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#### Our Vision & Mission

Our Vision: Humanity Harmonizing with Earth

Our Mission: To Link Surplus with Needs

We encourage optimism and build trust in renewable cycles.

#### We serve communities by:

- Mobilizing and supporting replicable, local-to-global, interwoven systems that sort waste into resources. (<u>Hair Matters</u>)
- Researching and showcasing practical, planet-friendly inspirations for households and workplaces. (<u>Eco-Home, Eco-Depot, Eco-Industrial Hub</u>)
- Developing and growing our kind-hearted, environmental social media platform for Humanity Adding Solutions. (<u>The Hum Sum</u>)
- Empowering and celebrating youth, interns, apprentices, cottage industry and green careers for all ages. (<u>Eco-Academy</u>)
- Organizing and implementing our Worthy Actionable List of Projects that nurture healthy air, soil, water, energy and life. (<u>The WALOP</u>)

#### Our main goals are to:

- Provide engaging and transformative ecological\* programs.
- Present in-house, in-field tests and, with partners, the highest and best uses for naturally abundant and man-made waste stream materials.
- Integrate balance and respect for ancient wisdom, common sense and trailblazing innovations.

Matter of Trust is an ecological\* public charity established in 1998.
\*Ecology is the study of how life thrives in habitats: forests, oceans, cities...



#### A Word from Our...



**Board Chair** 



President & Board Vice Chair

Over 25 years old now, Matter of Trust's 2024 was a year full of action and planning for 2025-2050. How do we want to see our planet in the future? What do we have to do, and by when, to make sure we hit those steps along the way? By pointing at this North Star that we envision, we can better navigate how we will get there. To reach our goals, we more clearly defined our objectives based upon our growing, inhouse programs and field studies, plus the thousands of meetings with experts and partners we've had and continue to enjoy!

Our key global objectives look first at 2030, working on air, soils and water. Establishing clear task lists for our teams and the general public, per sector, age group, capacity, engagement level, and more. Preparing for mobilizations so we can all roll up our sleeves and knock out some low hanging fruit and impactful, replicable projects. Here at Matter of Trust, we love discovering and developing answers to the question we hear every day from visitors and volunteers alike: What can I do?



#### 2024 Overview

Let's start with an update for each of our five departments:

- Hair Matters Program Partnerships, field studies and the Quiet Fiber Cycle
- Eco-Industrial Hub (Eco-Hub) Flagship factory redesign
- Eco-Home & Urban Edible Garden Six festive, week-long open houses
- Eco-Academy Field trips and internships galore
- The Hum Sum Spanish and French versions, plus many new features
- WALOP Worthy Actionable List of Projects

#### Our Fiscal Sponsorships:

- Sonoma Food Runners June Michaels is helping to feed NorCal
- Heart of the City Farmers' Market Food Security Education Program

Ensuring the lights stay on so we can get to work:

- Admin Systems updates and incorporating AI
- Fundraising & Development Charity's duty is to provide pathways for the general public toward fulfilling good works. People may want to volunteer time, contribute funds or offer a haircut! We're here to help!







This program collects, sorts and felts donated, natural, animal fiber for oil spill clean-up and soil remediation.

- You shampoo because hair collects oil
- Hair, fur, wool, fleece... make great soil mulch
- 900,000+ salons in the USA
- 400,000+ pet groomers in the USA
- Thousands of ranches with waste wool and alpaca fleece

## Update 2024

Our goal is to use local fibers for local solutions. We now have 128 MOUs with our Matter of Trust Global Hub Partners, covering 42 countries!









#### SUSTAINABLE MANAGEMENT OF OPERATIONAL WASTE **STREAMS**

#### PROJECT OVERVIEW

Design, fabricate, and demonstrate modular treatment systems that combine physiochemical sorption, microbial degradation, and phytoremediation to remove contaminants. The approach makes use of a novel adsorptive media, matting made from reclaimed animal and human hair (Matter of Trust Inc. 501(c)(3), San Francisco, CA). The material acts as-bulk filtration matrix, scaffolding for the microbial community, and plant rooting media for hydroponic systems. The demonstrations will evaluate the treatment of representative DoD process effluent streams and other contaminated waters.

#### BENEFITS

- Concept broadly applicable to DoD and civilian waste management issues
- Reduces environmental risks by degrading and sequestering contaminants
  Platform design can operate as carbon negative process –
- promotes environmental stewardship
- Significant advance for firefighter training site water
- Treatments clarify holding pond waters, allowing re-use for training and test fires at operational sites
  Provide an effective step in PFAS "treatment train" to
- promote downstream processes

A series of demonstrations are planned at Tyndall AFB that will evaluate approach with a range of representative waste streams and operational scales. The results will provide basis for design of containerized platforms that may be installed at users' sites.

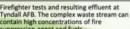
· First target is the management of DoD firefighter training sites - particularly valuable as operations shift from propane simulators back to liquid-fuel training fires promote water reuse - reduce site disposal costs

#### **DoD Executive Agent**

Office of the Assistant Secretary of the Army for Installations, Energy, and

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Lizard's tail plants in hydrop system circulating wastewat from firefighter test operation. The water quality and PFAS sequestration monitored.



#### FOR FURTHER INFORMATION

National Defense Center for Energy and Environment http://www.denix.osd.mil/ndcee/

Air Force Civil Engineer Center

https://www.afcec.af.mil/

Battelle Memorial Institute https://www.battelle.org/

In partnership with the US Air Force, we are thrilled to have their write-up discussing use of our hair mats in their filtration systems and potentially for PFOS / PFAS "forever chemicals" collection.





Hair Mats filled with corks and tied with sisal rope – 100% natural



Corks from Restaurants and Bars Help Provide Flotation

Cork is a 100% natural material derived from the bark of cork oak trees, making it sustainable and eco-friendly.

Its structure consists of tiny, closed cells filled with air, giving it excellent buoyancy and the ability to float on water.







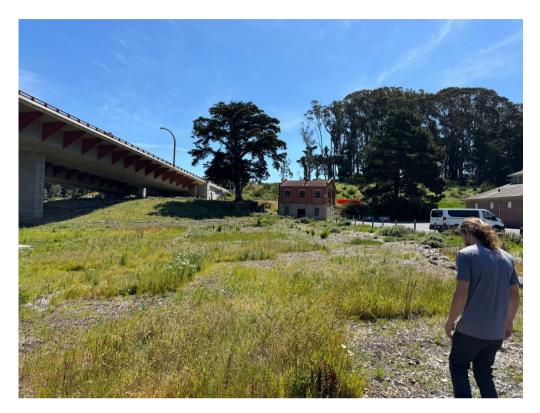




In 2024, we worked on many prototypes for floating Hair Boom, sea wall and fueling dock tidal attachment systems

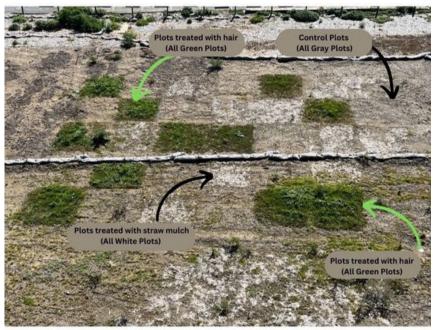






In 2024, our soil remediation project continues to astound. Hair mulch plots outshine straw mulch year after year.

Be sure to put your hairbrush hair into your garden!



This aerial shot is from March 2021.

White patches are straw mulch, gray are control plots and GREEN ones are hair!

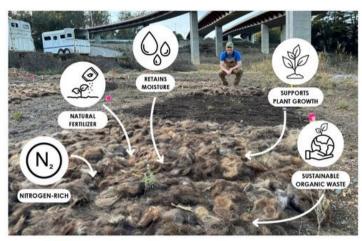




# BENEFITS OF HAIR MULCH

Why Hair Mulch works so well.

At Matter of Trust, we're promoting the benefits of what we call the "Quiet Fiber Cycle"!





Find out more at:





Hair is a pest repellant. Bugs that like plants don't love animal fibers. You don't usually see snalls on a dog of fleas on plants.

gs e g or

# Hair Mulch The Quiet Fiber Cycle

Moths love fibers and textiles (people often keep cedar moth deterrent balls in closets). Clumps of hair, fur, and wool naturally attract moths and butterflies. And that's a good thing! Research (Uni of Sussex 2022) has shown that moths are even better pollinators than bees!

Fiber acts like a mulch which protects the soil from sun, frost, wind...

Mycelium extracts phosphorus and potassium from the soil. For plant roots, 80% need this partnership for nutrients. Hair is both a mulch and a fertilizer.

Natural animal fibers provide a structure (substrate) for fungi and it breaks down, releasing nitrogen slowly. It's also a great weed inhibitor!

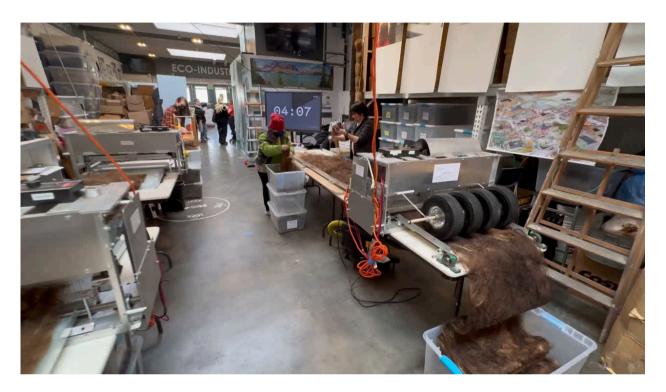
With hair mulch, we see 50% less evaporation (lower need for irrigation) and up to 40% more plant growth everywhere it's applied.

Take dog fur clippings, hair from your hair brush and shower drain... put it in your garden, flower pots, window boxes... to promote healthier plants and soils everywhere!



#### **Eco-Industrial Hub**

At our flagship model factory, we make oil-spill clean-up mats and booms out of recycled clippings of hair, fur, wool and fleece from salons, groomers and farmers.



The walls at our replicable exhibit hall include posters that offer best practices for sorting waste into resources, as well as perspectives, incentives, challenges and solutions for clean air, water, energy, materials and manufacturing.

#### Update 2024

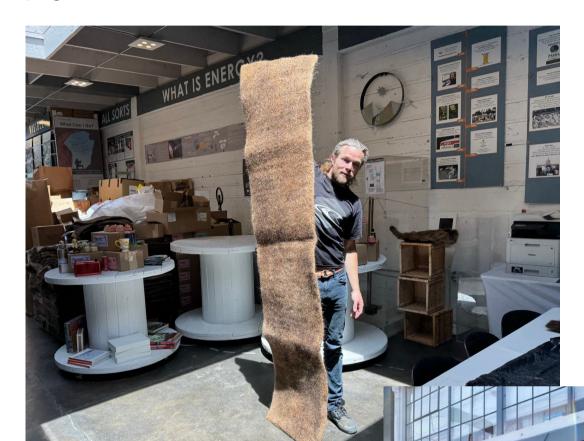
This year was all about conveyor belts, mat-making speeds and procedures. As the test kitchen, our Eco-Hub is the place where staff work on making things easier for all of our partners, saving time and money where possible.





## **Eco-Industrial Hub**

With the help of Mattia (head of Hair Matters Global Hubs) and Daniel (head of Eco-Industrial Hub) and wonderful interns like Mathis, we also now have a 400+ page <u>Eco-Hubs Reference Manual!</u>

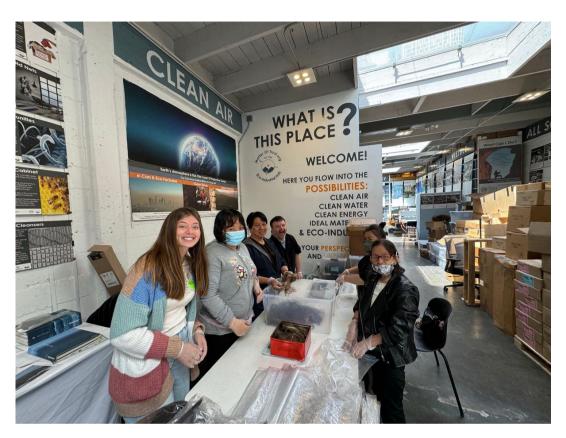


Daniel (head of Eco-Hub) holding our new extra-long mats for oil and soil stabilization.





## **Eco-Industrial Hub**



We continue to work with our wonderful ARC volunteers weekly! They are excellent with sorting the hair into piles for felting and mulch!

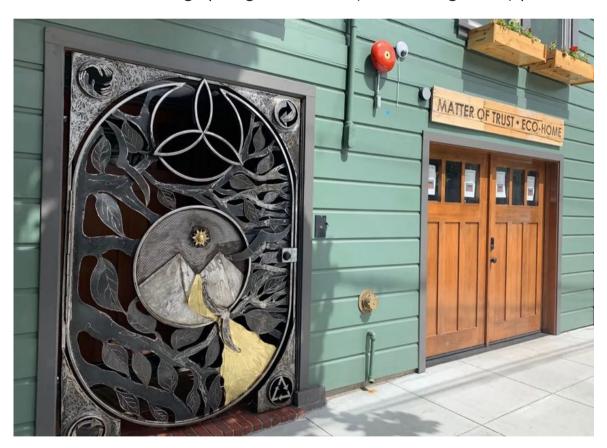






We showcase planet-friendly living and ways to green and detoxify all areas of the house. Celebrating fun ways to ecologize holidays, we provide field trips and six festive, one-week-long, themed open houses each year:

- Bee My Valentine (bedrooms & garden) in February
- Spring Greening (bathrooms and storage) in April
- Greendependence Day (home office/home gym) in July
- Fallin' for Harvest (kitchen and dining) in September
- Haunted Eeeko-Home (exterior and garden) in October
- Seasons Greenings (living room, reception and gift shop) in December









## Update 2024



We modernized our gift shop this year. Also, we were lucky with the weather for every open house in 2024. In foggy, windy San Francisco, weather makes a big difference to our block's foot traffic and our number of visitors. We sit by our large open barn doors and call people in, so warm days make for happier staff and volunteer docents as well!





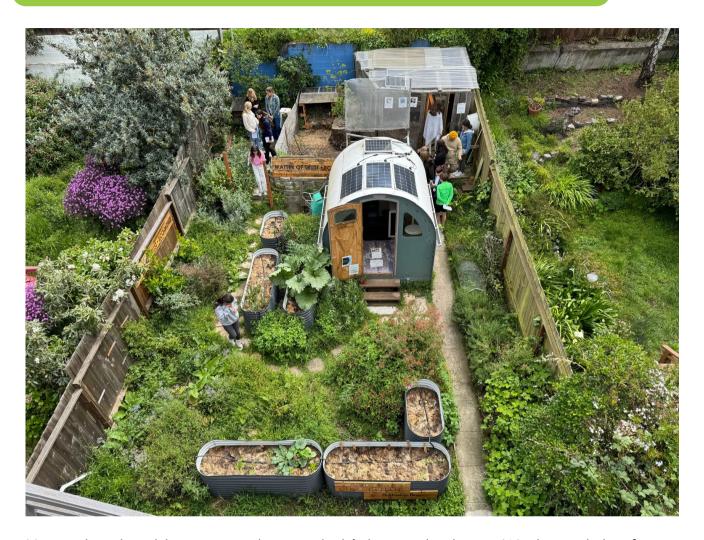
Each room is an exhibit. The bedroom has bamboo pillows, eco-quilt, hemp sheets, eco diapers, eco toys, reclaimed furniture, mattress recycling info, exhibits on toxin free dyes and solutions, etc. All with QR codes and links.

Our chickens are still the biggest draw for our youngest, repeat visitors! Sheba, a homebody, is near today's egg! Speckles is very friendly, like a dog!









Huge shout-out to our garden and chicken volunteers. We have lots of berries, vegetables and herbs growing in our hair-mulched soils and raised bins! Our bees thrived most of the year, but, sadly, we still lost the colony in late November.



The bees keep most of the honey for nourishment, but staff and visitors got to sample some, and it's delicious! Beekeeping isn't easy! We will get our fourth queen in April 2025.





The Eco-Home has also been a polling station for years now. We enjoy our continued relationship with the wonderful team at the SF Department of Elections.

We move all of our front eco-furnishings and signage to the back to make room in half of the space for the booths and ballot drop-off tables. We here "thank yous" throughout the year for having such a warm, convenient and accessible spot for voters.





## Eco-Academy – Youth Programs

Our Eco-Academy promotes positive environmental communications and mutual learning for youth and the young at heart. We host field trips and off-sites, and we train volunteers, interns, apprentices and Hum Sum Mods in this department.



Update 2024



We had many field trips this year, and again all with 100% satisfaction feedback scores! This department covers outreach and provides social media updates on all of our work and celebrates our global partners.



## Eco-Academy – Youth Programs



We meet teachers visiting during our general public Eco-Home Open Houses, and they book our hourand-a-half field trips and connect for internship opportunities.

Since they have so much energy, we often put them to work at the Eco-Hub, sorting out long hair! Of course, they can opt out if it's too gross and they're afraid of cooties! But FOMO is a great motivator.







# Eco-Academy – Youth Programs



Corporate off-site volunteer days include a tour and fun, memorable tasks!









#### The Hum Sum – Humanity Adding Solutions

Our kind-hearted environmental social media platform: TheHumSum.org for Humanity Adding Solutions

Here individuals, businesses, government departments, schools, nonprofits, neighborhood projects, etc. from around the world can engage in organized and practical planet-friendly solutions.



## Update 2024

The Hum Sum is now translated into French and Spanish. Thanks to Philip, Kevin, Rahul, Jinu, Haris, Anupa, Thomas, Nikin, and Sreekutty, who have been making many improvements for faster, smoother user experience. This is helping us bring in a steady stream of fiber donors, who understand the importance of 100% contaminant-free recycling!





## The Hum Sum – Humanity Adding Solutions



About 90% of The Hum Sum is niche gifts of haircuts and pet fur grooming. This fiber gets matched to the nearest of our Global Felting Hubs. At our flagship Eco-Hub in San Francisco, the longhair donations are often felted into 50-foot scrims (right) for soil stabilization and erosion prevention.



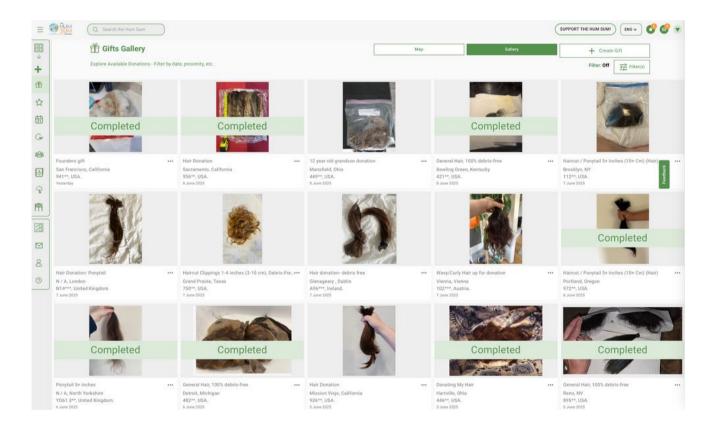




## The Hum Sum – Humanity Adding Solutions

Made to be a cost-free, spam-free, politics-free, troll-free, bully-free zone for the general public. All are welcome to use our:

- Forums with posts and communities, research articles archive, discussions, polls and Q&A
- Exchange for gifts & wish lists donated items and materials
- Local to global eco-events calendars
- Gamified eco-commitment counters





Organization accounts can now add extras for low annual fees:

- Green biz directory
- Affiliates program



#### The WALOP 2025-2050

The Worthy and Actionable List of Projects (WALOP) is outlining a broad array of systemic issues that are threatening global well-being, plus offering a series of integrative approaches and solutions. Core strategies include increasing transparency, triage, performing rigorous systems audits, and enforcing ethics through independent, pluralistic (multi-generational / cross cultural) oversight committees. By using incentives to reward environmentalism and public service, we can show where shifting cultural norms works, using collaboration and public awareness and modeling best practices.

We hope to partner with others who want to help build thriving communities, where influence is earned through integrity, transparency, and dedication to the common good. The aim is to recalibrate power structures in order to reflect moral, planetary responsibility. The overarching principles guiding these practical, ecological action items include guaranteed basic income, connecting surplus with need, education reform grounded in apprenticeships and critical thinking, biodiversity restoration through conservation, and living in alignment with nature.

## Update 2024

The WALOP research is providing a framework for targeting "low-hanging fruit" like high-impact "one-and-done" projects, while also championing long-term strategies. By rethinking democracy, capitalism, and consumption, we aim to address the root causes that increasingly give rise to humanity's greatest challenges. Meaningful progress requires a hybrid



approach, grounded in accessible, incentivized, and replicable plans. All is primed to reshape society's foundations. Let's get ahead and refresh our collective perspective. We can blend timeless wisdom with modern innovation.



## Field Studies & In-House Research

Our Hair Mulch field projects with the Presidio Trust were expanded to include comparisons with wood chip mulch, chemical fertilizer, compost, five and ten pounds of hair mulch per two-yard<sup>2</sup> plots. The results will be reviewed in April 2025







#### Field Studies & In-House Research

We are continually testing, providing oil spill demos and collecting a variety of samples for our Fibrary (library of fibers). Here we show that hair mats are hydrophobic and quickly shed rainwater





A huge thanks to the Pacific Harbor Masters for awarding Matter of Trust with the Barbara Schwantes Grant for port storm drain hair mats



#### Fiscal Sponsorships

We are proud to continue to be the long-term sponsors of both:

Sonoma Food Runners – June Michaels continues to help feed those in need across many cities in the San Francisco North Bay. She collects food from hospitals, markets, farms, and event sites and distributes it to low-income housing and homeless shelters. She's tireless and driven.



**HOTC** local farmer

Heart of the City Farmers' Market Food Security Educational Program – Steve Pulliam continues to run this successful and vital service in the San Francisco Civic Center food desert.



#### **Press & Media**



A huge kudos to Rhiannon Johnston for winning first prize for Hearst Journalism with her documentary on our Hair Matters Program!



CBS did two long TV segments on us, and the LA Times ran a great piece. See all our press.





#### Administration

Our Administrative Department is composed of Operations, HR, Accounting and Facilities. This team is our rock and only 9% of the overall budget. It efficiently ensures that our oxygen mask is on securely before we can help others. Thanks to Admin, our Program Departments, Fiscal Sponsorships and Fundraising have the support to grow and thrive. Our public charity is akin to a small family business at heart, with big dreams and extraordinarily wide reach for our tiny size. Our Board, President, Directors, Managers, Liaisons, Leads, Staff, Apprentices, Interns, Volunteers, and Partners all feel very lucky to be able to work steadily and tirelessly on what we love.

## Update 2024

2024 was a year of systems updates incorporating AI. As a public charity, we post all of our information transparently on our <u>About Us</u> and <u>Donate</u> pages. We enjoy Zoom meetings with grassroots projects and treat our Admin Department like a program. They help others save time by providing templates so no one has to reinvent the wheel. We also welcome all feedback and suggestions.

Admin maintains our calendars, meetings, follow-ups, internal / external work flows, Board and building needs.

Accounting runs our expenses, revenues, donation thank-you letters, payroll, taxes, audits, contracts, MOUs, HR, docusigns, subscriptions...



#### **Development & Fundraising**

Many get intimidated by fundraising challenges. Years ago, we decided to look at grant forms as simply helpful ways to review our workflows! That way, whether we get awarded or not, it's always a useful and beneficial exercise.

We have our helpful <u>Docs for Major Donors</u> page because so many foundations have scouts with similar requirements. Our About Us page now also has our descriptions in 100, 250 and 500 words. We continually update our photos, videos, letters of support, press, awards, testimonials and impact data.

Ultimately—and rightly so—our goal as a public charity is to get as many little, affordable donations from as many people as possible. Not everyone has time to volunteer in or do rewarding nonprofit projects. Giving money is very helpful for showing the general population a way to engage. This is a fresh perspective in fundraising because it differs from what is typically considered drudgery (i.e., begging for money). Other nonprofits should provide the opportunity for everyone to experience the dopamine hit we, working at Matter of Trust, are lucky to get by being involved in unusual and innovative tasks every day.

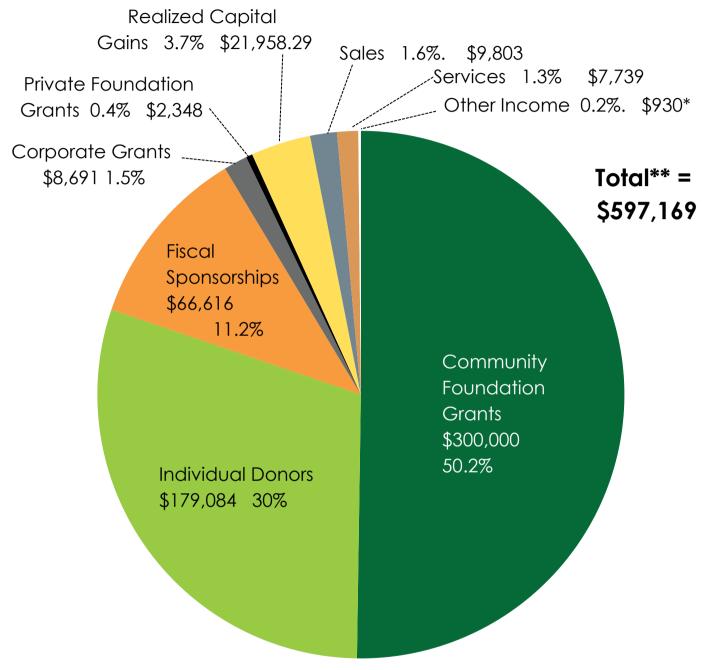
#### Update 2024

We are prepared for our 2024 Accounting Review with Irena Iryna Oreshkova, CPA. Some don't look forward to audits, but we love them! There is always room for learning. We always try to do everything by the book, AND we understand that the law books keep getting rewritten. For instance, we, like every nonprofit, hope to see a return of the charitable cash donation \$150–\$300 (jointly) write-off for those who don't itemize.



#### 2024 Income

We do big jobs on a small budget, and we stretch every \$1 into \$3!

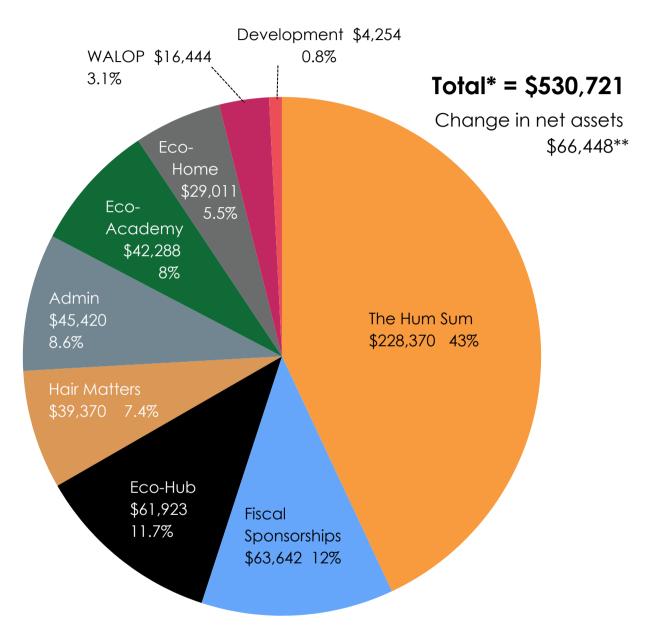


- \* Other Income includes rebates, reimbursements, interest, dividends
- \*\* 990 and Annual Report do not reflect the following items, which are reported in the Independent Accountant's Review: in-kind services, in-kind donations, in-kind rent, pro bono services, unrealized capital gains, cost of goods and funds carried forward from prior year.



#### **2024 Expenses**

We do big jobs on a small budget, and we stretch every \$1 into \$3!



- \* Total Expenses = Operational Expenses + Capital Expenditure
- \*\* 990 and Annual Report do not reflect the following items, which are reported in the Independent Accountant's Review: in-kind services, in-kind donations, in-kind rent, pro bono services, unrealized capital gains, cost of goods and funds carried forward from prior year.



#### **Gratitude Wall - Donors**

#### Corporations and Foundations:

Apple
Inter-Church Food Pantry
J. M. Kaplan Fund
Kaiser Permanente
Morgan Stanley Global Impact Funding
Pacific Coast Congress of Harbormasters & Port Managers
PayPal Giving Fund
Schwab Charitable
Silicon Valley Community Foundation
Violet World Foundation

#### Public Institutions and Schools:

Lycée Français de San Francisco San Francisco Unified School District San Francisco Village

#### Highlighted Donors:

- G Bialer
- E Charley
- T Craia
- R Creech
- T Cripps
- S Dacy
- V Dargain
- K Diaz
- T Ditto
- M Donahue
- J Espinoza
- R Evans
- R Fairfield
- P Gautier
- J Ginther
- E Gomes
- W Hagaman
- A Hintz
- J Kantola

- Y Khuong
- D Kong
- S Kuan
- R Malone
- V Masterson
- C Matheney
- N Meltzer
- I Ogunlade
- Paterson Family
- H Revel
- D Robinson
- K Skehan
- M Tan
- T Warren
- A Wesley
- J Wright
- J Yeary
- K Yorke
- K Zucker



#### Gratitude Wall – Partners

#### Global Hub Partners:

- Caitlin Soper, Montreal
- Jennifer Osborn All Sorts Acres Farm, Ontario
- Kym Jarvis Turning Heads Hair Studio, Calgary
- Lia Versaeval, British Columbia
- Renata Britez Creating Waste, New Brunswick
- Alyssa Portaro Green Refuge Inc, Louisiana
- Amelia York & Brenna Fisk Project WATER, Massachusetts
- April Garbat Sanctuary Farm & Rest House,
- Betsy Morehead Scissor Tail, Oklahoma
- Brian Fitzburgh Home Fur All, California
- Cindy Harris Alpacas at Windy Hill, California Don Berg, Oregon
- Emily McNeal Matter of Trust Ohio, Ohio
- Giná Glassock, Texas
- Ivan & Cheri French Oklahoma Mini Mills,
- Jennifer Dietsch Husky Halfway House Foundation, Oklahomo
- Jessica Dahlman Matter of Trust Montana,
- Jorge Alberto Mauleon Cabrera, Mexico
- Kevin Randall Matter of Trust Florida, Florida
- Lori Brewer The Greater Blue Ridge, Georgia Michele Stokes Alinea Hair USA, Florida Rachel Altman Mucky Duck Farms, Alabama

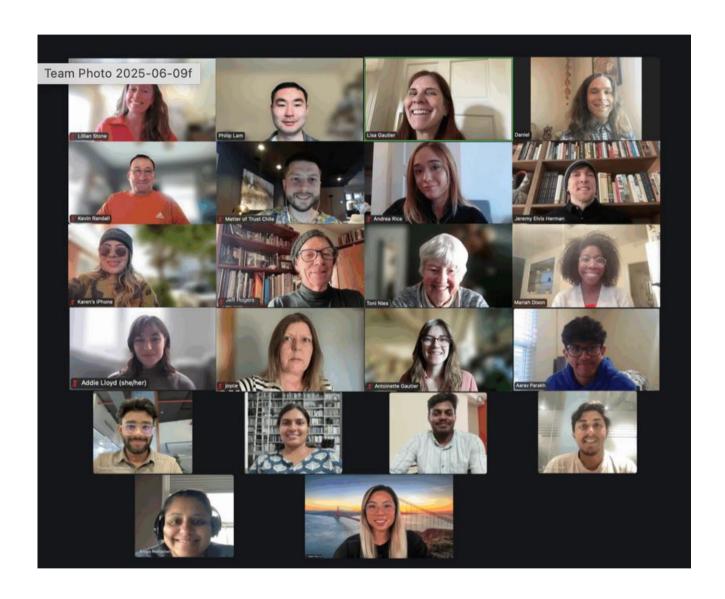
- Sara Morris, Kansas
- Sina Buell, Hawaii
- Tanya Stremler Matter of Trust Oklahoma,
- Terresa Casort Matter of Trust Idaho, Idaho
- Fecoprobe SA, Costa Rica
- Jimena Villegas TWM, Colombia
- Mariana Robrahn & Rafael Wagner, Brazil
- Mariano & Julian Matter of Trust Argentina,
- Mattia Carenini Matter of Trust Chile, Chile
- Nicolas Armando Elizalde Ecopelo Misiones,
- Ong Fio de Luz Alan Kardec de Mirand, Brazil
- Selene Estrach Proyecto Sirena, Venezuela
- Silvia Juliana Romero Quintero Green House Salon, Colombia
- William Marcelo Romo Pico Matter of Trust Ecuador, Ecuador
- Adele Williams Matter of Trust Wales, UK
- Amy Shapcott-Hall Matter of Trust Derbyshire,
- Charlene Rodriaues-Thieblemont Global
- Techni'physio Assocation, France Chelsea Knight Matter of Trust Edinburgh,

- Chrystalia Genethliou Hair for You & Go Zero Hair Ltd. Greece
- Daria Zudina EcoPath, Dubai

- Dimitris Gkirtzalis, Restia, Greece Fry Taylor Green Salon Collective, Ireland Itzel Sanclemente Matter of Trust Europe,
- Katharine Soucie Matter of Trust London, UK
- Lennart van Bolderick Boldwool,
- Magda Malinowska, Poland
- Mariam Larinde LarinLifestyle LTD, UK
- Marija Ivezic Matter of Trust WOLFIE, Croatia Max Rieswick, Germany
- Miila Hyokki Matter of Trust Nordic, Finland
- Moroccan University Club, Morocco
- Nuria Rodriguez Perez, Spain
- Octop'us, France
- Patrick Janssen, Belgium
- Roland Fourmentel Association Cetide,
- Sanni Heiskari Matter of Trust Baltic, Finland
- Stephanie Crechriou Hyppanie Essence & Felt CLC, I
- Svetlozar Dimitrov Z Club Saint Sofia Next Generation, Bula
- Sylvine Aupetit Collec'tif, France
- Thomas Keitel Hair HElp the Oceans,
- Thomas Leu, Switzerland
- Girigus Refaat Faransawy Human Hair Recycling, Madagasca
- Meloney Mitchell, South Africa
- Yassine Soussi Mulchair, Tunisia
- Eruul Tsever Amidral Healthy Clean Life,
- Harold John Laborte Capilli Trading Inc.
- Heather HuiTing Wee Matter of Trust Malaysia, Mala
- Leosaile Exports Private Ltd, India
- Man Jin Kim Sail Industry, South Korea
- MD Aftab Uddin Wig Bangladesh Limited House, Banglade
- Mod Nadzreen Hidayat Grain Corn Cultivation, Malaysia
- Nanako Hama, Japan
- Pierre Baudry, French Polynesia
- Rahul Gupta Matter of Trust India, India
- Rajesh Sharma Kesakambali Foundation,
- Sherry Li Freeland, Taiwan



# Cheers to a Planet-Friendly 2025!



Onward!

