

Positive Impact Report

2017 ANNUAL REPORT

Tuik Ruch Lew / Helping the Earth



2017

A LETTER FROM OUR PRESIDENT

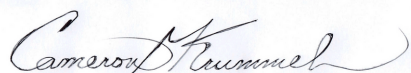
Dear Friend,

Another year has gone by for Tuik Ruch Lew and while not without its challenges, I must say I am more convinced than ever that the work we are doing together is having a great impact in the community. As always everyone here at TRL thanks YOU -- without your contributions and excitement for our work, none of this would be possible.

Next, I want to thank our most generous sponsor, Journey Latin America (JLA). After five years working with TRL's stove team, JLA is moving on beginning in 2018 to support other carbon offset projects in Latin America. JLA has been a benefactor of ONIL stoves in Santiago Atitlan since before TRL's founding. We thank them for their dedication to our community and say our farewells knowing their contributions have made a huge difference.

In the meantime TRL staff will continue working to install and maintain ALL ONIL stoves, whether they originated with our organization or some other -- we pledge our cost-free maintenance service for all.

With all the excitement of 2017 behind us, I am honored to present our progress, summarized in the images below, and expounded upon in this document. We have seen incredible growth in our numbers, particularly as community members have begun to come to us for repairs -- a most positive trend which demonstrates that stove owners have recognized the benefits of, and are caring for, their stoves! Our team installed 206 additional ONIL stoves, saving over 2,000 trees, and saving families over \$100,000 USD. We look forward to serving with you in 2018!



Founder, President of the Board of Directors



57%
Increase
*in the number of
stoves installed from
FY'16 to FY '17.*

1236
Lives Changed
*Through the
installation of an ONIL
high efficiency stove.*

557
Home Visits
*In FY 2017, impacting
3,342 people in the
community.*

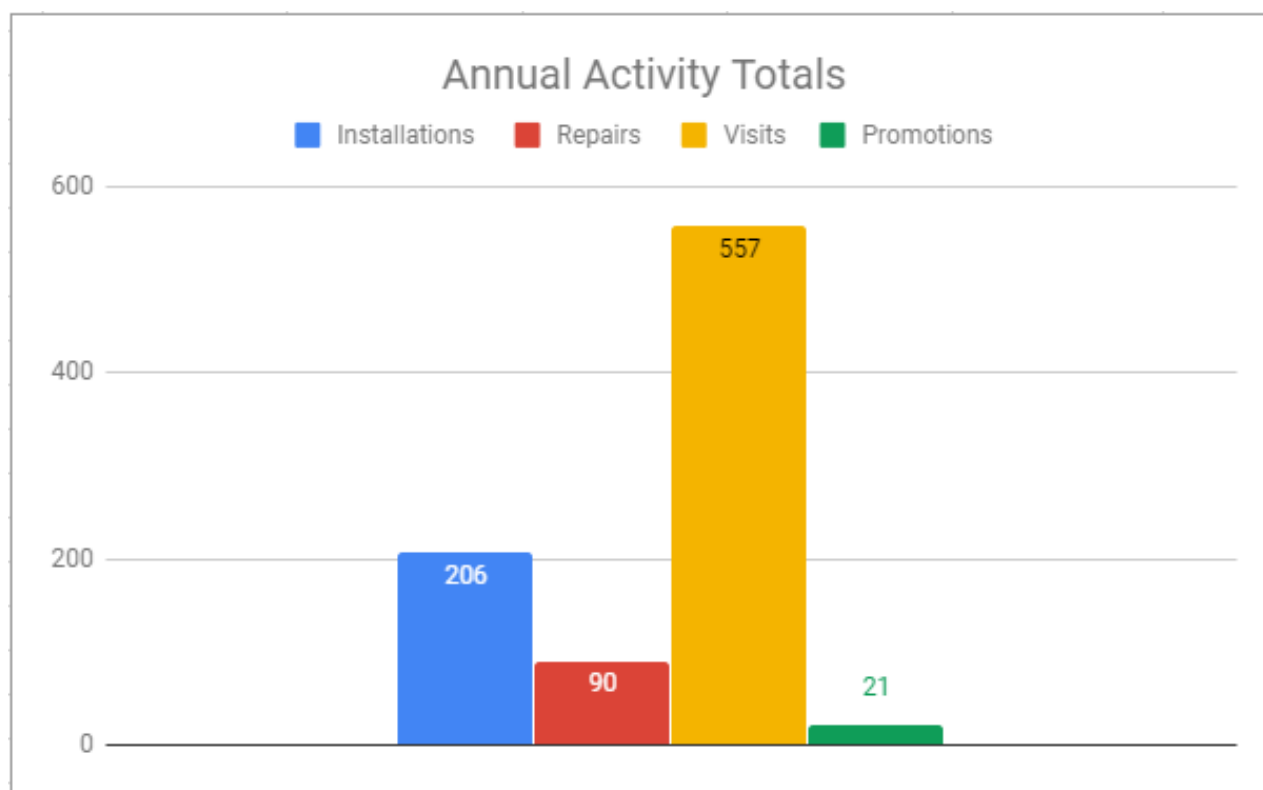
2,472
Trees Saved
*Each ONIL stove saves
the average family 1
commercial firewood tree
per month.*

\$115,360
Dollars
*In total saved by just
this year's ONIL stove
recipients.*

3X The
number
of
repairs
*requested &
completed compared
to FY 2016*



2017: SNAPSHOT ACTIVITY REPORT



Home visits remain our most active service, at 557 for the year. Each installation comes with 5 home visits throughout the first year; including the site visit and family assessment, followed by the installation. This thorough system of evaluation and follow-up ensure optimal adaptation to the technology and helps families identify when stove maintenance is needed. Home visits are also made in response to a request for a re-installation due to a change of location.

Due to the generous level of financial support, the installation team was able to deliver 206 stoves to the community, impacting 1236 residents! The durability of the ONIL stove (10-15 year life-span) means families can continue receiving benefits long after installation -- with proper maintenance.

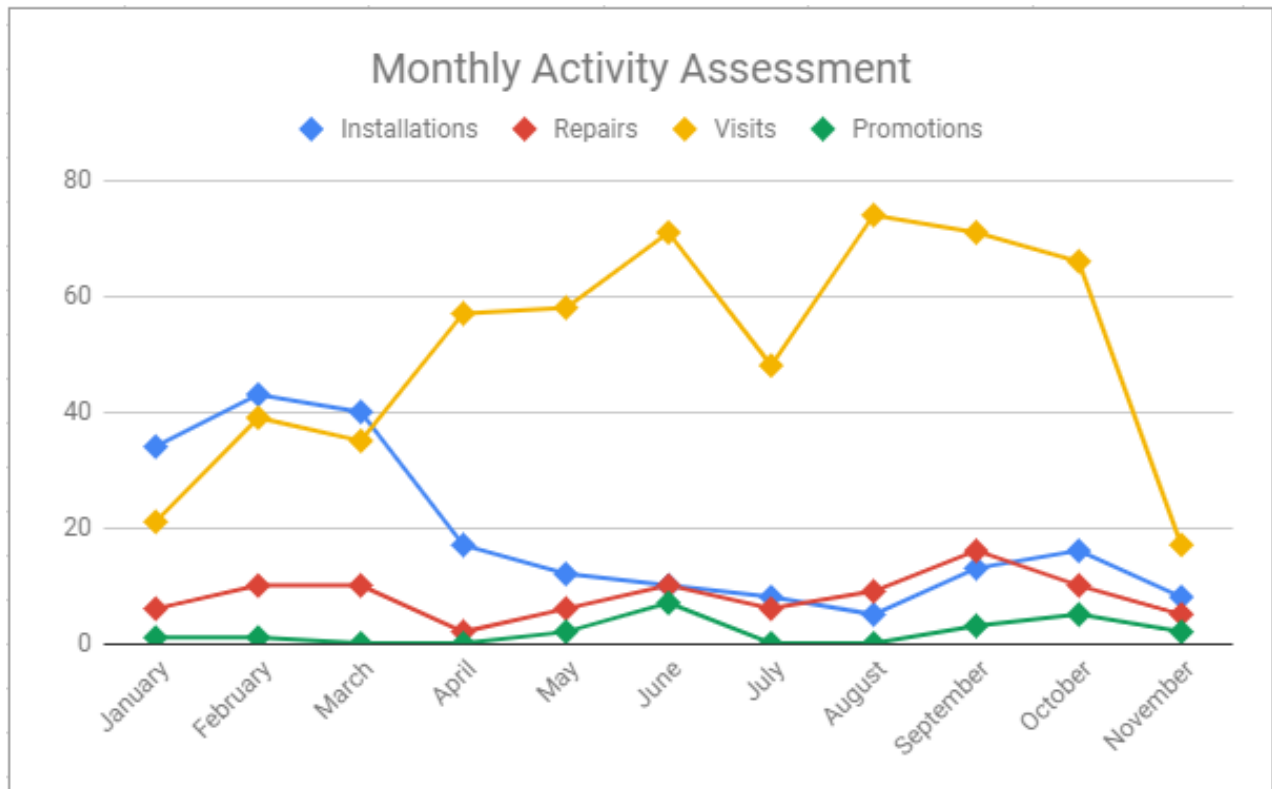
Activity Report Highlights:

TRL's team conducted 90 repairs throughout the year. These repairs are made free of charge -- families cover the cost of parts. TRL staff will repair ANY ONIL stove, including legacy stoves adopted from our previous program under Cojolya Association of Maya Women Weavers, plus any other stove installed in the community. Some of our "adopted" stoves date back to 2005 when they were distributed by Guatemala's First Lady after Hurricane Stan and later abandoned for lack of training and follow-up. These old stoves have been rehabilitated by our team and are now cherished by their owners.



2017: BY MONTH

ACTIVITY REPORT



Two Takeaways:

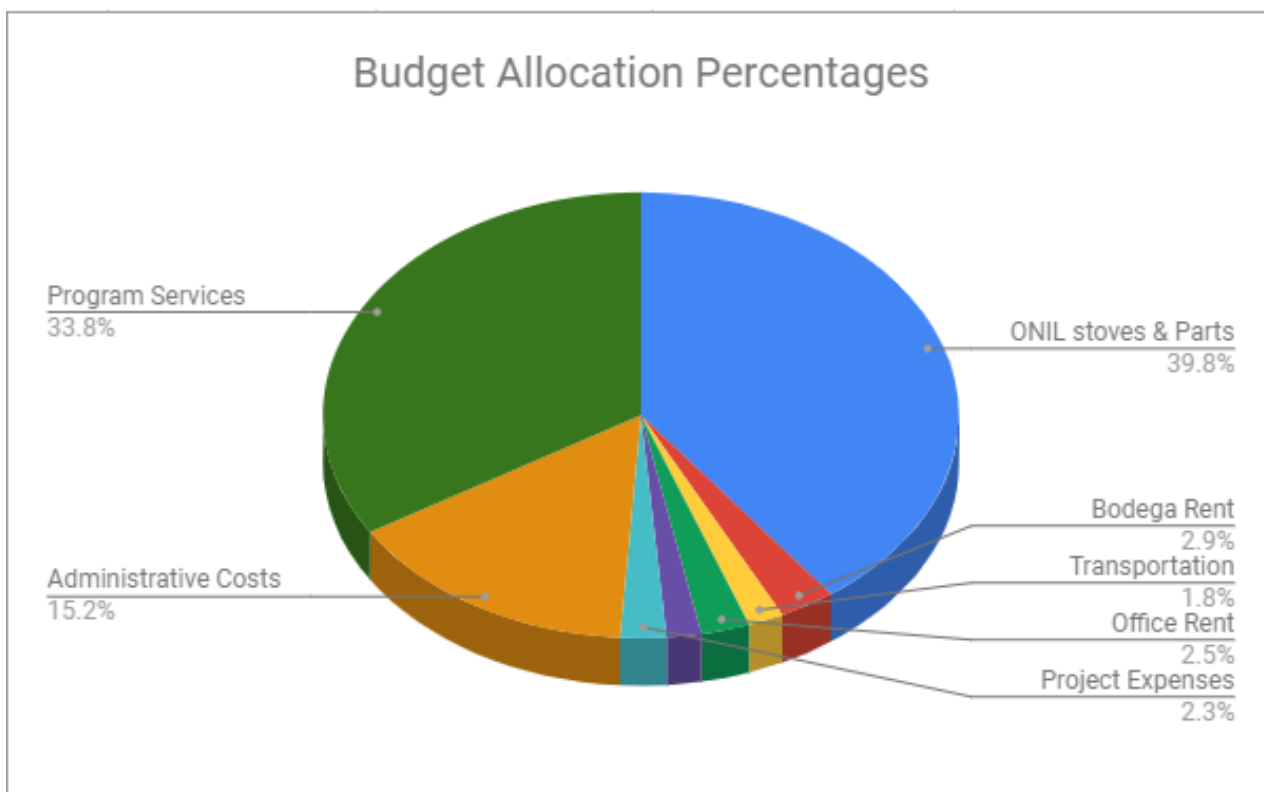
After engaging in promotional events during the formative years of the ONIL stove project, demand for the product now outpaces funding. The good news is TRL has a waiting list of 250 families. The recent dip in promotional event reflects a focus on installations and maintenance of stoves instead of promotion.

Notice the increase of installations in the winter months when "snow-birds" flock to Santiago Atitlan and make stove donations. In the months of October and November, after the corn crops are harvested and sold, "Atitecos" have more money on hand to allow for the purchase of an ONIL stove. In contrast, summer months reflect a focus on the cultivation of their "milpas" and therefore less cash on hand.



2017

A YEAR IN NUMBERS



In July of this year TRL's long-term financier Journey Latin America decided to move on to support other projects in Latin America. Over the last 5 years JLA was instrumental to the growth of TRL. We thank them for their service and know that their backing led to hundreds of changed lives in Santiago Atitlan. Thank you JLA!

A New Era of Fiscal Conservatism:

In order to continue meeting the demands for ONIL stoves, TRL has taken measures to cut down where appropriate. Due to the hard work of our staff we have found more efficient ways to store our stoves resulting in a 4/5 reduction in rental space fees. Beginning in 2018 TRL will also relocate its office and shift our focus from installations to repairs and maintenance. Thanks to the generous donations from some of our most ardent supporters TRL will continue to serve the community for many more years. We look forward to providing updates of our successes to come in 2018.

Thank you!

-The Board of Directors

