



EMERGING OPPORTUNITIES FOR SUSTAINABILITY

www.EOSintl.org

Technology to End Poverty

2013 Annual Update

Emerging Opportunities for Sustainability, International (EOS) was formed in 2008. Our purpose is to help people in underserved, rural Nicaraguan villages improve their health and overcome poverty by introducing basic products designed for their circumstances.

Where We Work

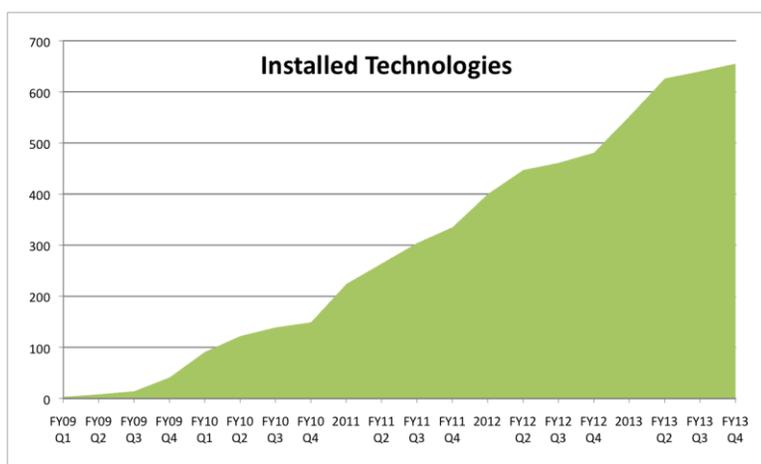
Nicaragua is the second poorest nation in the western hemisphere, trailing only Haiti. Its past reputation for internal conflict and corruption, largely overshadow its poverty and the austere circumstances its rural citizens face today. We are implementing solutions for individuals that ultimately will help to eradicate strife for all Nicaraguans over the long term. Beginning in the department of Leon, Nicaragua, we have steadily expanded operations into nine of Nicaragua's 17 departments.

Our Accomplishments

In 2013, we installed **192 technologies**, and by the end of 2013 we had served **83,000 people** across Nicaragua, improving health, increasing economic opportunities, and protecting the environment.

Our Products

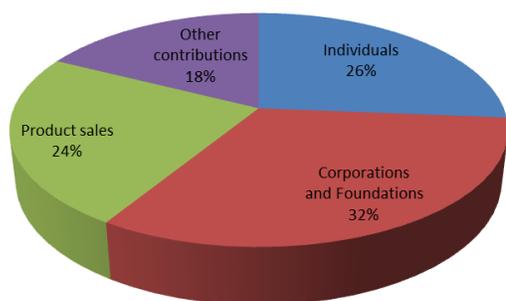
Beginning with **fuel-efficient barrel ovens**, our current product line now includes **drip irrigation systems**, **biodigestors**, and **solar electric systems**. In collaboration with CTI International, we also install community-sized **water chlorinators**.



Our People

We are fortunate to have a dedicated staff of eight employees in Nicaragua and one part-time Operations and Development Director in the United States. An international team of volunteers handle virtually all of the other responsibilities including leadership, product design, and financial management.

2013 Revenue



Our Resources

As a not-for-profit organization we rely on the support of a steadily-increasing community of donors who share our passion to help improve life for others less fortunate. Our financial support continues to expand.

In Closing

We are grateful to everybody who has supported us on our journey. Our success challenges us to strategically expand our work to reach more people more rapidly and more effectively. We thank all of you who have supported EOS in the past and we look forward to working with you again in the future as we strive to enrich life for those in need in Nicaragua.



MISSION

Our mission is to provide communities with access to low-cost, appropriate technologies, which improve health, generate income, and preserve the environment.

APPROPRIATE TECHNOLOGY for the developing WORLD

EOS is a registered 501(3)(c) tax-exempt, not-for-profit organization, founded in 2008 and then began promoting and installing technologies in Nicaragua. EOS does not give away its products for free; instead, we view rural Nicaraguans as empowered customers rather than recipients of charity. Through engineering innovation and economies of scale, we offer technologies at prices affordable to Nicaragua's rural poor.

IMPACT

EOS operates in the **2nd** poorest country in the western hemisphere, where nearly **3 million** citizens live below the poverty line.



Since 2009, EOS has completed over **800** technology installations in Nicaragua that have improved over **100,000** lives.



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WATER CHLORINATOR

Purifies the water source for a community. Each system can serve as many as 1,000 people and requires very little maintenance.

FUEL-EFFICIENT OVEN

Use 90% less energy than traditional wood ovens and are safer to operate. Ovens provide a source of income and social outlet for women.

SOLAR ENERGY

Solar power systems give families electric lights for the first time and eliminate the use of diesel or kerosene lanterns.

BIODIGESTER

Converts animal waste into clean burning gas fuel for cooking, generating up to 5 hours of gas every day. Nearly eliminates indoor air pollution from the kitchen and saves one or more hours per day that was spent finding firewood.

DRIP IRRIGATION

Allows farmers to plant and harvest crops during dry season for additional income or food security.





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2013 Statement of Activities

Operating Income	
Individuals	40,148
Corporations and Foundations	49,615
Product sales	36,168
Other contributions	26,779
Total operating income	\$ 152,710
Program services	105,567
Management & General	3,038
Fundraising	8,778
Gross Operating Expenditures	\$ 117,382
Surplus/(Deficit) related to unrestricted fund	\$ 35,328
Change in net assets	\$ 35,328
Net assets at the beginning of the year	52,073
Prior period adjustments	4,850
Sub-total	56,923
Net assets at the end of the year	\$ 92,251

2013 Statement of Financial Position

Assets	
Cash and cash equivalents	\$ 82,177
Trade and other receivables	4,000
Inventories	3,304
Property and equipment, net	5,016
Total assets	\$ 94,496
Liabilities and net assets	
Liabilities	
Current liabilities	\$ 2,245
Total liabilities	\$ 2,245
Unrestricted net assets	\$ 92,251
Total liabilities and net assets	\$ 94,496

2013 Statement of Cash Flow

Operating Activities	
Net income	\$ 35,328
Adjustments to reconcile net income	
Accounts receivable	\$ (4,000)
Inventory	(3,304)
Other Current Liabilities	2,052
Other adjustments	5,793
Net cash provided by operating activities	\$ 35,870
Investing activities	
Property and equipment purchases	\$ (5,016)
Net cash provided by investing activities	\$ (5,016)
Financing activities	
None	\$ -
Net cash provided by financing activities	-
Net cash increase for period	\$ 30,854
Cash at beginning of period	\$ 51,322
Cash at end of period	\$ 82,177



Mirian grows her baking business

Mirian Gonzales Molina is a single mother with four children in La Trinidad and received her first oven from EOS in 2012. She had to tinker a little to get a hang of her oven, but soon was baking different types of bread, cookies, cakes and pastry for sale.



Now her business employs 7 people, including her four children – two of them bake the bread, one of them sells it, and the other one helps keep the oven running. Her business is growing so fast, the standard EOS barrel oven is not enough to supply her customers' demand. For this reason, she reached out to EOS to get our support in the installation of an industrial oven with a higher production capacity. She is hopeful this new oven will allow her to improve her family's life even more.

Mirian said, "God bless EOS Nicaragua and EOS International for supporting the development of many families in need who day to day strive to improve their quality of life."