



2018

eosintl.org

ANNUAL REPORT



Wes Meier

EOS International Co-founder & CEO

This past year EOS International celebrated ten years as an organization. I fondly remember sitting around a table with EOS co-founders late one night, wishfully strategizing how to leverage our engineering backgrounds to make an impact in Nicaragua. From those inspired conversations, EOS was born.

Our technology solutions, strategies, and approach have changed over the last decade as we continually strive to improve and re-evaluate our models to maximize our impact. We have seen challenges as we have grown, but these years of experience have allowed us to mature as an organization.

This past year marked a difficult time for all Nicaraguans as social and political instability greatly affected the country and economy. While the turmoil caused an interruption in our processes, our team's dedication to their work and resilience brought our operations back up to full capacity in September.

During the past ten years, we have sought out partners to deepen our impact and expand our resources. Knowing the strength of collaboration, we have seen how successful partnerships can add value to our programs. Notably in 2018, EOS launched the Nicaraguan SMART Center in collaboration with WaterAid and the Nicaraguan Water and Sanitation Network. This SMART Center is the convening point of all major water and sanitation activities throughout Nicaragua.

In an effort to increase our impact, EOS has strategically aligned our focus on providing safe drinking water and opportunities to generate income in Central America. This program focus has allowed our team to offer better services and become a national influencer in water quality solutions for rural communities.

Reflecting on the past year, we are filled with appreciation, gratitude, and inspiration. Ten years serves as an important milestone, and we are thankful for you, who made this all possible. We created this organization ten years ago to not create a quick fix, but rather a long-term solution. We have seen throughout the years how access to sustainable technology solutions can have a powerful impact in people's lives, and how best to support the implementation through scalable models and training. We appreciate your investment of the future of hundreds of thousands of Central Americans. We are excited to see what we can achieve together over the next ten years.



Alvaro Rodriguez

EOS Co-founder & Nicaragua Country Director

In April of last year, Nicaragua entered into an especially difficult period of social and political instability that reached all corners of the country. This instability has contributed to a political crisis that has affected every Nicaraguan, and one that we look forward to seeing resolved soon.

EOS International has had to adapt in these adverse times, however, the combined effort of our team of collaborators in Nicaragua and abroad has allowed us to overcome great obstacles in our work towards fulfilling our bold mission and vision. Our team has worked tirelessly to continue our serving rural Nicaraguan families. We are extraordinarily grateful for your support during these difficult times.

Our dedicated team has grown stronger, and our reach greater, through collaborations with our local partners. One such collaboration includes launching the Nicaraguan SMART Center which is an initiative to develop a supply chain of water and sanitation technologies to improve access for rural communities. EOS has two staff members leading this center's efforts along with collaborators from the public, private, government, and university sectors.

EOS has continued to expand our Safe Drinking Water program to more rural communities. Our program was nationally endorsed after a Ministry of Health study showed 70 communities reporting a 49% reduction in reported cases of diarrhea after implementing EOS' technologies. This collaboration of an NGO with the Ministry of Health is now used as an example for other departments to follow.

Over these last ten years of working with EOS International, I have had the incredible opportunity to work alongside my fellow Nicaraguans; people full of enthusiasm and energy, dreaming to build a better world and a more prosperous Nicaragua. All of my dreams would not have been fulfilled without your unwavering support, allowing EOS to thrive for all these years.

In the name of Nicaragua, on behalf of my team and myself, I thank you for believing in us, for helping us when we are most in need, and seeing us as a family with dreams to live brighter futures. Thank you for the support you have provided to our country this past decade.

Our Water Results



1,995 COMMUNITIES

Provided with clean water services including training, education, and support.



425,778 PEOPLE

Provided with access to safe drinking water, many of them for the first time.



39 CHLORINE CENTERS

Established to create income generating opportunities for local entrepreneurs.



2.6 BILLION GALLONS

of contaminated water treated since 2008 when EOS International formed.

85% OF CENTRAL AMERICANS
LACK ACCESS TO CLEAN WATER

CHILDREN
AGED 5-9
EXPERIENCED 73%
FEWER REPORTED CASES OF DIARRHEA

OUR SYSTEMS
HAVE REDUCED APPROXIMATELY
49%
OF CASES OF SICKNESS

CLEAN WATER
ALLOWS CHILDREN TO STAY IN
SCHOOL
LESS SICK DAYS, LESS TIME COLLECTING WATER

EVERY \$1 INVESTED IN WATER

YIELDS \$4-7 IN RETURN

including saved medical costs and increased productivity, allowing parents to go to work and children to attend school, according to the World Health Organization.

\$7

\$4

2018 INVESTMENT

EOS Invested \$116,000 in our Clean Water Program

\$1

2018 RETURN

Healthier

Communities

Municipality Achieves 49% Reduction in Diarrhea with EOS Partnership

In January of 2018, EOS International was afforded an extraordinary opportunity: provide safe drinking water to an entire municipality in Nicaragua. This endeavor required the installation of 70 water chlorinators in communities throughout El Tuma-La Dalia with the support of the Nicaraguan Ministry of Health, FIDER (a Nicaraguan NGO), and dozens of community water boards.

Installing these water purification systems would not only provided 35,000 people with safe drinking water and a brighter future, but would also allow EOS a rare and precise look into the effectiveness of our work.

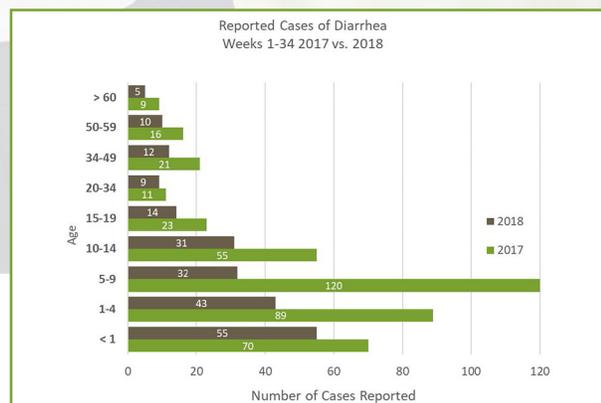
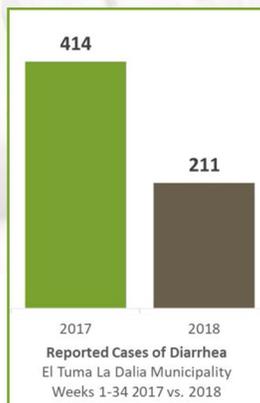
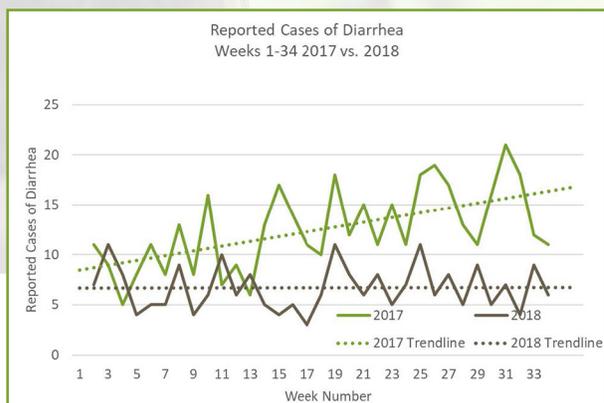
Eight months after the implementation, the Ministry of Health prepared an independent study to compare reported cases of diarrhea in the municipality of El Tuma-La Dalia from January 1st to August 26th in 2017 and 2018. Because of EOS' exclusive installation process in the municipality, this study would provide highly accurate results on the success of EOS' technology.

The results were exciting. According to the public health data, the municipality achieved a 49% reduction in reported cases of diarrhea in 2018, after the installation of EOS' systems. The largest reduction in cases fell in the age range of 5-9 year olds, who experienced 73% fewer reported cases of diarrhea. That translates to 88 children who reported sickness in 2017 and have been healthy in 2018.

These results point to a significant improvement in the municipality's public health. This includes a major reduction in the healthcare system burden, specifically 203 fewer healthcare visits. Clean water means adults miss fewer days of work, generating much needed income for their families in one of the poorest countries in the western hemisphere; and children miss fewer school days, allowing them to maintain their grades and stay in school longer.

According to the World Health Organization, diarrheal disease is the second leading cause of death of children under five years old globally. It is both preventable and treatable, as El Tuma-La Dalia has demonstrated. A significant proportion of diarrheal disease can be prevented through safe drinking-water, adequate sanitation, and hygiene.

This achievement is attributable to a number of factors including: leadership at the community level, continual water treatment, organizational partnerships, oversight from the Ministry of Health, appropriate technology, and diligent training. EOS staff has been instrumental in facilitating these outcomes throughout the term of the study. Our team is using this successful municipality as a benchmark tool to help us provide similar positive results in neighboring municipalities.





SMART

Center Launch

A Center Providing Clean Water Products, Training, and Support for All

EOS International has always strongly believed in doing more than simply installing life-changing technologies. From our early days, we have understood the importance of education and training for long-lasting, sustainable results. Our highly trained team places great importance on working with beneficiaries to understand how to operate, maintain, repair, and benefit from their technologies.

This dedication to ensuring long-term success has led to the establishment of Nicaragua's SMART Center in October of 2018 in collaboration with WaterAid and the Nicaraguan Water and Sanitation Network (RASNIC). SMART refers to an acronym for Simple, Market-based, Affordable, and Repairable Technologies.

The SMART Center aims to be a networking hub that offers both educational opportunities and access to low-cost water, sanitation, and hygiene (WASH) solutions to the general public. Trainings and courses include water quality measurements, technology operation, administrative instruction for community water boards, increasing involvement of women within community WASH programs, and guidance for NGO's working within the WASH sector.

In addition to EOS International's water chlorinator technology, the SMART Center provides additional purification and sanitation products for demonstration and purchase. The strategically located Managua SMART Center provides products, services, financing, and demonstrations targeted towards rural communities who are most in need of these lifesaving and life-changing technology solutions.

Along with promoting access to sustainably tested solutions, the SMART Center provides a space for private sector service providers, WASH technicians, and universities to develop, demonstrate, and sell innovative WASH technologies.

The ultimate goal for the SMART Center is to provide SMART WASH technologies, best practices, and technical support throughout Nicaragua. This unique model empowers Nicaraguans to easily access products, resources, and information on ways to improve their community's water quality and sanitation systems.

In a country where critical infrastructure, resources, and information can be scarce, the SMART Center places the power of community development back into the hands of individuals. Emboldened by the technology solutions and expertise of the SMART Center, any Nicaraguan has the power to bring clean water into their community.





SAFE DRINKING WATER

Providing communities with clean water to help lay the foundation for building a stronger life.



71K NEW PEOPLE WITH CLEAN WATER IN 2018
425K PEOPLE SINCE 2008

39 CHLORINE TABLET DISTRIBUTION CENTERS ESTABLISHED, CREATING INCOME OPPORTUNITIES FOR ENTREPRENEURS



100 COMMUNITIES PROVIDED WITH WATER QUALITY ANALYSIS, IDENTIFYING IF WATER SYSTEMS ARE CONTAMINATED



GENERATE INCOME

Empowering women to pull themselves out of poverty through the creation of family-owned bakeries.



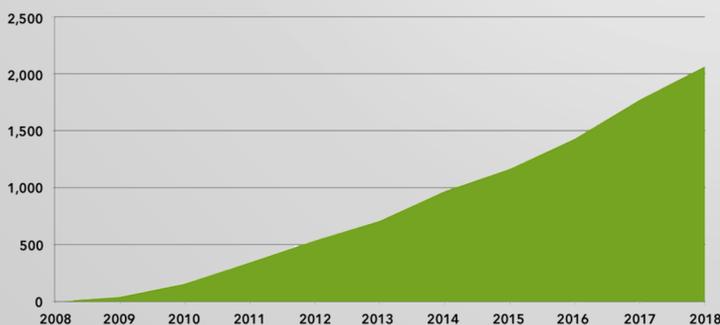
73 OVENS INSTALLED IN 2018
483 OVENS INSTALLED SINCE 2008

EOS OFFERS COURSES TO WOMEN ENTREPRENEURS INCLUDING OVEN OPERATION, BAKING, AND HOW TO RUN A BUSINESS

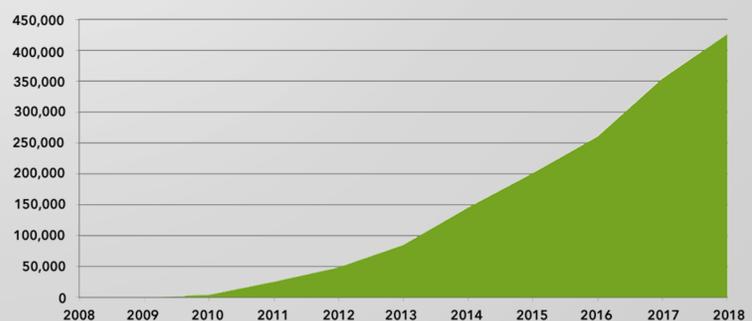


200 WOMAN-OWNED BUSINESSES HAVE BEEN STARTED IN THE PAST TEN YEARS, HELPING DOUBLE THE INCOME OF BENEFICIARIES

Technology Installs



Lives Impacted



Financials

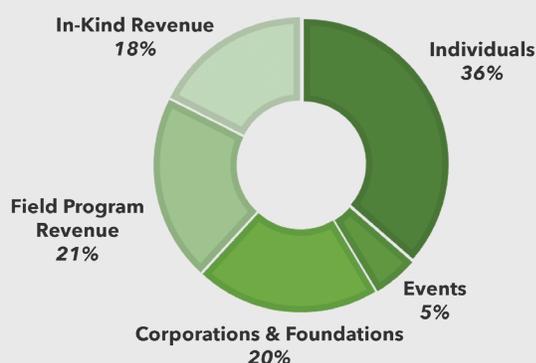
EOS International Condensed Audited Financial Information for the Years Ending December 31, 2018 and 2017.
Complete, Audited Financial Statements are available upon request.

STATEMENT OF ACTIVITIES	2018	2017
INCOME		
Individuals	\$152,229	\$89,489
Event Contributions	\$20,820	-
Corporate and Foundations	\$85,498	\$53,666
Field Program Revenue	\$86,217*	\$200,436
In-Kind Revenue/Other	\$73,367	\$101,678
Total Income	\$418,131	\$445,269
EXPENDITURES		
Program Services	\$339,384	\$384,491
Fundraising	\$70,241	\$64,473
Management & General	\$11,024	\$9,191
Gross Expenditures	\$420,649	\$458,155
Foreign Currency Adjustment	(\$1,585)	(\$2,012)
CHANGE IN NET ASSETS	(\$4,103)	(\$14,898)

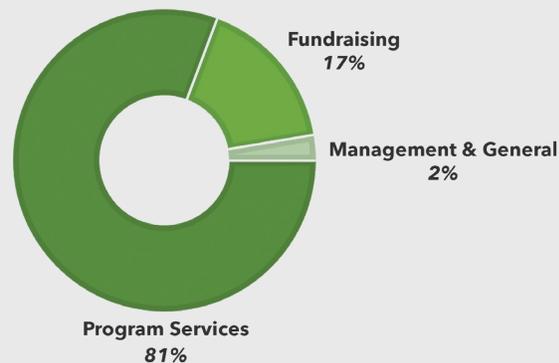
*Decrease in 2018 Field Program Revenue due to Nicaraguan instability

STATEMENT OF FINANCIAL POSITION	2018	2017
ASSETS		
Cash and Equivalents	\$104,877	\$75,441
Accounts Receivable	\$32,432	\$48,977
Long-Term Pledges Receivable	\$47,000	-
Inventory	\$14,004	\$6,875
Prepaid Expenses	\$5,507	\$5,811
Property and Equipment, net	\$16,003	\$23,689
Total Assets	\$219,823	\$160,793
LIABILITIES AND NET ASSETS		
Accounts Payable and Accrued Expenses	\$18,349	\$5,220
Total Current Liabilities	\$18,349	\$5,220
Long-Term Debt	\$50,000	-
NET ASSETS		
Unrestricted Net Assets	\$53,574	\$126,573
Temporary Restricted Net Assets	\$97,900	\$29,000
Total Net Assets	\$151,474	\$155,573
Total Liabilities and Net Assets	\$219,823	\$160,793

Source of Funds



Use of Funds



EOS Donor and Partner List

\$25,000 and Above

Project Redwood
Ross, Jeff and Melissa
The International Foundation
University of Iowa

\$24,999 - \$10,000

Engineers Without Borders-USA
The Blossom Fund
University of Minnesota
University of Nevada, Reno (SAIWI)

\$9,999 - \$5,000

Barstow Foundation
Bustle, John and Marilyn
Fan, Bing and Christine
Gartner Inc.
McGrath, Gregory and Leah Burkard
Meier, Nick and Nancy
Siemens Stiftung
Sondag, Bob
St. Thomas Aquinas Church (Ames, IA)

\$4,999 - \$1,000

Bergh, Frank
Boreen, Lynn and John
Button, Teri and Dave
Clayton, Mackenzie
Clif Bar Family Foundation
Cook, Eric and Lisa
Cruz, Giovanni
Currie, Chelsey and Steve
Davis McGrath LLC
Dwight, Tim
Fernandez, Rajiv
Fernandez, Stella and Jorge
Gerald A. & Karen A Kolschowsky Foundation
Hall, Sue and Audie Dunham
Hanson, Maureen and Leonard
Harrington, Phil and Janice
Henderson, Dennis and Joanne
Henry E. Niles Foundation, Inc
Jodlowska, Lucy
John Deere Foundation
Johnson, Dan
Johnson, Grant and Jill
Kemmet, Slade and Katie Harrington
Kuder, Inc.
Lamusga, Joseph
Lantz, Susan and Greg
McGrath, Cynthia and John
McGrath, Kathy and Bob
McGrath, Matt and Katrina
Medtronic, Inc.
Meier, Dana and Kevin
Meier, Margie and Ryan
Meier, Wesley and Chelsy
MODUS
Polly, Kelli
Schmitt, Jason
Virginia Hospital Center Medical Brigade
Wahl, Joshua

\$999-600

Allen, Harvey and Donna
Blons, Rev. Adam and Megan Voorhees
Brus, Michelle
Currie, John and Laurie
General Mills, Inc.
Graham, Bill and Libby
Jacobson, Donald
Kalkhoff, Heather and Michael
Sax, Christian and Millie Hayes
Seda, Jon
St. Boniface Church (Waukee, IA)

\$599 - \$250

Anonymous
Barrett, Samantha and Michael
Beck, Louis and Pat
Bell, Brian
Bevins, Andrea
Burnworth, Simon P.
Cain, Ross
Deal, Chris and Tracy
Donegan, Christine and Robin
Emigh, Anthony
Feyereisen, Gary and rondi
Fischenich, Janet and Nick
Forster, Scott
Greater Cedar Rapids
Community Foundation
Howie, Lisa
Kemmet, Marlen and Shamrae
Lohry, David
McGrath, Bill and Mary
Meier, Nate and Alison
Miller, Steven
Neese, Bob and Angela
Paulsen, Larry and Jan
Post, Iris and Roger Scholten
Santiago, Tim and Lindsay
Schmitt, Tanya
Siefers, Andrea
Soole, Jon and Jenna
Staudacher, Michael and Rene
Stoops, Gary
Thomson Reuters
Tran, Viet
Ward, Patrick
Winkiewicz, Urszula
Zandee, James and Mary

\$249 - \$100

Amazon Smile Foundation
Anderson, Courtney
Aray, Willow
Arthur, Sheyna
ARTi
Ascherl, Christopher
Bach, Bob and KJ
Bassett, Brenda and Ralph
Beckman, Greg
Benedict, Lyndsay
Blythe, Carah
Boyer, Will
Bradshaw, Katherine
Brooks, Bryan
Capel, Paul
Chipman, David
Costello, Danielle
Dahlquist, Lois
Dash, Rachel
Doiron, Adam
Easton, R.
Evans, Katie
Fisher, Charles
Fleckenstein, Meghan and
Andy Vogel
Forliti, John
Fortune, Mary
Geilenfeld, Rachel
Glaum, Paul
Goff, Jessie and Marcus Salmen
Govern, Brian and Kristina
Guthrie, Gary and Nancy
Haupt, Nick and Dr. Saydi
Herlitz, Melissa
Jackson, Bill
Knighton, David
Krueger, Michelle
Kunkel, Cathy
Kurland, Daniel
Larsen, Brent and Jan
Larsen, Nancy and Kipp
Lehmann, Johanna
Lutfiyya, M. Nawal
Macdowell, Ric
Malkus, Jim
Malott, Katie and Daniel
Miller, Anna
Myers, Bill
Nelson, Andy and Ashley
Nielsen, Joshua
Nolan, John
Oakland, Jake and Jessica
Oster, Nathaniel and Sasha
Ough, Robert and Lois
Paddock, Carolyn
Phillips, James
Pore, Renate
Pritchett, Carol
Richardson, Sally and Don
Rose, Fred
Rounn, Neal
Rovick, Robin
Schwenk, Andrea and Rick
Shah, Nisha
Silicon Labs
Smith, Jake
Swantek, Kathleen
Teare, Jeffrey
Tekippe, Mark and Kristin
Thompson, Lynda
Timothy, William
Tripp, Joshua
Turett, Fiona
Turgeon, Mitch and Emily
Weber, Matthew
Wobbrock, Nicholas
Wobeter Appraisals & Associates
Workman, Richard

\$99 - \$50

Agnew, Rachel
Andacht, Christy and Jim
Atwood, Spenser
Baitinger, Dave and Stefanie
Bannavti, Moala
Caroscio, Mary Anne
Castro, Connie
Chevron Corporation
Daly, Ann
Deuel, Ann
Dietrich, Lucy
Dunca, Diane
Dunlay, Joseph and Leah
Dunnigan, Scott and Kat
Fagbemiro, Olu
Goodale, Dawn and Chris
Healy, Tracy
Herrig, Wendy and Mike
Just, Craig
Kelley, Linda
Kramer, Aaron and April
Kristensen, Terje
McGrath, Michael and Tycie
Meza, Yolanda
Milroy, John and Erin
Nelson, Andrew
Olson, Laurie and Austin
Orr, Karin
Price, Simone
Ray, Rita
Scherpelz, JB
Scholten, Alysha
Schutte, Jamie and Bryan
Smitherman, Kendall
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Timm, Kevin
Viselli, Sandra
Voss, Daniel
Wain, Danielle
Waring, Emily
Wes, Mark

Thank you for your generous gift to EOS International in 2018!

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