

ANNUAL REVIEW

2005-2006



sense
International



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MINERVA



Ray Pierce
Chairman
Sense International

As promised, over the last year, Sense International has made an enormous impact on the lives of many deafblind people. In line with our five year strategy 'Making a Bigger Impact,' we have focused on the four key areas, 'Having a Greater Influence,' 'Building Local Capacity,' 'Increasing Services,' and 'Maximising Quality and Efficiency'. This Review outlines what we hope to achieve, what we have achieved in the last year and the challenges we will face next year.

All this has been possible because of the support of our donors – companies, governments, trusts and individuals who give us money or participate in our events. Thank you all.

I would also like to take this opportunity to thank the partners we work with overseas and our employees, without whom we would not have accomplished so much.

Ray Pierce

WELCOME

Welcome to Sense International's Annual Review.



We are proud to be part of a very special organisation. Sense International is unique – the only organisation in the world working exclusively to meet the needs of deafblind people in developing countries. In many of the regions where we work there is little awareness of deafblind people and no support for them. It is often not even known how many deafblind people there are, where they live or what happens to them. Many are rejected by their communities and their own families, sometimes just left on the streets to fend for themselves.

Sense International exists to change this situation. We do this by influencing thinking and perception, by empowering local communities, by raising funds and by providing vital services.

Wherever we operate we employ local people to run our programmes. As the four Overseas Directors of Sense International our own work exemplifies the charity's ethos. Far from being remote satellites of a central bureaucracy, we are empowered to make decisions in our own regions and to be responsible for our programmes. This is because we know our countries, we know our governments and, above all, we understand the needs of the deafblind people living in our countries. Our UK colleagues support us with expertise, advice and much-needed funds. This local empowerment means that we really can make an enormous difference to the lives of thousands of people. We see the evidence of this every day, and it is truly inspiring.

The need for Sense International's services is urgent and growing. This Review opens the window on just a small part of our work over the last year. That work relies on support from many organisations and individuals, both donors and volunteers. We exist to change the world for deafblind people. Whoever you are, wherever you live, whatever you do – you can help us make this happen.

Pictured above LEFT to RIGHT:

Akhil Paul, Director, Sense International (India)

Cristiana Salomie, Director, Sense International (Romania)

Geoffrey Atieli, Director, Sense International (East Africa)

Ximena Serpa, Director, Sense International (Latin America)

MAKING A BIGGER IMPACT

Rajesh was born with Usher syndrome – he had a hearing impairment from birth and lost his vision as he grew older. Before losing his sight, Rajesh went to a school for deaf children but when he became deafblind there was no one to teach him to communicate and he was confined to his home.

When his younger sister was also diagnosed as profoundly deaf the family virtually lost hope. But Rajesh's mother kept up her search for professional support as she and Rajesh developed their own way of communicating using her limited knowledge of sign language.

The Blind People's Association, an early partner of Sense International (India), heard about Rajesh's situation and contacted him. Initially the family were hesitant, but Rajesh's mother accepted the challenge of training her children. The Association's field coordinator and workers identified Rajesh's strengths and built on these with the full participation of his family.

Now 27, Rajesh is a successful businessman in Limdi, Surendranagar. He runs a sweet shop and specialises in preparing snacks such as samosas, faldas and jalebi. Like any son he is proud to be able to support his parents. Away from work he enjoys watching his favourite movies late into the night, seeing them through his mother's eyes as she translates every scene through tactile signs.

Rajesh's aim now is to learn English so that he can communicate using American Sign



Language and travel to other Indian cities with his friends from the adult deafblind network.

The difference Sense International has made to Rajesh's life is enormous. His story, his success and his ambition show what can be achieved. When we talk about making a bigger impact, this is what we mean.

HAVING A GREATER INFLUENCE

What do we mean by having a greater influence?

However urgent the need for our services, however hard we work, we depend on others to help us make things happen. This may mean a local agency facilitating a particular project, giving support, a government changing legislation – even just changing people's attitudes to deafblindness. So having a greater influence means using the evidence of our work to persuade others to collaborate with us.

Our aim is to ensure that deafblindness is officially recognised as a unique disability in every country where we work and to achieve governments' recognition of their responsibilities towards deafblind people.

What have we done?

Last year we made specific promises about how we would go about achieving our aim and told you of our plans and ambitions. This is what we have achieved towards our goal of having greater influence over the past twelve months:

- We developed Community Based Rehabilitation programmes with the governments of Kenya and Uganda. Key policy makers in these governments now recognise deafblindness as a unique disability.
- In India we played an active role in the Sarva Shiksha Abhiyan (Education for All) scheme and persuaded the Ministry of Education to include deafblind children in primary schools at state and district levels.



Akhil Paul, Director of Sense International (India), talking at a Deafblind International conference.

- We ran a 'We Count' campaign across Latin America resulting in the recognition of deafblindness as a unique disability in Colombia.
- Our partnership with the Romanian Ministry of Education led to Romania's first-ever accredited training programme for teachers working with deafblind children. The government now supports 14 specialist deafblind education units.

... and next year?

We will continue to lobby governments to change their policies and aim to secure financial and political commitments in all the countries where we work.



BUILDING LOCAL CAPACITY



What do we mean by building local capacity?

The most effective way of delivering our services is to use local knowledge, skills and of course people working in their own regions. Building local capacity is about enabling the people working on the ground to do their job – and providing the funding, resources and expertise to support them.

Our commitment to this is unique amongst international charities. We continue to ensure the sustainability of local projects by supporting partners to achieve financial and operational independence and we continue to invest in local people.

What have we done?

A year ago we flagged up our aims and targets for this theme of our strategy. This is what we have achieved towards our goal of building greater capacity over the previous twelve months:

- In India the line management of the Director moved from the UK to the Indian Governing Council: an Indian committee now has complete governance over all developments in India.
- In Romania we made a major investment in the Association of Deafblind People. The organisation now has effective staff and a well-developed committee, taking on greater management and financial responsibility for their work.

- We supported deafblind adults in Uganda to establish a new organisation, the National Association for Deafblind Persons in Uganda – only the second association of deafblind people in the whole of Africa.
- We created new national networks in Colombia and Peru and established new parents' groups in Bolivia.

... and next year?

Local people need skills to be able to access funds so that they are not dependent on Sense International indefinitely. Investing in local fundraising campaigns will remain a priority. 30% of the cost of our India programme is raised in-country. This will increase and we aim to achieve similar success in other countries.

INCREASING SERVICES



What do we mean by increasing services?

As the need for our work grows, the demand on our existing services means they are increasingly stretched. To support more deafblind people more effectively we need to expand the range and quantity of the services available, so that they receive appropriate services from birth through to old age.



What have we done?

In our last Annual Review we told you about our specific plans for developing new services and expanding existing projects. This is what we have achieved towards our goal of increasing services:

- In Uganda we entered an agreement with the St Mark VII Primary School, Bwanda, to construct a new unit for 20 deafblind children.
- We started a new deafblind unit at the Iringa School for the Deaf in Tanzania.
- In Romania we piloted the first ever project for deafblind babies – a joint initiative with professionals from education, health and social services.
- We started a new programme in rural Bolivia for 24 deafblind children and their families.

- In Bogota we persuaded the local government to start providing education for deafblind children at a school for deaf children.
- In India there are now more than 30 services in 18 states. Five years ago there was only one deafblind programme in the whole country.

... and next year?

We will initiate deafblind services in at least three new states of India; we will start new deafblind units in East Africa; we will consolidate a new partnership with the National Authority for Child Protection in Romania and we will support more services for deafblind adults across Latin America.

WORKING IN PARTNERSHIP

Working in partnership is fundamental to Sense International's mission. By working in partnership with local and national government and grassroots level non-governmental organisations we are better placed to meet the needs of communities.

Sense International believes that empowering our partners will increase the sustainability of our programmes. Through the sharing of skills and knowledge our partners will eventually become self financing, enabling Sense International to reallocate resources to other projects that desperately require our assistance.

EAST AFRICA

Deafblind children in East Africa are often seen as a burden to their families. When Sense International started working there, this mentality had to be addressed to give deafblind children the support and love they need to live a full and happy life.

The Uganda Association of Parents with Deafblind Children has grown from 38 to over 100 members as Sense International helped it decentralise into local branches. It facilitates referrals to hospitals and schools, giving many deafblind children their first access to professional support. It has also enabled parents to share their experiences and receive training in a range of skills.

Parents like Agnes, pictured here with her grandchild, believe that, "Without assistance from Sense International, our children would have remained hidden as nobody understood the needs of deafblind children." Many parents have been so encouraged that they are now lobbying government to establish more specialist units, giving deafblind children the basic education they are routinely denied.

In East Africa we are working with nine partner organisations in three countries and developing strong relationships with many others.



LATIN AMERICA

Juan was tiny when he was born and developed slowly compared to other babies. His parents were devastated to learn that he was deafblind. They started to despair and saw little hope for him.

When Juan was eight he was referred to Sense International's partner Ideas dia a dia in Bogotá – an education programme providing specialist services to deafblind and multiply disabled children. Here Juan quickly learned to recognise letters and numbers, gained confidence and made many new friends.

Throughout Latin America Sense International works with 11 partner organisations in four countries, supporting them to make a difference to the lives of deafblind children and adults.



INDIA

Arun was diagnosed as deaf, blind and autistic when he was just four. Believing that they had been cursed, Arun's family had little idea of how to care for him. With the help of The National Association for the Blind (Karnataka) Arun has learned to read Braille and play the drums. He enjoys singing and is learning to use a computer.

The Association is one of our 36 partners in India. Sense International supports their work in a community based project, enabling children, their families and community to receive educational services. We support all our partners in accessing information, training and mentoring, to provide the best possible services to deafblind people.



ROMANIA

Ana is deafblind. Her parents were desperate for support in coping with her unique needs, but very few services were available. They took her to Eminescu Kindergarten in Bucharest which, with Sense International's support, had set up Romania's first specialist deafblind unit. Ana's progress has been astonishing. Specially trained teachers encouraged her to explore her world and, confident and happy, she loves painting and playing with other children. Her parents now look forward to her future development. The kindergarten has gone from strength to strength, with two units now recognised as centres of excellence. Sense International has supported its expansion of services to offer early intervention support to newborn deafblind babies and now works with seven partners in Romania.





MAXIMISING QUALITY AND EFFICIENCY

What do we mean by maximising quality and efficiency?

All charities have a responsibility to operate effectively, keeping costs to a minimum and ensuring the highest quality in all the work they do. At Sense International we take this duty extremely seriously and have been at the forefront of developments in the sector to determine and ensure best practice amongst international charities.

We strive to be as efficient and cost-effective as possible, seeking to maximise the benefits of every pound we raise. In 2005-2006 less than 6% of our turnover was spent on administration – an extremely low ratio for our sector.

What have we done?

This time last year we set out our targets for this strand of our strategy. This is what we have achieved towards our goal of maximising quality and efficiency:

- We ensured that as much of our work as possible was delivered directly in the countries where we operate. We only have two Programmes Officers in the UK, a very low figure compared with other international charities.
- There were a number of external evaluations of aspects of our work, including full evaluations of the India and East Africa programmes. In India the external evaluator wrote that: 'The partners very clearly expressed that it is only because of Sense International (India)'s initiative that deafblindness has received attention in India.'
- In East Africa we introduced a participatory review system for partner organisations. They evaluate the quality of our programme implementation every year, promoting learning, as well as fostering trust and accountability.

- In Romania an external expert evaluated the quality and impact of our education programme. The evaluation concluded that, in four years, the programme had succeeded in transforming the Romanian education system. It had embedded appropriate education for deafblind children within state service provision and transferred ownership of the programme to the Government, who will continue to support the education of deafblind children in the future.

... and next year?

We will evaluate more of our programmes and our own work, learning from what we do well and changing what is less effective. We will continue to control costs tightly, and ensure there are robust systems in place throughout the organisation so that we can maximise the benefits of all money raised.

FINANCIAL INFORMATION

FINANCE STATEMENT

For further information about the finances of Sense International, please consult the full annual accounts, the auditors' report on those accounts and the Trustees' Annual Report. Copies of these can be obtained from Sense International, 11-13 Clifton Terrace, Finsbury Park, London N4 3SR.

Jeremy Charles, Treasurer
On behalf of the Trustees

AUDITORS' STATEMENT

We have examined the summarised financial statements set out below.

Respective responsibilities of Trustees and auditors

The Trustees are responsible for the preparation of the summary financial statements. We have agreed to report our opinion on the summarised statement's consistency with the full financial statements, on which we reported.

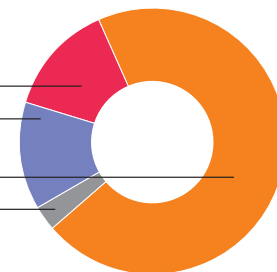
Opinion

Having carried out the procedures necessary, we are satisfied that the summarised financial statements are consistent with the full financial statements for the year ended 31 March 2006 from which they have been prepared.

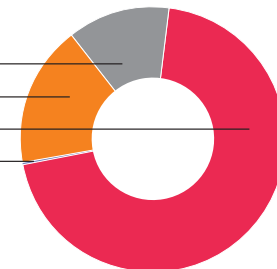
PricewaterhouseCoopers LLP
Chartered Accounts and Registered Auditors

Summarised statement of financial activities for the year ended 31 March 2006

Opening fund balances at 1 April 2005	310,094
Funds received	
Voluntary Sources	159,773
Activities for Generating Funds	165,354
Resources from Charitable Activities	851,856
Other Income	36,402
Total	1,213,385



Funds used	
Cost of Generating Voluntary Income	182,949
Fundraising	251,375
Charitable Activities	1,018,905
Governance	2,013
Total	1,455,242



Closing fund balances at 31 March 2006	68,237
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Summarised balance sheet as at 31 March 2006

Fixed Assets	27,745
Cash at Bank	125,303
Other Current Assets	54,580
Total	207,628
Creditors	139,391
Net assets	68,237
Net funds balance	68,237

HOW YOU CAN HELP

Only through the support of our donors will Sense International be able to reach out to more deafblind children and adults. There are many ways you can help us:

- The most cost-effective form of fundraising is a monthly donation: please complete and return the attached direct debit form to help us support deafblind people.
- Are you ready for the challenge of a lifetime? Next year Sense International will be organising treks to Base Camp K2, Base Camp Everest, Transylvania and Wales. We also have places in the London Marathon and New York Marathon.
- Alternatively, would you like to champion an event for Sense International? You choose the location and recruit your friends, colleagues and family – we'll manage the rest!
- Are you a trustee of a trust or are you able to help support an application that Sense International could submit?
- Leave a legacy – of all the gifts you can leave in your will, changing the life of a deafblind child must be one of the most precious.

Whether you are representing an organisation, company or you have a personal interest in supporting our work, the fundraising team at Sense International would love to hear from you. Please call +44 (0)845 127 0096

THANK YOU

Sense International relies on the support of voluntary donations for the majority of our work.

We would like to thank the following donors for their support:

- Big Lottery Fund
- Beatrice Laing Trust
- Bryan Guinness Charitable Trust
- C&BT
- Comic Relief
- Gartmore Investment Management plc
- Isle of Man Overseas Aid Committee
- Methodist Relief and Development Fund
- Nuffield Foundation
- Madeline Mabey Trust
- Minerva Financial Services Ltd
- P&O Nedlloyd Ltd
- Rowan Charitable Trust
- Stanley Thomas Johnson Foundation
- Sterling Trust
- Sylvia Adams Charitable Trust
- UK Department for International Development
- Zurich Financial Services Staff Charity Fund

A special thank you to the following individuals for their ongoing support and for their extraordinary contribution to the organisation this year:

- Anant Shah
- Andrew Georgiou
- Jeremy Charles
- Pradip Dhamecha
- Daryl Roxburgh
- Sunil Shah
- Vipin Shah
- Sunil Sheth
- Paul Feeney



I would like to make a donation to Sense International

Section B

Here's my gift of: £25 £50 £100 £1,000

or £_____, my chosen amount.

I enclose a cheque/postal order made payable to Sense International

OR debit my credit card: MasterCard Visa

CAF CharityCard Switch/Delta

Card No.

Expiry date

Issue No. (Switch/Delta only)

Security code (the last three digits on the back of your card)

Date _____

Signature _____

Now please complete section C below

Section C

Name (and title) _____

Address _____

Postcode _____

Email _____

Yes, I am a UK taxpayer and would like Sense International to claim the tax on all my donations *giftaid it* from 6th April 2000 until further notice. Please note you should currently be paying Income and/or Capital Gains Tax in the UK at least equal to the amount that Sense International will recover in the tax year.

Please return this form to:

Sense International
11 -13 Clifton Terrace
London N4 3SR

Charity number: 1076497

