

## WESTNELL NURSERY ANNUAL REPORT

JAN – DEC 2005

### 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. Also 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 2005

- A total of 301 nursery places were provided by Westnell in 2005 : 187 in Bocanegra; 114 in Doscientas Millas. Westnell also provided a valuable service to 301 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 2005, 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.
- 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.

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**TABLE SHOWING STAFF AND CHILDREN AT WESTNELL NURSERIES  
APR - DEC 2005**

SITE	PERSONNEL	class			
		age	boys	girls	TOTAL
<u>Doscientas Millas</u>	Teacher: Trinidad Laupa	5	11	14	25
	Teacher: Jenny Flores	5	13	13	26
	Teacher: Pilar Moran Teaching Assistant: Deisy Seminario	4	15	16	31
	Teacher: Janet Orellana Teaching Assistant: Sandra	3	19	13	32
	Director Oscar Santillan	<b>114</b>			
	Caretaker: Eugenia Tacco				
<u>Bocanegra</u>	Teacher: Yanina Flores Teaching Assistant: Ana Gutierrez maternity leave, replacement J. Orellana	4	17	15	32
	Teacher: Flor Sandoval Teaching Assistant: Roxana Rodriguez	4	19	13	32
	Teacher: Doris Rodriguez	5	13	15	28
	Teacher: Flor Paiva	5	17	12	29
	Teacher: Gioivanna Orellana Teaching Assistant: Gloria Laupa maternity leave, replacement : V.Cartolin	3	17	19	36
	Teacher :Margarita Cautín Teaching Assistant : Annie Marions	3	16	14	30
					187
	Coordinator M. Cautin				
	Caretaker:Carlos Zuñiga				
<b>Totals</b>			157	142	<b>301</b>

## SUMMARY OF THE YEAR IN PERU

### Learning to face new financial challenges

A difficult decision was taken this year. The staff and management group elected to continue to operate the same number of classes providing the same number of places for children as in 2004, despite the absence of Lottery funding grants available to them in previous years for two classes in Bocanegra. This has caused a great deal of financial hardship for staff. The costs of the two classes have been absorbed into general funding received from Westnell UK by a tightening of the belt on purchase of equipment and materials. Staff took a 20% pay decrease and teachers accepted that 4 classes would have no nominated teaching assistant. Assistants have been shared across classes rather than being linked to one teacher and her class, which has provided a considerable challenge to teachers.

These restrictions have been amplified by the demands of meeting maternity leave costs and replacement staff for 2 members of personnel, and sick pay and temporary cover for a third member of staff. Westnell is a conscientious employer that attempts to comply with state guidelines on employment conditions and benefits. This is not always the case in Peru, and staff are appreciative of the open and honest way in which Westnell works with its personnel. Nevertheless it has to be said that it is an exceptional group of staff distinguished by their loyalty to Westnell. Their resourcefulness and professionalism, working in very difficult social circumstances, is truly impressive.

### People power wins through

Despite considerable financial cutbacks, all classes continued to operate with the same level of enthusiasm and dedication to the curriculum, seasonal activities took place and children and their families enjoyed a high level of support from their teachers. But demand for places continued to far outstrip capacity as the reputation of Westnell grows from strength to strength. In 2005, parents slept outside the nursery for up to 4 nights to try to secure a place for their child.

Margarita, Educational Coordinator in the nursery, has had to work very hard to keep up staff spirits. This has been aided by the loyal support of parents who came up with new ways of local fundraising for their children's education.

*Margarita writes: 'We concluded the year satisfactorily despite the many restrictions for staff due to economic deficiencies and staff sickness and pregnancy. We are aware that it was our decision to work in this way and we have achieved our aims. Even though there were times when we felt like giving in, there was always someone to lift us or inspire us to go on. The parents have been very loyal and supportive to staff, working alongside them in every way possible. We have been able to complete the year realizing our aims with the boys and girls, thanks to the overall dedication of our staff group'*

### Time for fun....

Regardless of financial restrictions, the usual raft of activities took place throughout the year. Nursery School Day saw plays and parties in each class, on Mothers' Day a show was put on with family participation. July saw the customary parade in national and indigenous costumes for Independence Day. In September the Spring Festival was organised by

parents from each class bringing in cakes and other goodies. Bocanegra's parent volleyball team again took the prize in the annual Westnell championships! The mothers are highly energetic and competitive in this sport, which is very popular in Peru. For the first time, the annual outing was a joint event involving both Doscientas Millas and Bocanegra, with the aim of bringing together both nurseries and their respective children and parents. Children presented short drama presentations for the week of the Rights of the Child. A new enterprise was the recording of a CD with Christmas music sung by a choral group of mothers. Both mothers and children were delighted and surprised by the results and realised their hidden talents!

#### **....and food for thought**

A new programme for placement of students from the department of nutrition of a local University is benefiting Westnell. As part of their course work the students have evaluated the nutritional intake of Westnell nursery children, given talks to parents and also assessed the children themselves – discovering that a number of children are undernourished and have significant growth delays. Students will continue to work with parents and are to visit Westnell on a regular basis.

#### **Fund raising and the future**

Margarita and her sustainability team continued to look for ongoing revenue support from outside agencies to replace Lottery funds. Nursery families held several fund raising events during the year to make extra funds for materials and other costs that can no longer be met by the monies we send. They are a dedicated team who work hard to keep up morale despite setbacks – Margarita writes *“We have secured some income from donations, but still not a grant for the sustainability of the classes that have lost funding. Nevertheless we keep up the struggle, because it really is not only a struggle to seek funds, but also to keep our spirits up and not become discouraged.”*

On a positive note, contact was made with some groups of Peruvian expatriates in the US who have promised support, whether through capital fund raising or via providing publicity in the Latino press in the New York and Miami areas where there is a high proportion of Latin migrants. The group 'Peruvian Angels' pledged to raise \$800 for Westnell in 2006.

#### **Rotary grant equips nursery**

Some 10 years ago a Rotary branch in the south east of England helped us to apply to the Rotary International Grants Scheme that links local branches to a central international funding division and can award grants to specific capital projects overseas. Margarita made a successful bid for equipment such as toys, computers and other materials for the nurseries. However, international bureaucracy moves slowly and it was not until this year that our contact in the UK, Neil Hills, and the Rotary International contact in Lima, Martin Singer, managed to move things along to fulfilment of the promise! By the end of 2005, the nurseries had received the majority of the promised equipment valued at \$11,000. Our sincere thanks to Neil and Martin and to Rotary International. We look forward to seeing photos of the nursery stocked with wonderful new equipment in the near future!

## SUMMARY OF THE YEAR IN THE UK

### **The UK Committee; a new addition to the team**

The 2004 committee of trustees continued into 2005. 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.

We were also delighted to welcome onto the committee a long time supporter of Westnell – Yolanda Williams. Yolanda, herself Peruvian, is an active member of the Anglo Peruvian Society, which has raised so many essential funds for Westnell over the years. Her presence on the UK Committee reinforces the link with this organisation. She has also visited the nurseries on a number of occasions and her family regularly support the Christmas parties by buying and distributing gifts. In addition, Yolanda brings her own knowledge of Peru, alongside experience of working across cultures and her personal commitment to Westnell. A great addition to the team!

### **Supporters come up with creative ways to make money for Peru**

Supporter fundraising was impressive in 2005, with members devising many creative ways of supporting Westnell. Regular donations also continued to climb, perhaps as a result of the major fundraising campaign of 2004.

We would particularly like to thank the following groups and individuals.

The Anglo Peruvian Society made a very valuable contribution to funds this year. Funds raised at the annual Tennis Tournament, organized by Ms Susan Bailey and Yolanda Williams, were again donated to Westnell. The Society also made a one-off grant to Westnell to bridge a predicted budget shortfall – thus allowing us to meet our commitments to paying teaching salaries in Peru. We are most grateful to the Society and its members, who are true partners in our work in Peru.

Sponsored walks, cycles and runs continued to be a popular and healthy way to make funds – Jo Perham and Mel Peters ran a half marathon and Dave and Noah Sprent (plus dog Ruby) walked the Wirral Coastal Walk. Jane Short's yoga group continued to 'stretch themselves' for Westnell. The Cumbrian children at Brunswick school, encouraged by Terry Carruthers and their teachers, continued to put coins into their Happy Jars. Other members also made small change collections for us. Gareth Jenkins ran a number of successful car boot sales for funds.

This year saw a number of Westnell members celebrating significant birthdays and anniversaries at which they generously asked for donations to Peru instead of presents. Hazel Renwick and her husband, from Leeds, celebrated their 50th Wedding Anniversary and took this option - a very generous gesture that raised £545. In a similar vein, Elaine and Tom Thorrington requested donations to Westnell for their 70th and 80th birthday celebrations (respectively) thereby raising £110.

### ***In memoriam:***

Catherine Williams had supported Westnell since its inception and encouraged members of her church in Crossgates, Leeds to back our work. She also sponsored the work of a

Catholic Sister in Lima, so had a special dedication to the social issues Peru faces. Her family decided that donations should be sent to Westnell as part of her memorial tribute when she died earlier this year and over £500 was thus raised, as well as a number of regular donations being established. Many thanks to her family and friends. This is a fitting tribute to a great lady.

### **Newsletter sparks members to try new ways of supporting**

Westnell now produces two newsletters a year and has established a new format in which more information is included about member fundraising. This has encouraged supporters to run their own fund raising endeavours - such as the 'donations instead of presents' concept which was used at a number of supporter events.

We have also been able to reproduce photos and use colour images thanks to the desk top publishing skills of one of our most faithful supporters – Chris Bowker, who is the founder of the Liverpool Spanish Circle. Chris has been to Peru to visit Westnell and has joined with us in many fundraising events over the years. He is known for his technical wizardry (and is a great Latin dancer to boot, having once persuaded Margarita onto the dance floor!). Many thanks to Chris for his role in developing the newsletter.

### **New design Christmas cards are a sell out!**

The 2005 card designs heralded a new approach for Westnell – we produced both Christmas cards and also blank photo cards. Whilst in previous years we have used Christmas designs that may have a suggestion of a Christian theme, generally we have focused more on the 'ethnic' concept with bright colours and an international feel to them. Helen Wallis from W3 designs has produced many beautiful images for us over the years. This year we gave her a more specific Christian design brief as a response to requests from a number of purchasers. She came up with the Madonna and Child and Bethlehem cards and we instantly loved them – and so did our buyers – so much so that we very quickly sold out! Sellers around the country clamoured for more.

We also took a new departure and produced two stunning photo designs of Peruvian children. These cards were blank, so suitable for year round usage. The photos were taken by a colleague of David Sprent's at Unilever, Mike Trattles, and his wife Helen during a trip to the Peruvian Andes. They combined the trip with a visit to our nurseries in Lima and were so impressed that Helen launched a fund raising campaign for Westnell at the primary school in Ellesmere Port where she is Headteacher (Our Lady's Catholic Junior School). Little did the Trattles realize that their holiday snaps would also provide a fund raising tool for Westnell! The photo cards sold well at Christmas and there have been some sales during the year.

Thanks to our many card sellers across the country who continue to amaze us with their creative marketing techniques (coffee mornings, school fairs and just plain old pushing!)

### **Chairman's message – a tribute to the team in Peru**

Another year has passed and another 301 children and have families have received education and support from Margarita and the team. They have once again provided a safe and welcoming environment for young children, who live in very difficult circumstances, to develop and grow. They have ensured that 108 children are equipped to move on to primary

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school and have inspired parents to believe in the value of educating their children – both boys and girls.

One of the many great strengths of the nursery is the dedication and loyalty of the staff. This is shown by their decision to accept pay cuts and work with less teaching assistant support when income dropped, rather than reduce the numbers of children taught in the school.

It is amazing to think that over the years this small team led by Margarita has achieved so much with so little support from within Peru. Each time I visit I am always impressed by the closeness of the team and how it functions like an extended family, providing not just a place to work but also a supportive and sharing environment. Without this team the Westnell Nursery in Lima would not have lasted.

In the UK the committee has continued to work on ensuring that the maximum funds are sent each year and a very healthy income was achieved in 2005. There were a number of excellent sponsored events and the Christmas cards this year were a great success. Thank you for all your support.

I would like to thank the committee for keeping the charity functioning efficiently and to express our gratitude to the members and supporters for your commitment during 2005. I hope you will continue to support the nurseries in Peru in 2006 and beyond.

## Treasurer's Report for the year ended 31 December 2005 – First Draft

### Summary

2005 was another strong financial year for Westnell because income was greater than expenditure by £2,319. The total income was £35,732 (down 7% from £38,728 in 2004) and expenditure was £33,413 (up 1% from £33,055 in 2004). Overall the net gain was £3,354 less than in 2004, but for 2005 this was a strong result as we had budgeted to make a loss.

A combination of fundraising events and generous donations to mark personal events, plus extra donations to meet the expected budget shortfall, meant that we exceeded our fundraising target and the expenditure figure. We also had strong card sales. On the expenditure side we sent £2000 more to Peru than in the previous year to cover running costs.

For more details read on.

### The detail

#### Income

Income from standing orders under Gift Aid or old covenants was £16,939, £588 (3%) higher than the previous year. This was due to sustaining the increased level of regular donations from 2004, plus changes in 2005. 4 new regular donations were set up, 4 regular donations were increased and 3 arrangements were stopped during the year.

In addition, regular donations via CAF standing orders, Give as You Earn Schemes etc. totalled £1,755, £124 (6%) less than the previous year. 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 £17,000 per annum plus £4,500 tax to reclaim.

The reclaimed tax for the year totalled £5,127, £2,000 (28%) less than the previous year. The drop was for 2 reasons. In 2004 Westnell took advantage of a change in the tax regulation that was introduced in 2000, and started claiming tax in the year within which the funds are received. The figures for 2004 were therefore 150% of a normal year's claim. Plus in 2004 there were a larger number of donations with gift aid than in 2005.

The total of income from individual donations in 2005 was £3,895; £1,700 (77%) higher than the previous year. These donations included a number of collections at personal events such as wedding anniversaries. In contrast Westnell supporters raised a fantastic £4,250 this year via fund-raising events This total was £2,329 (35%) lower than the previous year.

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Donations from Charitable Trusts were £750, £740 (49%) lower than the previous year. Newsletter subscriptions were £50 (from a base of £170) as not many were pursued from the previous year.

The donations in kind figure was zero.

Of particular note are funds raised by The Anglo-Peruvian Society, PCC Cotham Parish Church, Our Lady RC School, Liverpool Spanish Circle, Mildenhall Charitable Trust, Ralph Clark Charitable Trust as well as some generous gifts from individuals.

Thanks to all those who have made donations or raised funds for the charity.

Sales of the Christmas and greetings cards this year totalled an excellent £4,605. We printed new designs this year – Christmas cards and some new photo cards. This strategy worked well and the final profit was £2,757 which is only £11 less than the previous year.

Interest received in the year was £210, £40 (23%) higher than the previous year, due to higher average balances being held than the previous year.

### Expenditure

The monthly payments to the nursery in Peru were maintained at the same level as the previous year, with an additional £100 per month sent for administration costs. Payments to Peru in the year totalled £32,200 as budgeted. In addition a loan of £808 was made to Peru for an unexpected land registration fee in Boca Negra. This will be repaid in 2006.

At £153, UK expenses decreased from last year by £113 (42%). 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. Expenses for communication with Peru were £252 which is £25 (11%) higher than the previous year.

Overall running expenses (which excludes card and visit expenses) were 1% of Westnell's income for the year, as they were the previous year.

### Closing balances

The closing balances at the year end show an underspend of £2,319. The UK reserves were £13,731 at the year end, above the previous year end level of £11,412.

As Westnell raised more than budgeted this year, in 2006 we plan to send £3,000 of the extra funds raised to the projects in Peru.

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:

**Declaration**

The accounts for the Westnell Nursery Society for the financial year ended 31 December 2005, as set out on the next page and described in the treasurer's report above, are as approved by the trustees.

Chair - David Sprent	Date
Treasurer – Ede Fehrenbach	Date
Secretary – Debby Westlake	Date

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 Sheradon at Premonition ([www.premonition.com](http://www.premonition.com)) for work on our website.
- W3 design (Helen Wallis) for the Christmas greeting cards designs
- Anglo Peruvian Society (London),
- Liverpool Spanish Circle,
- Terry Carruthers and Brunswick School in Penrith,
- Our Lady's Catholic Junior School in Ellesmere Port, Cheshire.
- Mildenhall Charitable Trust,
- Ralph Clark Charitable Trust,
- Gareth Jenkins
- Brian and Rachel Shackleton and family
- Vernon and Sally Pinnell
- Jane Short
- Paul Unsworth
- Marcelle Lamb
- Jo Perham
- Mel Peters
- Co-op Bank
- The Gowers
- Tom and Elaine Thorrington and family and friends
- William and Elliot Pleasance
- Sue Hawkins and congregation of Cotham Parish Church
- Catherine Williams' family and friends
- Mr and Mrs Renwick and friends and family
- Fran Hewett
- Barbara Crompton
- Marcus and Sheila Partington
- The Crossroads Shop, Meltham, Holmfirth

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