

# Motivation Charitable Trust Financial Summary

Summary Statement of Financial Activities for the year ended 31 December 2008\*

	Restricted £'000's	Unrestricted £'000's	Total funds 2008 £'000's	Total funds 2007 £'000's
Total incoming resources	1,047	879	1,926	1,783
Total Resources Expended	1,128	829	1,957	1,951
Charitable activities	1,128	553	1,681	1,692
Fundraising		240	240	217
Governance		36	36	42
Net movement in funds	(81)	50	(31)	(168)
Transfers between funds	48	(48)	0	0
Total funds brought forward	221	39	260	428
Total funds carried forward	188	41	229	260

## Summary of Balance Sheet at 31 December 2008\*

		Total funds 2008 £'000's	Total funds 2007 £'000's
Tangible fixed assets	15	24	20
Net current assets	173	205	240
Total funds	188	229	260

\*Extracted from audited accounts. Please refer to the complete Audited Report and Financial Statements for more details.

**Trustees' Statements**  
These summarised financial statements contain information from the Statement of Financial Activities and the Balance Sheet for the year ended 31 December 2008, but are not the full statutory report and accounts. The full financial statements were approved by the Trustees on 13 July 2009 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,  
Steven Fogel, Trustee, 13 July 2009

**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.

**Opinion**  
In our opinion the summarised financial statements are consistent with the full annual financial statements and the trustees' summary report of Motivation Charitable Trust for the year ended 31 December 2008.  
Sayer Vincent, Registered Auditors, 13 July 2009

**Co-Founders/  
Executive Officers**  
David Constantine  
Richard Frost

Brockley Academy,  
Brockley Lane  
Backwell, Bristol  
BS48 4AQ, UK  
t +44 (0) 1275 464012  
f +44 (0) 1275 464019  
e info@motivation.org.uk  
i www.motivation.org.uk

**Trustees/Directors**  
Scott Glickman FRCS  
Prue Bramwell-Davis MSDC FRCA  
Steven Fogel LLB LLM ACI Arb  
Nicholas Allott  
Andrew Olver FCA  
**Patrons**  
The Earl of Snowdon GCVO RDI  
Tom Conti, Sir Jocelyn Stevens CVO

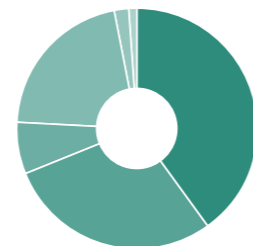
The Motivation Charitable Trust is a registered charity no. 1079358 and a company limited by guarantee Registered in England and Wales no. 3916496

## Incoming Resources



**Sources**  
28% Statutory bodies and other NGO's  
22% Trusts, foundations and clubs  
19% Individuals and reclaimed tax  
7% Companies  
24% Others

## Resources Expended



**Charitable activities**  
40% Mobility Products  
29% Services  
7% Rights and Advocacy  
21% Capacity Building  
2% Economic Empowerment  
1% Others

## Out of every £ we spent

86p on projects and project support; 12p on fundraising costs; 2p on governance costs

## 5 Reasons to support Motivation:

1. Disability is a life and death issue. We work with people who are, genuinely, amongst the poorest and most vulnerable in the world. Disabled people remain low on the agenda of many of the most established and far-reaching organisations. Extending life opportunities and improving quality of life for disabled people is our priority.
2. We put great emphasis on sustainability. We help create self-sufficient programmes by training competent and resourceful groups and individuals who, in turn, pass on their learning and knowledge to others.
3. We are the leaders in our field. Knowledge and experience gained over 18 years is used to create innovative, effective and sustainable solutions.
4. As well as its direct impact, our work has a much wider reach, benefitting the families and communities of the disabled people with whom we work.
5. We give value for money. We aim to keep our administration and fundraising costs to a minimum, ensuring that your donation goes further.

Thank you to our supporters. We are committed to improving the lives of people with mobility disabilities worldwide and our efforts would not be possible without you.



"The (peer group) training I saw you deliver was one of the most motivating, skilful and encouraging things I have ever seen."  
David Cutler, Director,  
Barings Foundation

"What attracted me to Motivation's work is that not only do they give a useful working life back to many disabled people, but they also work very closely with local communities, enabling them to help build and design their own wheelchairs. This is unqualified good work."  
Michael Palin

**Motivation is a UK disability and development charity with a mission to improve the quality of life of disabled people in developing countries. Innovators in the field over the last 18 years, we have worked in over 30 countries and have made a difference to the lives of thousands of disabled people worldwide.**

**Motivation seeks to support disabled people in developing countries by:**  
• Designing and providing appropriate wheelchairs and supportive seating;  
• Building capacity of local

partner organisations with training and support to improve wheelchair services;  
• Peer support and education projects that increase access to the rights, health and mobility of wheelchair users;  
• Employment programmes that raise awareness and employment prospects for disabled people.

This report seeks to highlight the key activities and impact of Motivation in 2008. For more information and access to the full 2008 Report of the Trustees and Financial Statements, visit our website at [www.motivation.org.uk](http://www.motivation.org.uk)

**motivation**  
quality of life

**“Life does not end because you do not have the use of your limbs. With this wheelchair I ‘walk’ with my hands”**  
Patrick Hare, Solomon Islands

### Worldmade: increasing global wheelchair provision

Worldmade is Motivation’s response to the global need for appropriate, low-cost wheelchairs. **In 2008 we launched Worldmade Enterprises** – a social enterprise trading subsidiary of Motivation designed to facilitate the worldwide distribution of a range of innovative, flat-pack wheelchairs.



Using experience gained over 10 years of designing wheelchairs in developing countries, Worldmade products include a Rough Terrain wheelchair, a three-wheel model to which, **in 2008, we added the Worldmade Active Folding wheelchair, a four-wheel model (for urban environments) and the Worldmade Sport model for wheelchair basketball and tennis.** **In 2008 we provided double the number of wheelchairs than in the previous year** and with over 3,000 products distributed we are on track to reaching more than 120,000 people by 2014. In addition, locally produced wheelchairs continue to be produced in workshops that Motivation has helped establish over the years across Asia, Africa, Latin America and the Middle East.

Through Worldmade we are currently developing specialised supportive seating and hand-powered tricycles using the same flat-pack principles. These products, coupled with Fit for Life training for local technicians, continue to have a huge impact on disabled individuals now able to enjoy the far-reaching benefits afforded by the right wheelchair. Worldmade wheelchairs are currently in use in 29 countries from Afghanistan to Zimbabwe.

### Developing best practice

**In 2008, Motivation played a pivotal role in the development and design of the World Health Organization’s ‘Guidelines on the provision of Manual Wheelchairs in less resourced settings’.** Published in August 2008, they aim to assist member states in the development of wheelchair provision and reinforce a sustainable approach: to provide appropriate – low cost, locally available and serviceable wheelchairs that are, most importantly, fitted to the individual needs, both physical and environmental, of a person with a mobility disability.

A key outcome of the Guidelines was agreement as to what constitutes an appropriate wheelchair. The provision of inappropriate wheelchairs is now being challenged globally and has already resulted in new organisations contacting us about our Worldmade wheelchairs and/or changing their policies.

### Providing supportive seating to severely disabled children



Zaki Banu enjoys life at a school in Bangalore which is run by one of Motivation’s partners, the Association of People with Disability (APD). Without his special supportive wheelchair, Zaki’s life would have been very different. Many children, who like him are born with cerebral palsy, are unable to sit independently and are limited to lying on the floor, vulnerable and un-stimulated.

Good supportive seating has a huge impact: it gives a stable sitting position from which a child can interact with the world and people around them. The effect is so profound in terms of health and development, and the need for low-cost products so great, that the development of a modular, adjustable product for use worldwide remains one of Motivation’s priority activities.

**In 2008 the supportive seating units designed by Motivation and manufactured in Sri Lanka were trialled in India with APD.**

### Training: the key to sustainability

Effective training is an integral part of Motivation’s work. Training introduces and enhances skills that lead to local organisations developing the capacity to take on and perpetuate wheelchair and other services.

Training is the beginning of a cycle that enables

projects to start, grow and flourish independently and sustainably. Much of our training involves identifying individuals who demonstrate the attributes to become trainers themselves and who then take the process forward. Collaborations begin when we are invited by local organisations to work as partners, be that in wheelchair services, peer group training or health worker education. Following training, we continue to support our partners and trainees, for as well as providing support, this also ensures ongoing programme evaluation and development.



**In 2008 we trained nearly 60 people at Fit for Life courses (wheelchair prescription and fitting) and organised three peer group training programmes including one to train wheelchair users to deliver the training to others.** During 2009 the number of courses and trainees (like Chinamma pictured above) is set to greatly increase as we are invited to work with ever more local and international partners.

### Building capacity for local wheelchair provision

Ludovica Swal was delighted to hear an enthusiastic “this is wonderful!” from a young client when he received a wheelchair that she had built and fitted for him. Before Ludovica visited their school and explained the value of

individually fitted wheelchairs designed for the local terrain, he had sat alongside another boy sharing one wheelchair between them.



Ludovica received specialised training from Motivation partners, the Tanzanian Training Centre for Orthopaedic Technologists. Since the inception of its wheelchair technologist programme there have been 58 graduates from all over Africa. **In 2008 a further six students were enrolled,** strengthening the capacity of local workshops to provide much needed wheelchairs in their own communities.

The availability of appropriate wheelchairs means that disabled people can enjoy work, education and social opportunities. A wheelchair is the first step in enabling a person who is disabled to access their rights in terms of health, education and financial independence.

### A matter of survival: why fit is important

Motivation is unwavering in its focus on the need to fit wheelchairs to suit individual needs. This is not just about comfort: correct postural fit and support has major health implications. In a developing country, someone who has survived a spinal cord injury faces their greatest risk to life in the years FOLLOWING the accident. Complications like infected pressure ulcers as well as respiratory and urinary infections are typical. However, a well

fitting wheelchair coupled with advice and education about self-care make a huge difference in minimising susceptibility to these debilitating, isolating and ultimately life threatening conditions.

### Delivering peer support and education

Peer group training (PGT) is a dynamic, highly effective way of educating and increasing the skills and confidence of wheelchair users. Delivered by wheelchair users who act as role-models and mentors, mobility skills training is coupled with life-saving health education. Participants also learn strategies for dealing with the wide range of personal and social issues faced by people with spinal cord injuries and other mobility disabilities. We continue the cycle by training wheelchair users who demonstrate exceptional leadership qualities to deliver training to disabled peers in their communities.

**In 2008 a generic PGT package was developed and trialled for use worldwide. PGT workshops and training of trainer courses took place in East Timor, Tanzania and Uganda.**

Frederico Hornai showed a high level of skill and enthusiasm and was recruited by a local organisation in Dili, East Timor, to support other wheelchair users. PGT is regularly cited as being life-changing: participants go on to find jobs, relationships



and other opportunities that they previously presumed unattainable.

### Enabling economic independence



“An asset to the company” typically describes Vajira Gunathilaka (pictured above), a participant in Motivation’s economic empowerment programme. Vajira, who is deaf, had never worked due to discrimination because of her disability.

Supported by Marks and Spencer (M&S), the programme benefits disabled people by empowering and facilitating them to work in factories that supply M&S stores.

**In 2008 149 disabled people in Sri Lanka and Bangladesh received skills training and/or employment placements** through the programme that also raises awareness amongst manufacturers and works to dispel myth and prejudice relating to disability. Vajira secured a job with a local garment factory where communication challenges were addressed through a unique mixture of speech and sign language.

Like other programme beneficiaries, Vajira’s financial contribution is important to her family. Vajira enjoys feeling valued and having a role to fulfil within society.