

Summary Report and Financial Statements 2007



Photo: International Tennis Federation

Motivation is an international disability and development organisation working in partnership with a range of international and local organisations to enhance the quality of life of disabled people in developing countries.

Since 1991 Motivation has worked with disabled people and their families in over 30 countries across Central America, Africa, Eastern Europe, Asia and the Pacific.

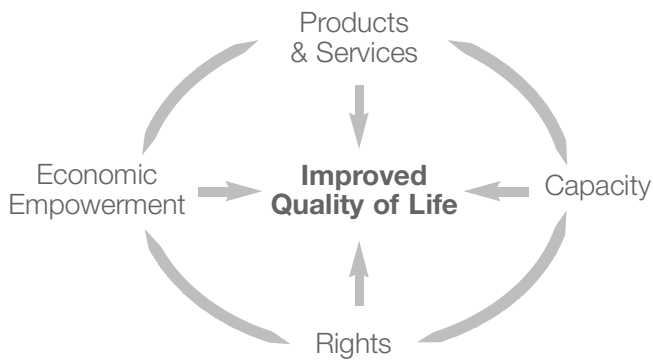
Our work aims to overcome the marginalisation of disabled people by encouraging them to participate in society through a variety of activities.

Mobility is a key initial step towards enabling disabled people to participate in society. The overwhelming need for appropriate wheelchairs in developing countries has been at the heart of our work since 1991. However, we also recognise that providing mobility must be part of a holistic approach, including a range of activities which also address the social and economic needs of disabled people.

Motivation's activities therefore aim to improve the quality of life of disabled people through four essential and interrelated areas:

- **Products and Services:** Motivation designs appropriate low-cost mobility products which are made and/or distributed by local organisations. Motivation gives training to these organisations to ensure that they offer comprehensive local services providing disabled people with mobility products which are appropriate to their individual needs, environment and lifestyle.
- **Capacity:** Motivation works to strengthen the capacity and long term sustainability of local and national organisations and services to meet the needs of disabled people in their community.
- **Economic Empowerment:** Motivation addresses the extreme poverty that many disabled people experience, enabling them to support themselves and their family through income generation programmes, vocational training and employment placements.
- **Rights:** Motivation promotes the human rights of disabled people throughout all areas of its work. Specific activities include advocacy and awareness raising on an individual level with disabled people, their families and local communities but also on national and international levels.

motivation
quality of life



In 2007 Motivation employees and Africa partners supported and participated in the 4th All Africa Wheelchair Congress in Tanzania. During the congress participants took to the streets of Moshi to campaign for the rights of disabled people.



A young boy in Sri Lanka is able to enjoy communicating with others in his supportive seating wheelchair, fitted to his complex postural support needs as a result of the Community Based Supportive Seating Programme.

International Progress

Over the past few years Motivation has been actively involved in the process of developing guidelines on wheelchair provision with the World Health Organization and a number of other key organisations. 2007 saw the final stages of proofing and finalising the content of these 'Guidelines on the provision of Manual Wheelchairs in less resourced settings' (published in August 2008). Motivation will continue to ensure that our own programmes and the work of our local partners meet the standards set by the guidelines.

Motivation's Worldmade programme developed significantly during 2007. This programme aims to provide appropriate and low cost wheelchairs through comprehensive wheelchair services across all regions. The programme involves the design and production of a range of wheelchairs on a large scale, which are then distributed through local services that are trained to assemble, prescribe and fit each wheelchair to each wheelchair user. In 2007 the Worldmade Rough Terrain wheelchair was distributed in Angola, South Africa, Zimbabwe, East Timor and Papua New Guinea. In East Timor and Zimbabwe

comprehensive wheelchair services were set up to provide these wheelchairs through Motivation's training in wheelchair provision. The Worldmade Rough Terrain was also successfully trialled in the Philippines with Handicap International.

Motivation has also been working with the International Tennis Federation, the International Wheelchair Basketball Federation and the International Paralympic Committee to develop a low cost sports wheelchair appropriate for use in developing countries. Sport is an excellent tool to encourage disabled people to be active and integrate into society and during 2007 Motivation secured funding to begin research into the design and production of a sports wheelchair.

Progress in Africa

2007 marked Motivation's 10th anniversary working in Africa. The significance of this was heightened by Motivation's registration in South Africa as a not-for-profit company, with its base at the Western Cape Rehabilitation Centre. This ensures we are in a better position to understand and become involved in local and regional networks and expand our work.

Motivation has continued to support the establishment of comprehensive wheelchair services, including the Wheelchair Technologist Training Course run by the Tanzanian Training Centre for Orthopaedic Technologists which Motivation helped set up in 2000. In 2007 nine students graduated, including a student from Malawi, bringing the total number of graduates to 49. September 2007 saw another nine students from Kenya, Tanzania, Cameroon, Zambia and Sudan start the course.

In March 2007 Motivation completed a three year programme to build the capacity of four local disabled people's organisations in Tanzania, Uganda and Zimbabwe. This was highly successful and all four organisations have stronger structures, plans and financial systems for future sustainability. They have significantly increased their members, ensuring that more disabled people receive essential support to increase self-esteem and participation in society.

Motivation also continued peer group training activities in Africa, which enable the transfer of essential life-skills from wheelchair user to wheelchair user. In 2007

Motivation held a 'Training of Trainers' course in Uganda to build a network of trainers within the country, including those within the conflict and post-conflict areas of Uganda.

Progress in Asia

During 2007 several major programmes were completed in Sri Lanka. The three year Tsunami Recovery and Relief Programme to support disabled people following the Asian tsunami was successfully completed. A five year Disability Support Programme, which worked with six local partners in Sri Lanka, was also completed. The programme was highly successful providing mobility products and services, employment placements and opportunities and building the capacity of the local organisations.

A programme to support children with complex postural support needs was also completed. This Community Based Supportive Seating Programme involved working in partnership with four local organisations in various regions of Sri Lanka, including the tsunami affected coastal areas, to set up supportive seating wheelchair services for children. Through the programme 358 children received support from the local organisations and



A member of staff from the International Committee of the Red Cross takes part in Motivation's Wheelchair and Postural Support Training course.



Participants in referral network training in East Timor were proud to be awarded their certificates on passing the course, marking the beginning of developing their national network of wheelchair provision.



Local staff adjusting one of Motivation's Worldmade Rough Terrain wheelchairs on a rural follow up visit in India. Worldmade wheelchairs will be key to developing our work in India to address the huge need for appropriate wheelchairs across the country.

362 community workers received disability awareness training, ensuring that they will continue to refer disabled children to the local organisations.

The Ian Gardener Training Centre opened in early 2007. The Centre provided facilities for Motivation's training programmes throughout the year, including the Wheelchair and Postural Support Training course which Motivation carried out for 60 professional staff from the International Committee of the Red Cross. This course has enabled the staff to provide training in setting up professional wheelchair services to others in a number of countries, significantly Cambodia and Northern Iraq.

Progress in Asia Pacific

In February 2007 Motivation was registered as an incorporated association in South Australia and became a member of the Australian Disability and Development Consortium. In this region there is a huge need for basic mobility products and services and having a base in Australia will enable Motivation to work more efficiently in the Asia Pacific region.

Motivation is currently focusing on activities in East Timor and Papua New Guinea to establish comprehensive wheelchair services.

In East Timor Motivation continued to work with ASSERT (the Association for the equality of the disabled people of Timor) to establish a national network of wheelchair provision through the Worldmade programme.

In Papua New Guinea Motivation worked with the Voluntary Service Overseas and the National Orthotics and Prosthetics Service and conducted research to establish comprehensive wheelchair services through the Worldmade programme.

Moving into 2008

Following on from the work undertaken in 2007, 2008 will see Motivation commencing many new programmes. In Africa Motivation has secured funding for two new programmes; in Tanzania to promote the human rights of disabled people through working with a range of local organisations, and in Northern Uganda, working with disabled people displaced by conflict and living in refugee camps, who struggle to meet their most basic needs including food, water, shelter and sanitation.

We also hope to increase activities in Asia, significantly in India to address the vast need for appropriate wheelchair services and mobility products. We also plan to expand our activities greatly within the Asia Pacific region, including the introduction of supportive seating wheelchairs in East Timor, for adults and children with complex postural support needs, and peer group training to complement wheelchair provision and ensure disabled people have the capacity to fully integrate into society.

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The Motivation Charitable Trust is a registered charity no. 1079358 and a company limited by guarantee Registered in England and Wales no. 3916496

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Summary

Motivation Charitable Trust Financial Summary

Summary Statement of Financial Activities for the year ended 31 December 2007*

	Restricted	Unrestricted	Total funds	Total funds
	£'000's	£'000's	2007	2006
			£'000's	£'000's
Total Incoming resources	1,278	505	1,783	2,555
Charitable activities	1,437	255	1,692	2,533
Fundraising		217	217	206
Governance		42	42	31
Total resources expended	1,437	514	1,951	2,770
Net incoming resources before transfers	(159)	(9)	(168)	(215)
Gross transfers between funds	0	0	-	-
	(159)	(9)	(168)	(215)
Total funds brought forward	380	48	428	643
Total funds carried forward	221	39	260	428

Summary of Balance Sheet at 31 December 2007*

	Restricted	Unrestricted	Total funds	Total funds
	£'000's	£'000's	2007	2006
			£'000's	£'000's
Tangible Fixed assets	47	(27)	20	38
Net current assets	174	66	240	390
Total funds	221	39	260	428

* Extracted from audited accounts.

Please refer to the complete Audited Report and Financial Statements for more details.

Trustees' statement

These summarised financial statements contain information from both the Statement of Financial Activities and the Balance Sheet for the year ended 31 December 2007, but are not the full statutory report and accounts. The full financial statements were approved by the Trustees on 24th October 2008 and subsequently submitted to the Charity Commission and to Companies House. They received an unqualified audit report and copies may be obtained from the charity's head office. Signed on behalf of the trustees, [Scott Glickman, Chairman](#), 10th November 2008.

Independent auditors' statement to the Trustees of Motivation Charitable Trust

We have examined the summarised financial statements which comprise the summary statement of financial activities and summary balance sheet.

Respective responsibilities of Trustees and auditors

The Trustees are responsible for preparing the summarised financial statements in accordance with United Kingdom law and the recommendations of the charities SORP.

Our responsibility is to report to you our opinion on the consistency of the summarised financial statement with the full financial statements and trustees' summary report. We also read the other information contained in the summary report and consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the summarised financial statements.

Basis of opinion

We conducted our work in accordance with Bulletin 1999/6 "the auditors' statement on the summary financial statement" issued by the Auditing Practices Board for use in the United Kingdom. Our report on the organisation's full annual financial statements describes the basis of our audit opinion on the financial statements.

Opinion

In our opinion the summarised financial statements are consistent with the full financial statements and the Trustees' Annual Report of Motivation Charitable Trust for the year ended 31 December 2007. [Sayer Vincent, Registered Auditors](#), 10th November 2008.

Incoming Resources



Sources

43%	Trusts, Foundations and Clubs
40%	Statutory bodies and other NGO's
11%	Individuals and reclaimed tax
3%	Companies
1%	Others

Resources Expended



Charitable activities

37%	Mobility Products
22%	Services
17%	Capacity Building
10%	Others
8%	Rights and Advocacy
6%	Economic Empowerment

Spend per £1

74p out of every £1
16p out of every £1
8p out of every £1
2p out of every £1

was spent on projects

was spent on support to projects

was spent on generating voluntary income

was spent on governance costs

For every £1 of all income we received,

we spent 10p in total fundraising costs

For every £1 of restricted income we received,

we spent 6p in project fundraising costs

For every £1 of unrestricted income we received,

we spent 21p in core fundraising costs