

WESTNELL NURSERY SOCIETY



working with
children in
Peru

Developing education in poor communities

TWENTY YEARS SPECIAL EDITION



The first nursery in Doscientas Millas 1988



Doscientas Millas Nursery after completion in the early 1990s

ANNUAL REPORT 2006

SPECIAL EDITION :

TWENTY YEARS OF WESTNELL

WESTNELL NURSERY ANNUAL REPORT

JANUARY – DECEMBER 2006

Westnell Nursery in Peru: how it all began

There are two separate nurseries run by the *Sociedad Infantil Westnell (Westnell Nursery Society), Lima, Peru*. The original nursery, started by the founders Sally Pinnell and Debra Westlake in 1986, is located in Doscientas Millas shanty town. The second nursery, opened in 1998 by the staff and families, is in a larger shanty town called Bocanegra. Both are managed by the Director Oscar Santillan, and Educational Coordinator Margarita Cautín del Real, and an elected staff and parent Executive Committee.

Children in need

There are approximately 21,000 children in Bocanegra shanty town but places for only 750 in the local state-run nursery schools. While Doscientas Millas has a smaller population, the state pre-school provision is equally poor. In Peru it is essential that children attend nursery school since primary schools require evidence of preschool education for admission. There is often limited opportunity for play and stimulation in children's home environment. Demand for Westnell nursery places increases each year and far outstrips availability. Westnell provides an essential service by making house to house visits to ensure we are serving the poorest and most needy families, who cannot afford to buy the uniforms and materials required by even state nurseries. In the shanty towns in which it works, Westnell benefits four groups: children; staff; families of nursery children and the community as a whole.

WHAT WESTNELL HAS ACHIEVED IN PERU DURING 2006

- A total of 318 nursery places were provided by Westnell in 2006 : 197 in Bocanegra; 121 in Doscientas Millas. Westnell also provided a valuable service to 318 families as well as to the children.
- The 2 nurseries ran 10 classes: 4 in Doscientas Millas and 6 in Bocanegra; all classes were funded directly by Westnell UK and by fund raising efforts in Peru.
- In April 2006, 32 children began nursery in Doscientas Millas and 64 in Bocanegra. A total of 108 children graduated to first grade of primary school in December. Children begin nursery aged 3 and graduate aged 6 years.
- Employment was provided for 18 local people: nine nursery teachers, five teaching assistants, the Director, Coordinator and 2 caretakers.
- Craft classes were provided for women in both communities and parenting classes were held for families.

TWENTY YEARS OF WESTNELL 1986 – 2006

WESTNELL LANDMARKS

1985

- During a gap year trip to Peru, Sally Pinnell and Debra Westlake begin to run nursery classes in the yard of a parent's house in Doscientas Millas, Callao.

1986

- Margarita Cautin is taken on as teacher and Doris Rodriguez as an assistant in the nursery class now held in a rented room in a small church in the town.
- Westnell (*Sociedad Infantil Westnell*) is registered in Peru as a charity and by the Ministry of Education as an educational nursery for children aged 3-6 years
- The Westnell Nursery Society is registered as a charity in the UK and a Trustee body established. Fundraising begins.
- Costs in Peru are approx £150 per month.
- A total of around £3,500 is raised during the year .

1988

- A building is purchased and refurbished in Doscientas Millas with funding from Westnell UK. Classes begin – initially 2 classes, extending to 4 (120 children).

1994

- Terre des Hommes is our first funding partner – funds granted to run 2 classes initially for 2 years, extended for another 4 years. (180 children now receiving preschool education)

1997

- Building work begins on new nursery site in Bocanegra shanty town.
- Ana (Anita) Gutierrez is our first ex-student to start work in the nursery as a teaching assistant

1997/98

- Methodist Relief and Development Fund awards an initial 3 year grant for 2 classes, then extends for another 3 years. MRDF also provides capital funds for building work in new nursery in Bocanegra.

1998

- Classes begin in new nursery in Bocanegra (290 children now being educated across the 2 sites)

2000

- English National Lottery awards grant to Westnell for building work and funding for 2 classes for 4 years in Bocanegra. (over 300 children now being educated)

2001

- Peru Committee establishes its own Sustainability Commission to seek revenue funding. Aided by training from Save the Children Fund.

2003

- An extra intake class, taught by Margarita herself, is opened at Bocanegra without extra funding as demand is so high and Peruvian committee cannot turn children away. (4 classes in Doscientas Millas, 6 in Bocanegra)

2004

- Termination of all external grants – Westnell goes it alone. Fears that classes may have to close. Peruvian staff proposes salary decrease and families start own fundraising to maintain all classes open.

2006

- Classes continue to run at full (318 children being educated)
- No external grants but supporter fundraising is better than ever!
- £38,440 raised this year.

ACHIEVEMENTS OF THE CHARITY IN PERU OVER TWENTY YEARS

- ❖ At an estimate Westnell has provided 3,700 preschool places since its inception. Since children generally stay in the nursery 3 years, this represents around 1,250 children educated by Westnell during its history.
- ❖ 12 local women have been given employment as teachers
- ❖ 7 local women have become Teaching Assistants
- ❖ 2 ex students have become teachers in the nursery
- ❖ 2 mothers of ex nursery children (Flor Myriam Sandoval and Giovanna Orellana Olivera) have trained as teachers and been given employment in the nursery
- ❖ Another parent, Roxana Rodriguez, is a Teaching Assistant and runs craft classes for parents.
- ❖ At least 4 staff members have been working for Westnell for 20 years or more

SUCSESSES OF OUR STUDENTS

- **Abigail Medina (Graduate of 1992)**
 - Has been accepted by the Instituto Superior Salesiano, to study graphic design
- **Robert and Joel Arnao Sandoval (Graduate of 1992)**
 - Have entered the college of the Policia Nacional del Perú (police force)
- **Vivian Sandoval Domínguez (Grad. 1993)**
 - Is studying computing at the Instituto Superior CESCA
- **Victor Izaguirre (Grad. 1993)**
 - Has finished a course in computer programming at the Salesiano Institute.
- **Wilmer Flores (Grad. 1995)**
 - Has entered the Inst. Superior Araoz Pinto to study mechanical engineering.
- **Andy Palma (Grad. 2006)**
 - Has been accepted at a selective primary school for children of police force parents who show academic excellence. 99 children applied for the one place that Andy won!

TWENTY YEARS IN PICTURES – THEN AND NOW

YANINA AND ANITA: EX PUPILS NOW TEACHERS



Yanina Flores and Anita Gutierrez were 2 of the first students taught by Debra and Sally themselves and are pictured in a photo taken by them in 1985, aged 4 years. Anita is first on the left, Yanina is third from the left. They are now successful teachers in the nursery in Bocanegra.



Yanina and Anita in their teens as members of the alumni club at Westnell.

Yanina is the third child of the Flores Quehuaracho family. As a preschooler she was brought to nursery by her sister, Jenny, who also went on to become a teacher in the nursery.



Yanina Flores teaching in the nursery



Jenny Flores is also a teacher

SUMMARY OF THE YEAR IN PERU

Westnell still in great demand

The overwhelming demand for places in the nursery continues and families again slept out for several nights hoping to register. The Peruvian Committee decided to continue running 10 classes this year. The decision was not taken lightly. As in 2005, staff accepted continuing restrictions on their salaries. The community and families of children in the nurseries enabled them to take this decision, by committing to run two large fund raising events during the year, one of which was a chicken dinner (known as a *'pollada'* in Peru). Some parents also offered to make a small contribution to their children's education this year. These funds allowed the team in Peru to buy work books and materials for the children.

Celebrating 20 years.

A number of events marked the twentieth year of Westnell in Peru: a fundraising dinner, a talent contest, a torchlight procession of students, ex students and parents and an exhibition of photographs showing the history of Westnell since inception. Margarita writes with particular emotion about the exhibition:

'Preparing for this presentation we were able to remember so many warm and heartening moments, as well as other more difficult ones. Above all we appreciated the photos of the many, many children who have passed through the doors of the nurseries. We could see them now grown into men and women, some with their own families, others trying to make a career for themselves, each one of them searching by some means or another for a way to move forward and create a better future for themselves.'

Alongside these special events the usual celebrations of family and national days, of children's and staff achievements and community festivities were held. Parenting education continues to play a critical part in the work of the nurseries.

Success with fund raising

The Sustainability Commission continued its efforts to secure the funds to run more classes. While revenue funding continues to elude the team, successful connections were made with Peruvians abroad – both in US and through the Peruvian network in the UK. These connections yielded capital monies for books and equipment that could not otherwise have been afforded. The Commission also made links with the candidate for the local council who arranged for the Bocanegra building to benefit from a much needed redecoration.

Staff continue to achieve

The team in Peru proudly congratulated Jenny Flores and Giovanna Orellana Olivera who gained their teaching qualifications this year. Both worked hard to achieve these gains, but Jenny particularly overcame many obstacles since she contracted TB last year and as a single parent struggled to maintain her studies and pay for her medicines. Jenny and her sister, Yanina, are well known in the nursery. Residents of Doscientas Millas the family has a great commitment to the project. They are pictured on page 4 of this report. Giovanna began as a member of the parent's committee at the nursery and went on to train as a teacher.

The staff team continues to work solidly together for the development of Westnell and to overcome difficulties with strength and resilience.

Margarita writes to the members and Committee in the UK

'Despite the distance you have always made us feel we are not alone. We are truly grateful that God has blessed us and continues helping us. One of the most important lessons we have learned from the experience of Westnell is that when a team is united, not only can it achieve great things, but it can also survive hardships that arise along the way.'

The Westnell staff would like to express their gratitude, especially to Sally and Debby who 21 years ago dedicated their thoughts, imagination, skills and love to the less fortunate and who initiated this great work.'

SUMMARY OF THE YEAR IN THE UK

UK Committee developments

The 2005 committee of trustees continued into 2006. David Sprent remained as Chair, Ede Fehrenbach as Treasurer and Debby Westlake as Secretary. Gareth Jenkins headed up card operations and Mark Patchett continued as a committee member and trustee. Yolanda Williams was also a committee member and provided links to the Anglo Peruvian Society and Canbury Community Trust.

Ede Fehrenbach stated her intention to stand down as Treasurer during 2006, after 11 years in the role, although she was happy to remain a Trustee. Ede has been an incredibly conscientious and hardworking Treasurer and Trustee, whose professional approach to the role has led the Committee from strength to strength. She has also taken on additional work to the key Treasurer tasks over the years, such that her work load was too great for one Trustee. We knew it would be difficult to replace her role completely. In 2006 she set in process the transfer of many of her tasks to Peter Jay of Pearson McKinsey Ltd., an accountant and colleague of Mark's, who volunteered to take over this role. Ede maintained overall management of the Treasurer activities.

Supporters are outstanding!

Our thanks to all those who have worked so hard to raise funds for Westnell this year.

Events were just as creative and successful as in 2005 and yielded unparalleled income for the charity. Continuing in the sporting tradition, Jonathan Moore ran a marathon, James Cunningham and James Unsworth raised money through sponsored bike rides. Other sponsored events and birthday celebrations also raised funds for Westnell – including several events organized by children such as the Partington/Fehrenbach family and the Amice family. Our connections with children through schools remained strong. Groups and organizations such as churches, community groups and organisations with Latin American connections continued to give support.

The Westnell website (www.westnell.org.uk), the BMYCharity site and Charities Aid Foundation (CAF) have also raised awareness and generated funds this year.

The Anglo Peruvian Society organized a wonderful fund raising dinner dance aboard the 'Hispaniola' in September which raised a staggering total of over £3,800. We are grateful for the Society's support for Westnell over many years.

Sue Bailey of SJB Tennis in conjunction with the Anglo Peruvian Society also donated the proceeds of their annual tennis tournament to Westnell: a sum of over £1000. Thanks to Sue for continuing to make her club and its facilities available for this event.

The Westnell family continues to amaze by providing us with contacts and opportunities that we could not have anticipated. Yolanda Williams put us in touch with the Canbury Community Trust in South West London. This is a community group who came together to rescue a 100 year old bowling pavilion in Kingston days before it was due for demolition. So successful were they in developing the pavilion into a vibrant hub for local community groups, that they began to hold fundraising events for local and, in our case, overseas charities that come to their attention via a personal link. Basil Arden of the Trust worked with Westnell to produce another new concept in our fundraising – the Gift Menu. Basil drew up a menu of gifts that dinner guests could purchase for Westnell – from a month's teaching costs to a year's supply of crayons. The Trust raised some £850 for Westnell.

We were inspired by this idea and launched it as our Gift of Education campaign at Christmas; another great way of gaining funds.

Cards are a big success

The Christmas designs were popular again this year. Many thanks to Gareth Jenkins and his team for their production and distribution and to Brian Shackleton who continues to be our chief packer. We are also grateful to Vernon Pinnell for managing distribution and mailing of the card orders.

Chairman's Message

Twenty-one years ago Debby and I decided to visit Peru. I was to go for a three week holiday, with Debby meeting up with Sally and staying on for six months. Debby and I had never been to Latin America and did not speak Spanish. Within a year Debby and Sally had set up a charity and a nursery in one of the poorest areas of Peru. They had recruited a teacher and found a location in Peru and had then returned to the UK to establish the charity here and start fundraising. They went round arm-twisting friends and relatives to provide financial support and Westnell was born. Earlier in the report Debby has captured the many achievements of the charities both here and in Peru.

I would like to highlight one event from the year which I believe reveals the unique strength of Westnell. Debby and I and some of the current Committee members attended the Anglo-Peruvian Dinner Dance in London. This glittering evening of food, drink, auctions and raffles raised a wonderful sum for Westnell. Our heartfelt thanks go to the Society for their efforts on our behalf. Our partnership with them has been vital to Westnell funding for many years. At the event there were two tables of Westnell supporters. These supporters, from University of Manchester days, all started supporting Westnell 20 years ago. Their commitment to regular giving has never stopped. It was wonderful to see old friends again and have the chance to thank them for their support.

There are also many other contacts of the original committee, too numerous to mention, who have stayed with us through thick and thin and to whom we are eternally grateful. The Westnell "family" is small but incredibly strong.

I would also like to thank all the members of the previous and current committees for keeping the charity functioning efficiently and bringing in the funds to keep this very special project running. Thanks are due in particular this year to our Treasurer, Ede, who has performed this role with great professionalism and energy. We are very grateful to her and glad she will remain as a Trustee.

Finally, the Sprent-Westlake family is moving abroad again and I will resign at the AGM in 2007. Debby will continue to provide support from Istanbul. I wish the new committee best wishes and good luck!

Treasurer's Report for the year ended 31 December 2006

Summary

2006 was a very strong financial year for Westnell because income was almost as high as our previous highest year, and exceeded expenditure by £4,043. The total income was £38,440 (up 8% from £35,732 in 2005) and expenditure was £34,397 (up 3% from £33,413 in 2005). Overall the net gain was £1,725 more than in 2005, which for 2006 was a strong result as we had budgeted to make a loss.

An excellent outcome on fundraising events and generous donations to mark personal events, plus our 'gift of education' sales, meant that we exceeded our fundraising target and the actual expenditure figure. We also had strong card sales, with some lovely new designs. On the expenditure side Peru remittances were roughly the same, but UK running costs were higher due to some new administration initiatives.

For more details read on.

The detail – Westnell

Income

Income from standing orders under Gift Aid or old covenants was £16,786, £153 (1%) lower than the previous year. This was due to a number of changes in 2006: three new regular donations were set up, one regular donation was increased and one decreased and five arrangements were stopped during the year. In addition, regular donations via CAF standing orders, Give as You Earn Schemes etc. totalled £2,313, £558 (32%) more than the previous year due to increases in the Give as You Earn donations. Note that although this figure is higher, Westnell cannot claim tax on these types of donations. The Covenants/Gift Aid and Regular Donations figures are grouped together in the accounts as they represent the regular income of the society. The net effect of the current regular donation base totals over £19,000 per annum plus £4,500 tax to reclaim.

The reclaimed tax for the year totalled £5,020, £107 (2%) less than the previous year. The slight change is due to fluctuating levels of gift aid commitments by supporters between years, particularly on one off donations.

The total of income from individual donations in 2006 was £1,142; £2,753 (71%) lower than the previous year. These donations included a number of collections at personal events such as wedding anniversaries, and the 'gifts of education' that we offered as alternative Christmas presents. However there were no 'big' donations such as those made in 2005. In contrast however, Westnell supporters raised a fantastic £9,722 this year via fund-raising events. This total was £5,472 (129%) higher than the previous year. Sponsored activities this year included a sponsored marathon runner, several cyclists and a swimming family. The Anglo Peruvian Society raised £5,000 for Westnell via two events: a tennis tournament and their annual dinner dance. Other supporter events included a summer evening concert, an auction of gifts of education and a bring and buy sale. The Happy Jars at the two schools in Cumbria also continue to raise regular funds, thanks to Terry Carruthers and the children.

Donations from Charitable Trusts were £550, £200 (7%) lower than the previous year. Newsletter subscriptions were £80, up £30 (60%). The donations in kind figure was £2.

Of particular note are funds raised by The Anglo-Peruvian Society, Canbury Community Trust, PCC St Nicholas Church, Our Lady RC School, Liverpool Spanish Circle, and Mildenhall Charitable Trust as well as some generous gifts from individuals. Thanks to all those who have made donations.

Sales of the Christmas and greetings cards this year totalled an excellent £4,466. We printed new designs this year – two sets of Christmas cards designs. This strategy worked well and the final profit was £2,558 which is £200 less than the previous year, due to a combination of slightly higher costs than 2005 and lower sales. There was a small income of £31 due to sales of old stock of crafts.

Interest received in the year was £237, £28 (13%) higher than the previous year, due to higher average balances being held in bank accounts than the previous year.

Expenditure

The monthly payments to the nursery in Peru were slightly lower than the previous year, due to repayment of the advance made to Peru in 2005 and caution about fundraising income in the UK. However, an additional £3,000 was sent from the increased reserves from 2005. Payments to Peru in the year therefore totalled £33,000. In addition an advance of £411 was made to Peru for sick pay for the staff. This will be repaid by the social security in Peru, and deducted from our remittances in 2007.

UK expenses are those incurred directly in running the organisation of the charity; card sales and event expenses are netted off against the respective income. At £713, UK expenses increased from last year by £559 (365%). This was as expected, as we took on an accountant to perform an independent inspection of the accounts, for which we paid fees of £420. We also paid a one off registration fee of £176 with BMycharity which has been an excellent resource for collecting sponsorship for supporter events. Expenses for communication with Peru were £273 which is £21 (8%) higher than the previous year, due to one additional payment being sent to Peru.

Do to the increased expenditure; overall running expenses (excluding card expenses) were 2.5% of Westnell's income for the year, up from 1% in previous years. This should drop back to 2% or less in 2007.

Closing balances

The closing balances at the year end show an under spend of £4,043. The UK reserves were £17,774 at the year end, above the previous year end level of £13,731.

As Westnell raised more than budgeted this year, in 2007 we plan to send £5,000 of the extra funds in the reserves to the projects in Peru. The monthly remittances to Peru will also be increased, due to the sustained higher level of income.

It should be stated that the reserves are held and used in case of month on month fluctuations and annual shortfalls in fundraising efforts. With the current level of guaranteed monthly/annual income and no further fundraising, the reserves would fund the Westnell Peruvian project for 14 months.

The detailed figures are presented overleaf, with a comparison to previous years.

Westnell administered no grants in this financial year.

Annual Totals	2001/02	(9mth yr) 2002	2003	2004	2005	2006	Change from previous year	
	£	£					£	%age
INCOME								
Standing Orders (GA/Covs)	14,107	10,746	14,334	16,351	16,939	16,786	-153	-0.90%
Regular donations ***	1,302	998	1,443	1,878	1,755	2,313	558	31.81%
Tax Reclaimed	4,859	4,293	3,691	7,126	5,127	5,020	-107	-2.09%
Donations								
Donations	4,915	2,505	2,608	2,196	3,895	1,142	-2,753	-70.68%
Supporter events ***	3,324	365	3,547	6,579	4,250	9,722	5,472	128.74%
Special donations - trusts	500	300	500	1,490	750	550	-200	-26.67%
Newsletter subscriptions								
*	0	0	0	170	50	80	30	60.00%
Donations in kind	200	800	16	0		2	2	inc
Special Projects								
Cards **	3,637	2,958	1,149	2,769	2,757	2,558	-200	-7.24%
Events/artesania	0	345	0	0	0	31	31	inc
Three Peaks Walk								
Interest	575	318	231	170	210	237	28	13.24%
Total Income	33,419	23,627	27,518	38,728	35,732	38,440	2,708	7.58%
EXPENDITURE								
Peru Remittances	32,000	25,160	31,000	32,562	32,200	33,000	800	2.48%
Advance to Peru	-696	-696	0	0	808	411	-397	-49.13%
UK Administration	447	956	241	266	153	713	559	365.36%
Peru Communication	887	155	195	227	252	273	21	8.33%
Total Expenditure	32,638	25,575	31,436	33,055	33,413	34,397	983	2.94%
NET CASH FLOW	781	-1,948	-3,918	5,672	2,319	4,043	1,725	74.38%
CLOSING BALANCES								
Current Account	61	1,129	1,821	4,984	1,972	710	-1,262	
B/Soc Deposit Account	5,000	5,000	2,000	1,000	2,500	2,500	0	
B/Soc Chq Account	2,500	1,500	200	327	2,879	2,879	0	
Bank High Interest Account	4,045	2,030	1,719	5,101	6,380	11,685	5,305	
NET WORTH	11,606	9,658	5,740	11,412	13,731	17,774	4,043	
FIXED ASSETS								
Fax held by Sally Pinnell	131	0	0	0	0	0		
	131	0	0	0	0	0		

Declaration

The accounts for the Westnell Nursery Society for the financial year ended 31 December 2006, as set out in the table and described in the Treasurer's report above, are as approved by the trustees.

Chair - David Sprent	22/07/07
Treasurer – Ede Fehrenbach	22/07/07
Secretary – Debra Westlake	22/07/07

ACKNOWLEDGEMENTS TO OUR SPONSORS

Our thanks to the following organisations and individuals who have made special contributions to Westnell this year through fund-raising or other activities such as administrative or technical support:

- Geoff Sheridan at Premonition (www.premonition.com) for work on our website www.westnell.org.uk.
- W3 design (Helen Wallis) for the Christmas greeting cards designs
- Anglo Peruvian Society (London)
- Sue Bailey of SJB Tennis, London.
- Canbury Community Trust in Kingston, London
- Liverpool Spanish Circle
- Terry Carruthers and Brunswick School in Penrith
- Our Lady's Catholic Junior School in Ellesmere Port, Cheshire.
- Mildenhall Charitable Trust
- PCC St Nicholas Church in London
- Gareth Jenkins
- Brian and Rachel Shackleton and family and singers
- Vernon and Sally Pinnell
- Suzanne and Eleanor Moffatt and family and friends
- Jonathon Moore
- James Cunningham
- James Unsworth
- The Amice family
- The Gowers
- The Hedgers
- Tom and Elaine Thorrington and family and friends
- Catherine Brimelow and friends and family
- Marcus Partington and family

And finally..... thanks to all our supporters who have made personal donations to funds this year.



The Bocanegra Nursery in 2003

The Westnell Nursery Society was set up in 1986 and registered as a charity to 'advance the education of children below school age in Lima, Peru, by providing safe and stimulating group play and other learning activities.' Westnell comprises two partner organisations: Westnell UK, which is registered as a charity in the UK, and the Sociedad Infantil Westnell, a registered charity in Peru run by nursery staff and community members. The Peruvian charity runs the nursery, organises events and seminars for parents and manages the team of staff. The UK organisation, through its committee of Trustees, exists to further the objectives of the Peruvian society by providing funds and support. It monitors the use of funds raised in the UK through regular reporting by the Peruvian partners and ensures that such funds are used effectively in achieving the objectives of the charity. It communicates with UK members through regular newsletters and other mailings.

w e s t n e l l
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www.westnell.org.uk
Registered Charity No. 295307
Patron: Nick Hancock

**working with
children in**



Developing education in poor communities