

# Trustees' Annual Report and Accounts for the year ended 31 March 2017



Vision Aid Overseas

(Incorporating **OPTOMETRY GIVING SIGHT** in the UK)

Registered Charity in England and Wales (1081695)

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*All photographs are credited to Graham Coates*



# Message from the Chairman

Welcome to this annual report for the year ending 31 March 2017. We began working towards the goals set in our new strategic framework for 2016-2021, building on activity in our core programme countries in Africa and further developing country strategies. I am pleased to report that we made good progress on many fronts.

You can read about the detail of our programme work in the report which follows, but I would like to pick out just a few highlights. First of all, we are immensely grateful to our long-term sponsor Specsavers and our Honorary Vice President Dame Mary Perkins for agreeing to provide further major funding for our Zambia Programme, to enable us to extend our work there for a further three years up to 2020. We have had a major impact in this country, as evidenced by the recognition we have been given in the Zambian Government's new national eye health strategy, and we could not have done this without Specsavers' generosity.

This past year saw the successful conclusion of the project in Ethiopia funded by DfID and Essilor and delivered in partnership with Ethiopian NGO Garbet Tehadiso Mahber (GTM), which screened over 184,000 people in southern Ethiopia for eye conditions. We were delighted to begin again volunteer assignments in Sierra Leone and were able to provide free treatment to Ebola survivors while setting up two new vision centres.

Our fundraising was successful, including having a BBC Radio 4 Appeal by Twiggy, which raised £15,000. Our Christmas appeal for Sierra Leone raised almost £25,000. We also launched a new website in October 2016 and this has already helped us to increase online donations. Our partnership with Optometry Giving Sight (OGS) in the UK continues to flourish and it is a pleasure to have OGS global Chairman Juan Carlos Aragon on our own board of trustees.

Once again we are indebted to our Professional Volunteers who give freely of their time, increasingly in an educational capacity while supporting our overseas assignments. They remain the lifeblood of Vision Aid Overseas.

I want to express my huge thanks to Nigel Wilson, who left as Executive Director in March after just over four years with the charity, during which time he did a great job in stabilising our financial position and giving us a launchpad for the future. While we will miss him, I'm delighted to welcome our new CEO, Nicola Chevis, who brings extensive international development experience with the likes of Save the Children and VSO. I'm very excited about VAO's next stage of development under Nicola's leadership.

Finally, I want to say thank you to all of the staff based in Crawley and overseas, who do a fabulous job.

A handwritten signature in black ink that reads "David Scott-Ralphs".

David Scott- Ralphs  
Chairman

# Vision Aid Overseas – Vision, Mission, Objects and Strategic Principles

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## Vision, Mission And Objects

### **Our Objects:** The charity's objects are defined in the Memorandum of Association as:

“The preservation and protection of eye health and treatment of eye defects among poor people overseas, in particular in providing or assisting in the provision of optometric and optical eye services, eye surgery and other related facilities”.

## Mission And Principles

During this year, Vision Aid Overseas began to implement its new five year Strategic Framework 2016-2021, which was launched late 2015 with a new Vision, Mission and set of Principles.

**The Vision:** No one lives in poverty because of poor eyesight; no one lives with poor eyesight because of poverty.

**The Mission:** To enable people living in poverty to access affordable spectacles and eye care.

## Strategic Principles

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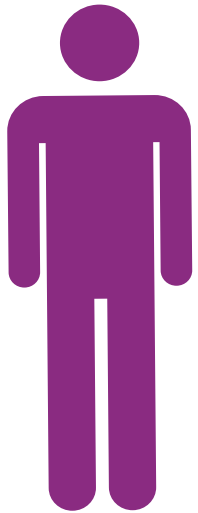
# THE YEAR IN NUMBERS



**5** *Countries in Africa*

**93** *Volunteers in 2016/17*

**860** *Days of volunteer services overseas*



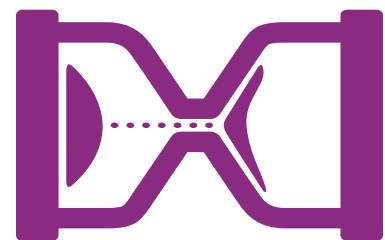
**53 406**  
*People received eye tests*



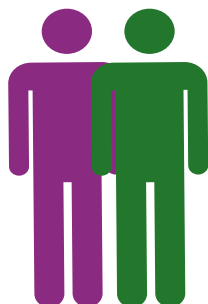
**28 890**  
*People received spectacles*



**102**  
*Professional eye care  
workers received  
training*



**2 113**  
*Training hours delivered*



**92**  
*Optometry students  
received training*



# Fatimata's story- Sierra Leone

Name: Fatimata

Country: Sierra Leone

Profession: Maternal and Child Health Nurse

Fatimata is a child health nurse and Ebola Survivor, based at Kailahun Government Hospital, in the eastern province of Sierra Leone. Kailahun district, along with the nearby town of Kenema, became the country's first major hotspots for the Ebola outbreak, which had crossed the border from Guinea in 2014. Many health care workers died having contracted the infection whilst helping to treat the increasing number of sick patients. Although free of the virus, Fatimata had noticed that she was struggling to see clearly, especially when performing many of her daily ward duties. Taking temperatures and writing medical notes had become a daily struggle.

**"It had become hard to see drug information and to do intravenous work on my patients"**

Thankfully for Fatimata a team of Vision Aid Overseas professional eye care volunteers were volunteering at Kailahun Government Hospital where they were able to help Fatimata with her blurred eye sight by giving her an eye test and prescription glasses to correct her vision.

With her new glasses Fatimata can now carry on with her nursing duties without difficulty.

Taking temperatures and writing up medical notes and reports is no longer a struggle with her clear vision. But Fatimata's greatest joy is seeing the new born babies with greater clarity.

**"I can see clearly again and can now do my shift duties without struggling. I am so thankful!"**





# Progress towards our strategic goals 2016-2021

This is the first year of working towards the goals set out in our new strategic framework for 2016 – 2021.

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We have continued to deliver our interventions and to consolidate our work in 3 “core programme” countries of Zambia, Ethiopia and Sierra Leone, successfully delivering on the restricted grants we have for these programmes. We continued our work in Burkina Faso, supported by a grant from Fondation L’Occitane which started in January 2016, and we continued to support work in Ghana through the Vision Centre at Korle Bu Teaching Hospital and through the Universities in Kumasi and Cape Coast. Further developing our work in these countries continues to be a priority.

Under our Programmes, the strategy for addressing the problem of Uncorrected Refractive Error (URE) in our target countries falls under five main areas of work:

## **Capacity building through training and education:**

Professional Volunteers provide teaching and training in our partner countries, which is tailored to the requirements of each country, institution and individual. This ranges from teaching clinical skills to student optometrists and developing expertise in working away from the hospital or clinic (Outreach), to providing practical training for Allied Ophthalmic Personnel (AOP) such as dispensing opticians and technicians, and working within National Eye Care Plans, we also train ophthalmic nurses (ON) and ophthalmic clinical officers (OCO) in refraction and eye health. We work with local partners to develop new capabilities through grant funded training, mentoring and continuous professional development. Education and training is central to sustainable development.

## Infrastructure development through the provision of Vision Centres:

Vision Aid Overseas is committed to establishing locally based eye care services. One major contribution is the development of Vision Centres where patients can receive a walk-in eye examination, purchase an affordable pair of spectacles and be referred for further specialist care if necessary. To operate effectively, Vision Centres have trained personnel, facilities for conducting eye tests, and most have an optical laboratory where spectacles can be glazed. Vision Centres provide ongoing eye care to people living in the surrounding communities through outreach.

## Providing additional capacity through outreach:

Vision Aid Overseas continues to provide outreach programmes, directly to communities, when the local health systems are inadequate or non-existent, particularly in the most remote areas. This outreach complements and supports any local service and is supported by the nearest Vision Centre. These are run by local eye health teams, and are often supported by Vision Aid Overseas' Professional Volunteers. By using Professional Volunteers to support these services we can ensure that even more people benefit from treatment whilst providing practical training opportunities for local eye care personnel.

## Supporting research:

With our Partners, Vision Aid Overseas takes an active part in the development of policy around addressing uncorrected refractive error, underpinned by research and evidence, and participates in the development of new opportunities and initiatives.





# Strategic Goal 1:

We will build a sustainable core country programme portfolio, which supports the IAPB strategy for Africa and delivers quality programmes underpinned by research and based on a mix of training, education and livelihoods development



## Training and Education

The critical shortage of health workers is now widely recognised as one of the most fundamental constraints to achieving progress on health and achieving wider development goals. Vision Aid Overseas supports the IAPB Human Resources for Eye Health (HREH) strategic plan, whose goal is to ensure eye health workers are integrated at all levels as part of an efficient and effective health system. This includes working to narrow the gap in the Vision2020 targets, and making access to eye health more equitable across the board.

Vision Aid Overseas has supported and facilitated the training and education of 194 eye care workers and students undertaking professional courses at University and other training institutions this year.

We ran two assignments to Ghana to support the final year students at Kwame Nkumrah University of Science and Technology (KNUST) and the University of Cape Coast (UCC). 70 students benefited from this enhanced clinical training by our teams of Professional Volunteers, and they got the opportunity to practice their skills under supervision on outreach to nearby communities.

Our long-standing support to Chainama College in Zambia continued, with two assignments visiting over the course of the year to work with the 3rd year Optometry students to develop their clinical skills. A total of 22 students benefited from the training that will greatly improve their skills and confidence when they graduate and take up positions within the health system.

All 36 graduates from the Optometry Technologist course at Chainama College were enrolled in an online CPD course to support their continued learning and professional development once they are in the workplace. Another positive development is that the Ministry of Health has now formally employed all of the graduates from the Chainama Optometry course. The Optometrists are yet to be formally recognised as an official cadre, however the employment of the graduates is a huge step forward in the government's recognition of the importance of Optometrists in the eye health work force.

Three students from Sierra Leone received Vision Aid Overseas sponsorship to train as Optometry Technicians in The Gambia. They will return to Sierra Leone to complete one year of internship, also

supported by Vision Aid Overseas, and then begin work in one of the four Vision Centres that Vision Aid Overseas has established in the country. Sierra Leone has one of the worst health worker-to-population ratios in the world, and as such, there is a dire need for more qualified eye care professionals to support the needs of the population. Vision Aid Overseas has now supported training of 11 Optometry Technicians, two of whom are already in the workforce and operating the Vision Centres at Kenema and Kailahun, and 9 to complete their internships in July 2017 and will be posted to work in the Vision Centres, providing a much-needed boost in human resources to the eye care sector. Integration and financing of optometry positions remains a challenge, and we continue to engage with the Ministry of Health and Sanitation (MOHS) to seek a long-term solution.

Training and education has become an integral part of Vision Aid Overseas' work, providing expert academic, practical and technical support and training to institutions and providers of vision care in several developing countries. The aim and ambition of this support is to enable the establishment of self-sustaining institutions and the development of local expertise. To ensure that our training materials are contemporary and aligned to international best practice, this year we commenced a review into our education packages. The current trend in health education is to provide competency-based training thereby ensuring that trainees are clear as to what they are expected to be able to competently do on completion of their training. Consequently, it is imperative that VAO training should be aligned with this philosophy. This is a significant piece of work and will continue in the coming year.

Professional Volunteers led a 6-week refraction training course for 9 OCOs and ONs in Zambia. Participants were selected from different provinces to ensure maximum coverage. These OCOs/ONs have returned to their regional posts with the skills to identify cases of URE and write prescriptions that can be taken to any of the provincial Vision Centres.

Vision Aid Overseas has continued to support national Optometrists through mentoring and incorporating them into Professional Volunteer assignments. In Zambia, six of the professional volunteer assignments incorporated Zambian Optometrists into the team. This provides an excellent platform for skills sharing and professional development for both the national Optometrists and the Professional Volunteers. In Sierra

Leone, two local Optometry interns accompanied each of the four assignments this year, giving them valuable practice under supervision, and a chance to learn about the value and importance of outreach programmes as a way of bringing eyecare services to the rural communities. This year, a total of 14 local professionals benefited from this on-the-job training.

Over the course of the year 2,113 hours<sup>1</sup> of training were delivered by our Professional Volunteers. 82 volunteers gave up their time to share their skills and expertise, equating to 860 days of service<sup>2</sup>.

## Developing infrastructure through continuing to develop the Vision Centre Model

Vision Centres remain the bedrock of our work overseas, providing a sustainable and affordable eye care service that is integrated into local healthcare systems. They provide a place where any member of the public can receive a comprehensive eye examination, a prescription for spectacles or referral to a specialist, and purchase a pair of spectacles bespoke to their prescription at an affordable price. Vision Centres also act as a base from which to run outreach and they are hubs for trained refractionists in community health posts to refer patients where no such facility for eye testing exists in their immediate locality. This year, Vision Aid Overseas provided direct support to 18 Vision Centres; 9 in Zambia, 4 in Sierra Leone, 2 in Ethiopia, 2 in Burkina Faso and 1 in Ghana. Through these Vision Centres, 31,392 people were refracted and over 18,800 of them received a pair of spectacles.

<sup>1</sup>Calculated as No. of trainers x duration of teaching. For lecture, conference or classroom style teaching hours are calculated based on the number of hours of teaching delivered. e.g 1 volunteer delivers a lecture for 1 hour, another delivers for 0.5 each day the total would be 1.5 hours x the number of days. For 1-2-1 or small group training, hours are calculated based on number of facilitators x number of hours. E.g. 4 volunteers each training for 5 hours across 10 days 4 x 5 x 10 = 200 <sup>2</sup>We calculate this in terms of "volunteer days" = Sum of Number of

Volunteers x length of assignment

This year we established three new Vision Centres. The first was in Muchinga Province of Zambia, meaning there is now a Vision Centre with a glazing lab in each of the country's ten Provinces. In Sierra Leone a new Vision Centre was installed in Bombali District of the Northern Province, bringing much needed services to this very under-served area of the country. A new Dispensary was also established in Kailahun district in the Eastern Province, meaning each district in the Eastern Province now has a Vision Centre; Kenema acts as the main hub and houses the glazing workshop, and Koidu and Kailahun are dispensaries that feed prescriptions through Kenema for the production of tailor-made spectacles.

This year we initiated a review into our Vision Centres. Vision Aid Overseas currently has 18 Vision Centres reporting across 5 countries in Africa. The aim of the review is to ensure that the model used is still relevant and effective, and to identify any areas that may need adaptation. Recommendations will be taken forward into 2017/18. In addition data collection from Vision Centres was revised and will enable improved statistics to be gathered. This will include the disaggregation of the data by gender to try and better understand the barriers that women and girls face with the uptake of services. We will also gather more data from school screening, which will support the global Our Children's Vision Campaign.

We concluded the DfID/Essilor grant-funded programme in Ethiopia that was run in partnership with the Ethiopian NGO Grarbet Tehadiso Mahber (GTM). The project far exceeded the targets set for the four year project, and the positive impact it has had on the surrounding communities is significant. Over the course of the project, over 184,000 people were screened for eye conditions. Of those screened, over 20,000 received treatment in the form of spectacles or minor surgery. 322 health extension workers were trained so that there are health workers in rural communities that are able to identify people with eye conditions and refer them to the appropriate services. 710 teachers were trained to conduct vision screening in their schools. The impact of this grant was significant, with 78% of adults treated under the project reporting an improved quality of life and increased household income after treatment, and 73% of school children demonstrating an improvement in their school grades after receiving spectacles. The grant finished in December 2016, however we shall

continue to support our partner GTM over the next three years with assignments focussed on training and development of outreach services. Essilor UK has agreed to continue supporting the project through the provision of stock for the next 3 years, to ensure the incredible achievements can continue.

## **Networks and strategic partnerships**

Vision Aid Overseas is a proud member of IAPB, and this year we have been engaging more closely with IAPB Africa to ensure that we are part of discussions around the development of Optometry in Africa. Vision Aid Overseas sits on the Uncorrected Refractive Error (URE) and Optometry working groups and has provided empirical feedback to IAPB to support IAPB position papers. We are also a strategic partner in the global "Our Children's Vision Campaign", aimed at reaching 50 million children worldwide by 2020.

Vision Aid Overseas attended the IAPB 10th General Assembly in Durban, which was an invaluable opportunity to network with global players in the eye health circuit, to discuss common goals and forge new partnerships. We provided financial support to IAPB Africa for their advocacy work, which is vital in maintaining pressure on governments to push eye health up their agendas.



## Strategic Goal 2:

We will deliver appropriate and effective intervention opportunities for Professional Volunteers, outside of our core programme work, providing support to individuals and communities in need, where national health systems are non-existent or ineffective



Whilst the primary focus of the work of Vision Aid Overseas is to build long-term sustainable systems for eye health services, we recognise that there are still a large number of communities who remain out of reach of the current services, often due to their remote locations. Providing short-term relief to communities to support their health workers and deliver eye care services to the community can have a huge impact on people's lives. It also helps to raise awareness about the importance of eye health and the services that are available within that country. Where possible, outreach activities are linked up to a clinic, hospital or Vision Centre, to ensure that appropriate referral pathways are established for further treatment where necessary. Our long-term aim is to build the capacity of the government facilities to deliver outreach services including school screening through the Vision Centres and health clinics.

This year we carried out an assignment to Nekemte eye clinic in Ethiopia. Nekemte is a market town in the Oromia region in the western part of the country. It has very little in the way of eye health services, so support in the form of training and additional capacity in the clinics was very much welcomed. A team of professional volunteers visited Nekemte in August 2016 to work from the eye clinic, conducting training with the local Ophthalmic Nurses. Unfortunately, this occurred at the start of a period of civil unrest in the country, and for safety reasons we withdrew the team after one week, rather than the planned two. During the week, 4 nurses received training and 48 training hours were delivered. 281 patients received a refraction and 183 pairs of spectacles were issued.



## Strategic Goal 3:

We will develop a diverse portfolio of income sources to build financial resilience, provide sustainability for planning and achieve our Mission.



Total income 2016/17 was £1,146,536. This figure is 9% less than 2015/16 (30th Anniversary Year) but still over 40% up on income in 2014/15. In a challenging fundraising environment, which saw public confidence in UK charities fall to its lowest recorded level, income from donations and legacies only fell by 10% from last year. During the year Specsavers agreed to new, further funding of almost £500,000 for the Vision Aid Overseas Zambia Programme up until end March 2020.

Over the year several projects and activities were put in place with the aim of ensuring income growth in the coming years. The charity's new website, which went 'live' in October 2016, was very well received and has helped to generate significant increases in one-off and regular giving. Testing of approaches to engage members of the public, visiting the website for spectacle recycling, as regular long-term donors is underway. An annual rolling communications plan, to deliver key messaging to agreed target audiences in a consistent, accurate and engaging way with the objective of inspiring support for our work, has been developed and implemented. A review of our spectacles recycling made recommendations to trustees and it was agreed that recycling would continue for sector and public engagement purposes and opportunities as well as for the surplus income generated.

Other fundraising activities including membership, regular donors, events and legacy promotion were reviewed and new supporter packs, a new events management approach and a new legacy promotion strategy were all introduced. Additional capacity has been allocated to pursue funding from grant making trusts & foundations and from institutional grant makers.

New grant funding proposals are now developed in co-operation with the Programmes Team based on core programme strategic plans and an annual rolling time-table of proposed grant applications has been developed and implemented. New engagement approaches for funding from corporations and their workforces are now being pursued.



## Strategic Goal 4:

We will grow and retain our numbers of professional volunteers and members through improving our engagement with them .



Professional Volunteers are central to Vision Aid Overseas, as they provide an invaluable professional resource to support our programmes. As we develop and expand our programmes we must continue to engage our Professional Volunteers and encourage new ones to join. This year, thanks to a grant from Steel Charitable Trust, we were able to increase the frequency, and diversify the locations of the Volunteer Development Programme (VDP) by running 1-day courses at 4 locations across the UK (London, Manchester, Birmingham and Glasgow). By increasing the geographical coverage of the course, we hoped to attract more volunteers who may previously have been put off by the previous London-based courses. The VDPs were on the whole well-attended, however London remained the most popular venue, as perhaps expected. 80 potential volunteers attended the VDP over the year; an increase of 7 on the previous year and adding to our valuable resource of volunteers.

In addition to the VDP, we ran two Team Leader Development Programmes, designed to equip our experienced volunteers with the skills to become a Team Leader. 12 people attended the courses over the year, which is the same number as the previous year.

During the course of the year, 93 Professional Volunteers took part in 19 assignments to 5 countries. This year there was a much stronger focus on the delivery of training as opposed to service delivery, however during the assignments the volunteers still managed to refract in excess of 7500 patients, and dispense spectacles to 3600.

We continue to explore ways to encourage volunteers to attend the TLDP and become Team Leaders, and to re-evaluate the team make-up through exploring possibilities to create a role for in-country Team Leaders.



## Strategic Goal 5:

We will continuously improve the way we work, ensuring that processes and systems evolve and are remain fit for purpose as the organisation grows, ensuring that Vision Aid Overseas is a great place to work and employer of choice.



During 2016/17 a Senior Fund-Raiser and a Programme Director were recruited, and by the end of the year all Country Directors were based in-country except for Ghana, which will be progressed over the next year subject to funding. A voluntary Regional Representative for Southern Africa was also put in place based in Pretoria. A new CEO was recruited to take over from Nigel Wilson who finished at the end of March 2017. Nicola Chevis started on the 1st March 2017.

An annual appraisal process for all UK based staff was initiated, which will be rolled out to all overseas staff in 2017/18 and an employee pension scheme was introduced in January 2017.

A significant piece of work was undertaken to develop the Business Plan for 2017/18 and to integrate with the budget process.

Vision Aid Overseas' IT server and infrastructure in Crawley was successfully upgraded, which is now more robust and will provide us with better support to our operations.

# Legal and Administrative information

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(Note: the Directors are hereafter called “Trustees”)

## Directors and Trustees

- David Scott-Ralphs (Chairman)
- Peter Corbett (Treasurer)
- Geoffrey Ballantine\*
- Laura Bennett\*
- Vera Wilton\*
- Dyan Sterling (Retired 22nd October 2016)
- Juan Carlos Aragon (Appointed 22nd October 2016)
- Lucy Carter (Appointed 22nd October 2016)
- Ian Waller
- Peter Beverley – Smith\*

\*Registered with the General Optical Council

## Chief Executive Officer

Nicola Chevis (started 1st March 2017)

## Registered Office

12 The Bell Centre  
Newton Road  
Manor Royal  
Crawley  
West Sussex  
RH10 9FZ

## Auditors

Richard Place Dobson Services Ltd  
Chartered Accountants  
1-7 Station Road  
Crawley  
RH10 1HT

## Company Number

4027804 (England & Wales)

## Charity Number

1081695 (England & Wales)

# Report of the Trustees- for the year ended 31 March 2017

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## Governing documents

The Governing Documents are the Memorandum of Association and the Articles of Association dated 2000 as amended in 2006.

### Membership

Membership of Vision Aid Overseas is open to anyone on payment of an annual subscription. Members have the right to attend the AGM and vote on those matters specified in the Articles.

## Trustees

The Articles state that the Board should consist of 5 to 10 Trustees (currently 9) who are elected by the members at the AGM. Trustees may be co-opted to the Board but they are required to stand for election at the next AGM. The Board seeks future Trustees by public advertisement and notification to members, and all candidates are interviewed, with selection being made against a list of key skills. All new Trustees go through a process of induction during which their responsibilities are explained. Periodically, Trustees receive training in selected aspects of their duties.

The Board is responsible for governance, policy direction, decision-making and fiduciary obligations.

In 2000 Vision Aid Overseas was reconstituted as a Company Limited by Guarantee and re-registered as a charity. Since 2000 the Trustees of the Charity have also been Directors of the Company.

## Management

Nigel Wilson was the Executive Director (merging the roles of Chief Executive and International Programme Director) up until the end of March 2017, with Nicola Chevis coming in as the new Chief Executive Officer from the 1st March 2017. The Board delegates all aspects of strategy implementation and the management of Vision Aid Overseas to the Chief Executive Officer.

The Chief Executive Officer is supported by the Director of Fundraising and Communications, the

Director of Finance and Administration and the Director of Programmes. These three positions with the CEO form the Senior Management Team of Vision Aid Overseas. The overseas programme is led by the Director of Programmes working with a small programme management team, including Country Directors who plan the programmes, monitor progress and deal with operational issues.

The Board deals with the overall pay and reward of the Chief Executive Officer and other members of the Senior Management Team, all of which fall within a formal salary policy.

The Board recognises the contributions made by all the Vision Aid Overseas staff and Professional Volunteers and wishes to thank them accordingly.





# Financial Report

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## Key performance indicators

Vision Aid Overseas is further developing a comprehensive programme monitoring and evaluation framework which will incorporate some of the current main key programme performance indicators that we currently collect data on

Some of these programme indicators are:

- Number of vision centres supported
- Number of patients refracted
- Number of prescriptions issued
- Number of spectacles dispensed
- Number of eye health professionals trained
- Number of training hours delivered

In addition, VAO monitors the following Key Performance Indicators:

- Income and expenditure
- Number of Members of VAO

# Financial Year 2016/17 at a glance

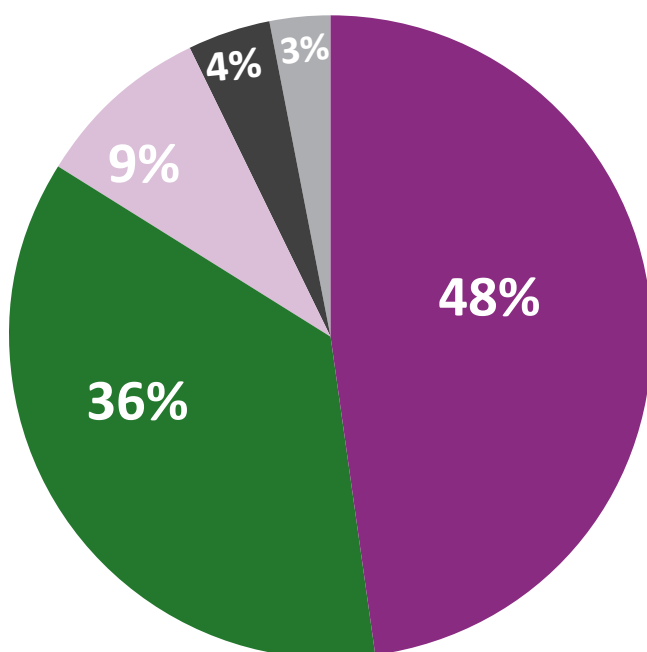
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## Income sources:

Vision Aid Overseas derives its income from a variety of sources. These range from voluntary income from members and supporters through individual or regular giving, sponsored events, community fundraising, appeals, major donors as well as grants and donations from Foundations and Corporate Partners.

Unrestricted & restricted grants along with individual donations remain the largest sources of funding for Vision Aid Overseas in its fight to enable people living in poverty to access affordable spectacles and eye care.

We are thankful to our donors/ funders for their continued financial support and for supporting our cause during what has been a challenging year which followed our successful 30th anniversary.



- Restricted and Unrestricted Grants
- Individual Donations
- Recycling
- Legacy and Other
- Membership

## Liquidity

Our cash balances reflect the balance of funds held over for various projects as well as reserves earmarked as a result of surpluses generated from operations. Funds are sometimes received from donors at the commencement of the projects and these funds are used to meet the project based expenses when required.

There was an 18% decrease in our cash balances held at the end of 2016/17 financial year, from £440k (2015/16) to £362k in 2016/17.

This is partly due to the fact that there were a number of projects for which we received donor funds in 2015/16 where the work was done in 2016/17, in particular Sierra Leone's post Ebola project, which meant that there was a greater drawdown of funds in the year. We also received less income from legacies and major donations than in 2015/16. Nonetheless, our cash balances this year are still 41% higher than in 2014/15, reflecting the improvement wrought in recent years.

## Review of financial position

Following on from the positive outturn of our 30th anniversary year in 2015/16, Vision Aid Overseas was able to invest modestly in fundraising in 2016/17. This resulted in an additional resource for fundraising in the form of staffing. There is an acknowledgement however that even more investment is required in subsequent years for the organisation to be able to fully diversify its funding sources.

The year in review hasn't been as successful as the 30th anniversary year and we have therefore recorded a breakeven position with a small deficit of £3k.

However, we are confident in the coming financial years of building a stable long term basis for Vision Aid Overseas to enable expansion of our work overseas.

Both management and the Board will continue to take a prudent approach to new investments and cost control.

We ended the year with a deficit from unrestricted operations of £48k including £31k designated expenditure.

Our restricted funds show a net movement of £45k surplus. This is due to funds that were received and recognised towards the end of the financial year, which will be used in the next financial year 2017/18.



Total income decreased by 9% from £1.239million in 2015/16 (30th Anniversary Year) to £1.146million in 2016/17, largely due to lower legacy income and fewer major donations.

Although there was an overall decrease in unrestricted income, it is worth noting that 2016/17 total income still represents a 44% increase on 2014/15 income and there was a 62% decrease in legacy income this year against our 30th anniversary year. Legacy income in 2016/17 at £29k has decreased by £46k on the previous year.

It should be remembered that the anniversary year's events brought in £167k of unrestricted income, which was not replicated in 2016/17, partly because of the charity's withdrawal from the Great Ethiopian Run in Ethiopia due to political unrest.

The combined total of corporate fundraising, grants and individual donations have remained largely the same as the previous year. However, corporate fundraising has increased by 15% on the previous

year with the recruitment of a new corporate donor, whereas our grants income decreased by 13% due to a few grants coming to an end.

In addition to that, we have also achieved a net income (not including substantial overheads) of £87k (2016: £83k) from recovered metal from recycled spectacles.

Restricted funding has seen a small continual growth over the last three years and we are still working on attracting more restricted donors.

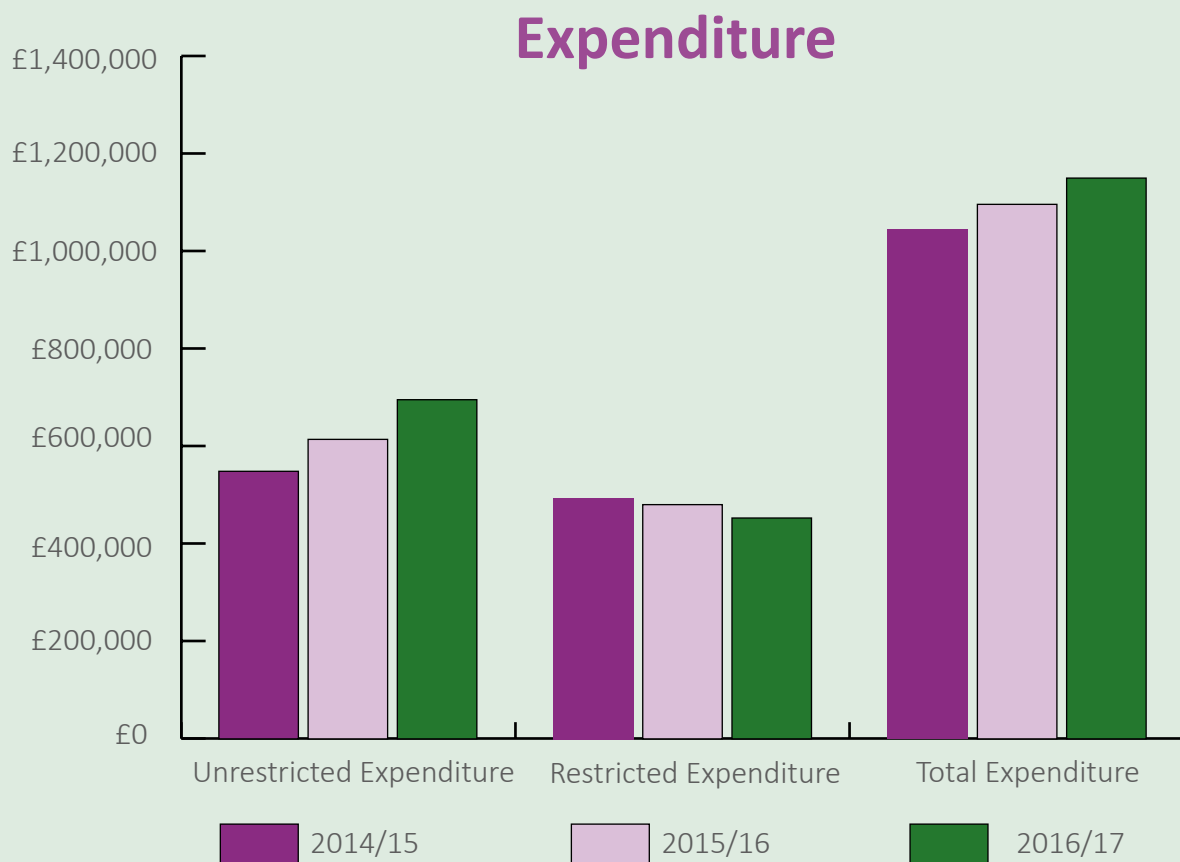
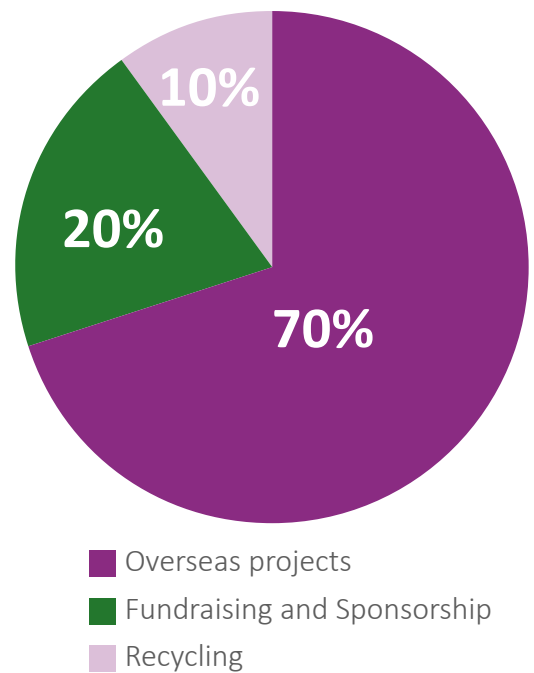
Whilst recognising the impact of the modest growth in restricted funding, we are also keen to grow unrestricted income from voluntary sources. In the coming year, there will be a number of new initiatives that will be trialled with a view to determining whether or not it will be beneficial to invest in these initiatives in the medium to long term.



## Expenditure

Total expenditure increased by just 5% from 2015/16 to 2016/17. In monetary terms, our total expenditure increased from £1.095 million in 2015/16 to £1.149 million in 2016/17. This is the result of our continued increase of activities in Sierra Leone post Ebola and a new grant from The Worshipful Company of Spectacle Makers we have secured to help the survivors of Ebola.

Our fundraising expenditure has also modestly increased by 5% in line with the additional resource in the fundraising team.



## Risk management

The Trustees actively review the major risks which the organisation faces and believe that safeguarding our reserves, combined with an annual review of the controls over key systems, will provide sufficient resources in the event of adverse conditions. The Trustees have also examined other operational and business risks faced by the charity and confirm that they have established systems to mitigate them. Outside of the programmed review, all new major commitments or new risks are reviewed and monitored by the Board.

Currently, the charity is faced with the risks of some of the restricted grants which are approaching to their end, not being renewed, therefore measures are being put in place to mitigate this risk and ensure the continuity of our programme activities overseas.

## Investment policy

The current policy is to minimise risks to the Charity's assets, any surplus funds are therefore held in short term interest bearing deposit accounts, rather than investments.

## Restricted funds

Within the income and expenditure described above, restricted income received in the year was £498k against an expenditure of £454k. At 31 March 2017, we held a balance of £88k due to the opening balance carried over in restricted reserves and the additional funds received in the year, all of which we expect to spend in 2017/18.

## Voluntary contributions

The attached accounts reflect the financial transactions of the charity, but in any analysis of Vision Aid Overseas' operations it is important to appreciate the vital and essential contribution made by our Professional Volunteers and Members, without whose efforts Vision Aid Overseas would not be able to operate at the current level of activity.

Vision Aid Overseas' Professional Volunteers give up holidays and make voluntary contributions to the work of the organisation; in total our Professional Volunteers provided 860 days of service to the charity. This has not been given a monetary value but is clearly a very substantial added contribution.

## Reserves policy

The Board has adopted a policy of maintaining reserves to enable the organisation to deal with unexpected difficulties and interruptions to the flow of income without a significant impact on our operations and programme activity in the short-term.

To meet this policy, the Board considers that reserves are required to enable us to support normal operations for around six months. The charity was operating within this band at year end.

The Board will continue to review the Reserves Policy on a regular basis.

## Statement of public benefit

Vision Aid Overseas is committed to those living in poverty and with limited access to affordable eye care, ensuring increased access to eye tests and properly dispensed spectacles. In doing so, we enable people to work and children to attend and be successful at school.

We have referred to the Charity Commission's general guidance on Public Benefit when reviewing our aims and objectives and in planning our future activities. In particular, the Trustees consider how planned activities contribute to the aims and objectives they have set. The principal charitable aim of Vision Aid Overseas is to fight poverty by transforming access to eye care in developing countries, through working in partnership with and under the direction of the countries' national eye care plans. Vision Aid Overseas is fully committed to sustainability in each of the countries within which we work.

## Statement of trustees' responsibilities

The Trustees (who are also directors of Vision Aid Overseas for the purposes of company law) are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice.)

Company law requires Trustees to prepare financial statements for each financial year which give a true and fair view of the state of the affairs of the charitable company and of the incoming/outgoing resources and application of resources, including the income and expenditure, of the charitable company 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 UK 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 charitable company will continue in business.

The Trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the Trustees are aware:

- There is no relevant audit information of which the charitable company's auditor is unaware; and
- The Trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.

The Trustees are responsible for the maintenance and integrity of the corporate and financial information included on the charitable company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

## **SORP 2015**

The Trustees have adopted the provisions of the Statement of Recommended Practice (SORP) "Accounting and Reporting by Charities" applicable in the UK and Republic of Ireland (FRS 102) effective 1 January 2015 in preparing the annual report and financial statements of the charity.

## **Approval of this report**

This report was approved by the Board of Trustees on the 23rd August 2017

## **Signed by order of the Board**

.....

Peter Corbett

Treasurer

.....

David Scott-Ralphs

Chairman

# Independent Auditors' Report to the Members of Vision Aid Overseas

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We have audited the financial statements of Vision Aid Overseas for the year ended 31 March 2017 which comprise the Statement of Financial Activities, the Balance Sheet, the Cash Flow Statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland".

This report is made solely to the charitable company's members, as a body, in accordance with Section 11 of the Charities Act 2011 and regulations made under Section 154 of that Act. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.

## Respective responsibilities of trustees and auditor

As explained more fully in the Trustees' Responsibilities Statement set out on pages 20 and 21, the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

The trustees have elected for the financial statements to be audited in accordance with the Charities Act 2011 rather than the Companies Act 2006. Accordingly we have been appointed as auditors under section 144 of the charities act 2011 and report in accordance with regulations made under Section 154 of that Act.

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with

the Auditing Practices Board's Ethical Standards for Auditors.

## Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the charitable company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the trustees; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Trustees' Annual Report<sup>2</sup> to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

## Opinion on financial statements

In our opinion the financial statements:

- Give a true and fair view of the state of the charitable company's affairs as at 31 March 2017, and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- Have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- Have been prepared in accordance with the requirements of the Companies Act 2006.



## Opinion on other matters prescribed by the Companies Act 2006

In our opinion based on the work undertaken in the course of the audit:

- The information given in the Trustees' Annual Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- The Trustees Annual Report has been prepared in accordance with applicable legal requirements.

## Matters on which we are required to report by exception

In the light of our knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the Trustees Annual Report.

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- Adequate accounting records have not been kept or returns adequate for our audit have not been received from branches not visited by us; or

- The financial statements are not in agreement with the accounting records and returns; or
- Certain disclosures of trustees' remuneration specified by law are not made; or
- We have not received all the information and explanations we require for our audit.

Richard Place Dobson Services Limited

Eligible to act as an auditor in terms of Section 1212 of the Companies Act 2006

Statutory Auditors

Chartered Accountants

1 – 7 Station Road

Crawley

West Sussex

RH10 1HT

Date .....



# Statement of Financial Activities- for the Year Ended 31 March 2017

	Notes	Unrestricted £	Designated £	Restricted £	2017 Total funds £	2016 Total funds £
<b>Income and endowments from:</b>						
Donations and legacies	3	506,310			506,310	665,729
Charitable activities	3	35,611		496,743	532,354	485,218
Other trading activities		106,039			106,039	83,516
Investments		66			66	44
Other		-		1,767	1,767	5,207
<b>Total</b>		<b>648,026</b>	<b>-</b>	<b>498,510</b>	<b>1,146,536</b>	<b>1,239,714</b>
<b>Expenditure on:</b>						
Raising funds	4	316,366			316,366	302,531
Charitable activities						
Overseas projects	4	318,751	31,407	453,602	803,760	759,822
Membership subscriptions	4	3,649		-	3,649	3,588
Raising awareness	4	25,508			25,508	29,600
<b>Total</b>		<b>664,274</b>	<b>31,407</b>	<b>453,602</b>	<b>1,149,283</b>	<b>1,095,541</b>
<b>Net income/(expenditure)</b>		<b>(16,248)</b>	<b>(31,407)</b>	<b>44,908</b>	<b>(2,747)</b>	<b>144,173</b>
<b>Transfers between funds</b>		<b>118,593</b>	<b>(118,593)</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net movement in funds</b>		<b>102,345</b>	<b>(150,000)</b>	<b>44,908</b>	<b>(2,747)</b>	<b>144,173</b>
<b>Reconciliation of funds:</b>						
Total funds brought forward		260,138	150,000	43,838	453,976	309,803
<b>Total funds carried forward</b>		<b>362,483</b>	<b>-</b>	<b>88,746</b>	<b>451,229</b>	<b>453,976</b>

The statement of financial activities includes all gains and losses recognised in the year.

All income and expenditure derive from continuing activities.

# Balance Sheet- at 31 March 2017

	Notes	Unrestricted £	Designated £	Restricted £	FY16/17 funds £	FY15/16 funds £
Fixed assets:						
Tangible fixed assets	8	12,816		13,998	26,814	36,703
<b>Total fixed assets</b>		<b>12,816</b>	<b>-</b>	<b>13,998</b>	<b>26,814</b>	<b>36,703</b>
Current assets:						
Debtors and prepayments	9	67,534		81,243	148,777	121,062
Cash at bank		303,821	-	57,709	361,530	440,287
<b>Total current assets</b>		<b>371,355</b>	<b>-</b>	<b>138,952</b>	<b>510,307</b>	<b>561,349</b>
Liabilities:						
Creditors- amounts falling due within one year	10	(21,688)		(64,204)	(85,892)	(144,076)
<b>Net current assets</b>		<b>349,667</b>	<b>-</b>	<b>74,748</b>	<b>424,415</b>	<b>417,273</b>
<b>Total assets less current liabilities</b>		<b>362,483</b>	<b>-</b>	<b>88,746</b>	<b>451,229</b>	<b>453,976</b>
<b>Total net assets</b>		<b>362,483</b>	<b>-</b>	<b>88,746</b>	<b>451,229</b>	<b>453,976</b>
<b>The funds of the charity:</b>						
Restricted funds	13				88,746	43,838
Unrestricted funds						
General funds					362,483	260,138
Designated funds					-	150,000
Total unrestricted funds					362,483	410,138
<b>Total charity funds</b>					<b>451,229</b>	<b>453,976</b>





The company is entitled to the exemption from the audit requirement contained in section 477 of the Companies Act 2006, for the year ended 31 March 2017, although an audit has been carried out under section 144 of the Charities Act 2011. No member of the company has deposited a notice, pursuant to section 476, requiring an audit of these accounts under the requirements of the Companies Act 2006.

The directors acknowledge their responsibilities for ensuring that the company keeps accounting records which comply with section 386 of the Act and for preparing accounts which give a true and fair view of the state of affairs of the company as at the end of the financial year and of its incoming resources and application of resources, including its income and expenditure, for the financial year in accordance with the requirements of sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to accounts, so far as applicable to the company.

This report was approved by the Board of Trustees on

and signed on its behalf by:

.....  
Peter Corbett (Treasurer)

.....  
David Scott-Ralphs (Chairman)

Company Number: 4027804



# Cash Flow Statement

Statement of cash flows	FY16/17 funds £	FY15/16 funds £
<b>Cash flows from operating activities:</b>		
<b>Net cash provided by (used in) operating activities</b>	<b>(71,948)</b>	<b>186,208</b>
<b>Cash flows from investing activities:</b>		
Dividends, interest and rents from investments	66	44
Purchase of property, plant and equipment	(6,876)	(3,036)
<b>Net cash provided by (used in) investing activities</b>	<b>(6,810)</b>	<b>(2,992)</b>
<b>Change in cash and cash equivalents in the reporting period</b>	<b>(78,757)</b>	<b>183,216</b>
<b>Cash and cash equivalents at the beginning of the reporting period</b>	<b>440,287</b>	<b>257,071</b>
<b>Cash and cash equivalents at the end of the reporting period</b>	<b>361,530</b>	<b>440,287</b>

Reconciliation of net income/(expenditure) to net cash flow from operating activities	Current year £	Prior year £
<b>Net income/(expenditure) for the reporting period (as per the statement of financial activities)</b>	<b>(2,747)</b>	<b>144,172</b>
<b>Adjustments for:</b>		
Depreciation charges	15,685	15,647
Dividends, interest and rents from investments	(66)	(44)
Loss/(profit) on the sale of fixed assets	1,080	-
(Increase)/ decrease in debtors	(27,716)	5,115
Increase/ (decrease) in creditors	(58,184)	21,318
<b>Net cash provided by (used in) operating activities</b>	<b>(71,948)</b>	<b>186,208</b>

Analysis of cash and cash equivalents	Current year £	Prior year £
Cash in hand	361,530	440,287
Notice deposits (less than 3 months)	-	-
Overdraft facility repayable on demand	-	-
<b>Total cash and cash equivalents</b>	<b>361,530</b>	<b>440,287</b>

# Notes to the Accounts- for the Year Ended 31 March 2017

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## 1. Status

The company is limited by guarantee and does not have share capital. Every member of the company undertakes to contribute to the assets of the company in the event of the same being wound up during the time that they are a member or within one year after they cease to be a member, for the payment of the debts and liabilities of the company contracted before they ceased to be a member, such amount as may be required not exceeding £1.

## 2. Accounting policies

### a) Basis of accounting

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015)- (Charities SORP (FRS 102)), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and Companies Act 2006.

Vision Aid Overseas meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy.

### b) Incoming resources

Income is recognised when the charity has entitlement to the funds, any performance conditions attached to the item of income have been met, it is probable that the income will be received and the amount can be measured reliably.

For legacies, entitlement is taken as the earlier of the date on which either: the charity is aware that probate has been granted, the estate has been finalised and notification has been made by the executors to the

charity that a distribution will be made, or when a distribution is received from the estate.

Income from grants is recognised when the charity has entitlement to the funds, any conditions attached to the grant have been met, it is probable that the income will be received and the amount can be measured reliably and is not deferred. Income from other trading activities includes income earned from both trading activities to raise funds for the charity and income from fundraising events.

### c) Resources expended

Resources expended are included in the Statement of Financial Activities on an accrual basis, inclusive of VAT which cannot be recovered. Expenditure which is directly attributable to specific activities has been included in these cost categories. Where costs are attributable to more than one activity, they have been apportioned across the cost categories on a basis consistent with the use of these resources and time spent thereon as follows:

	2017	2016
Recycling costs	11%	12%
Costs of Generating Funds	25%	24%
Charitable Activities	64%	64%

No general publicity costs have been allocated to governance.

Restricted fund costs consist of those directly attributable to specific activities only.

There has been a transfer of some salary costs from recycling to Charitable Activities, to reflect extra Programme work carried out by the Recycling Team.

## **d) Tangible assets and depreciation**

Assets in excess of £1,000 intended to be of ongoing use to Vision Aid Overseas in carrying out its activities are capitalised as fixed assets. Depreciation is charged, on a straight line basis, as follows:

### **Short leasehold buildings:**

10 years

### **Computer equipment:**

3 years

### **Office equipment:**

3 years

### **Optical equipment:**

4 years

### **Vehicle:**

4 years

## **e) Governance**

Governance expenditure includes all expenditure not directly related to the charitable activity or fundraising ventures. These costs also include legal and professional fees and costs in relation to charity meetings and trustees' costs. Governance costs are included within support costs and allocated against charitable activities.

## **f) Employee benefits (including pension costs)**

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the charity is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

The charity operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the charity in independently administered funds. The pension cost charge represents contributions payable by the charity.

## **g) Operating leases**

Rental income and expenditure applicable to operating leases are credited or charged to the statement of financial activities on a straight-line basis, in the period to which the cost or income relates.

## **h) Gifts in kind**

Gifts in kind are included at current market value where their value is ascertainable and material. The estimated valuation of gifts in kind is based on the value of the contribution to the charity, or the valuation the charity would have to pay to acquire the assets.

Donated professional services and donated facilities are recognised as income when the charity has control over the item, any conditions associated with the donated item have been met, their receipt of economic benefit from the use by the charity of the item is probable and that economic benefit can be measured reliably. In accordance with the Charities SORP (FRS 102), the general volunteer time is not recognised and refer to the trustees' annual report for more information about their contribution.

On receipt, donated professional services and donated facilities are recognised on the basis of the value of the gift to the charity which is the amount the charity would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market; a corresponding amount is then recognised in expenditure in the period of receipt.

## **i) Interest receivable**

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the charity; this is normally upon notification of the interest paid or payable by the Bank.

## **j) Foreign currencies**

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. Monetary assets and liabilities are translated at the rate of exchange ruling at the balance sheet date. All exchange differences are recorded in the SoFA.

## **k) Fund accounting**

Unrestricted funds are available to spend on activities that further any of the purposes of the charity. Designated funds are unrestricted funds of the charity which the trustees have decided at their discretion to set aside to use for a specific purpose.

Restricted funds are donations which the donor has specified are to be solely used for particular areas of the charity's work or for specific projects undertaken by the charity.

## **l) Going concern**

The charity reported a cash outflow of £79k for the year. The trustees are of the view that the focus in the year to identify and develop new sources of sustainable unrestricted funding and to further develop our restricted funding have secured the immediate future of the charity for the next three years and that on this basis the charity is a going concern.

## **m) Basic financial instruments**

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at the settlement value, with the exception of bank loans, which are subsequently measured at amortised cost using the effective interest rate method.

## **n) Debtors**

All debtors are measured and included in the accounts on the basis of their recoverable amount.

## **o) Creditors & provisions**

All creditors are measured and included in the accounts on the basis of their settlement amount where Vision Aid Overseas has an obligation to transfer to third party and the amount due.

## **p) Cash**

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

## **q) Critical judgements & estimations of uncertainty**

In the application of the charity's accounting policies, which are described in note 2, Trustees are required to make judgements, estimates and assumptions about the carrying values of assets and liabilities that are not readily apparent from other sources. The estimates and underlying assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an on-going basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects the current and future periods.

## **r. Voluntary income**

No meaningful valuation can be made for professional and other time given by volunteers or for other services or concessions given by couriers and other service providers. Other items donated to the charity are accounted for at market value when utilised in the charity's charitable activities.

### 3. Incoming resources

	Unrestricted	Restricted	2017 Total	2016 Total
	£	£	£	£
<b>Donations &amp; Legacies</b>				
Individual Donations and Community Fundraising	388,548	-	388,548	428,439
Corporate Fundraising	11,665	-	11,665	10,905
Grants	49,557	-	49,557	84,049
Donations in kind	27,896	-	27,896	67,185
Legacies	28,644	-	28,644	75,151
<b>Total</b>	<b>506,310</b>	<b>-</b>	<b>506,310</b>	<b>665,729</b>

	Unrestricted	Restricted	2017 Total	2016 Total
	£	£	£	£
<b>Charitable activities</b>				
Individual Donations and Community Fundraising	-	26,365	26,365	-
Corporate Fundraising	-	213,826	213,826	184,849
Grants	-	256,552	256,552	265,769
Members' donations	35,611	-	35,611	34,600
<b>Total</b>	<b>35,611</b>	<b>496,743</b>	<b>532,354</b>	<b>485,218</b>

### 4. Resources expended

a) Total resources expended	Direct costs	Staff costs	Support costs (note 4b)	2017 Total	2016 Total
	£	£	£	£	£
<b>Direct Costs</b>					
Fundraising and sponsorship	87,591	86,912	54,336	228,839	258,821
Recycling	39,947	48,692	24,396	113,035	73,310
Overseas projects	418,235	243,587	141,938	803,760	759,822
Membership subscriptions	2,540	-	1,109	3,649	3,588
	<b>548,313</b>	<b>379,191</b>	<b>221,779</b>	<b>1,149,283</b>	<b>1,095,541</b>

## b) Support costs

	<b>2017</b>	<b>2016</b>
	<b>Total</b>	<b>Total</b>
	<b>£</b>	<b>£</b>
Staff costs (note 7)	107,165	95,436
Recruitment costs	3,755	3,067
Premises costs	47,187	42,903
Printing, postage and stationery	2,891	2,778
Telephone and Internet	6,640	6,886
Accounting	1,358	1,895
Office expenditure	11,041	14,143
Depreciation	15,364	15,646
Governance (note c)	26,378	22,009
	<b>221,779</b>	<b>204,763</b>

## c) Governance

	<b>2017</b>	<b>2016</b>
	<b>Total</b>	<b>Total</b>
	<b>£</b>	<b>£</b>
Legal and professional fees	14,387	9,536
Audit fees	6,800	6,800
Cost of AGM and meetings	3,793	4,079
Trustee costs and expenses	1,291	1,435
Trustee recruitment costs	107	159
	<b>26,378</b>	<b>22,009</b>

Trustees are not entitled to, and did not receive, any remuneration in respect of their services throughout the year.

Trustees' total reimbursed expenses were £1,291 (2016: £1,435).

## 5. Taxation

The company is exempt from corporation tax as all its activities are Charitable Activities.

## 6. Net incoming resources for the period

	2017 £	2016 £
Operating Surplus is stated after charging:		
Depreciation	15,685	15,647
(Profit)/loss on disposal of fixed assets	1,080	-
Auditors remuneration	6,800	6,800
Foreign exchange (gains) / losses	69	2,494

## 7. Staff costs

	2017 £	2016 £
Salaries and wages	448,514	382,354
Social security costs	35,096	29,663
Pension costs	2,746	-
	<b>486,356</b>	<b>412,017</b>
Less Allocated to		
Programmes	(243,587)	(198,729)
Fundraising and Sponsorship	(86,912)	(72,336)
Recycling	(48,692)	(45,516)
	<b>107,165</b>	<b>95,436</b>

One employee earned between £60,000 and £70,000 per annum (including taxable benefits) during the year (2016: one)

Key management remuneration in the year is £195,000 (2016: £143,000)

Headcount staff within the year

	2017 No.	2016 No.
Programme	5	5
Finance & Admin	3	3
Recycling	2	2
Fundraising & Communication	3	2
	<b>13</b>	<b>12</b>

## 8. Tangible fixed assets

	Leasehold Improvements £	Optical & Training Equipment £	Vehicle £	Furniture & Fitting £	Computer Equipment £	Total £
<b>Cost or valuation</b>						
At 1st April 2016	51,535	29,217	35,211	20,328	44,250	180,541
Additions	-	-	-	-	6,876	6,876
Disposals/ transfers	-	-	(1,401)	-	-	(1,401)
<b>At 31 March 2017</b>	<b>51,535</b>	<b>29,217</b>	<b>33,810</b>	<b>20,328</b>	<b>51,126</b>	<b>186,016</b>

<b>Depreciation</b>						
At 1st April 2016	(40,734)	(29,217)	(11,515)	(20,328)	(42,044)	(143,838)
Charge for the year	(5,100)	-	(8,715)	-	(1,870)	(15,685)
Disposals/ transfers	-	-	321	-	-	321
<b>At 31 March</b>	<b>(45,834)</b>	<b>(29,217)</b>	<b>(19,909)</b>	<b>(20,328)</b>	<b>(43,914)</b>	<b>(159,202)</b>

<b>Net book values</b>						
<b>At 31 March 2017</b>	<b>5,701</b>	<b>-</b>	<b>13,901</b>	<b>-</b>	<b>7,212</b>	<b>26,814</b>
<b>At 31 March 2016</b>	<b>10,801</b>	<b>-</b>	<b>23,696</b>	<b>-</b>	<b>2,206</b>	<b>36,703</b>

## 9. Debtors and prepayments

	2017 £	2016 £
Debtors and prepayments	144,291	119,234
Taxation Recoverable- Gift Aid	4,486	1,828
	<b>148,777</b>	<b>121,062</b>

## 10. Creditors

	2017 £	2016 £
Trade creditors	13,535	13,766
Accruals and deferred income	58,535	120,787
Social Security Costs	12,132	9,523
Pension Contribution	1,690	-
	<b>85,892</b>	<b>144,076</b>



## 11. Operating lease commitments

As at 31 March 2017 the charity had full commitments under non-cancellable operating leases as follows:

	Land and Buildings		Other	
	2017	2016	2017	2016
	£	£	£	£
Operating leases which expire:				
Within 1 Year	30,000	-	-	-
Between 2 and 5 Years	-	59,000	9,248	5,715
After more than 5 years	-	-	-	6,240
	<b>30,000</b>	<b>59,000</b>	<b>9,248</b>	<b>11,955</b>

## 12. Related-party transactions

There were no transactions with other related parties in the year.

## 13. Statement of funds

	Balance 1 Apr 2016 £	Incoming resources £	Resources used £	Transfers £	Balance 31 Mar 2017 £
<b>Unrestricted Income Funds</b>					
General funds	260,138	648,026	(664,274)	118,593	362,483
Designated funds (note 16)	150,000	-	(31,407)	(118,593)	-
<b>Total unrestricted funds</b>	<b>410,138</b>	<b>648,026</b>	<b>(695,681)</b>	<b>-</b>	<b>362,483</b>
<b>Restricted Income Funds</b>					
Restricted income funds (Note 15)	43,838	498,510	(453,602)	-	88,746
	<b>453,976</b>	<b>1,146,536</b>	<b>(1,149,283)</b>	<b>-</b>	<b>451,229</b>

## Statement of funds movements: 2016

	Balance 1 Apr 2015 £	Incoming resources £	Resources used £	Transfers £	Balance 31 Mar 2016 £
Unrestricted Income Funds					
General funds	236,659	788,022	(614,543)	(150,000)	260,138
Designated funds	-	-	-	150,000	150,000
<b>Total unrestricted funds</b>	<b>236,659</b>	<b>788,022</b>	<b>(614,543)</b>	<b>-</b>	<b>410,138</b>
<b>Restricted Income Funds</b>					
Restricted income funds	73,144	451,692	(480,998)	-	43,838
	309,803	1,239,714	(1,095,541)	-	453,976

## 14. Last year comparative SoFA breakdown

	Unrestricted £	Designated £	Restricted £	Total funds £
<b>Income and endowments from:</b>				
Donations and legacies	665,729			665,729
Charitable activities	34,600		450,618	485,218
Other trading activities	83,516			83,516
Investments	44			44
Other	4,133		1,074	5,207
<b>Total</b>	<b>788,022</b>		<b>451,692</b>	<b>1,239,714</b>
<b>Expenditure on:</b>				
Raising funds	302,531			302,531
Charitable activities				
Overseas projects	278,824		480,998	759,822
Membership subscriptions	3,588		-	3,588
Raising awareness	29,600			29,600
<b>Total</b>	<b>614,543</b>		<b>480,998</b>	<b>1,095,541</b>
<b>Net income/(expenditure)</b>	173,479		(29,306)	144,173
<b>Transfers between funds</b>	(150,000)	150,000	-	-
<b>Net movement in funds</b>	<b>23,479</b>	<b>150,000</b>	<b>(29,306)</b>	<b>144,173</b>
<b>Reconciliation of funds:</b>				
Total funds brought forward	236,659	-	73,144	309,803
<b>Total funds carried forward</b>	<b>260,138</b>	<b>150,000</b>	<b>43,838</b>	<b>453,976</b>

## 15. Restricted funds

	Balance at 1 Apr 2016 £	Income £	Expenditure £	Transfers £	Balance at 31 Mar 2017 £
<b>Zambia</b>					
Specsavers	(2,710)	129,000	126,290		-
PALA	-	29,245	24,666		4,579
<b>Sierra Leone</b>					
The Clothworkers' Foundation	23,768	86,700	110,449		19
Laing Foundation	(362)	5,000	4,638		-
Maitri	17,736	84,885	49,344		53,277
Spectacles Makers	-	5,375	5,375		-
Xmas 2016 Appeal	-	13,365	1,691		11,674
<b>Burkina Faso</b>					
Fondation L'Occitane	792	29,083	28,099		1,776
Xmas 2015 Appeal	-	13,000	-		13,000
<b>Ethiopia</b>					
UK DFID (GPAF)	-	74,592	74,592		-
Essilor	3,926	28,265	27,770		4,421
<b>Botswana</b>					
Addenbrooke's Abroad/ Seeing is Believing	688	-	688		-
	<b>43,838</b>	<b>498,510</b>	<b>453,602</b>	<b>-</b>	<b>88,746</b>

### Purpose of funding

#### **Specsavers**

Provide funding for vision centres, education, training & support outreach programmes in Zambia.

#### **PALA**

Provision of a full new Vision Centre and equipment for Muchinga Province, Zambia.

#### **The Clothworkers' Foundation**

Establish & equip vision centres in the three districts of the eastern province of Sierra Leone.

#### **Laing Foundation**

Fund the purchase of a vehicle and four years of vehicle maintenance and driver salary in eastern province of Sierra Leone.

## Maitri

Increase access to eye care services in Bombali district of Sierra Leone.

## Spectacles Makers

Provided funds for the Ebola Survivors project to supply transport, eye tests, spectacles and follow-up for recent Ebola survivors, Sierra Leone.

## Xmas 2016 Appeal

Funds for the full re-equipping, installation and staff training for the Vision Centre at Connaught Hospital, Freetown, Sierra Leone.

## Xmas 2015 Appeal

Funds for refraction equipment and training of Eye Care Nurses in 8 regions of Burkina Faso.

## Fondation L'Occitane

Improve refractive error in the centre west region of Burkina Faso.

## UK DFID (GPAF)

Increasing access to eye care/spectacles & treatment for eye diseases in five districts of southern Ethiopia.

## Essilor

25% match funding for the above UK DFID (GPAF).

## Addenbrooke's Abroad/ Seeing is Believing

Improves services to prevent blindness in Botswana between diabetics, children & those with refractive errors.

## 16. Designated funds

These are funds allocated for our unrestricted programme activities.

## 17. Analysis of cash and cash equivalents

	At 1st April 2016 £	Cashflow	At 31st March 2017 £
Cash and cash equivalents	440,287	(78,757)	361,530
<b>Total cash and cash equivalents</b>	<b>440,287</b>	<b>(78,757)</b>	<b>361,530</b>



# Honorary Life Members and Vice Presidents

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## **Our Honorary Vice Presidents are:**

Sir Trevor Mc Donald OBE

Fiona Bruce

Dame Mary Perkins DBE

Brian Ellis MBE

## **Our Honorary Life Members are:**

Brian Ellis MBE

Professor Rachel North

Wendy Dick

Philip Heal

Clive Williams

Frank Norville

Tym Marsh

Brian Mitchell FCA

Felicity Harding

Ruth Davies

Peter Mills

David Parkins

Michele de Vaal

Kath Stott

Karen Sparrow

Jeremy Jalie

Vera Wilton

# Thank you from Vision Aid Overseas

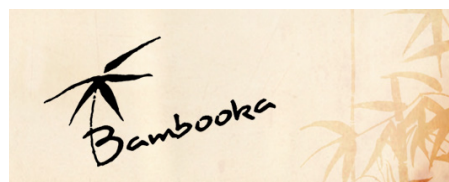
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The Steel Charitable  
Trust



Promoting the skills  
of Britain's opticians



The Laing  
Foundation



The Worshipful Company of  
Spectacle Makers







## Vision Aid Overseas

incorporating **OPTOMETRY GIVING SIGHT** in the UK

Registered Charity in England and Wales (1081695)

