

**VISION  
ZAMBIA**

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*Friends Helping Friends*

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**ANNUAL REPORT**

**31st Dec 2011 – 31st Dec 2012**

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The full Trustees' Statutory Annual Report has been prepared to meet the requirements of the Charities Commission. It is available on request or from our website:

**[WWW.VISIONZAMBIA.CO.UK](http://WWW.VISIONZAMBIA.CO.UK)**

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Welcome to the first VisionZambia annual report celebrating our work in the year 2012 and preparing to look forward to 2013. We would like to take this opportunity to thank our supporters and donors and also recognise the dedicated work of our trustees.



*Friends Helping Friends*

## STATEMENT FROM THE CHAIRPERSON

Welcome to our first annual report as the charity VisionZambia. We have changed our name from VisionAfrica because there is another charity registered with this name and we want to avoid any confusion. Our principles remain the same and our commitment to being Friends Helping Friends is as steadfast as ever.

I am honoured to be writing to you and honoured to be part of this team. Since we began as a small group in 2001 raising a few thousand pounds a year much has been achieved. We have grown into a fully-fledged charity attracting generous donations that have allowed us to complete many projects within Linda compound near Lusaka.

But this is getting ahead of ourselves since the focus of this report is 2011 – 2012. The highlights of this year were the start of the Community Hall at Linda Open Community School, the continuing support of the Mother of Mercy Hospice and Light of Hope clinic, and the setting up of an internet café at Linda Open Community School. This internet facility not only serves the teachers and students who can now research online, it also is an income generating activity for the school and regularly contributes a healthy sum to help with teachers' salaries.

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*The highlights of this year were the start of the Community Hall at Linda Open Community School, the continuing support of the Mother of Mercy Hospice and Light of Hope clinic, and the setting up of an internet café at Linda Open Community School.*

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We hope that the future will see us continuing to build our friendships with groups within Linda, and working with them to ensure our support for their aspirations as a community. We also want to be more professional in our communications, not only for our own effectiveness, but also so that a wider public can be aware of the steps we are taking.

We thank everyone who has contributed to our journey so far. What really touches us is that so many people from around the world have been involved in so many ways, and turned VisionZambia into an organization truly based on our motto: Friends Helping Friends.

*Best wishes, Sue Allen*

A handwritten signature in black ink that reads 'Sue Allen'.

# INTRODUCTION TO VISIONZAMBIA TRUSTEES

**SUSAN ALLEN  
(CHAIRPERSON)**



I was born in London and lived in Sri Lanka and Washington DC during my childhood when not in London, which set the scene for my interest in the wider world. Looking back a second major strand for me has been education both as a student and as a teacher of History, Yoga and Psychology of Vision.

After a career in educational publishing and teaching in a secondary school, I am now a trainer with Psychology of Vision. I teach in Europe and the Far East as well as the UK, which I enjoy greatly.

My father was always involved in International Development as an economist and for me VisionZambia

is a great opportunity to be part of my father's experience. I love visiting Zambia and renewing the friendships we have made over the years in Linda compound and within the VisionZambia team. I hope to continue my involvement for a long time to come.

When I visit Linda I recognise the massive need of the community and my passion draws me to the Linda Community School and to the women's groups; I find these so inspiring, so genuine and so hopeful that it feeds my soul and so I feel it is a worthy exchange for everything I do for VisionZambia.

**PATRICIA  
CAMPBELL-PARKER**



My involvement with VisionZambia came about after attending a life changing workshop (Psychology of Vision) some 10 years ago and hearing of the plight of the Linda community. Without basic equipment in the hospice and most disturbing of all, using water from diseased, shallow wells. I felt the least I could do was join forces with friends and help raise funds to help supply the hospice and maybe help the community dig a 'fresh' water well.... Well, that dinner in Forest Row is now history and here I am.

I was born in Kingston Jamaica, and now live in Kingston-upon-Thames, with Mike and our two boys Harrison and Stefan. My mother and I travelled to the UK (as did many Jamaicans) in the early 60's.

My early years were spent in the beautiful county of Gloucestershire, but before long, like most teenagers I was keen to head west to the bright lights of London, and choose to study Nursing just outside, in Kingston... I qualified as a Registered nurse in 1982 and went

on to work in Pediatrics then chose to specialise in Cardio-Thoracics.

However, I still had a nagging childhood dream to become an Air Stewardess. So, starting with British Caledonian followed by British Airways I spent 14 years enjoying travelling the world, engaging with many new and exciting cultures including many trips to Africa.

During these years I was able to study and experience many naturopathic therapies with the time 'down route' allowing me to complete my studies, especially, I remember the occasions of being wide awake through the night in Japan with just CNN to keep me company! My hobby and passion soon became a business, which I now practice around family life and trips to Zambia.

I look forward to and enjoy the team visits to Linda, especially meeting with the women's groups, working together supporting, empowering and making life a little more comfortable for the whole community.

**MIKE PARKER**



I was born in the UK and have spent most of my life in the south London area working in the construction industry and running my own building company.

I was asked by my wife Patricia, who was already involved with VisionZambia to take a look at a fresh water project VisionZambia wanted to undertake,

I helped with this and have worked with VisionZambia ever since. I find the work very rewarding, and enjoy the contacts we have made over the years.

**JULIE WOOKEY**



I am a farmer's wife and personal development trainer and live in Wiltshire, UK. I am 54 years old and was educated in the UK. I have been involved since the idea of VisionZambia first came about. I was invited out to deliver a personal development training in Lusaka with the company I work for, The Psychology of Vision, and saw the impact this training made on its 93 Zambian participants and decided that I wanted to commit to delivering workshops in Zambia as part of my life's work. To help local Zambians cope with their everyday lives and have a brighter outlook on life in general was my original goal.

During this trip I also visited an AIDs hospice in Chilanga and Linda compound and it was after these visits that I realised that there could be a much

larger vision for helping many different projects and groups of people in the Lusaka area. With the team of people we had to volunteer in the UK, and our ability to fundraise, I knew it would be possible to start a focussed and successful form of support.

With a nursing background I am always drawn to help in the general health of people and with my training in psychology I am interested in people and how to improve their psychological well being. I also deliver trainings worldwide and fundraise to support our work in Zambia. There have been generous donations from many participants at these events. It is great to meet the challenge of the work we do, make a difference, and see it happening for those we are committed to helping in Zambia.

**JEFF ALLEN**



Every visit I make to Zambia feels like going home because I was born in Kenya. I just love everything about it, the sunsets and the sunrises, the rivers, the animals, and the energy of this unique place. I feel so privileged to be able to help and to be welcomed into the heart of the community.

It is a source of joy to see how Linda has changed over the years, to see the area grow in health, education and community. I am always so spellbound by the resilience of the people in

Linda and their ability to find joy and gratitude in so little. They are a lesson to us all in the West.

For the past 25 years I have been involved with Psychology of Vision and it was through this work that I went back to Africa. While doing seminars around the world I have been able to ask participants for help and donations. People have given generously and we always remind them that the people of Linda are so grateful not just for the donations but also that others in many

## JEFF ALLEN (CONTINUED)

countries around the world know of them and are willing to support them in any way that they can. It fulfils our motto, which is also a Psychology of Vision motto of 'Friends Helping Friends'.

I continue to want to do all I can to be part of this journey and while I might

falter at times I cannot think of anything I would want more to be part of. To be in relationship with people who live in a world of such extremes appeals to me now as it did in my childhood, for Africa is a very special place.

## COSSIE FINDLAY



My relationship with VisionAfrica, now VisionZambia, started at its conception. I had spent several years with my husband Noble pursuing our dream to own our own business. Using Noble's amazing skills and my 'Girl Friday' talents we formed our own company called Autoworld Limited, which today keeps Zambia moving!

When Psychology of Vision started visiting Zambia in the late 1990s I was asked to find a worthwhile project for VisionAfrica. From that request was born the project to bring clean water to the 30,000 inhabitants of Linda Compound resulting in a profound drop in deaths from diseases born from dirty water. The fund VisionAfrica was born, which has now grown into a charity called VisionZambia.

In the years since then a wonderful journey of friendship, community,

empowerment and a huge learning curve has evolved. There have also been challenges tinged with frustration, delays, misunderstanding which all fades when one of numerous projects is either completed or has grown.

I have been described by many as a 'Jill of many trades!' I am very proud that from my enrollment in the 'University of Life' I have been blessed to collect a basket full of skills, serving me well with all the projects to which I have committed myself. These skills range from fundraiser/builder/negotiator/taxi driver/care provider/tough Mum. Together with the extraordinary generosity of Autoworld Limited, we have accomplished what we believed to be impossible. I am a committed trustee of the Mother of Mercy Hospice Trust and a trustee of VisionZambia

The journey continues.

## OUR STORY SO FAR

**Local Zambian champions and a team in the UK set up VisionZambia in 2001 with the aim of bridging two communities in partnership for the betterment of both. In 2012 VisionZambia began the process of registering as a charity.**

VisionZambia is dedicated to working with communities in Zambia to assist them in creating their own development. At present we work with a community called Linda Compound, situated 20km South of Lusaka. Approximately 25,000 people live in Linda and are challenged by a lack of basic services including health care, education and access to water and sanitation.

In addition to that HIV is pervasive in this part of Africa and many children are orphaned at a young age or cared for by their elderly grandparents.

VisionZambia believes that it is important that our UK community is in partnership with the Linda community, stimulating learning on both sides and bridging for the betterment of both.

### OUR MISSION:

VisionZambia is committed to building ongoing relationships with communities in Zambia and from these relationships answering the calls for help especially in regard to our charitable objectives that include:

- the advancement of education and training
- the relief of poverty through income generating activities which are self-sustaining
- the preservation and protection of health.

### OUR VISION:

VisionZambia believes it is important to contribute our energies to ensuring communities in Zambia enjoy success and equality, achieving their own aspirations and rediscovering the richness of their ancestral and cultural past.

### OUR PRINCIPLES:

VisionZambia was founded on the principles of Psychology of Vision. Many of our members and supporters are part of this community. Therefore we are committed to the following principles:

**Partnership and success** – When we are in partnership with others we are naturally successful because the dynamics of partnership, which are bonding, intimacy and balance, are also the dynamics of success.

**Effective communication** – The key to change and transformation is communication and transparency and we are committed to become more and more effective in all our communications with beneficiaries, donors and partners.

**Equality** – If we do not consider ourselves and others as equals we fall into the trap of sacrifice, which many of us hide by going independent and therefore creating co-dependency. There can only be love and sharing and support between equals.

**Integrity** – We value integrity, recognising its importance to us as individuals and as groups, because it is through being honest in every aspect of our lives that we discover our true nature, and the true nature of others.

**Service** – Our contribution to bettering humanity is an important aspect of everyone's purpose. Service requires giving unconditionally.

### WHAT WE DO:

VisionZambia is a UK based charity that fundraises in the UK, Europe, Canada and the Far East. Our fundraising avenues so far have been individual donations and collections at group workshops with the Psychology of Vision community.

Moving forward we would like to continue with these two funding sources and additionally apply for funding from trusts and grants for our work with Linda Compound. The UK team will work to facilitate fundraisers from our supporting community.

## WORKING WITH OUR PARTNERS

The work that VisionZambia supports couldn't be achieved without our partners in Linda Community. These are the organisations that VisionZambia builds relationships with in order to support the wider community in Linda.

### LINDA OPEN COMMUNITY SCHOOL



Linda Open Community School is currently managed by Headmaster Reverend Mema Mwandila. There are approximately 1,860 children at the school which is part of ZOCS, the Zambia Open Community Schools network. The function of a community school is to support all of the children who cannot go to local government schools for economic or social reasons. This means that the school has a higher than average population of vulnerable students at 582 with 350 double orphans. Double orphans are those children who have lost both of their parents at a young age, typically due to HIV/Aids.

VisionZambia has been supporting the school with teachers' salaries, books, resources and buildings for the last 9 years. More recently we have been focusing on income generating activities. These include a hammer mill, an Internet café and the use of a community centre.

Moving forward into 2013 VisionZambia would like to continue working with LOCS helping to provide more learning resources for the students including local books, equipment and sports facilities. Additionally VisionZambia is committed to paying a proportion of the teachers' salaries and considering supporting teachers to advance their teaching skills. Lastly VisionZambia would like to support the school through the Friends Helping Friends Community Centre, assisting the management committee to set up systems to manage the building and its income responsibly.

### FRIENDS HELPING FRIENDS COMMUNITY CENTRE



The Friends Helping Friends Community Centre (FHFCC) was undergoing construction throughout 2012 with the aim of being handed over to the Friends Helping Friends Community Centre Committee (FHFCCC) in 2013. The FHFCCC is made up of three representatives of the Linda Open Community School and three representatives of the Linda Women's Association. The FHFCC is a large structure situated on community land very close to the school, which can be used by both institutions for events, activities, training, community development and financial income.

VisionZambia representatives sit on the board of the FHFCCC and act as partners when needed.

We would like to continue to build and equip the FHFCC until we can open it in 2013. We would also like to work with the FHFCCC to ensure that funds that are made from the use of the hall are put towards the maintenance of the facility. This will ensure that the hall can run well for years to come and can cultivate an attitude of responsibility and sustainability in the community.

### LINDA WOMEN'S ASSOCIATION



The Linda Women's Association (LWA) is an umbrella body of women who represent different groups in Linda. The women's groups are typically made up of 15-25 people engaged in income generating activities including herb growing, farming, pottery, knitting, arts and crafts and selling goods. The groups regularly save money that they reinvest in various ways.

The LWA will use the FHFCC as a place to engage in their income-generating activities and receive training. They look forward to growing to incorporate other women and sharing their time and experiences. With their profits the LWA aims to support their families and also the wider community especially the vulnerable children and elderly people with care, nutrition and activities.

VisionZambia are very excited about the future of working with the LWA and would like to continue to support these entrepreneurial women with their activities. There is scope for VisionZambia to assist with trainings for the LWA in accounting and book keeping, health and nutrition, marketing and self promotion, kitchen gardens and community welfare. Additionally VisionZambia is looking forward to helping the women with micro-loans and assistance with their business ventures. We hope that in 2014 we can work with members of the LWA on agriculture and water cleaning solutions.

### CASE STUDY

Tiyende Pamozi is a group of 23 women who live in Linda. They are one of four groups in total at the moment who make up the Linda Womens Association. Tiyende Pamozi are engaged in farming, baking, knitting, sewing hand bags and keeping chickens. They help the double orphans that live close to them by paying for their school fees and take extra food to widows and elderly people in their community. They charge each member 20KW (23p) per year to be members of the group. Mainess Haminda, a member of the group said:

“ Our goal is to make sure that our children are looked after properly and not to have a lot of mothers just sitting in their homes doing nothing. At least they should have their hands engaged, no! ”

The women of the Tiyende Pamozi group are engaged and ambitious, they want trainings from VisionZambia in catering, tailoring, accounting and marketing their products so that they can sell them at higher prices. This is something VisionZambia is planning to support in 2013.



## THE LIGHT OF HOPE HEALTH CLINIC



John Shawa is a light of hope in the community and he runs the Light of Hope Clinic for the health and well being of the community. For over eight years we have provided his clinic in the heart of Linda compound with drugs and HEPS (High Energy Protein Supplement) that he distributes to the sick and for children under five. Elderly people or those suffering in the later stages of HIV find it hard for their bodies to cope with the ARV

drugs because they are malnourished. The HEPS really helps their bodies to cope.

John has a number of committed volunteers at his organisation and uses them to deliver health information to the community through workshops and outreach care giving. Additionally John provides care, nourishment and information to those who are diagnosed with HIV.

The Light of Hope Health Clinic also supports young men and women with their sports recreation. The clinic manages one male and one female football team which both play in a local league. The male football team was supported by VisionZambia in 2012 and we aim to start the female football team in 2013. This motivates, encourages and activates the young people keeping them away from drink, drugs and gangs. The football games provide rare community entertainment and a home game regularly attracts over 500 spectators.

### CASE STUDY

Kenneth has worked for Light of Hope Clinic since 2008 and this is the story of how he came to be a volunteer caregiver.

“ My daughter Mubanga Zimba was my first born child. She was married to a man in 2000 and then her husband died in 2001. We didn't know what killed him, it was just a sickness. She came back to our home. Four years later she began to get sick and then in 2007 that is when she became very sick. I began to suspect that she came into contact with HIV. I was trying to convince my wife she should go for testing but my wife was refusing. She was afraid of the stigma.

One of the caregivers at Light of Hope Medical Centre called Mrs Theresa Chirwa came to my home and did some counseling with my whole family. My daughter was so sick. She couldn't even walk. Eventually she went for testing at Chilanga Hospice and there she found that she was positive. She wouldn't accept that she was HIV positive. Still more caregivers from Light of Hope came to counsel and support my daughter until, slowly she came to accept that she was

*living with a terminal illness.*

*She started treatment. She had both TB and HIV. That time I cared for her – I was at her bedside for one week. She stayed in Chilanga hospice for almost two months and two weeks. They were giving her medication and ARV drugs. After a long recovery period she is stabilised on the drugs and feeling much better, so much so that she owns her own small business – she is selling some vegetables and fish at the market. She buys a large pack of mealie meal and then she packs it into smaller packages. She is doing fine, she has a few small challenges but she is doing fine.*

”

Because of the care and support that Kenneth's daughter received from Light of Hope Clinic he decided he could help other families by becoming a volunteer. Now he counsels people who are tested HIV positive and their families through their difficult times.

In the future VisionZambia hopes to extend our support for The Light of Hope Clinic. We would like to supply more HEPS and drugs to the clinic, support more sporting and engagement activities for the youth and work with them to collect baseline data about the health situation in Linda to inform our future projects.

## THE MOTHER OF MERCY HOSPICE, CHILANGA



The wards of the Mother of Mercy Hospice have been closed for 2 years due to a lack of national funding. The government is not willing to financially support the hospice which offers the only palliative care south of Lusaka. VisionZambia has been supporting the outpatient clinic at the Mother of Mercy Hospice by paying salaries. This outpatient service supports over 2,000 sick people in the community with ARV treatment and offers the only local testing and support facility for HIV.

VisionZambia will continue to support the Mother of Mercy Hospice into 2013 with salaries and drugs so that this much needed work can help the wider community. Additionally we will also help them lobby the Zambian government for municipal support for their services.

## TWIGWILINZANE PAY IT FORWARD SCHEME



Three women have been working on a Pay it Forward Scheme for 4 years. The women buy a family a rabbit, chicken or goat and the families raise the animal. When it has babies the family gives one of their new animals to a similar family and in this way the scheme goes on and helps families one by one. This project has helped 54 families so far and continues in a strong way. VisionZambia have supported this group with seed capital and ongoing support.

## OLD PARTNERSHIPS

### LINDA WATER ENTERPRISE

When we first started working in Linda there was a very poor water supply in the community. People fetched their water from shallow wells and often contracted cholera.

Our first joint project with Linda Water Enterprise was to supply a more powerful borehole pump for the single borehole existing at the time. We overhauled the storage tanks and upgraded the control valves. By the end of 2003 the system became more robust and consistent, and was able to deliver clean water to many more people.



In 2006 VisionZambia and Linda Water Enterprise embarked on a more ambitious expansion, drilling a second borehole and installing three 10,000 litre storage tanks. This fed water to a whole new area of Linda Compound, including a number of standpipes in Zone 4b, the most isolated area of Linda.

In 2009 VisionZambia drilled a third borehole at Nagatingi which completed the coverage of the majority of Linda compound. Our donors enabled us to supply the borehole, pumps, tanks, and standpipes, plus the electricity supply needed.

By the end of 2012, Linda Water Enterprise was being slowly incorporated into Lusaka Water and Sewerage, the municipal authority. It is getting recognition and municipal support for maintaining the infrastructure and therefore entering a new phase in its development.

## CORPORATE PARTNERSHIPS

### AUTOWORLD



Autoworld is a socially responsible Zambian auto parts company which has supported VisionZambia from its inception. We are very honored and proud to be affiliated with this accomplished and high profile company and we look forward to establishing more projects with them in the future.

## STRUCTURE, GOVERNANCE AND MANAGEMENT

### ABOUT US

VisionZambia has one part time member of staff who acts as the Project Manager and also six trustees. For 50 hours a month VisionZambia rents a communal working space in London called 'The Hub' in Westminster. However VisionZambia's registered address is in Wiltshire. This is because the founding organisation of VisionZambia, VisionWorks Life Skills Ltd, is registered in Wiltshire at the same address.

Five trustees of VisionZambia live in the UK and one lives in Zambia. We have a strong focus on our accountability and that of our partner organisations. A representative of VisionZambia visits our partners in Linda Compound three times a year as close as possible to January, May and September. These visits are to gain information from our partners about the progress of their projects and the effects on the wider community. VisionZambia also collects new funding requests at this time. Partners must deliver accounts on the monies provided before new finance can be distributed.

In 2013 to increase our accountability and transparency VisionZambia will investigate signing up to quality assurance programmes such as PQASSO and joining professional bodies including The Fundraising Standards Board and Bond.

When VisionZambia trustees visit Zambia they donate their time but their expenses are paid by the charity.

After the visits the VisionZambia team and trustees meet in the UK to communicate about the situations of our partners in Linda and agree upon our current projects and future funding plans. We put our relationships with our partners at the core of VisionZambia activities and place a high value on engaging, communicating and spending time with them.

## REVIEW OF 2011-2012

### IN 2011-2012 VISIONZAMBIA:

- Supported the creation of the LWA meaning that Linda has a registered association for women and their development
- Build the FHFCCC for the LWA and LOCS
- Delivered heps and drugs to The Light of Hope Clinic
- Supported the boys football team
- Contributed to teachers' salaries for LOCS
- Created an Internet café for LOCS
- Maintained the outpatient clinic at The Mother of Mercy Hospice by contributing to drugs and teachers' salaries
- Created a new website and started online social media channels. The website branding has been updated and the ability to donate online has been expanded.
- Appointed their first administrator who has now advanced to project manager for VisionZambia.

## LOOKING FORWARD - OUR FIVE YEAR PLAN

VisionZambia is excited about the next five years. We have funding that can dramatically affect the lives of the people in the Linda compound.

During 2012 VisionZambia has been focusing energy on installing accountability and reporting systems so that money can be delivered and accounted for more accurately. This is expected to be reinforced in 2013. Once the accountability of our partners in Zambia can be assured we can proceed to deliver projects that aim to support the wider Linda community. We are aware of our accountability to our donors and want to ensure the money that they give is used in the most effective way.

**To complete our aims we have five key areas of development:**

1. To support and encourage the LWA to grow and develop in a sustainable way for the benefit of the wider community
2. To increase our provision of basic health care
3. To support the advancement of education for the most vulnerable students
4. To work to enable income generating projects to be profitable and sustainable
5. To support agricultural progress through renewable sources and to engage in further projects that ensure water security.

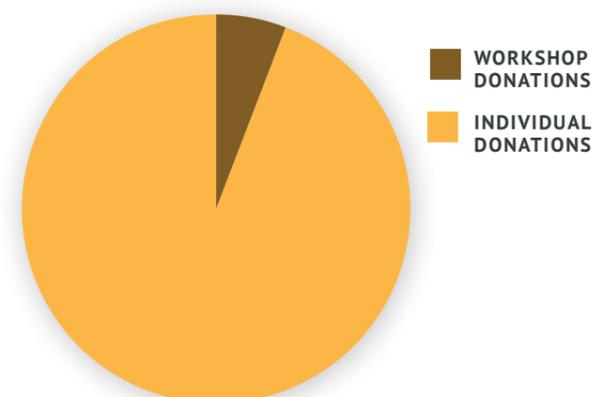
**For our work in the UK we also have five key strategic goals. These include:**

1. Building our supporter base in the UK and Europe to drive individual donations that are supported by gift aid
2. Increasing our accountability and transparency to donors and beneficiaries
3. Increasing our membership to professional international development bodies and creating partnerships for beneficial development in Zambia
4. Gaining baseline data in order to measure our impact in Linda Compound and developing key performance indicators to measure our progress
5. Maintaining constant communication with our beneficiaries and friends in Zambia.

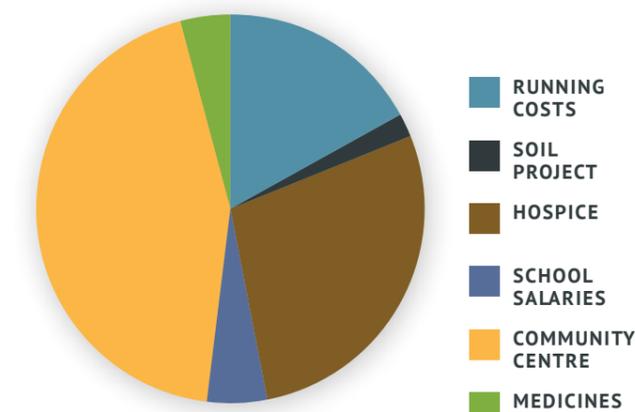
## FINANCIAL REVIEW

Overview of income and expenditure from 31st December 2011 to 31st of December 2012

### 2012 INCOME

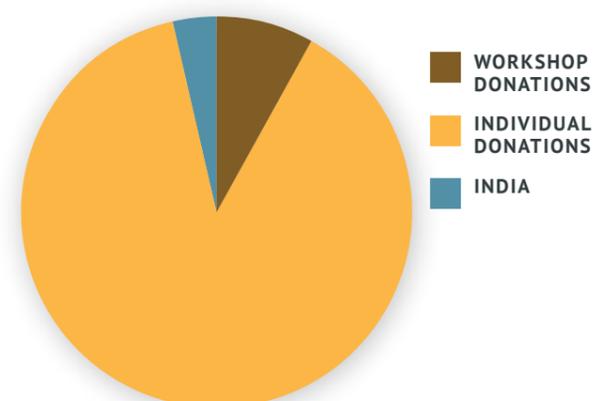


### 2012 EXPENDITURE

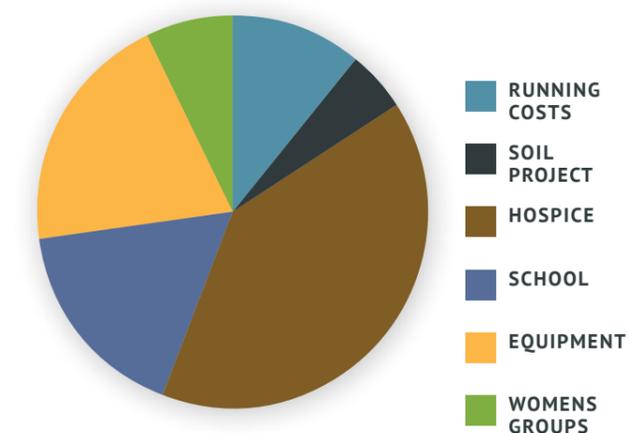


Overview of income and expenditure from 31st December 2010 to 31st December 2011

### 2011 INCOME



### 2011 EXPENDITURE



## PRINCIPLE SOURCES OF FUNDRAISING

VisionZambia's principle sources of income in 2012 were:

- Individual donors
- Workshop donations.

Moving forward into 2013 and 2014 we would like to diversify our funding sources by applying to trusts and grants, supporting fundraising events and reclaiming tax on individual donations.

2011	TO THE NEAREST £
Workshop donations	16,305
Individual donations	177,340
India	6,800

2012	TO THE NEAREST £
Individual donations	107,121
Workshop donations	6,513

In 2012 our income decreased by 44% from our income in 2011. Our individual donations decreased by 40%. Additionally our workshop donations have decreased by 61%. This is primarily due to the fact that there has been nobody working consistently on VisionZambia and very little reporting of our progress was being handed to our donors. We are hoping to increase the amount donated in 2013 so that it is back to the 2011 levels.

VisionZambia spent £75,433 in 2011 and £105,030 in 2012, this is an increase of £29,597. The primary reason for this increase was the work that began on the FHFCC.

VisionZambia has committed to three staff visits per year which has slightly increased the actual amount of our running costs additionally we have been spending money on internal organisation, communications, legal and web and design work to increase our public profile and access to new revenue streams. However even with that our running costs in 2012 were a smaller % of our spending than in 2011. This is primarily because we spent more on our projects in 2012.

For 2013 VisionZambia would like to be enrolled into the Fundraising Standards Board Scheme 'give with confidence' who will vet the organisation and ensure that we are a charity that people can give with confidence to.

## INVESTMENTS AND INVESTMENT POLICY

On the 6 July 2011 VisionZambia invested £150,000 through financial adviser Paul Scott of Strategic Financial Solutions. The Policy is with Aegon Scottish Equitable Management.

We took the decision to invest some funds so that there would be a return on some of the donations given to VisionZambia, and also to spread the funds instead of having them all in one bank account. This amount is accessible at any time although we understand that the longer the investment the greater the return.

The value as of Sept 30 2012 is £151,991.08 – we don't have the figures for the end of 2012 but these will be published in the 2013 annual return.

[www.aegon.co.uk](http://www.aegon.co.uk)  
**Paul Scott**  
[info@sfs.uk.com](mailto:info@sfs.uk.com)

## STATEMENT OF TRUSTEES' RESPONSIBILITIES

The Trustees are responsible for preparing the trustees' report and the financial statements in accordance with applicable law and the United Kingdom Accounting Standards. The law applicable to charities in England and Wales requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charity and of the incoming resources and application of resources of the charity for that period. In preparing these financial statements the trustees are required to:

- Select suitable accounting policies and then apply them consistently
- Observe the methods and principles in the charities SORP
- Make judgements and estimates that are reasonable and prudent
- State whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements.
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in operation.

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 1993, the Charity (Accounts Report) Regulations 2008, and the trust deed. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities. The trustees are responsible for the maintenance and integrity of the charity and financial information included on the charity's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

For our 2012 annual report we have not employed an independent auditor to report on our financial statements. This is not required by the charity commission at this point. For our 2013 annual report we will be getting an independent auditor to report on our financial statements and this will be published here.

# ACCOUNTS

Period start date: 1/1/2012 | Period end date: 12/31/2012

## RECEIPTS AND PAYMENTS

	UNRESTRICTED FUNDS	RESTRICTED FUNDS	ENDOWMENT FUNDS	TOTAL FUNDS	2011
	to the nearest £	to the nearest £	to the nearest £	to the nearest £	to the nearest £
<b>RECEIPTS</b>					
Workshop Donations	6,513	-	-	6,513	16,305
Donations	107,121	-	-	107,121	177,340
India Project	-	-	-	-	6,800
<b>SUBTOTAL (GROSS INCOME FOR AR)</b>	<b>113,634</b>	<b>-</b>	<b>-</b>	<b>113,634</b>	<b>200,445</b>
<b>ASSET AND INVESTMENT SALES</b>					
<b>TOTAL RECEIPTS</b>	<b>113,634</b>	<b>-</b>	<b>-</b>	<b>113,634</b>	<b>200,445</b>
<b>PAYMENTS</b>					
Travel expenses	3,560	-	-	3,560	4,868
Staff costs	4,540	-	-	4,540	-
India Project	1,401	-	-	1,401	3,907
Sister of Mercy Hospice	30,000	-	-	30,000	30,000
School salaries	6,000	-	-	6,000	6,000
Community Centre	47,600	-	-	47,600	-
HEPS	4,000	-	-	4,000	-
Lusaka expenses	2,569	-	-	2,569	-
VW for Life	2,591	-	-	2,591	-
Equipment	518	-	-	518	14,535
Legal	660	-	-	660	-
Website	700	-	-	700	-
Bank charges	891	-	-	891	1,276
School projects	-	-	-	-	4,105
Electric fence	-	-	-	-	3,640
Women's group	-	-	-	-	2,610
Wisdom foundation	-	-	-	-	3,178
Other expenses	-	-	-	-	1,314
<b>SUB TOTAL</b>	<b>105,030</b>	<b>-</b>	<b>-</b>	<b>105,030</b>	<b>75,433</b>
Investment	-	-	-	-	150,000
<b>SUB TOTAL</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>150,000</b>
<b>TOTAL PAYMENTS</b>	<b>105,030</b>	<b>-</b>	<b>-</b>	<b>105,030</b>	<b>225,433</b>
<b>NET OF RECEIPTS/ (PAYMENTS)</b>	<b>8,604</b>	<b>-</b>	<b>-</b>	<b>8,604</b>	<b>-24,988</b>
<b>CASH FUNDS LAST YEAR END</b>	<b>116,868</b>	<b>-</b>	<b>-</b>	<b>116,868</b>	<b>141,856</b>
<b>CASH FUNDS THIS YEAR END</b>	<b>125,472</b>	<b>-</b>	<b>-</b>	<b>125,472</b>	<b>116,868</b>

## STATEMENT OF ASSETS AND LIABILITIES AT THE END OF THE PERIOD

DETAILS	UNRESTRICTED FUNDS	RESTRICTED FUNDS	ENDOWMENT FUNDS
	to the nearest £	to the nearest £	to the nearest £
<b>CURRENT ACCOUNT</b>	125,472	-	-
<b>TOTAL CASH FUNDS</b>	125,472	-	-
<b>(AGREE BALANCES WITH RECEIPTS AND PAYMENTS ACCOUNT(S))</b>	OK	OK	OK



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