



Children from Doscientas Millas nursery took classes in the home of a parent while earthquake repairs were underway

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.

Westnell nursery society

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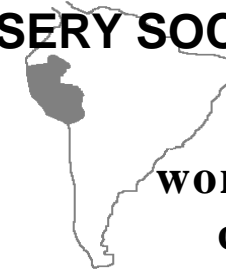
Registered Charity No. 295307

**working with
 children in
 Peru**



Developing education in poor communities

WESTNELL NURSERY SOCIETY



**working with
 children in
 Peru**

Developing education in poor communities

**THE EFFECT OF THE EARTHQUAKE:
 DOSCIENTAS MILLAS NURSERY IN CRISIS**



Work begins...



Supporter help means the building is restored!

ANNUAL REPORT 2007

WESTNELL NURSERY ANNUAL REPORT

JANUARY – DECEMBER 2007

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.

WHAT WESTNELL HAS ACHIEVED IN PERU DURING 2007

In the shanty towns in which it works, Westnell benefits four groups: children; staff; families of nursery children and the community as a whole:

- A total of 321 nursery places were provided by Westnell in 2007: 196 in Bocanegra; 125 in Doscientas Millas. Westnell also provided a valuable service to the 321 families whose children attended the nurseries.
- The two nurseries ran ten classes: four in Doscientas Millas and six in Bocanegra; all classes were funded directly by Westnell UK supported by fund raising efforts in Peru.
- In April 2007 31 children began nursery in Doscientas Millas and 70 in Bocanegra (48 girls and 53 boys). A total of 48 boys and 45 girls from both nurseries graduated to first grade of primary school in December. (The Peru school year runs from April to December.)
- Employment was provided for 20 local people: ten nursery teachers, six teaching assistants, the Director, Coordinator and two caretakers.
- Craft classes were provided for women in both communities and parenting classes were held for families.

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:

- 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
- Dartington C of E Primary School, Totnes, Devon
- Our Lady's Catholic Junior School in Ellesmere Port, Cheshire
- The Amice family and Rohan Woods School, St Louis, USA
- Friends of DUCKS (Dulwich College Kindergarten and Infants School)
- Catholic Care, Leeds
- Emerson Christie Charitable Trust
- Mildenhall Charitable Trust
- Carlise Overseas Aid Trust (COAT)
- Yorkshire Building Society
- Accenture (UK)
- Peter Jay and his team at Pearson McKinsey Ltd for book keeping
- W3 design (Helen Wallis) for the Christmas greeting cards designs
- Geoff Sheridan at Premonition (www.premonition.com) for ongoing work on our website: www.westnell.org.uk
- Chris Bowker for newsletter and annual report design
- Brian and Rachel Shackleton and family for cards work
- Vernon and Sally Pinnell for cards sales and mailing
- Alec Gower for administrative support as part of Duke of Edinburgh Service work
- Suzanne Moffatt, Gerard Reissman and family and friends
- Eleanor Moffatt and family and friends
- James Cunningham
- Mr J A & Mrs M A Souter (Great North Run)
- Diana Gower
- Debs Hedger

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

Declaration

The accounts for the Westnell Nursery Society for the financial year ended 31 December 2007, as set out on the previous page and described in the treasurer's report on pages 11 and 12, are as approved by the trustees.

Chair - Mark Patchett	Date
Treasurer – Ede Fehrenbach	Date
Secretary – Debby Westlake	Date

SUMMARY OF THE YEAR IN PERU

The event which dominated 2007 for Westnell in Peru was the earthquake. It was a deeply emotional time for both the teams in Peru and the UK and required a team effort to remedy the damage done to the first Westnell Nursery in Doscientas Millas.

The August Earthquake

The quake measured 7.9 on the Richter scale and was one of the worst natural disasters to hit Peru in the last hundred years. Over 500 people died and 1,300 were injured while over 58,000 homes were destroyed in some of the poorest areas of the country. Although the quake's epicentre was 90 miles south of Lima in the province of Ica, the effects were strongly felt in the capital where people took to the streets for fear that buildings would fall. Families by the coast were evacuated in case of a tidal wave, which fortunately did not materialise, but there were 480 significant aftershocks which left much of the country in chaos.

Impact on the Nursery in Doscientas Millas

Thankfully no Westnell families were injured, but the original nursery in Doscientas Millas (converted in 1988) suffered serious cracks to walls and supporting beams such that it was deemed unsafe for classes to run. We were fortunate that Terry Browne, Treasurer of the Anglo Peruvian Society (APS) visited the Westnell Nurseries in October and was able to report first hand on the situation:

'I visited both (Westnell) Lima Schools to see what damage had been suffered in the August earthquake and how they were operating classes currently. The Boca Negra school did not suffer major damage and classes continue as normal. The original school in 200 Millas which looks after some 100 pupils aged 3 to 6, all from a very deprived area, was badly damaged and is unsafe for use. Fortunately one of the teachers lives across a dirt square in front of the school and has for a small rent allowed the use of the first floor of her house as temporary schooling accommodation until the end of the present term in December.

The UK committee was in close contact with Margarita in Peru after the quake. A local builder and an engineer - the team who constructed the second nursery in Bocanegra - were called in to give an opinion on the status of Doscientas Millas. They recommended demolition of significant areas of the first and second floors including the front of the building, 2 beams and 5 columns and part of the roof. This was to be followed by reconstruction of front walls and interior walls, construction of reinforced columns and beams, repairs to the roof, replastering of all walls and relaying of concrete floors. These were the basics of phase one.

A fundraising campaign was immediately launched in the UK to meet the costs of rebuilding the nursery to make it safe to use, and more resistant to any potential earthquakes in the future. Our members' response was magnificent. By October we had raised enough funds to give the builders the go ahead. Work began in mid November and the first phase of work was completed in December.

- As always the parents were on hand to help and support. Teams were organised for the big clean up after phase one of building repairs was completed – many hands make light work! The year ended with the original nursery building looking almost its normal self.

Activities of the year

Despite the increased workload and stress for the staff and children due to the earthquake, the usual raft of activities were organised in the nurseries – these included:

- Annual celebrations for children’s day, mothers’ day and teachers’ day and a parade for Peruvian National Day
- Sporting activities, away days and workshops with the parents
- The usual Christmas activities – a party with presents and hot chocolate and graduation ceremony for children moving up to primary school
- Prize giving for children who showed talents in different areas of development

Progress of Westnell children

Terry Browne gave the following gratifying account of some Westnell children that he met. He was most impressed with their academic progress:

‘The children in both schools are well dressed in their uniforms, polite and cheerful and above all full of enthusiasm. The teachers clearly bond with the children and work in a cheerful and happy environment. The academic level of the pupils of all ages is amazingly high; I would venture to say better than one would find at this age in a British school: a five year old who not only can read and write but also instantly answered with 64 my question of 8 times 8! I left feeling proud of being involved with an outstanding project for which all concerned deserve to be congratulated for creating an opportunity for a great start in life for over 300 children from very poor families, although from seeing and talking to them you would never guess this was the case, so well are they being looked after.’

The Westnell team in Peru were pleased to see Terry as they are aware of the tremendous support the Anglo Peruvian Society has given us over the years and the UK committee were grateful for the positive and helpful comments in his report.

Westnell’s Musical Band - a new project

This year Margarita wrote proudly of a new venture: a very unique band started in Westnell. It was the first band formed by parents and children to play at the ‘Desfile 28 de Julio’ (Parade celebrating Peru’s National Day). She commented that *‘getting this band together has been a challenge. The Rotary (International) gave us some instruments but not enough to form a proper band. We appealed to local supporters and raised enough for instruments and uniforms: a number of girls played the tambourines. We made flags to decorate the instruments.’*

The value of music for the hard working parents cannot be over emphasised:

“I want to share with you the enthusiasm and cooperation the parents have shown in attending the music classes and rehearsals for the three month prior to the parade. We were able to show them the enjoyment in learning to read music and play an instrument. the ability to relax and enjoy the experience. The result was a very lively band, achieving goals, which perhaps were once just frustrated dreams and now a reality. They were also able to learn to give time for their own pleasure and fulfilment – this will motivate them to be better parents and perhaps offer their children opportunities they didn’t have.”

WESTNELL NURSERY FUND							
Annual Totals	2003	2004	2005	2006	2007	Change from previous year	
	£	£	£	£	£	£	%age
INCOME							
Standing Orders (GA/Covs)	14,334	16,351	16,939	16,786	16,711	-75	-0.45%
Regular donations *	1,443	1,878	1,755	2,313	2,846	533	23.05%
Tax Reclaimed	3,691	7,126	5,127	5,020	2,961	-2,059	-41.01%
Donations							
Donations *	2,608	2,196	3,895	1,142	9,727	8,585	751.75%
Supporter events *	3,547	6,579	4,250	9,722	4,990	-4,732	-48.68%
Special donations - trusts *	500	1,490	750	550	1,300	750	136.36%
Newsletter subscriptions	0	170	50	80	0	-80	-100.00%
Donations in kind	16	0		2	0	-2	-100.00%
Special Projects							
Cards *	1,149	2,769	2,757	2,558	2,631	74	2.88%
Events/artesania *	0	0	0	31	0	-31	-100.00%
Interest	231	170	210	237	406	168	70.90%
Total Income	27,518	38,728	35,732	38,440	41,572	3,132	8.15%
EXPENDITURE							
Peru Remittances	31,000	32,562	32,200	33,000	39,715	6,715	20.35%
Earthquake Repairs					2,812	2,812	n/a
Loans to Peru	0	0	808	411	0	-411	-100.00%
UK Administration	241	266	153	713	352	-361	-50.65%
Peru Communication	195	227	252	273	210	-63	-23.08%
Total Expenditure	31,436	33,055	33,413	34,397	43,088	8,692	25.27%
NET CASH FLOW	-3,918	5,672	2,319	4,043	-1,517	-5,560	-137.51%
CLOSING BALANCES							
Current Account	1,821	4,984	1,972	710	6,441	5,732	
B/Soc Deposit Account	2,000	1,000	2,500	2,500	2,500	0	
B/Soc Chq Account	200	327	2,879	2,879	3,370	491	
Bank High Interest Account	1,719	5,101	6,380	11,685	3,945	-7,740	
NET WORTH	5,740	11,412	13,731	17,774	16,257	-1,517	
FIXED ASSETS	0	0	0	0	0		

<u>Notes to income categories</u>	
Regular donations *	Regular standing orders, via CAF etc, on which Westnell cannot claim tax
Donations *	Private donations from supporters
Supporter events *	Income from supporter events / sponsorship etc
Special donations - trusts *	Donations from Charitable Trusts
Cards *	Cards expenses are netted off against the sales income
Events/artesania *	Money raised from Peruvian craft sales / or other events organised directly by the committee

Sales of the Christmas and greetings cards this year totalled an excellent £4,341. The final profit was £2,631 which is £74 more than the previous year, due to a combination of slightly lower sales and costs than 2006.

Interest received in the year was £406, £168 (70%) higher than the previous year, due to higher average balances being held in bank accounts than the previous year.

Expenditure

Westnell started 2007 with reserves of over £17,000 having raised more than budgeted in the previous year. We therefore sent £5,000 of the extra funds in the reserves to the projects in Peru, and the monthly remittances to Peru were increased early in the year, due to the sustained higher level of income. As a result, payments to Peru in the year totalled £39,715 (up 20% from 2006). In addition £2,812 was sent to Peru to fund additional rent and building repair work following the earthquake. This was only possible because of the generosity of our supporters to our special appeal.

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 £352, UK expenses decreased from last year by £361 (50%). This was as expected, as in 2006 we had incurred some one off costs. Expenses for communication with Peru were £210 which is £63 (23%) less than 2006 because some of the bank transfer charges were refunded.

Due to the reduced expenditure; overall running expenses (excluding card expenses) were 1.35% of Westnell's income for the year, down from 2.5% in the previous year, and in line with figures from earlier years. This was expected and should continue.

Closing balances

The closing balances at the year end show an overspend of £1,517. The UK reserves were £16,257 at the year end, below the previous year end level of £17,774.

It should be stated that the reserves are held and used in case of month on month fluctuations and annual shortfalls in fundraising efforts. Indeed, the Charity Commission encourage organisations to hold a level of reserves to cover operational costs and unexpected liabilities.

In our case, with the current level of guaranteed income, the reserves would fund the Westnell Peruvian project for 15 months, and the trustees deem at least 12 months as acceptable.

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

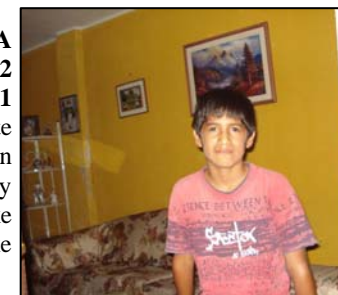
Westnell administered no grants in this financial year.

More success for Westnell students!

Westnell's proudest achievement is the success of its ex students who, unlike many shanty town children, go on to complete their secondary education and even take further studies or engage in gainful employment. This is often realized under considerable hardship since the families rarely have income to finance studies for children who could be earning a living. The following case studies sent by Margarita in Peru are a tribute to these children and their families. We are very proud of them.

JOSEPH PEREYRA AGE : 12 GRADUATE OF 2001

Joseph is in the second year of studies at the State Secondary, Andres Belaunde – he has been the top student in his class since he began school. His father works in a factory and his mother was amongst the first group of women to take dressmaking classes in the nursery. She continues to make income from this occupation – working from home.



MELISSA YUPANQUI AGE : 18 GRADUATE OF 1995



Melissa is 18 years old now. She is studying computing and information technology in an advanced college. She covers the costs of her studies by her daily work of selling sweets and 'salchipapas' (a Peruvian dish of spicy chips) at the door of her home. Her mother is a single parent who works in domestic service.

JUNIOR CORONADO AGE : 21 GRADUATE OF 1992

Junior was always a good student who combined his secondary studies with collecting and selling materials for recycling. After finishing secondary school he joined the marines.



When asked what difference Westnell had made to the lives of these young people Margarita replied:

'I believe the parents of these Westnell children became aware that their children could have better opportunities than they had enjoyed; they saw that their children, and they themselves, could achieve more. I think that over the years Westnell continues to have, a strong motivating presence in both shanty towns -- especially influencing the parents, who are the basis for change in their children's lives.'

Summary

2007 was a very strong financial year for Westnell on both the income and expenditure sides. The income and expenditure figures for the year are the highest in our 20 year history, excluding the years when we had external grants from the Methodist Relief and Development Fund and National Lottery.

We had a very good start to fundraising income in the first half of the year thanks to numerous donations and supporter events. This enabled us to increase the funding level of the Peru nurseries. Activity in the second half of the year was led by the earthquake which damaged the original nursery in August. We launched an appeal to repair the nursery as well as covering costs of alternative accommodation, and had a fantastic response from our supporters which allowed us to meet Peru's initial budget for refurbishment. The funds raised were also added into expenditure as the money was spent in Peru on rent and repair work.

The total income was £41,572 (up 8% from £38,440 in 2006) and expenditure was £43,088 (up 25% from £34,397 in 2006). Overall this resulted in a planned overspend for the year of £1,517, but reserves were still over £16,000 which is our second highest annually reported reserves figures. For more details read on.

Income

Income from standing orders under Gift Aid or old covenants was £16,711, just £75 lower than the previous year. This was due to a number of changes in 2007, as well as some changes from 2006 taking full effect. One new regular donation was set up, one regular donation was increased and three arrangements were stopped during the year. Regular donations via CAF standing orders, Give as You Earn Schemes etc. totalled £2,846, £533 (23%) more 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 £19,000 per annum plus £4,500 tax to reclaim.

The reclaimed tax for the year totalled £2,961, £2,059 (41%) less than the previous year. The change is due to a timing difference between the claims for 2006 and 2007. The money will be claimed in 2008.

The total of income from individual donations in 2007 was £9,727; £8,585 (750%) higher than the previous year. A number of these donations resulted from one off applications to third parties by our supporters. More 'gifts of education' were bought as alternative Christmas presents, and many of the donations in the second half of the year were as a result of the earthquake appeal. Westnell supporters raised £4,990 this year via fund-raising events. This total was £4,732 (48%) lower than the previous year. Sponsored activities this year included several sponsored cyclists and runners. Other supporter events included the Anglo Peruvian tennis tournament, a dinner party, a jumble sale, the happy jars and a bring and buy sale.

Donations from Charitable Trusts were £1,300, £750 (136%) higher than the previous year. Newsletter subscriptions were zero, as none were collected this year. The donations in kind figure was also zero.

Thanks to all those who have made donations.

IN MEMORIAM - EUGENIA

While the staff group held strong during the year and worked together to deal with difficulties arising from restricted finances and the earthquake, a death in the group had a big impact on the team. Margarita writes movingly about the death of Eugenia, who was Doris' mother. Doris Rodriguez has worked with Westnell since its inception and was our first assistant working alongside Margarita in 1986. Eugenia was always a great support – either on a personal level by feeding us if we were working all day at the nursery, or by lending a hand whenever one was needed. When her son Julio was killed, she replaced him as our caretaker:

'The last quarter of 2007 was a difficult period for the staff as a very dear friend of the nursery died. Eugenia was not only Doris's mother, nor was she simply a work colleague – the cleaner and caretaker of 200 Millas, but she was also a friend to everyone. She was a person who, over the many years we knew her, proved herself to be a trusty and reliable friend. Her death served to unite us further in our work as we reflected on the strength of the Westnell team.'

CHAIRS REPORT

2007 has been another outstanding year for Westnell; thank you all so much. Despite the trauma and suffering resulting from the earthquake, we are grateful that through your generosity, we have completely rebuilt and refurbished the original Nursery at Doscientas Millas. In fact, the annual target for the Society's running costs was exceeded AND more than sufficient money was raised for the Nursery repairs.

We are constantly reminded throughout the year by Margarita, the Head teacher, of the huge impact Westnell has on its children and their extended families, and of their appreciation of all that the supporters in the UK are doing.

This is in the context of a very difficult economic situation for ordinary people in Peru during 2007. From the surplus we had at the end of 2006, the trustees agreed to make a one-off payment of £5,000 early last year, which enabled the outstanding social security bill to be paid and the teachers' salaries to be increased, although we still could not quite reach Government levels. As salaries and social security costs continue to rise in Peru, it remains a difficult problem for the Nursery to keep up. Every week, choices have to be made about the allocation of the monthly remittance of funds that we send out. We are pleased that local fundraising has increased in Peru and that many of the parents are able to contribute towards the costs of books and running costs, whilst we cover the salaries and overheads from the UK. As a close follower and supporter of the Nursery from the very beginning, I can assure each one of our supporters that every pound is appreciated, wisely spent, and provides great benefit.

Finally, I wish to say a particular thanks to the Committee members this year – we all wondered how things would work out when Debby and Dave moved to Istanbul. I am pleased (and relieved) to say with pride and appreciation that due to everyone's sustained commitment and hard work, playing to their respective strengths, the organisational machinery has continued unabated. I know that key individuals have worked very hard throughout the year – not just on the committee – but people that have a particular role or provide in-kind support and who get on quietly doing their bit. You know who you are – thank you, we all really appreciate it!

Here's to maintaining the great work in 2008.....

Best wishes, Mark Patchett, Chair

SUMMARY OF THE YEAR IN THE UK

UK Committee Developments

The 2007 Westnell Committee has continued to function as effectively as ever with only a few changes in roles and responsibilities at the AGM. With the move of Debby Westlake and David Sprent to Turkey, Mark Patchett took over the role of Chair. Debby and Dave remain as Trustees, with Debby putting in considerable time on Peru communication and other secretarial and administrative tasks. We are very pleased that Diana Gower, based in Devon, has taken on responsibility for dealing with correspondence as Correspondence Secretary. Internet communication, emails and tele-conferences make such arrangements very practical. We are pleased that Ede Fehrenbach has retained the role of Treasurer, but works closely with Peter Jay of Pearson McKinsey Ltd who kindly agreed to take on the responsibilities for all the book-keeping. Gareth Jenkins has expanded his role as Cards Coordinator with enhanced responsibilities regarding our website. Yolanda Williams has continued to bring her knowledge and experience of both Peru and the Nurseries to the committee, and provided a valuable link with the Anglo-Peruvian Society.

The story behind Westnell cards ...

By Gareth Jenkins , Cards Coordinator

The process of producing Westnell Christmas cards begins around 6 months before the festive season when our dear friend, designer Helen Wallis, receives her annual call for help. Helen has created many of our designs in recent years and always manages to come up with something special for us - 2007 was no exception with four lovely designs. The designs then go to the printers - this year our Chair Mark Patchett obtained the best price for us. Then the packing begins. 20,000 cards are produced each year. These are divided into packs of ten with either single designs (as in 2007) or as pairs with five of each design (as in other years). It's a fiddly job slipping those cards and envelopes into a thin plastic pack but chief packer Brian Shackleton seems to relish the job.

In no time cards are meticulously packed in boxes for distribution around the country to key supporters who sell them at school fairs, coffee mornings, bring and buy sales and so on. Online and supporter mail orders are handled, and have been for many years, by Vernon Pinnell - another unsung hero whose invaluable support, along with all those who sell our cards, results in annual sales of over £4,000 This year a fantastic £2,600 profit was made.

It is a great team effort - thank you to all who continue to make this such an important element in our ongoing fundraising work. If you think you can help us sell more cards in 2008 do let us know!

Support for Westnell from all corners!

By Diana Gower, our new Correspondence Secretary

As in years past, the support for Westnell comes in all shapes and sizes and derives from individuals, groups and trusts. It still needs saying that without this backing, there would be no Westnell nurseries, so **THANK YOU** everyone!

This year's fundraising had a particular impetus with the heart-warming success of the **Earthquake Repair Appeal** following the damage in August 2007. You might have expected it knowing how dependable our support base is, but to reach the initial target of £2,800 so quickly allowed the committee to immediately support the first phase repairs in Peru. This was an amazing achievement and we thank everyone who responded so quickly and made such significant personal donations.

The Westnell committee's approaches to, and continued contact with, groups and charities around the UK astound me. We are very grateful to Catholic Care, Emerson Christie Charitable Trust, Accenture (UK), Yorkshire Building Society, Carlisle Overseas Aid Trust, the Liverpool Spanish Circle, Friends of DUCKS, Canbury Community Trust, Mildenhall Trust and the Anglo Peruvian Society for their wonderful support.

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

The Anglo Peruvian Society stood by Westnell in its hour of need, with substantial earthquake and other donations and in conjunction with Sue Bailey of SJB tennis, again raised a fantastic sum at their annual tennis tournament. Many thanks to Sue for continuing to make her facilities available. South London in September is obviously the place to be for the tennis fan! Continuing the sporting theme, James Cunningham once more excelled himself with a sponsored bike ride that raised great income for Westnell.

Being new to the Westnell role, I love the personal touches. One which illustrates the individual contact sustaining a group donation is a chat I had recently with someone buying a **Gift of Education** voucher. He mentioned that some 15 years ago his church had given the donations from their annual Adoption Mass to Westnell and he doubted if it had continued. But it has, and thanks to Vera Ogden and the Adoption Team of Catholic Care we received their donation with thanks.

We have been delighted with the way the Gift of Education idea has taken off this year and donations instead of gifts, for anniversaries, birthdays or any occasion seem an ideal way to celebrate without the shopping and packaging. We can rustle up a voucher anytime you want that last minute present!

Westnell supporters seem to be a sociable lot and amongst other events, Eleanor Moffatt's annual music morning has become an important date on the Edinburgh autumn calendar and a very significant fundraiser for us. Suzanne Moffatt and friends in Newcastle also raised an impressive sum with their Bring and Buy in November. This event was also musically accompanied and cakes and mulled wine were laid on too – making it a very festive and profitable occasion.

In Devon, a June 'Chilli and Charla' evening was held with great company in attendance and delicious Latin food prepared by Debs Hedger, Debby and myself. Debby speaking eloquently about the project accompanied by Noah's excellent **power point presentation** brought the subject to many new people.

A CD of the presentation is available for loan on any laptop near you (also available in Spanish).

Our members have also been active card sellers this year. Cards are not just about sales, but also about contacts. One case to illustrate their impact is a cheque that eventually reached me in Devon, having travelled via a different address in Devon, then on to Istanbul, from its starting point at a school just down the road from me where the Geography department of Ivybridge Community College had raised money by playing the traditional Peruvian game of 'Sapo' as part of their curriculum. The teacher had recently received a Westnell notecard and acted on the information therein!

Schools such as Our Lady's Catholic Junior School in Ellesmere Port continue to include us in their fund raising, while also raising awareness in the children. We were also delighted to receive income from a primary school in the US where Anne Amice, a contact of Debby's from the overseas circuit, launched a change collection project in her children's' school and did very well with fund raising.

I think a Long Service Medal of support is due to Terry Carruthers and Brunswick School with their happy jars. This initiative has now grown over the years to include other classes in their school and there must be a lot of happy children in Cumbria judging by the cumulative donations.

Finally, thanks to all our members who have made personal donations this year. We could not have had such a successful year without you!