



**VISION
ZAMBIA**

Friends Helping Friends

ANNUAL REPORT

1st Jan 2017 – 31st Dec 2017

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

Welcome to the sixth VisionZambia annual report celebrating our work during the year 2017 and looking forward to 2018. We would like to take this opportunity to thank our many supporters and donors and to recognise the dedicated work of our trustees.



Friends Helping Friends

STATEMENT FROM THE CHAIRPERSON

As trustees, our central commitment is to identify practical, sustainable and achievable solutions to some of the problems faced by the community in Linda township near Lusaka, and to implement them to the best of our ability.

2017 was a year of expansion for VisionZambia's core group of trustees. We added two new members: Georgia Horton came on board in August and Sandra Kasonso joined us in November. Georgia grew up in Zimbabwe and now lives in Kent with her partner. Sandra lives and works in Lusaka, Zambia. Together they add significant experience and familiarity with Africa and we look forward to working together with them.

To help us with this aim we also welcomed Ghika Savva-Coyle as our new Project Manager in May 2017. Over this year she has embraced the challenge of keeping us informed and in line, communicating between stakeholders and trustees and ensuring decisions are implemented on the ground - no small tasks any of them!

One of our founding trustees, Cossie Findlay, retired from the team after many years of dedicated and indispensable service. As a Zambian resident her wisdom and knowledge guided us through many challenges and we will always be grateful for her heartfelt friendship.

2017 was also an outstanding year of success for Linda Community Primary School. Under the leadership of Doreen Nzila the school has become a genuine place of learning, raising literacy and numeracy standards and attracting more pupils as well as the attention of the local education board. We have committed to help Doreen with her vision of expanding the school to house secondary pupils so that the vulnerable children who cannot afford government school fees can continue their education. We are fortunate to have the support of a dedicated group from Malaysia who are also excited to see the school take this next big step, which we hope will complete sometime in 2018.

We look forward to working more closely with Shannon Donors from Ireland, who have made a massive contribution to the school. An African saying we often quote is, "if you want to go fast, go alone; if you want to go far, go together." As we continue we hope to work more collaboratively with others to fulfil our deep desire to make a difference.

Best wishes,

Sue Allen

INTRODUCTION TO VISIONZAMBIA TRUSTEES

SUSAN ALLEN (CHAIRPERSON)



Susan was born in London but lived in Sri Lanka and Washington, as her father was involved in international development as an economist. After a career in educational publishing and teaching history in secondary schools, Sue became a trainer with Psychology of Vision. She is particularly drawn to supporting the Linda Open Community School and the women's groups.

JEFF ALLEN



Jeff was born in Kenya and has a passion for Africa. He has been a trainer with Psychology of Vision for over 25 years. With his wife Sue he is the author of several books, and he lectures all over the world. Jeff was also closely involved in bringing clean water to Linda and is delighted to note the resulting profound drop in deaths from diseases born from dirty water.

PATRICIA CAMPBELL-PARKER



Patricia was born in Kingston, Jamaica and came to the UK in the early 1960s. She trained as a nurse then switched careers to become an air stewardess, which took her to Africa on many occasions. More recently, Patricia set up her own practice as a natural therapist. She is passionate about 'friends helping friends' to make life more comfortable for the Linda community.

RUTHIE ALEXANDER MORGAN



Ruthie has mostly worked in education in the UK, specialising in emotional wellbeing and Mindfulness meditation. She is now teaching Mindfulness in a hospice in Wiltshire where she lives. She has been a volunteer with the Samaritans for many years, and feels passionately about providing support for young people around their emotional and mental health.

DAVID WARD



David was born and raised in London, but has a passion for travelling. He has worked in marketing for over ten years across a number of industries including software companies and financial services. David has joined VisionZambia to support the great work the team is doing by employing his skills in data driven marketing and communications to help make a difference for those who need it most.

GEORGIA HORTON



Georgia is an artist with a passion for finding pattern in natural forms. Born and raised in Africa she has worked in Florence, Cape Town, Botswana and Zambia. She moved to London in 2003 and now runs a stone business with her partner Mark in Kent. She is interested in people being given the opportunity to learn creatively, appreciates ingenuity, sustainable systems and has a deep love for Africa, nature and people.

SANDRA NDONA KASONSO



Sandra was born in Kitwe and raised in Lusaka. She is passionate about social entrepreneurship, educating less privileged children, and empowering women by providing a source of income through her social business, Magic Hands of Africa, or providing interest free loans to invest in their businesses. She works full time for an education technology company that uses technology to provide quality education for primary school children.



Photo credit: Georgia Horton

OUR STORY SO FAR

VisionZambia was set up in 2001 by local supporters in Zambia and a team of friends from the UK and was registered as a charity in 2013. This partnership between two countries and two communities was created with the aim of enriching the lives of both.

VisionZambia is dedicated to working with communities in need in Zambia to help them prosper. At present we work with a large community in Linda, near Lusaka. Approximately 45,000 people live in Linda and most are challenged by a lack of basic services including health care, education and access to water and sanitation.

HIV and TB are 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 to work in partnership with the Linda community, so that both groups can develop and learn from the relationship.

OUR MISSION:

VisionZambia is committed to building ongoing relationships with Linda community in Zambia in regard to our charitable objectives, which are:

- 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 devote our energies to ensuring communities in Zambia enjoy success and equality, whilst 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 becoming increasingly 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. There can only be love, sharing and support between equals.

Integrity – we value integrity, recognising its importance to us as individuals and as a group. It is through being honest in every aspect of our lives that we discover our true nature and the true nature of others.

Service – A contribution to bettering humanity is an important part of everyone's purpose. Service requires giving unconditionally.

WHAT WE DO:

VisionZambia is a UK-based charity that raises funds in Europe, Canada, China and Malaysia as well as in the UK, to support its activities. The main source of our support has traditionally been from individual donors and attendees of Psychology of Vision, now Visionworks for Life workshops.

We are in the process of widening our sources of income through dedicated fundraising campaigns. By diversifying our income streams we aim to create long term stability for the projects we support. We also plan to apply to Trusts and Foundations for grants for our work in Linda. Friends of VisionZambia is a new group that has been formed to support the work of the charity.

WORKING WITH OUR PARTNERS

VisionZambia builds relationships with our partners in Lusaka to support the wider community. These are the key organisations that we work with and highlights of their activities this year.

LINDA OPEN COMMUNITY SCHOOL



Linda School is thriving under the leadership of the dynamic Headteacher Doreen Nzila. Since her arrival two years ago with the aim that the school should be both inclusive and a centre of academic excellence the school has grown to accommodate 1505 pupils (762 boys and 743 girls) and exam pass rates have risen sharply. In 2015 the pass rate was 57% at grade 7 and 27% at Grade 9. By 2017 these rates had risen to 97% pass rate at grade 7 and 95% pass rate at grade 9.

VisionZambia supported the purchase of equipment for the two new science labs built by the charity Build It International. This facility has added value to the school, improved learner performance and motivated teachers as teaching is no longer in the abstract, but pupils can be engaged in practical demonstrations of science making learning more meaningful.

In 2017 Linda School started to operate as an official examination centre, which means the older children no longer have to walk 10km to the nearest exam centre, and brings in additional funding.

Support from VisionZambia has also enabled the improvement of the water facilities so that pupils are using safe water and flushable toilets. Despite the school being in a cholera prone area there has not been any incidences of cholera even during the recent serious outbreak in Lusaka.

There has been a strong focus on literacy and mid-year analysis indicated that for learners in Grades 1 to 4 reading levels were improving. However, for learners in grades 5 to 9 reading levels were not as impressive. This poorer literacy in pupils aged from 11-19 was addressed by management by improving literacy instruction, providing intensive remedial sessions for weak and struggling readers, improving the library facilities, buying more text books to improve the pupil book ratio (currently 1:5) and by creating attractive open air reading areas.

Pupils attending Linda school come from impoverished homes, impacted by HIV/AIDS, and where their parents are alive they will be working as house maids, gardeners, farm workers, etc which are the lowest paid jobs in Zambia. Education has the potential to enable these children to achieve a better future than their parents.

Currently the school is only able to offer education up to Grade 9 and there is no senior secondary school in the compound. Many children are unable to cover the long distance to the nearest secondary school or cannot meet the financial cost and they then languish in the compound falling prey to early marriage, prostitution, drug abuse, teen pregnancies, etc.

In 2017 the school outlined their intention to build three classroom blocks to offer grades 10-12 which will potentially transform the lives of these children offering them the opportunity to gain better employment in the future. The aim is to start the building programme in 2018.



MOTHER OF MERCY HOSPICE



VisionZambia covers the running costs, including supporting nineteen staff, that enables this clinic to provide free palliative care to patients with TB and HIV/AIDS. After the refurbishment and building work of last year the final part of the project will be the installation of the much needed X-Ray machine, donated by the Beit Trust, in the spring of 2018 when the Hospice will be able to start radiology services.

The new partnership with AIDS Healthcare Foundation (AHF) a Los Angeles based provider of HIV prevention services, testing and healthcare has begun. AHF are supporting the ART clinic providing a new HIV medical officer, counsellor, nurse and data entry clerk for three years along with some equipment and drugs. The ART service is used by over 2000 outpatients.

VisionZambia's fundraising campaign, focused on the Hospice, continues to raise funds to support this vital service for the most vulnerable people in the community.

The Hospice runs an outreach programme several times a week taking medicines and food to patients in the poorest parts of the community who are too weak or live too far away to make the journey. VisionZambia trustees accompany Sr Jeremia when they visit Lusaka and are able to observe this invaluable work at first hand.

In 2018 the Hospice is planning to build an extension to provide a separate TB isolation ward.

WOMEN'S GROUPS SAVINGS AND LOANS



VisionZambia continues to support Mainess Haminda as co-ordinator of the Women's Savings and Loans groups. In 2017 the Trustees enabled Mainess to access a computer course to support her and improve reporting of this project. The original groups Tiyyende Pamodzi Chikondi/Lusapila, Light of Hope, Fiwamina Abanthu, and Mangana entered their third year of saving together and continued to meet regularly. A new group Happy Women, made up of members of the School PCSC, started saving. Many of the groups are also continuing to develop their businesses.

LUSAPILA

On the advice of the Trustees the Group joined the Zambian Chicken Keeping Association for guidance on building their business. One of their concerns was that eggs were being lost in skirmishes between the chickens and they were advised to invest in an incubator. One of the donors to VisionZambia kindly funded an incubator which Jeff and Sue bought and helped to install during their visit in October. Lusapila now has over 100 chicks and chickens which they are rearing as village chickens – effectively free range and natural. Lusapila continues to benefit from this advice and has recently built ladder runs in the chicken house to support roosting.

FIWAMINA ABANTHU

This group has created innovative products, under the leadership of the dynamic Chair, Miniver Chalwe, including the 'green' briquettes and the menstrual pads now awaiting government approval to be commercialised. Miniver has further projects planned involving different technologies including water purification and cassava processing.

VisionZambia donated funds to support the Group's main priority in 2017; running adult literacy classes.

TWATASHA

The women of Zone 8 are now Twatasha Group (We are thankful). Members contributed 10 kwacha each to buy seeds to grow Indian spices and kale. Plant sales raised 200 kwacha and proceeds will buy material to make uniforms using sewing machines donated by VisionZambia. When the hand pump in Zone 8 broke in the Spring, they were concerned that the new crops would fail; VisionZambia donated the necessary funds to fix the pump.

THE LIGHT OF HOPE HEALTH CLINIC

VisionZambia supports Light of Hope to offer a range of health and welfare services to support the local community.

In 2017, Light of Hope continued to provide nutritional support to the vulnerable under-fives and elderly members of the community with HEPS (High Energy Protein Supplement), Kapenta (sardines) beans and mealie meal. The Clinic runs a baby weighing session each week, monitors infants' development using growth charts and offers nutritional support and guidance where necessary.



There was a greater focus in 2017 on the provision of VCT (Voluntary Counselling and Testing) services to help people determine their HIV status with over 800 clients being advised and tested. The Clinic holds sessions three times a week, offers a door-to-door service and attends sporting and other events to offer accessible, yet confidential, testing to this community which is so impacted by HIV/AIDS.

John Shawa is the founder of Light of Hope and VisionZambia's local coordinator. As well as managing these programmes he supports the women's groups who are developing and running their own businesses.

SPORTS TEAMS

The Sports teams are run with great enthusiasm and drive by two coaches, Josphat and Roderick who send regular updates back to our office in the UK. The football and netball teams engage the young people in purposeful activity. The coaches regularly speak to the teams about channeling their energies positively and support them to develop collaborative ways of working together. This programme aims to combat the dangers of drink, drugs and criminality that these young people could be susceptible to in an environment where there are limited opportunities for work and education. Additionally, the community continues to support the teams with over 500 people regularly attending matches, so building community cohesion whilst developing the confidence of these young players.



Photo credit: Georgia Horton

STRUCTURE, GOVERNANCE AND MANAGEMENT

ABOUT US

VisionZambia has one part time member of staff who acts as the UK Project Manager, one member of staff in Zambia and seven trustees. VisionZambia's registered address is in Wiltshire because the founding organisation of VisionZambia, VisionWorks Life Skills Ltd, is registered in Wiltshire at the same address.

Six trustees of VisionZambia live in the UK and one in Zambia. We have a strong focus on our accountability and that of our partner organisations.

Representatives of VisionZambia visit our partners in Linda three times a year as close as possible to January, May and September. The purpose of these visits is 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 grants provided before new finance can be distributed.

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 report back on the progress of our projects and partnerships and agree on future funding plans. We put our relationships with our partners at the core of our activities and place high value on engaging, communicating and spending time with them.



Photo credit: Jeff Allen



Friends Helping Friends

LOOKING FORWARD - OUR FIVE YEAR PLAN

VisionZambia is excited about the next five years. We continue to attract funding that will have a real impact on the lives of the people living in Linda compound.

Since 2015 VisionZambia has focused on making the charity more accountable. We have developed new partnerships and consolidated our relationships with key partners like Linda Open Community School, Light of Hope Health Care and Mother of Mercy Hospice. Both the Trustees and VisionZambia employees are passionate about ensuring we are responsible and accountable to our donors and that donations are used effectively.

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

1. To support our women's groups to grow and develop in a sustainable way for the benefit of the wider community
2. To maintain our provision of basic health care for the elderly and under-fives
3. To support access to education for the most vulnerable students
4. To ensure Linda Open Community School delivers high-quality education that will encourage pupils to attend school for longer
5. To work to ensure our income generating projects are sustainable so that we can introduce matched funding wherever suitable.

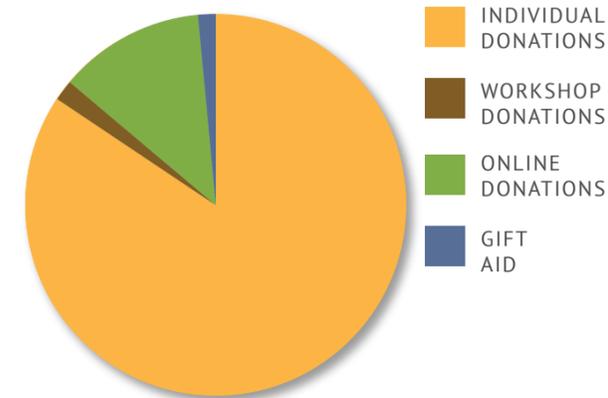
For our work in the UK we also have five key strategic goals. These include:

1. Building our supporter base in the UK and worldwide to increase individual donations that are supported by Gift Aid
2. Increasing our accountability and transparency to donors and beneficiaries through site visits and regular reports from our projects
3. Creating partnerships with other organisations for the benefit of the Linda community
4. Gaining baseline data in order to measure our impact in Linda Compound and developing key performance indicators to measure our progress
5. Maintaining good communication with our beneficiaries and friends in Zambia through regular updates on social media and on our website.

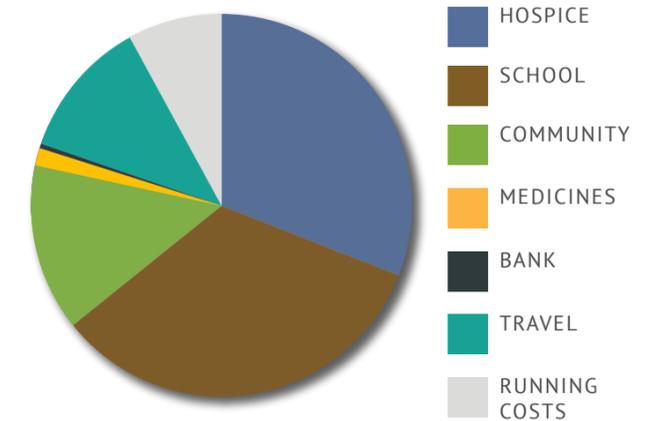
FINANCIAL REVIEW

Overview of income and expenditure from 1st January 2017 to 31st of December 2017

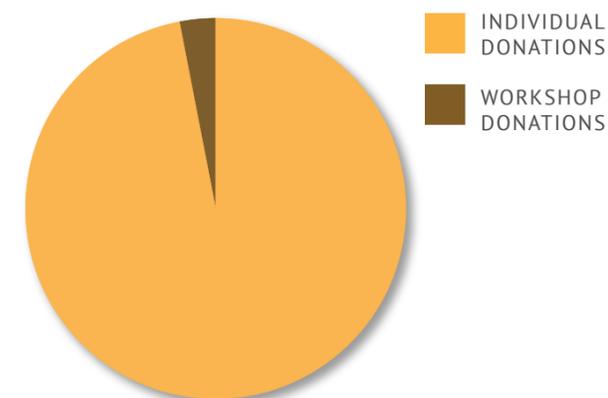
2017 INCOME



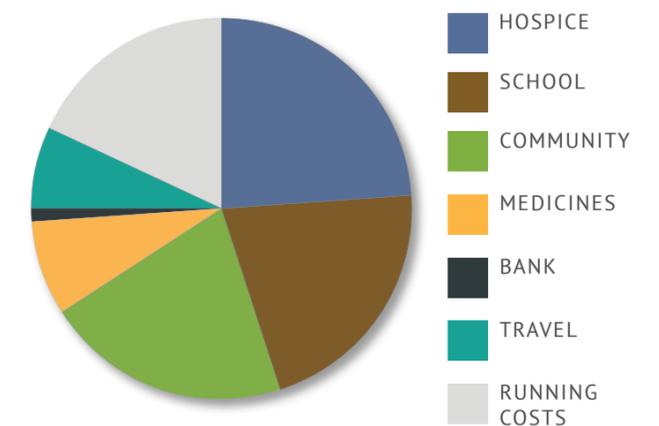
2017 EXPENDITURE



2016 INCOME



2016 EXPENDITURE



PRINCIPLE SOURCES OF FUNDRAISING

VisionZambia's principle sources of income in 2017 were:

- Individual donors
- Workshop donations
- Online donations

Moving forward into 2018 we would like to diversify our funding sources further by applying to trusts and foundations and supporting fundraising events.

2017	TO THE NEAREST £
Individual donations	67,499
Workshop donations	1,407
Online donations	9,893
Gift aid	1,206

2016	TO THE NEAREST £
Individual donations	53,851
Workshop donations	1,829

INVESTMENTS AND INVESTMENT POLICY

In July 2011 VisionZambia invested £150,000 through financial adviser Paul Scott of Strategic Financial Solutions, in a policy with Aegon Scottish Equitable Management.

The decision was taken to invest a percentage of funds so that there would be a return on some of the donations given to VisionZambia. The intention was to spread the funds instead of keeping them all in one bank account by using a vehicle that allowed access to funds at any time although it was understood that the longer the investment the greater the return.

On the maturity of the policy on 13th April 2017 the funds were worth £196,948.49.

Given the success of the previous investment, the trustees intend to reinvest a sum of £120,000 into a series of cautious investment funds with Aviva Investment Managers. The new investment will be reviewed on a six monthly basis to allow us to update our records and decide if any amendments should be applied. These funds will once again be available to VisionZambia at any time.

www.aegon.co.uk
Paul Scott
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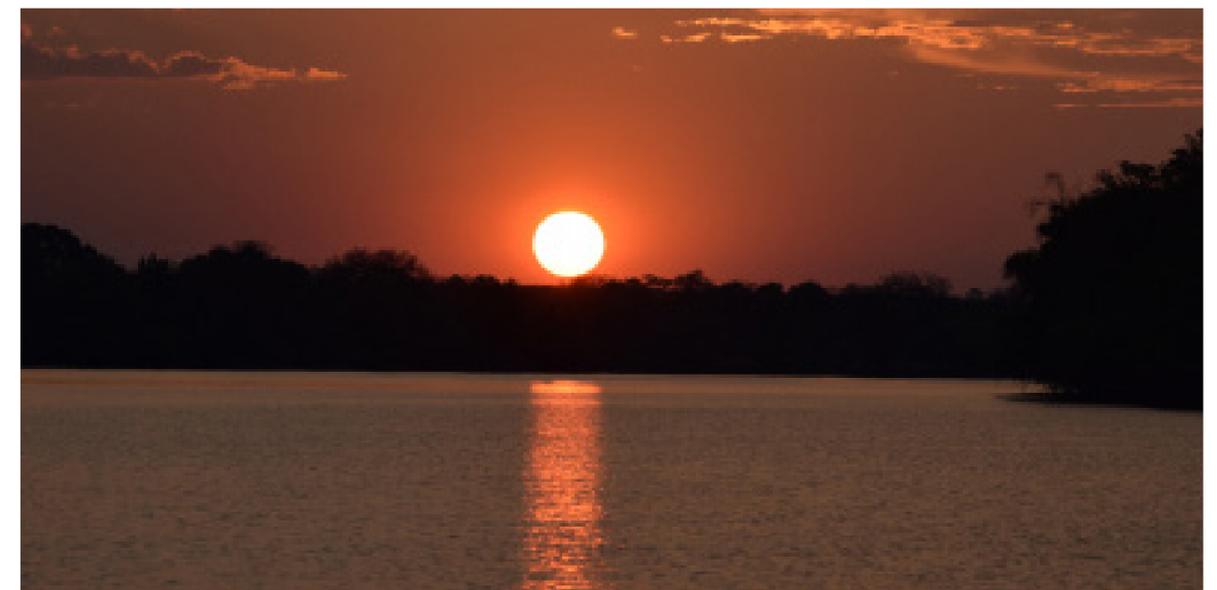
STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees are responsible for preparing the annual 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 a 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. 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 2017 annual report we have not employed an independent auditor to report on our financial statements as this is not required by the Charity Commission.



ACCOUNTS

Period start date: 01/01/2017 | Period end date: 31/12/2017

RECEIPTS AND PAYMENTS

	UNRESTRICTED FUNDS	RESTRICTED FUNDS	ENDOWMENT FUNDS	TOTAL FUNDS	2016
	to the nearest £	to the nearest £	to the nearest £	to the nearest £	to the nearest £
RECEIPTS					
Donations	67,499	-	-	67,499	53,851
Workshop Donations	1,407	-	-	1,407	1,829
Online Donations	9,893	-	-	9,893	5,726
Gift Aid	1,206	-	-	1,206	5,726
SUBTOTAL (GROSS INCOME FOR AR)	80,005	-	-	80,005	55,680
ASSET AND INVESTMENT SALES					
Interest	24,668	-	-	24,668	-
Subtotal	24,668	-	-	24,668	-
TOTAL RECEIPTS	104,673	-	-	104,673	55,680
PAYMENTS					
Travel expenses	14,306	-	-	14,306	8,910
Staff costs	7,237	-	-	7,237	9,875
Community projects	17,186	-	-	17,186	24,627
Mother of Mercy Hospice	37,600	-	-	37,600	29,067
Consultancy Fees	830	-	-	830	5,530
School Projects	40,502	-	-	40,502	25,275
Medicines / HEPS	1,780	-	-	1,780	10,074
Bank Charges	470	-	-	470	920
Website Expenses	-	-	-	-	2,684
Other Admin Expenses	68	-	-	68	406
Professional Fees	1,564	-	-	1,564	3,497
Donation Fees	668	-	-	668	-
SUB TOTAL	122,211	-	-	122,211	120,865
Investment	-	-	-	-	-
SUB TOTAL	-	-	-	-	-
TOTAL PAYMENTS	122,211	-	-	122,211	120,865
NET OF RECEIPTS/ (PAYMENTS)	17,538	-	-	17,538	65,185
CASH FUNDS LAST YEAR END	245,309	-	-	245,309	310,494
CASH FUNDS THIS YEAR END	227,771	-	-	227,771	245,309

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 £
CURRENT ACCOUNT	103,817	-	-
ONLINE GIVING	1,954	-	-
DEPOSIT INVESTMENT	122,000	-	-
TOTAL CASH FUNDS	227,771	-	-
(AGREE BALANCES WITH RECEIPTS AND PAYMENTS ACCOUNT(S))	OK	OK	OK





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