

Earth Company empowers and inspires change-makers  
who realize social change for our future generations.



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2016



IMPACT HERO 2017 Kathy Jetñil-Kijiner

"We do not inherit the earth from our ancestors. We borrow it from our children."



MISSION & IMPACT

Earth Company empowers and inspires change-makers who realize social change for our future generations. Our work is to turn hope and desire into actions. We use our network and effectiveness to deliver a real impact in developing countries, creating a future that we can pass on to the next generation.

US \$357,900

Total amount raised in support of our Impact Heroes by the end of 2016

100%

Impact Heroes' satisfaction rating towards our support

5 Japan/Timor-Leste/Indonesia  
Phillipines/Marshall Islands

Number of countries supported

132

Number of donors by the end of 2016

231

Total number of donations received by the end of 2016



SUSTAINABLE  
DEVELOPMENT  
GOALS



Earth Company's work supports actions aimed at realizing the Sustainable Development Goals (SDGs) which were adopted by the United Nations in 2015.





**Dream for 2024**

**To host  
an Impact Hero Forum  
in Japan with  
all 10 Impact Heroes  
to date**

Since we founded Earth Company two years ago, we have been gradually building our profile and support-base of individuals and corporate partners both in Japan and overseas.

In the highly complex contexts of the developing world, it is impossible to solve social and environmental challenges through government policies and action alone. While interventions by foreign aid and international organizations can be effective in some contexts, local challenges are best tackled by local change-makers. This is the only sustainable way of solving problems in the long term.

In other words, traditional top-down approaches need to be complemented by innovative bottom-up initiatives by trusted grassroots leaders.

This is why we, Earth Company, are passionate about supporting Impact Heroes who will lead their communities and countries to a more just, equitable, and sustainable future.

**Focusing on Quality over Quantity, and Depth over Breadth**

There are many organizations that strive to solve the global challenges by empowering change-makers. This is an extremely important approach, and social entrepreneurship and its impact is certainly. However, a one-size-fits-all approach to empowerment is not always the most suitable nor effective when every community, challenge, and change-maker has their own unique needs.

This is why we work so closely with our Impact Heroes. By practically becoming a part of their organization, we ensure that we provide the essential support that they truly need. This method takes time and resource, but we believe that ultimately it is justified by its effectiveness and the value that it provides.

**Selecting Heroes with Extraordinary Potential**

Earth Company selects only remarkable individuals whose ROI (Return on Investment), in the broadest sense, is exceedingly high. We then commit to maximizing their development by providing tailor-made support that fits their individual needs.

These remarkable individuals, they have the ability to inspire, encourage, and instigate a step-change in awareness in people around the world, and so there is great value in helping them grow to not small incremental growth, but a substantial leap to maximise their positive impact on the future of their communities.

**Executive Director & Co-founder, Earth Company  
Aska Hamakawa**

Since leaving PricewaterhouseCoopers as a management consultant, Aska's career and studies have revolved around the areas of climate change and disaster relief in the Asia Pacific. She managed disaster relief efforts after the 2009 Samoa Earthquake and 2011 Japan Earthquake and Tsunami. Aska served as the Vice President of a climate change NGO, Tuvalu Overview, while working with MIT's Center for Collective Intelligence to run its crowdsourcing initiative, Climate CoLab, to help solve climate change. Aska has two BAs from Boston University, a master degree from the University of Hawaii with a focus on climate change in the Pacific Islands, a certificate in Marketing Strategy from the Cornell University, and is a certified fundraiser. In 2014 Aska was awarded the Dalai Lama's Unsung Heroes of Compassion Award.

**Managing Director & Co-founder, Earth Company  
Tomohiro Hamakawa**

Tomo is a seasoned development professional having lived and worked in various corners of the world from the Tibetan plateau, Indian drylands, Indonesia's tropics, to Japanese metropolises. He has extensive field experience working for international and local development NGOs across Asia and Africa, including Kopernik, the Children's Investment Fund Foundation, Save the Children, UNICEF, and The Bridge Fund. He was formerly an Assistant Professor at the Global Leadership Program at the University of Tokyo. Tomo has a BA in Social Anthropology from Harvard College, a Masters in Public Policy from the Harvard Kennedy School, and was a fellow in the Asia Pacific Leadership Program at the East-West Center. In 2014 Tomo was awarded the Dalai Lama's Unsung Heroes of Compassion Award.



Cause

The world we live in faces critical and complex challenges that jeopardize our future

Mission

To empower and inspire change-makers who realize social change.

Vision

To create a world that can responsibly be passed onto future generations.

1 IMPACT HEROES ▶ P08

We support exceptionally inspiring change-makers who are already creating social change in developing countries in the Asia Pacific.

Earth Company maximizes its positive impact on developing countries by investing in local leaders who have a deep understanding of local challenges, history, cultural nuances, and their people.

2 IMPACT BALI ▶ P18

An experiential program aimed at nurturing the next generation of change-makers. Earth Company runs educational programs in Bali, an ideal (and beautiful) location thanks to its high density of social entrepreneurs who have gathered from around the world – a hub of social innovation.

Through eye-opening experiences, we provide learning opportunities for students and young professionals who strive to tackle social challenges. We offer them the chance to learn a variety of problem-solving methods and envision innovative alternatives, which they can take back to their respective communities and adapt to local contexts.

3 IMPACT CONSULTING ▶ P22

Earth Company offers tailored consulting services to organizations, helping them to commit to a circular economy and sustainable society.

We help commercial companies to shift their focus from profit to social impact and shared value, and nonprofit organizations to shift from a philanthropy-dependent to a more balanced revenue model. We aim to ensure that more organizations can develop a healthy balance between social impact and profitability, and by doing so contribute to building a society in which social challenges are solved thanks to, not despite, market forces and corporate actions.



# Extraordinary changemakers with extraordinary dreams, taking on extraordinary challenges



Earth Company selects one Impact Hero a year – an exceptional change-maker who has the potential to shape the future of developing countries in the Asia-Pacific. We provide them with tailor-made support to help them fulfill their aspirations and maximize their potential.

Specifically, Earth Company supports Impact Heroes through fundraising, opportunity building, and nonprofit management coaching tailored to their specific needs over a period of three years; one year of intensive support followed by a two-year follow-up period.

— Impact Heroes meet 5 criteria —

**Passionate**

Blazing passion, energy, and conviction

**Inspirational**

Special ability to inspire people around the world

**Leadership**

Natural magnetism to attract and mobilize supporters

**Future-oriented**

Ambitious drive to achieve a paradigm shift in the environment and society

**Grounded**

Deep trust and respect from the community

SEEKING IMPACT HEROES FOR 2018

Eligibility Criteria

- To be eligible, a nominee must be:
- Actively involved in tackling major social an environmental challenges in the developing countries of the Asia Pacific
  - Serving on the leadership team of a social-purpose organization
  - Committed to the cause long-term
  - Able to communicate with the Earth Company team in English (or Japanese) regularly by email and phone
  - Aligned with the vision and values of Earth Company

Selection Process

Application / Interview and reference checks  
**How to Apply**  
Apply by email or through our website.

**Note:** Earth Company is agnostic about number of years in operation, organizational maturity, sectoral focus, nationality, age, gender, academic credentials. For-profit companies and nonprofit organizations – and everything in between – are eligible.

IMPACT HERO 2017  
**Kathy Jetñil-Kijiner**

a young leader who brought the UN to tears and rising star of the Pacific.

Total amount raised by Earth Company

**US \$43,600\***

Though countries vulnerable to climate change struggle to get their voices heard in the media, Kathy's performance at the UN triggered a standing ovation and tears of inspiration from world leaders. It was an extraordinary event. Unlike those of scientists and politicians preaching about climate change, Kathy's words invite the audience to connect emotionally with the issue. She is down-to-earth, calm but fearless, unwavering in the face of power, and now a role model to many highly motivated youths around the world. By helping Kathy to establish the foundations of her nonprofit, Earth Company is supporting her on her journey - a journey towards finding solutions to the complex challenges of climate change.

\*as of Dec 2016. Amount as of Aug 2017: US \$143,700



IMPACT HERO 2017 Kathy Jetñil-Kijiner

IMPACT HERO 2016  
**Robin Lim**

a crusader fighting for the health of all mothers and babies.

Total amount raised by Earth Company

**US \$190,900**

The fact that Robin has been able to run her activities for the last 20 years solely on donations from around the world is a testament to her ability to inspire and mobilize people. The impact of her life work is both broad-ranging and deep. She responds to the needs of all who rely on her as a safe haven in the community. There is so much the world can learn from her selfless and tireless dedication serving others - a true reflection of her maternal love and love for all mankind.



IMPACT HERO 2016 Robin Lim

IMPACT HERO 2015  
**Bella Galhos**

an unyielding warrior dedicated to her country's future.

Total amount raised by Earth Company

**US \$103,400**

Born during the Indonesian occupation of Timor-Leste, Bella witnessed the murder of her brothers and the kidnapping and imprisonment of her father. She experienced human trafficking herself, and became unable to bear children due to forced sterilization. In order to escape the country, Bella enlisted in the Indonesian military and led a double life, enduring all kinds of sexual and physical abuse while fighting for her country's liberation. When Earth Company's co-founder Aska met her for the first time in 2008, she was so moved by Bella's fortitude, conviction, leadership, and passion, that she resolved to support her whenever she was ready to take action. Earth Company was founded to support Bella, and she is the true definition of an Impact Hero.



IMPACT HERO 2015 Bella Galhos



# Kathy Jetñil-Kijiner

IMPACT HERO 2017

Climate change activist, poet  
Co-founder of NGO Jo-Jikum



Currently supporting



## Impending Crisis in the Marshall Islands

The Marshall Islands is 2m above sea level. It is predicted that if the Earth's temperature increases by 0.5°C, the Marshall Islands will be underwater, rendering it uninhabitable. Very few of us are aware of this country that lies in the middle of the Pacific Ocean.

Kathy Jetñil-Kijiner co-founded her NGO, Jo-Jikum, and dedicates herself to educating and empowering future generations of her country to become the next environmental leaders. Earth Company has selected Kathy as our 2017 Impact Hero and fully supports her journey.



### The Challenges



#### Sea-level rise and drought caused by climate change

Lying just 2 meters above sea level, the Marshall Islands faces the threat of flooding and forced migration due to rising sea levels caused by climate change. King tides are flooding coasts and destroying homes and graves alike. The flooding causes sea water to infiltrate the groundwater, damaging the islands' source of fresh water. There are still many who are suffering from the effects of nuclear testing, and now the whole country faces the threat of losing their home and becoming climate change refugees.



#### The Effects of US Nuclear Testing

The Marshall Islands' Bikini and Eniwetok Atolls still suffer from the effects of the 67 nuclear tests that the US carried out 60 years ago. People are forced to live away from their homes because of residual radioactivity. Many cases of birth defects such as the so-called 'jellyfish babies' were seen after the tests, and people continue to suffer from health problems such as thyroid cancer and leukaemia.



#### Overflowing Waste

The traditional Marshallese way of life only produced natural bio-degradable waste. However, with the introduction of industrial consumerism and foreign imports, people are now throwing things away without distinguishing between recyclable and non-recyclable items. The once beautiful beaches are now filled with plastic trash. Due to a lack of environmental education and appropriate waste-processing, recycling facilities, the country is overflowing with garbage waiting to be turned into landfill, and the issue has become a serious social and environmental challenge.



#### Education and Opportunities for Youth

The highest educational institute in the Marshall Islands is a community college. The country suffers from a shortage of elementary and middle school teachers, a low attendance rate at middle school level and a high dropout rate among high school students. Youth unemployment is a critical problem, and the poor educational environment is preventing the growth of future problem-solvers.

### The Marshall Islands: Quick Facts

**Location:** 4 hours by direct flight from Hawaii. Consists of 29 atolls (chain of coral islands) and 5 islands.

**History:** Colonized by Germany at the end of the 19th century, later by Japan and then the USA before it established its own government in 1979.

**Industry:** Agriculture (mainly the production of copra - the main ingredient of palm oil), fishery, and tourism.





# Kathy Jetñil-Kijiner

Born in the Marshall Islands. Climate change activist, poet. Selected from 544 candidates from 115 countries to represent civil organizations from around the world, Kathy performed a poem at the UN Climate Change Summit in 2014, receiving a standing ovation and tears from the world leaders in the room. She was featured as one of thirteen Climate Warriors in Vogue magazine in 2015 and participated in the 2015 COP21 (United Nations Climate Change Conference) and 2016 COP22 where she gave speeches and poetry performances. Kathy co-founded NGO Jo-Jikum in 2012 and dedicates herself to educating future environmental leaders.

## Kathy's Activity About Jo-Jikum

Two female leaders, both twenty-nine years old, who share a deep love for their country have come together to tackle the impending crisis their country is facing. Kathy, an international activist, and Milan, daughter of a chieftain. They support the local community by 1. empowering future environmental leaders, 2. spreading awareness on climate change, and 3. educating people on their culture so that their national identity and traditional culture can be preserved and passed on to the next generation, even if they are forced to leave their ancestral land in the future.



## Jo-Jikum's Core Programs Earth Champions Program

The program selects youth (18-25 year old) with great potential as Earth Champions, with the aim of solving the environmental challenges in their own villages in the Marshall Islands. The selected youths learn new skills and problem-solving methods in a six-month simulation program. In collaboration with the United Nations, they receive comprehensive training to become environmental leaders, including project planning and management, grant applications, community engagement, presentation, reporting, and leadership. Finally, the program provides an opportunity for youths to participate in international conferences, where they can learn from and experience representing their country in front of leaders from other nations.



## Earth Company's Support to Jo-Jikum

### 1 Fundraising

For Jo-Jikum's operational costs, plus the construction of a Jo-Jikum to conduct its activities'

### 2 Opportunity Building

Building Jo-Jikum's institutional reputation and brand presence and creating opportunities to expand their support base.

### 3 Nonprofit coaching

Providing knowledge and skills in nonprofit management to build a solid organizational foundation for Jo-Jikum.

The Marshall Islands face some of the world's biggest challenges, yet it does not have the educational system to develop future leaders who can solve these problems. Jo-Jikum is already making a great impact on the Marshall Islands, but as a low-resourced startup, it does not have a physical home and thus far has been renting out space wherever available for its activities. Even without a physical base, Jo-Jikum has managed to recruit 494 youths as participants in its projects.

Earth Company aims to raise US \$143,000 by August 2017 in order to achieve the above three goals and provide Jo-Jikum with the comprehensive support that will help to maximize their impact.

US \$  
**43.6K**

(Funds raised by the end of 2016)  
Amount as of Aug 2017: US \$143,700

**154**

Number of media appearances made possible by Earth Company

**26 hrs**

nonprofit coaching hours provided by Earth Company between August and December 2016

Call for action!!!  
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## A Story from an Earth Champion

### Changing the mindset of Marshallese youth

Very few Marshallese understand the cause of the king tides that are destroying our homes. Many lack a basic understanding of climate change. I applied to become an Earth Champion because I wanted to raise awareness among the youth. Jo-Jikum's "1.5 ° C campaign," which addressed climate change problems alongside Kathy, became a big movement across the islands, and now more young people are thinking seriously about climate issues. The mindset of young people is changing, and this youth movement is unprecedented in the Marshall Islands.



## Message from Kathy

### A new-found direction, a new-found confidence

Earth Company has done so much for us. I had almost no experience personally in establishing and running a nonprofit, and Earth Company has given me and Jo-Jikum the tools we need to build a solid foundation. They helped us develop a strategic plan, for example, giving us the structure that we needed and enabling us to develop as an organization. Earth Company is a supportive partner providing our organization with much-needed guidance. They supported us during our participation in COP22 and provided extensive networks and links to donors whom we would not have met otherwise. This experience has legitimized the work we've done for the past few years. Thank you Earth Company - you're amazing!





# Robin Lim

IMPACT HERO 2016

Midwife  
and Founder of Bumi Sehat Foundation



Born in 1956 in the Philippines. At age 19, gave birth to a girl at her California home, got divorced, and moved to Hawaii. Raised four children as a single mother while working as a teacher, writer, and midwife. At 34, Robin lost her sister to complications during pregnancy. Remarried at 36, moved to Bali, and gave birth to her seventh child. The following year, she commenced her career as a midwife and opened the Bumi Sehat clinic at age 49. At age 51, adopted a child from a poor family and became a mother of eight. Author of 19 books. Recipient of the 2011 CNN Hero of the Year award. In 2015, received the Bayanihan Peace-builders Award from the President of the Philippines.

## A Safe Haven for All Mothers and Babies



In much of the developing world, maternal mortality rates remain very high. Too many mothers lose their lives due to complications stemming from poverty, disasters, famine and malnourishment. Bumi Sehat tackles these issues head on, providing free maternity care, 24 hours a day, 365 days a year.

The clinic works closely with the community, taking into account its needs and providing not only obstetrics, but also primary care, yoga for the elderly, training for new midwives, scholarships, education for young people and functions as a safe haven for all.

To support this valuable mission, Earth Company raised funds for the construction of a new clinic in Bali (US \$190,900), generated media coverage in Japan (published in 11 media outlets), and contributed to expanding Bumi Sehat in two new locations. In October 2016, with additional help from organizations from the US and Italy, the new Bali clinic opened its doors to the public.



### The new clinic in Bali has already seen the birth of 100 babies!

Bumi Sehat opened its new clinic in Bali thanks to the funds gratefully received from our supporters. In the two months since its opening in October more than 100 babies have been born there. Today, the clinic is full of the sounds of new babies and happy mothers, embodying the love that Robin and the entire Bumi Sehat team have put in to create a comforting place for mothers. This is seen in the clinic's details from the warm color of the walls to the beautiful gardens, walkways, and flowers.



### The Impact of Earth Company's Support in 2016

### New clinics in Papua and Palawan

Bumi Sehat is inundated with requests to set up new clinics all over the world. In response, Bumi Sehat will open two new clinics thanks to the donations from Earth Company's supporters. First, in the Indonesian province of Papua that suffers the worst health outcomes in the country, including a maternal mortality rate three times the national average. The clinic will be located in the central highlands, home to approximately 400,000 people. Next, in Palawan (Philippines), which, comprising of some 1,780 islands, has the country's highest maternal mortality rate. Safety concerns arising from a territorial dispute with China keep expectant mothers on the outer islands from traveling to the main island to receive maternity care. Construction of these two clinics is scheduled to begin in 2017 under "Project Angel" (see page 24).

# US \$190,900

Funds raised to support Bumi Sehat  
by the end of 2016

The new clinics in Papua and Palawan will be built thanks to our supporters, but Bumi Sehat still needs funds to cover running costs and to train new midwives. If you are interested in making a contribution, please refer to page 27 for details.

Call for  
action!!!  
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### A Story from Bumi Sehat

### Saving two lives

In October 2016, a midwife at Bumi Sehat rushed to a nearby village in an ambulance after receiving a phone call. In a corner of the impoverished village, she found, huddled on the ground, a woman who had just given birth. The baby was wrapped up in a single layer of clothing. The midwife immediately took the mother to the new clinic, provided her with treatment, and changed the baby into warmer clothes and wrapped her in a blanket. Bumi Sehat provided food and clothes to the woman, who was abandoned by her husband and family and gave birth all alone while suffering from hunger and poverty. In Indonesia, it is extremely challenging to raise a child as a single mother. Bumi Sehat will continue to support their journeys.



### Message from Robin

### A Strong, but Gentle Light.

Before Earth Company came into my life, raising funds for Bumi Sehat was so lonely. I was often afraid, thinking "How can I keep all of this going?". However, here you and your supporters are, walking beside me, holding my hand so I don't fall down. Bumi Sehat is much stronger because of Earth Company. Because of your involvement with Bumi Sehat, we can better provide healthcare as a human right, to the lost and the marginalized. You are our closest partner in sharing this vision of hope. There are really no words to describe my gratitude for this beautiful organization. Even as I write this, my eyes are wet with tears of gratitude. Thank you so much.





# Bella Galhos

## IMPACT HERO 2015

Advisor to the President of Timor-Leste  
Founder, Leublora Green School



Born in Timor-Leste in 1972. Her brothers were killed during the Indonesian military invasion whilst her father was abducted and detained. Bella herself was sold to the military for a mere 5 dollars, and narrowly escaped death. At age 16, Bella joined the resistance, spending her adolescence fighting for her country's liberation.

In 1991, many of Bella's friends and family were killed in the Santa Cruz massacre. It was then that she realized that the only way she would be able to help her country would be to escape it. Bella plotted her escape, going undercover and enlisting in the Indonesian military. In a test of her loyalty, Bella was forced to endure all kinds of sexual and physical assault, but after three years she finally managed to persuade the Indonesian government to send her as a pro-Indonesia representative to Canada. Once safely there, she promptly defected and successfully claimed asylum. Bella spent the next six years raising awareness of the situation in Timor-Leste and supporting the resistance movement from Canada.

When Timor-Leste was finally liberated, Bella returned to work for a UN agency, before returning to Timor-Leste and becoming an Advisor to the President. Whilst contributing to the task of rebuilding her country, she established the Leublora Green School.



Photo@zissou

## Rebuilding the hearts of the Timorese.



Finally liberated in 2002, following the Indonesian military invasion that lasted for 24 years, Timor-Leste is the newest country in Asia. Born to parents who were severely affected by decades of violence and destruction, the children of Timor-Leste do not know what it means to "love" or "nurture."

After the liberation, Bella joined the United Nations and devoted herself to rebuilding her country from scratch. However, she realized that no matter how much work is put into rebuilding governments and legislative bodies, her country will not see true development unless the people's broke hearts are rebuilt.

Bella had a vision of a sustainable future in which nature and children can nurture each other, and focused all of her energy and money on establishing the Leublora Green School (LGS).

Plans to establish the LGS were once postponed indefinitely when government funding was withdrawn, but with Earth Company's support, the school successfully opened in May 2015.



### The Impact of Earth Company's Support in 2016

#### Building Eco Villas: the key to the LGS's sustainable operation

The LGS is one of six operations that make up Bella's vision of Leublora Eco-Village. Thanks to the funds raised by Earth Company, the construction of two Eco Villas will begin in 2017, scheduled to open in May 2017. The proceeds from the villas will help fund the Leublora Eco-Village. Bella aims to use the 18,000 m<sup>2</sup> plot of land not only to provide environmental education, but to revitalize the local economy and, more widely, ensure her country develops sustainably.

##### 6 features of the Leublora Eco-Village:

1. **Leublora Green School**, the cornerstone of the Eco-Village, educating future generations
2. **Organic Restaurant** offers food using organic vegetables grown by the students
3. **Organic Farm** with vegetables and flowers grown as part of the school curriculum and sold at local markets
4. **Women's Agricultural Co-op** that helps local women achieve financial independence by facilitating the sale of the organic produce they farm
5. **Eco Villas**, an accommodation facility that combines traditional architecture with renewable energy technologies and sustainable foods
6. **Training Center** designed to help young people from farming villages gain new skills

Bella's vision is to showcase the Leublora Eco-Village to other communities in Timor-Leste as an example of sustainable development. She wants to demonstrate that, even in poverty, people can become financially independent by sustainably utilizing local resources. The current president of Timor-Leste has commended Bella's vision, and has spoken about the importance of scaling this business model to other communities.

#### The LGS has already had 410 children participate in its programs!

Since its opening in May 2015, the LGS has taught 410 students and received 2,475 visitors. In addition to its Green Camps, where students learn about sustainable agriculture, preservation of water resources and composting, the LGS is expanding its operations through exchange programs with other communities. More than a year since its opening, the participating children's willingness to learn is growing stronger by the day. We have seen a big change in the way they think and act, and they have learned to work together and think about what is best for the environment.

# US \$103,400

Funds raised to support Leublora Green School by the end of 2016

LGS is still accepting donations in order to help the Leublora Eco-Village model succeed, and ultimately to scale out across the country and lead the way for sustainable development in Timor-Leste. If you are interested in making a contribution, please refer to page 27 for details.

Call for action!!!  
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### A Story from LGS

#### A better future starts here.

50 year-old Vasco, who has been working at the LGS since its opening, broke down in tears of joy when he received his first paycheck. It was for a mere 115 dollars, the minimum wage in Timor-Leste, but it was the first time he had been paid in his entire life. He was so moved and thankful.

In Timor-Leste, women are not given equal opportunities or pay as men, but the LGS pays men and women the same salary. The LGS contributes not only to children's education, but to the independence of the local community members.



### Message from Bella

#### An everlasting bond, spreading change

I am very thankful that more and more organizations are showing interest in supporting us today. But, it was only Earth Company who truly understood and supported us from the very beginning, when all I had was my vision. We consider Earth Company to be a co-founder of the LGS. They gave us the support in ways we needed it the most to build the foundation of our organization, from raising the funds to construct the LGS, expanding our network, and creating opportunities. Since the school opened, we have been cultivating flowers, vegetables, and fruits with the children. It has been a blessing to see our children learn what it means to nurture, and to see the same positive change in the families and adults who are involved in the program. Thank you for all your kind support, from the bottom of my heart.





# IMPACT BALI

Bali Social Innovation Program

An eye-opening, inspiring experience  
of the social innovation scene  
in Ubud, Bali



Ubud attracts social innovations that combine traditional knowledge, new ideas and technologies, while maintaining quality of life. In a way, this makes Ubud more “advanced” than what might be commonly called “advanced countries.” Earth Company offers an opportunity to engage with leading social businesses in Ubud, getting a unique insight into this heart of social innovation and the more sustainable approach to life it embodies.

## Ecology & Organic as a natural part of life

Ubud is a mecca for fans of all things organic and natural. A destination of choice for many yogis, there's no shortage of organic food or vegetarian options, with local cafes, restaurants and shops serving a variety of health-conscious products such as cold-pressed juices, green smoothies, raw foods, and superfoods. Environmental awareness is high, with many people using reusable shopping bags and carrying around their own water bottles instead of the disposable alternatives. Upcycling (the process of recycling an item, often with added functionality or design) culture is also popular, and such items can be seen everywhere in town, from cups made of beer and wine bottles, to jewellery made from tires, and furniture made from old boats.



## A futuristic education

It is said that Artificial Intelligence (AI) threatens many of our jobs, and there is a debate being had around the world as to what kind of education would enable us to adapt to such changes. Ubud offers a variety of choices in education, from homeschooling and Waldorf (a holistic approach to education also known as Steiner), to other alternative and environmental educations. Many Western families are relocating to Bali for this very reason. In particular, the Green School, which you might at first glance take for being a bamboo castle in the middle of the jungle, is gaining attention and students from around the world. Offering an innovative education that nurtures leadership and entrepreneurship, the school was acknowledged as the greenest school in the world and is regularly visited by world leaders, as the UN Secretary General Ban Ki-moon did in 2015.

## Innovative ways of working

An estimated 30% of the US labour force are now considered digital nomads. This new style of working is the key to increasing happiness and improving productivity and

commitment. Ubud has a natural environment that promotes this innovative way of working. In Ubud, digital nomads from all sorts of backgrounds - entrepreneurs, graphic designers, programmers, financial traders - work whilst they take in views of the rice paddies before them, wearing whatever they want, and at whatever time that suits them. Though from different industries, these digital nomads have formed a community, participating in regular knowledge-sharing workshops and sharing that knowledge with local nonprofits. They have created an eco-system that values working together, learning together, and giving together.





## IMPACT BALI

Diversity Voyage in Bali  
Exploring social challenges  
in Bali  
Toyo University × GiFT

Social Innovation Study Tour in Bali  
Inspiration to create  
a sustainable future from Bali,  
a hub of social innovation

EC × HIS



In partnership with a Japanese organization called GiFT (Global Incubation × Fostering Talents), Earth Company delivers an interactive global citizens educational program in which Japanese students from Toyo University and Indonesian students from Udayana University come together for nine days to propose solutions to social challenges in Bali. In September 2016, a total of 32 students from Japan and Indonesia engaged in a dialogue with Earth Company's Impact Hero Robin Lim and her staff at Bumi Sehat Clinic, gaining a deeper understanding of the challenges faced by

the local communities. Whilst learning about, experiencing and examining these social challenges, the students spent the week coming up with innovative new solutions and ideas to address them. Through this collaboration, students learned the importance of understanding and working with people of different cultural backgrounds, the necessity of passion in mobilizing people, and that collaborations cannot happen with languages skills alone. The program offers students an opportunity to build communication skills that go beyond languages and an insight into ways of living more globally.

Ubud attracts social entrepreneurs from the around the world, leading the way in terms of social innovation. From the world-famous Green School, which offers a progressive environmental education that nurtures future leaders, to Hubud, a leader in innovative work styles. From award-winning social enterprise Kopernik to Bumi Sehat, a clinic run by Robin Lim that provides free maternal care to the most needy.

Though they have often found success within their former "mainstream" careers, these social entrepreneurs have come

to question the current system and are leading the way in seeking a better, more sustainable future.

The aim of our Impact Bali program is to give you an insight into this hotspot of social innovation, giving you the chance to learn directly from these inspiring change-makers, discovering new ideas that will help you to re-examine the way we live and work and contemplate the future you want to create.



### A life-changing nine-day program

This has been an amazing experience - I had never spent so much time thinking about and discussing social challenges. Participating in the program has opened my eyes, and I now feel the need to study more English. The nine days I spent in Bali went by so fast, but it was life changing, and the most fulfilling nine days of my life. (Toyo University, Eri Noguchi)



### Experiencing first-hand the seriousness of social issues

I thought that I already had a good grasp of the social challenges that nonprofit organizations face and their efforts to solve them, but being able to see them first hand gave me a deeper understanding of the profoundness and the difficulty of these issues. (Toyo University, Shohei Hoshino)



### Meeting Robin moved my soul

I was extremely moved to discover that there are people in this world, like Robin, who are so purely motivated by their belief that they are doing what is right, and not looking for any financial reward. (Educator, Hide Moriya)



### Improving society can improve you too

Introspection and better understanding of self at a personal level can lead to changes at a societal level. Through this tour, I saw proof that taking action to change society around you can lead to change in yourself too. (Investment Professional, Mariko Sakakibara)

Our Bali Social Innovation Tours can be customized to fit your organization and company's needs. Please contact [tour@earthcompany.info](mailto:tour@earthcompany.info) for more information.



# IMPACT CONSULTING

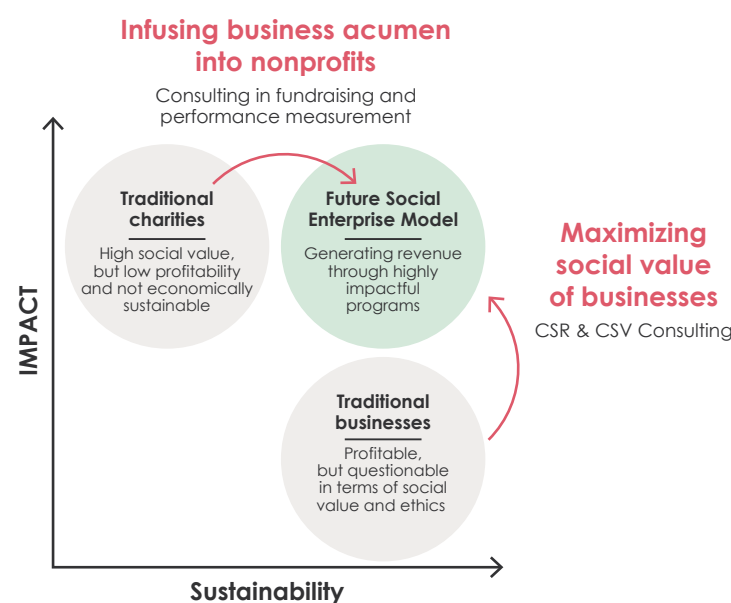
## Social Purpose Consulting



### An Advisory service for businesses and nonprofits to create shared value

Everyday, new technologies and innovations designed to improve lives are being developed, leading to a surge in social enterprises in different corners of the world. We have already entered an age in which economic value does not have to be achieved at the expense of social value. Earth Company predicts that, in the near future, the distinction between nonprofit organizations and commercial businesses will blur and all types of organizations will eventually become social enterprises. Commercial businesses will be expected to contribute to society beyond their own interests. For nonprofit organizations, relying solely on donations is simply not sustainable, no matter how commendable their work. This shift has already begun around the world.

We need more organizations that demonstrate a good balance between social value and economic value. In order to contribute to this shift in society, Earth Company's consulting services help commercial companies break away from myopic for-profit business models, and nonprofits to shift from donation-dependent to revenue-generating operations.



#### Earth Company's Consultants



**Tomohiro Hamakawa**  
Graduated from Harvard Kennedy School.  
International development consultant.  
[Areas of expertise] Base-of-the-pyramid businesses impact evaluation



**Goro Tamaru**  
Graduated from Kyoto University.  
Former consultant at Nomura Research Institute.  
[Areas of expertise] Management strategy, business development

#### Consulting Services

##### ■ Infusing business acumen into nonprofits

Earth Company offers to review your existing revenue streams to help you formulate new business opportunities and generate income through sources other than donations and grants. We will clarify your organization's potential, before providing tailored advice and support, from creating a marketing strategy to supporting the launch of new initiatives.

##### Fundraising services

Earth Company's experienced fundraisers offer comprehensive support to help organizations acquire grants from private foundations and aid agencies, by emphasizing operational sustainability, social impact measurement, etc.

##### ■ Maximizing social value of businesses Impact Measurement Consulting

In international development, measuring the social impact of your work is becoming increasingly important and necessary. Earth Company's evaluation specialists offer services tailored to an organization's needs, in establishing a monitoring and evaluation framework for projects, to drawing up a 'balanced scorecard' to measure the organization's overall performance.

##### Social innovation seminars and workshops

Earth Company's experienced fundraisers offer comprehensive support to help organizations acquire grants from private foundations and aid agencies, by emphasizing operational sustainability, social impact measurement, etc.

#### 2016 Consulting Case Studies

##### ■ Kumamoto Earthquake Emergency Response : Grant Application (IDRO Japan, disaster assistance group)

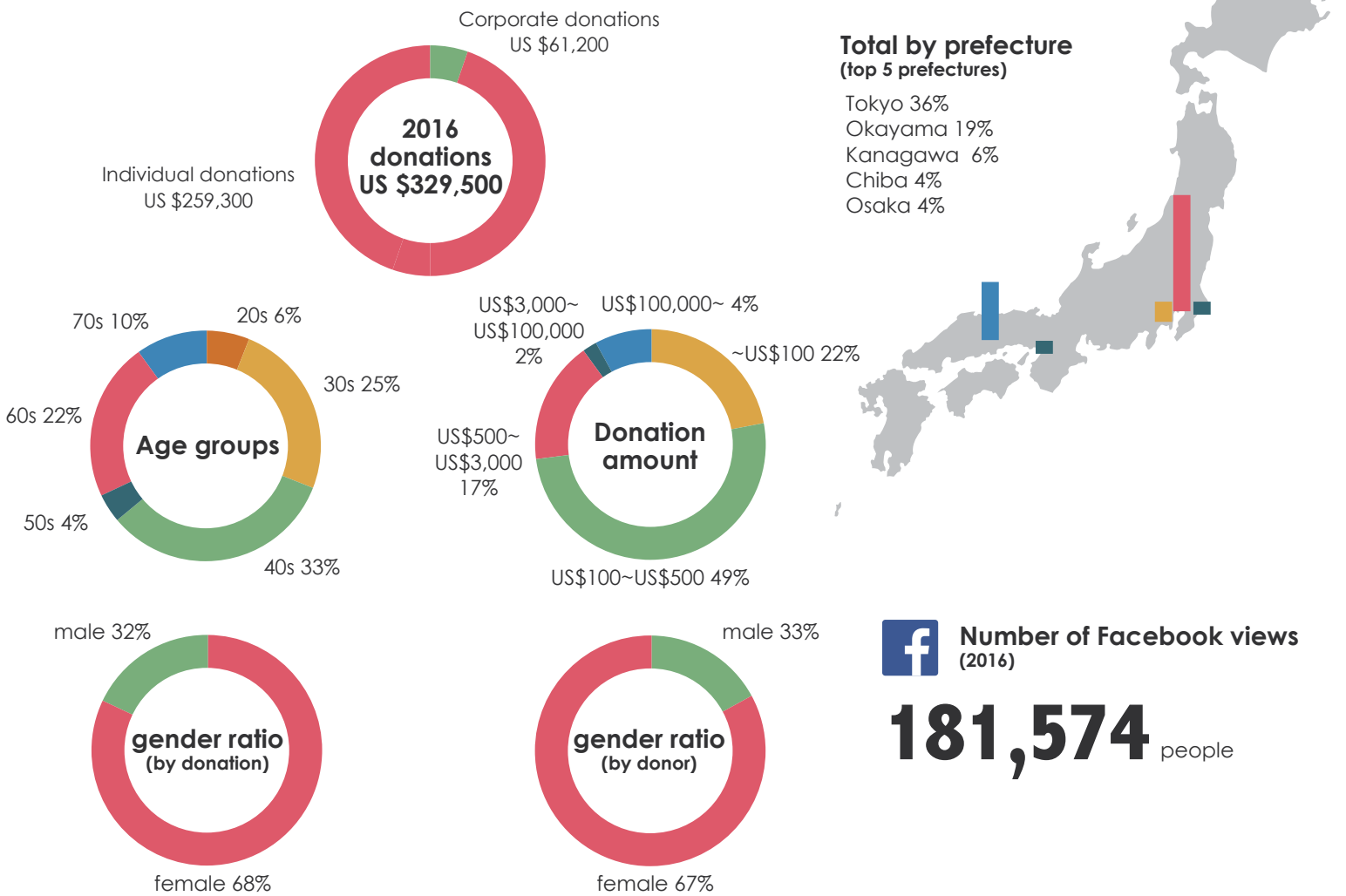
IDRO-JAPAN is a pro bono organization made up of non-Japanese specialists in areas such as civil engineering that can aid in post-disaster situations. It was founded in 2011 after the Great East Japan Earthquake by local residents whose love for Japan drove them to help the country in its time of need. IDRO-JAPAN was one of the first responders to the Kumamoto Earthquake in 2016, coordinating hundreds of volunteers who flew in from across the world, and contributing to relief efforts by rebuilding homes, restoring farmlands, and setting up emergency toilets. On behalf of IDRO, Earth Company applied to the Nippon Foundation for funding to support IDRO's activities in Kumamoto and successfully obtained 880,000 JPY. Earth Company undertook this as pro-bono work as a small way to contribute to the recovery efforts in Kumamoto.

##### ■ Research on Social Enterprises and Entrepreneurs in Asian Countries

In 2016, as part of a comparative research project on entrepreneurs and social innovation ecosystems in Asian countries and Latin America, the Multilateral Investment Fund (MIF) of the Inter-American Development Bank (IDB), in cooperation with the Japan Research Institute and Fujitsu Laboratories, conducted research on social enterprises and social entrepreneurs in Asian countries. Earth Company edited the country reports on Japan, China, Korea, Thailand, Philippines, and Singapore, in addition to over 20 reports written in response to a project composed by case studies of 13 companies representing each country.



OUR SUPPORTERS' DATA



**Hideyuki Shiozawa**  
The Sasakawa Peace Foundation

For the Pacific Islands, climate change is a serious threat to the survival of their society, and they have been voicing their need for practical support rather than theoretical discussions. Earth Company immediately took action in the Marshall Islands, by facilitating dialogues with the local community and building their trust, clarifying the challenges that need to be tackled, carefully considering the sustainability of their economy and human resources, and establishing a support system led by the local community themselves. There may be many challenges to come, but I am counting on them to overcome any obstacles with the local people, and to become a successful showcase for the communities.

**Marion Kutta**  
Founder of Global Players Agency and Content that Matters (film production)

Earth company is a trustful and professional organization where the funds will go where they are promised. Their founders Aska and Tomo Hamakawa are truly dedicated to create positive change in the world, and their model - to support someone who is from within the community - is very effective in bringing about a positive impact on a country's development. I hope that their model will continue to spread around the world.

OUR PARTNERS

<b>Corporate donors</b> 		
<b>Technology Partners</b> 		
<b>Opportunity Provider</b> 	<b>Program Partner</b> 	<b>Space Provider</b> 
<b>Design Partner:</b> Radek Mlodzianowski/ <b>Video editing:</b> Nadia Astari/ <b>Leaflet editing:</b> Emi Hatanaka/ <b>Photography partner:</b> zissou		

**Project Angel**  
a gift from heaven

In 2016, we received a generous donation of 20,000,000 JPY from a widowed gentleman who wished to use his inheritance for social good. Thanks to his generosity, we were able to launch Project Angel, which will fund the construction of 4 high-impact facilities in 4 countries of the Asia Pacific, including a Bumi Sehat Clinic in Papua, a region that suffers from Indonesia's highest maternal mortality rate, and the LGS Eco Villas in Timor-Leste, which will play a key role in the revitalization of the Maubisse community.

**Project Rainbow**  
are you looking for a way to have a positive social impact yourself?

Earth Company offers tailor-made consultations for individuals and companies who wish to use their wealth to contribute to social good. We will find the best way for you to realize the social change that you want to see in the world by connecting you to our Impact Heroes, who devote their lives to tackling social challenges.

For more information, please contact Earth Company.  
☎ 03-6753-1558 ✉ [contact@earthcompany.info](mailto:contact@earthcompany.info)



# FINANCIAL HIGHLIGHTS

In 2016 we gratefully received a total of US \$320,500 in donations. We generated US \$19,300 revenue through our Impact Bali Social Innovation Tours, making our ordinary income US \$341,000. Of this, US \$263,400 went to our Impact Heroes and their organizations, leaving an unspent amount of US \$43,900. We used this funding to increase staff numbers and to strengthen our operational foundations in order to improve the support we provide to our Impact Heroes.

## Statement of Income

Item		Amount
Ordinary Income	Donations	320,546.67
	Operating Revenue	19,370.94
	Event and Incidental Revenue	833.46
	Other Income	3.69
	Miscellaneous Income	270.01
Total Ordinary Income		341,024.77
Ordinary Expenses	Donation Payments	263,441.03
	Purchase of Goods	356.20
	Outsourcing Expenses	27,203.20
	Meeting Expenses	6,911.75
	Travel Expenses	16,959.69
	Vehicle Expenses	86.38
	Communication Expenses	6,491.21
	Office Supplies Expenses	2,719.22
	Rent Expenses	1,200.00
	Advertising Expenses	6,204.99
	Entertainment Expenses	400.16
	Book Expenses	83.13
	Taxes and Dues	220.08
	Honorariums	300.00
	Membership Fees	300.00
	Miscellaneous Expenses	1,398.00
	Total Business Expenses	334,143.06
	Administrative Expenses	Commission Fee 1,789.84
	Total Administrative Expenses 1,789.84	
	Total Ordinary Expenses 335,932.90	
Ordinary Income		5,091.87
Extraordinary Income	Total Extraordinary Income	0
Extraordinary Expenses	Total Extraordinary Expenses	0
Change in Net Assets (Before tax)		50,91.87
Income Taxes		700.00
Change in Net Assets		4,391.87
Net Assets Brought Forward		△ 99.71
Net Assets Carried Forward		4,292.16

## Balance Sheet

Item			Amount	Item			Amount	
Assets	Current Assets	Cash	457.79	Liabilities	Current Liabilities	Short-term Loans Payable	20,000.00	
		Deposits	79,652.15			Accounts Payable	58,382.45	
		Inventory Goods	2,564.67			<b>Total Current Liabilities</b>	<b>78,382.45</b>	
				<b>Total Liabilities</b>		<b>78,382.45</b>		
				Net Assets	Net Assets Brought Forward	△ 99.71		
						Change in Net Assets	4,391.87	
						Total Net Assets	<b>4,292.16</b>	
<b>Total Current Assets</b>			<b>82,674.61</b>	<b>Total Net Assets</b>			<b>4,292.16</b>	
<b>Total Assets</b>			<b>82,674.61</b>	<b>Total Liabilities and Net Assets</b>			<b>82,674.61</b>	

Please note that all amounts in USD are calculated using an approximate exchange rate of US \$1 = 100 JPY.

# JOIN US

## 1 Support our Impact Heroes

We continue to seek support for our Impact Heroes. Our main focus at this time is on raising US \$143,000 to support Kathy Jetnil-Kijiner and her nonprofit Jo-Jikum to 1) construct the Jo-Jikum Youth Center and 2) build the foundations of its operations, by July 2017. Our Impact Hero 2015, Bella Galhos, and Impact Hero 2016, Robin Lim, also continue to seek your support to fund operating costs. 100% of contributions made towards our Impact Heroes go directly to them. Please be generous in your support for these heroes who are leading the way to a better future for us all.



## 2 Support Earth Company

We fundraise separately for Earth Company, so if you would like to support our mission to help change-makers create a future that we can responsibly pass on to the next generation, you can make donations by credit card or bank transfer.



## 3 Become a Monthly Supporter

We are seeking monthly supporters who sympathize with our philosophy and would like to take action in supporting Earth Company and our work. Please see our website for more information.

### Credit card

You can make a donation through our website.

### Bank transfer

We ask that you include your name and phone number as a reference when making the transfer so that we can identify your payment. Please also send us a quick email (or give us a call) detailing your donation amount and name so that we can follow up and confirm your donation.

Bank Name	RAKUTEN BANK, LTD. HEAD OFFICE
Bank Address	1-14-1 TAMAGAWA, SETAGAYA-KU, TOKYO, JAPAN
Country	JAPAN
Swift Code	RAKTJPJT
Intermediary Bank	SUMITOMO MITSUI BANKING CORPORATION,
SWIFT code for Intermediary Bank	SMBCJPJT
Beneficiary Name	EARTH COMPANY
Account No	252-7450732

\*For Japan residents wishing to transfer funds via Japan Post Bank, please contact us. We will send you a bank transfer form.

For questions or donation requests, please do not hesitate to contact us.

☎ 03-6753-1558 ✉ donate@earthcompany.info 🌐 www.earthcompany.info/donate