pritchett, Carol
Rampe, Benjamin
Riley, Robert and Terry
Rose, Fred and Diane
Ryan, Jeffrey
Schutte, Jamie and Bryan
Seitz, Aaron
Shah, Nisha
Shebaro, Nadia
Siefers, Dick and Vicki
Skramstad, Scott and Dao
Smitherman, Cheryl and David
Sofman, Justin
Stewart, Sarah
Sullivan, Lea and Mark
Tenorio, Fran and Richard Becker
Tunison, Mary and Kevin O'Hare
Turett, Fiona
Urbatsch, Susan
Voorhees, Megan and Rev. Adam Blons
Walsh, Meredith
Weber, Matthew
West Monroe Partners
Wong, Jeff

Boncelet, Amy
Cargill Corporation
Case, Corey
Castro, Marco
Conn, Emily
Cornwell, Jessica
Diegel, Chloe
Drake, Tracy
Duignan, Allison
Eitzmann, Megan
Elizabeth Shroyer
Engelman, Alice H.
Fan, Wenyuan
Farnham, Patrick T
Fernandez, Conor
Fernandez, Rajiv
Fitzka, Stefanie
Fung, Rosanah
Funk, Tom
Gaustad, Jason
Ghurbanyan, Natalya
Gjika, Vangjola
Grasso, Dominic Noah
Gray, Roslyn
Hallsby, Anders
Harvey, Erika
Herlitz, Melissa
Hoang, Linh
Holub, Joseph
Hougan, David and Paula
Hougan, Peter
Hubbell, Susie and Crawford
Ingram - Chittick, Mary
Jackson, Bill and Shirley
Jakiel, Sarah
Karmacharya, Ankur
Kaskov, Henry
Kelley, Linda
Kochounian, Katherine
Lamusga, Kaaren and David
Li, Belinda
Lim, Melanie
Lind, Jonathan
Lutz, David
Malooly, Lynn
Markley, Crystal
Mitchell, Lauren
Moe, Ryan
Morris, Mike
Murphy, Jordan
Nassos, Peter
Nelson, Andrew
Nielsen, Will
O'Hare, Peter
O'Shea, Ryan
O'Sullivan, Molly
Okta
Orellana, Claribel
Padhye, Prem
Pierson, Dan
Reardon, Mike
Roberts, Lorraine and Lando
Sakazaki, Melody
Saldana, Jenna
Sass, Joyce and Valentine
Serna, Selina
Singer, Nicholas
Skramstad, Kay
Snell, Grace
Song, Theresa
Strauss, Leslie
Takacs, Rosemary
Tekippe, Pete and Elaine
Timm, Kevin
Tobin, Marc
Tsunoda, Kenneth
Turgeon, Mitch and Emily
Wagner, Frank
Webb-Spann, Xavierra
Wilkie, Gloria
Williams, Ben
Woofenden, Louis
Yanatos, Evelyn
Zielke de Picado, Karen

\$99 AND BELOW

Altman, Andrew
Ameriprise
Amitin, Philip
Arnold, William
Arthur, Sheyna
Barahona, Milton Flores
Berthene, Eric

THANK YOU FOR YOUR GENEROUS GIFT TO EOS INTERNATIONAL IN 2021!

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

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