

**Sense International**  
**Directors' Report and Financial**  
**Statements for the year ended**  
**31 March 2014**

Registered number 3742986, Charity number 1076497

# Sense International

## Report and accounts for the year ended 31 March 2014

### Contents

Legal and administrative information .....	3
Chair's introduction.....	4
Trustees' report for the year ended 31 March 2014.....	5
Independent auditors' report to the members of Sense International .....	30
Statement of financial activities (incorporating an income & expenditure account) for the year ended 31 March 2014 .....	33
Balance sheet as at 31 March 2014 .....	34
Accounting policies .....	35
Notes to the financial statements for the year ended 31 March 2014 .....	37

# Sense International

## Legal and administrative information

<b>Charity Name</b>	Sense International
<b>Governing instrument</b>	Memorandum and Articles of Association
<b>Registered charity number</b>	1076497
<b>Company registered number</b>	3742986
<b>Trustees</b>	Sunil Sheth (Chair) Sue Turner Denis Tinsley Pankaj Shah (Treasurer) Robin Heber Percy Verity Stiff (appointed 15 May 2013) Subo Shanmuganathan (appointed 15 May 2013) Leona Forsyth (appointed 15 May 2013) Paul Feeney (appointed 30 August 2013) Dean Lumer (appointed 30 August 2013)
<b>Secretary and Chief Executive</b>	Gillian Morbey OBE
<b>Registered office</b>	101 Pentonville Road London N1 9LG
<b>Bankers</b>	National Westminster Bank plc PO Box 83 Tavistock House Tavistock Square London WC1H 9JA
<b>Solicitors</b>	Anthony Collins Solicitors LLP 134 Edmund Street, Birmingham B3 2ES
<b>Independent auditors</b>	PricewaterhouseCoopers LLP Benson House 33 Wellington Street Leeds LS1 4JP

# Sense International

## Chair's Introduction

I am pleased to introduce our annual report for Sense International.

We ended the year 2013/14 with an enhanced geographic reach, with the prospect of working in more countries and more districts, as well as broadening the range of services we provide to deafblind people and their families overseas.

In our campaigning work, we had significant achievements this year raising the profile of deafblindness in international development. Our Country Representative in Kenya gave evidence to the All Party Parliamentary Select Committee enquiry into disability and International Development, and through this work, SI was invited to be on the panel for International Disability Rights Fund based in the United States, but with a global remit to support Disabled People's Organisation. This is a significant contribution to ensuring that deafblind people are not ignored, nor forgotten in these discussions.

We are working with various UN bodies to ensure rubella vaccination is incorporated into national immunisation programmes, thereby ultimately eradicating the primary cause of deafblindness in East Africa.

To achieve the growth in programmes, we have successfully secured new statutory grants for East Africa and Latin America, as well as broadened the range of donor partnerships, concluding arrangements with new European based Trusts and Foundations, as well as individuals. Over the course of the year, we will be the focus of a BBC Radio 4 appeal, building on previous years' awards.

The year concluded with a hugely successful fundraising ball, simultaneously celebrating the success of the organisation and raising additional income. However, as in recent years, the fundraising environment this year has been challenging, and while we have responded through reducing costs and diversifying our income streams, the net income was less than anticipated.

Our Chief Executive, Gill Morbey, and her team continue to do an excellent job. On behalf of the Board of Trustees, I must extend my thanks to all of them.

We remain very grateful to all our supporters who raised funds for us, many of whom are noted in this Annual Report. I would like to thank each and every one of them, since without their support, we simply would not be able to provide the level and range of assistance to deafblind children and their families.



**Sunil Sheth**

**Chair**

# Sense International

## Trustees' report for the year ended 31 March 2014

The Trustees of Sense International have pleasure in presenting their report together with the audited financial statements of the company for the year ended 31 March 2014.

The financial statements have been prepared in accordance with the Statement of Recommended Practice (SORP 2005), "Accounting and Reporting by Charities" issued by the Charity Commissioners.

Sense International is a registered charity and a company limited by guarantee which was incorporated on 29 March 1999. It is governed by its Memorandum and Articles of Association.

Our vision is of a world in which all deafblind children and adults can be full and active members of society. Our purpose is to work in partnership with others – deafblind people, their families, carers and professionals – to ensure that everyone facing challenges because of deafblindness has access to advice, opportunities and support. Our values underpin our vision and purpose and guide us in all that we do.

- *The worth of individuals* – We embrace diversity and respond to individual need.
- *Self-determination* – We work alongside individuals to support them in claiming their rights.
- *Personal fulfilment* – We promote opportunities for all individuals to develop and achieve their potential.
- *Openness and honesty* – Our interactions are transparent, open to scrutiny and built on trust and accountability.
- *Learning and improving* – We continuously improve the quality of what we do by consulting and reflecting on our actions.

The "I" statements put these values into effect and they describe our behaviours and expectations. They flow into our practice, through induction, training, information materials, policies, quality audits and staff performance reviews. The "I" statements

- I will listen to others
- I will understand and respond
- I will respect others
- I will be open and honest
- I will participate and contribute
- I will take informed risks
- I will find things to celebrate
- No decision about me, without me.

# Sense International

## Principles into practice

Sense International exists to support deafblind people and their families throughout the world. We aim to improve the quality of life for deafblind people by working with partner organisations, helping them develop their own deafblind programmes and building their capacity to ensure the sustainability of these programmes.

Deafblindness creates specific difficulties, particularly in communication, mobility and access to information. Whether deafblindness occurs from birth or later in life, people often need specialist knowledge, skills and assistance to overcome the difficulties they face. Working with our partner organisations our aim is to provide the information, guidance, support and training needed. We also encourage our partners to offer services that are designed to help deafblind people follow their preferred lifestyle and enable them to be part of their local communities.

We employ staff in a number of locations around the world. We recognise these staff as a valuable resource and we are fully committed to ensuring positive work practices, training and staff development. We work with a wide range of local partner organisations and we are committed to ensuring that these partners have the technical and material resources they need. We aim to deliver a high quality of service and support in as cost-effective a way as possible.

# Sense International

## Grants and Donations

Major grants from statutory authorities are identified in note 1 to the financial statements. Substantial donations were received from the following organisations:

The Equitable Charitable Trusts  
Evan Cornish Foundation  
CLSA Chairman's Trust  
Vitol Foundation  
The Tesco Charity Trust  
The Beatrice Laing Trust  
The James Tudor Foundation  
The Tresillian Trust  
The BP Foundation  
Jersey Overseas Aid Commission  
The European Union  
Big Lottery Fund  
Department for International Development  
Government of Scotland  
Anglo Peruvian Society  
Swiss Romania  
Embassy of Australia  
The Orange Foundation  
Kentalis  
Cordaid  
Once Foundation  
The Raja Trust

The Trustees are indebted to all donors for their support, both financial and otherwise, without whom it would not have been possible to achieve all that we did.

# Sense International

## Key Achievements in 2013 / 14

### East Africa

In education the first main achievement for the Kenyan programme in 2013/14 was the development and national adoption of 4 curricula; pre-school, basic, prevocational and home-based education for use and reference in all the 10 schools with deafblind units in Kenya. The second achievement in education was the teacher/pupil ratio which improved to 1:2, demonstrating the government's commitment to increase the number of teachers in the deafblind units, and the third achievement was the Community Based Education concept being introduced as a pilot in 3 regions of Kenya.

In Uganda we have established the first accredited teacher training programme on deafblindness at Kyambogo University, in partnership with Kentalis International. For the first time the country will be able to source locally trained teachers dedicated for deafblind children's learning. Equally, we successfully completed a 3 year project to develop a model of excellence for deafblind education at 1 special school.

In Tanzania, we successfully completed the EU funded 5 year programme on promoting access to education. A pool of ten master trainers in the country has been established, ten deafblind units and 69 children now access education. We concluded the year with the national adoption of the first curriculum for deafblind children in primary school. This programme was very highly scored by a team of independent evaluators for the programmes relevance and quality, efficiency of implementation, effectiveness, impact and sustainability.

In vocational training in Kenya the achievement has been the development and adoption of a national curriculum for vocational schools, with relevant system for certification. This promises a better quality education for the 4 schools in Kenya that are conducting vocational skills training for deafblind learners. During the year, the 4 schools graduated a total of 31 deafblind students.

In Tanzania, five students have graduated from their vocational training course and an additional 15 have been admitted onto the course at 5 different schools in the country following teachers from Tanzania attending a week's long course with vocational teachers in Kenya.

In Uganda, five deafblind young adults have been enrolled on a vocational course and one has already graduated. Furthermore we obtained in-country funding in order to support this work in the region.

In prevention in Kenya we are working with WHO and the Kenyan Medical Research Institute to launch a nation wide campaign into rubella immunization, whilst in Uganda and Tanzania we are equally looking to assist in similar approaches.

Lastly, on stigma reduction across the region we have developed Information and Education materials to inform decision makers and the public about deafblindness, the rights of people with deafblindness and how to support their development.

# Sense International

## Romania

In education: since the beginnings of the educational services 558 children have benefitted. 2013/14 181 children are currently receiving educational services in 15 schools with 32 deafblind – multi sensory impaired children benefitting from specialised therapy sessions. To ensure continuity in quality of teaching we have supported special needs teachers networks to meet and share skills and information regarding the use of new interactive methods and techniques specific to the needs of deafblind multi sensory impaired children.

In Early Intervention: we have successfully expanded the services to a fifth district. This financial year we screened over fifteen thousand babies so there are now 73 in the early intervention programme and cumulatively we have had over 130 babies or young infants pass through early intervention services in 4 (now 5) districts.

In Vocational training, this financial year we established three vocational training units with the active support and provision of resources by 9 local authorities. We fully equipped the centres, trained vocational teachers and with the support of experts from Sense developed draft curricula for adoption next financial year.

In Promotion of rights and visibility of deafblind multi sensory impaired children, following discussion with UNICEF we managed to have included in their Report on the State of Children with Disabilities in Romania data and picture about access to early intervention, education and vocational training.

In Institutional capacity building, building on last year's work we have advertised and are to recruit an in-country fundraising manager.

## Peru

In education: we developed two e-learning courses, one an introduction to deafblindness for Ministry of Education staff and parents; and the second a communicator guide course. Almost two hundred people were taught on these courses. Additionally, we trained 254 teachers and other practitioners on the knowledge and use of sensory elements and resources in 12 new sensory stimulation rooms. We also trained 376 parents and relatives on rights promotion.

In campaigning: we were successful in ensuring that a deafblind person was hired as a specialist on deafblindness within the National Council of People with Disabilities – CONADIS. Part of her new role is to manage training programmes with different government agencies and to ensure that deafblindness is included in their work.

In strengthening institutional fundraising in country we diversified our income streams and at the end of the year started a multi-country, four-year grant.

# Sense International

## India

In education and early intervention: we continue to support Regional Learning Centres and State Learning Centres in India, through which we will provide information, training and other support to local organisations, government, deafblind people and their families, and other stakeholders. Working in 21 states through 48 partner organisations SI India has increased its reach to 56,847 persons with deafblindness including 586 persons with deafblindness in our direct services, 633 teachers, medical, para-medical staff, project management staff and SSA teachers have been trained. Finally, this year, two new early intervention centres were set-up, with a total of 2,545 (1,391 male, 1,154 female) new born children being screened through these six centres. From these, 200 children were found to be at-risk, of which 88 children were included in early intervention programme for sensory stimulation and to facilitate their development.

In campaigning: SSA resource teachers were trained in the states of Chhattisgarh and Kerala. Meetings and discussions with 17 State Project Co-ordinators of SSA were held in order to explore the possibility of undertaking SSA educator trainings and project partnerships. Zamir Dhale and Parag Namdeo represented SI India for the first time at the 10th Helen Keller International Conference organized by the World Federation of Deafblind in the Philippines. They also visited the Holy Land Institute for Deaf and Deafblind in Jordan to share our experience of working for persons with deafblindness and learn about the status of persons with deafblindness in Jordan.

In capacity building: Sense International India continues to support its three national networks of families and teachers of deafblind people and adult deafblind and this year organised the 3rd National Conference on Deafblindness and Multiple Disabilities attended by over 330 persons across country. The largest participation was seen from the families of deafblind persons.

In vocational training: SI India supported 19 adults with deafblindness to setup their own Income Generation Activities (IGA).

## Bangladesh

In education and health: we continued to work with 16 partners in 15 districts of Bangladesh and supported 820 people with deafblindness and their families who are benefiting from home and centre based educational support. This year the programme has also helped us to integrate 34 children into the mainstream education system. As well as supporting the deafblind individuals, we ensured that parents, caregivers and other family members received support and counselling. Health is one of the major concerns for deafblind children in the country, and we provided nutritional support to 33 deafblind children and their families this year.

In campaigning: the year witnessed a historic moment, when the Parliament of Bangladesh passed the Bangladesh Disability Law. The law recognises 'Deafblindness' as a separate category of disability, deafblindness was included in the national census and the government has also included deafblind people in its safety net and rehabilitation programmes. The National Resource Centre (NRC) on deafblindness continued supporting its 16 partners and helped them to improve the quality of services. Again, this project was commended by independent evaluators for achieving significant impact on the lives of deafblind people in Bangladesh.

## Performance against Objectives for 2013/14

### East Africa

- 1. To continue to improve the quality of school-based education in Uganda and to introduce community based education in at least one region influencing the government to increase the resources allocated to deafblind education.**

In Kenya; the quality of the education of the 155 school going deafblind children is poised to improve significantly because of two main achievements that were realised in 2013/14 reporting period. Firstly, the Kenya Institute of Curriculum Development (KICD) and Sense International completed the development of 4 curricula, namely pre-school, basic prevocational and home based education for use in all the 10 basic schools with Deafblind Units in Kenya, and any others that will be established in future; secondly, the teacher/pupil ratio improved to 1:2, which demonstrated the government's commitment to increase the number of teachers in to the deafblind units. It is instructive that deafblind learners have gradually but steadily been included in the National sports for learners with disabilities which take place once a year, and this year two teachers for the deafblind have been incorporated into the National Steering committee of sports. Meanwhile, a deafblind referral system has been established between the 3 main special needs education players; the Education Assessment and Resource Centres (EARCs), the Special Needs Education (SNE) teachers, and Social development workers. Some Government Hospitals are already aware of the issue and have started to refer suspected cases from health to education. This has the potential to increase the number of deafblind learners significantly. SI Kenya introduced the Community Based Education concept as a pilot at the deafblind units of 3 schools – Kilimani Primary School in Nairobi; Maseno School for the Deaf in Western Kenya; and Kwale School for the Deaf in the Coast Region of Kenya. Each is a hub for 9 mainstream schools, and will be the resource centre for assessments and teacher training.

In Uganda; we supported 20 deafblind children, to attend lessons at the deafblind unit of Bwanda School for the Deaf. As part of the teaching, each child received a visit at their homes from the teachers, to monitor progress and also to mentor parents, enabling them to continuously support their children. One child graduated from the unit in December 2013. The skills of the teachers were enhanced through the master training scheme receiving mentoring support from 3 tutors of Kyambogo University. The sustainability of the programme was addressed through schemes financed by Sense International and hence the construction of additional teacher accommodation (from 3 to 8 teachers), in order to improve the teacher to pupil ratio, and therefore the quality of education for the deafblind students. Likewise an income generation poultry and piggery project to generate 15 % of income necessary by 2015. Lastly, in Uganda partnering with Kentalis International of the Netherlands, we have established an accredited teacher training programme on deafblindness at Kyambogo University. For the first time Uganda will be able to obtain locally trained teachers for deafblind children. The first group of 30 teachers, 10 of who were drawn from the existing deafblind units, have been identified for training that will last for 1 year before they obtain their certificates.

## Sense International

In Tanzania, SI Tanzania concluded the final year of a five year project establishing the last of ten deafblind units in the country. There are now 69 deafblind children receiving an education within deafblind units following a nationally developed curriculum. During the year ten Master Trainers across the country have been trained at the deafblind units to ensure quality of teaching delivered as determined by the syllabus. Assigning one school inspector to conduct the quality assurance inspection of all the units, their report was subsequently shared with the district school inspectors in each of the districts with deafblind units. All the 37 teachers in all the 10 deafblind units visited the homes of each of the 69 students for at least 2 days in October and November 2013 during school holidays, for close interactions with the deafblind student and their family, as they developed the children's Individualised Education Plans for 2014. Lastly, in Tanzania three schools (Uhuru Mchanganyiko, Mwanga and Iringa Schools for the Deaf) were identified to pilot Community Based Education Programmes that would start in April 2014. These schools will form the hubs of the programme, providing the resources for assessment and teacher training to enable mainstream schools to provide inclusive education for deafblind children that are identified within their catchment.

### **2. To develop vocational training programmes and livelihood support schemes for deafblind young adults**

In Kenya the Kenya Institute of Curriculum Development and Sense International completed the development of a national curriculum for vocational schools, which has systems for certification. This promises a better quality education for the 4 schools in Kenya that are conducting vocational skills training for deafblind learners. During the year, the 4 schools graduated a total of 31 deafblind students out of the target of 38. They were all supplied with start-up kits which involved the items that they would use to establish the trade they had learnt over the last 3–4 years at the vocational training schools. Reports from our visits and contacts indicate that these young people have integrated well back into their communities, with some of the young people already diversifying their projects by building on the initial projects and starting new ones. The involvement of parents and apprentice trainers in the vocational training as well as regular home visits by teachers to see student progress while at home has enhanced the programme's effectiveness. Student's exhibitions acted as strong platforms for awareness raising and strengthened participation of deafblind youth into their communities. Attendance at all vocational schools increased to reach 54. This is attributable to the provision of transport and boarding fees by Sense International.

In Uganda, 5 deafblind young adults at the deafblind unit of Bwanda School for the deaf were targeted for transition, one woman has graduated with skills in knitting and weaving, and re-joined her family and community. The rest of the children at school were gradually being introduced into vocational skills training.

In Tanzania, 5 students graduated from their vocational training at Mwanga School for the Deaf delivering start up kits to the graduates to begin their vocational trade and providing them with income to contribute to the livelihood of their families. Equally, a total of 15 students have entered a vocational training scheme in 4 additional schools. A teacher from each of these schools attended a week long exposure on vocational training at Sikri Vocational Training Centre for Deaf, Blind and Deafblind students in Kenya. The teachers learnt how to train deafblind young adults, skills for such trades as weaving, carpentry and rearing poultry. In addition to the exposure to Kenya, we organized for the training of 12 teachers of Yombo Vocational Training Centre in Dar es Salaam. The Centre now has the capacity to enrol deafblind learners for the first time. The welcome news to many families of deafblind young adults is that the Centre does not charge tuition and boarding fees. The students have only to meet their transport costs.

## Sense International

### **3. To reduce stigma about deafblindness by raising positive awareness in communities and in the media. To influence the government to increase the resources allocated to deafblind service provision.**

In Kenya Sense International (Kenya) was nominated to sit on the Steering Committee of the National Partnership for Children with Disability involving the Ministry of Education and about 20 NGOs working in the disability sector. We participated in the 5th Annual Civil Society Conference on Education for All, and on the Kenya National Commission on Human Rights (KNCHR) to discuss the briefing paper on legal capacity for Persons With Disabilities, where we insisted that the deafblind learners must not be excluded in the provision of laptops that will be given to all class 1 children in Kenya beginning 2014. Sense International (Kenya) supported some deafblind learners, their parents, and some teachers to participate at the high profile UN Day for People with Disabilities. SI participated in the conference dubbed “the post-2015 development agenda and the UN CRPD in Africa: deepening dialogue between African stakeholders and global and regional DPOs to strengthen advocacy for Inclusive development”, which produced the Nairobi declaration on the post 2015 development agenda. Equally, SI Kenya supported each of the 4 schools with vocational training to mount their own awareness raising campaigns during the year. Examples of impact include an increased number of registrations of families of deafblind children with the National Council for People with Disabilities which will ensure the deaf blind persons have access to social protection schemes available. Other methods for raising awareness were the distribution of brochures about deafblindness following which several schools have reported increased enrolment of deafblind children, and support for our school partners to gain coverage in the media.

In Uganda SI Programme staff appeared on Local FM radio station talk shows about deafblindness, and influenced national print media to cover personal stories of deafblind individuals highlighting challenges of access to education by persons with disability.

In Tanzania the SI Country Representative, teachers and parents of deafblind children participated in a series of TV, radio and print media discussion forums about the issues faced by people who are deafblind notably targeting the Special Parliament on Constitution Reform to capture the education of deafblind children in Article 41 and 44 of the new constitution. The constitutional process will be ongoing for the better part of 2014.

### **4. Lobbying for the rollout of national rubella immunisation campaigns.**

In Kenya, SI Kenya has established a close working relationship with WHO and the Kenya Medical Research Institute, and we are a critical player in the plans to launch a nationwide campaign for the immunization of Rubella Virus in Kenya.

In Uganda; SI Uganda has been in discussion with WHO and the Uganda Virus Research Institute to prepare a proposal for a GAVI application.

In Tanzania SI Tanzania has established a working relationship with the Ministry of Health and Social Welfare in their initiative, together with WHO, to launch the Rubella Vaccine in Tanzania, with part funding from GAVI. It is anticipated for the first phase to be launched September 2014.

## **Sense International**

### **5. Increase the level of in-country fundraising and number of local partnerships.**

In Kenya SI Kenya has been successful in securing funding for vocational training from trusts and statutory bodies, and is exploring fundraising from large corporate bodies. Equally, SI Kenya have developed possible joint funding proposals with other INGOs. In Tanzania SI has been successful in securing funding from corporates and foundations while equally exploring joint funding proposals with other INGOs.

### **6. To develop pilot models of early intervention.**

Due to resource constraints we were not able to develop models of early intervention in East Africa, however as a result of reviewing our current models as practiced in India and Romania we have developed our Early Intervention framework based on programme experience which we will further contextualise and develop in East Africa once funds become available.

## **Objectives 2014/15**

- 1. Successfully pilot Community Based Education in 9 regions across Kenya, Tanzania and Uganda, embedding the new approach into government practices.**
- 2. Develop pilot Early Intervention services at at least 3 hospitals across Kenya and Uganda.**
- 3. Raise awareness about the need for the Rubella vaccine with governments and the general public.**
- 4. Develop a pilot Inclusive Education project in partnership with at least one other NGO with experience in Inclusive Education.**
- 5. Develop a project to establish a teacher training certificate course at Patandi Teacher Training College in partnership with the Ministry of Education and with Perkins International and Kentalis International.**
- 6. Build long term strategic partnerships with donors and increase income from in-country funding sources.**

# Sense International

## India

### **1. To strengthen the capacity of civil society organisations and the Government of India to promote and protect the human rights of deafblind people.**

During the reporting period through our advocacy initiatives we were able to reach out to many more stakeholders to create awareness about people with deafblindness and their rights at local, regional, national and international forums. We met and sensitized more than 80 senior government officials from the departments of education, health and social welfare across eight states. We also held 8 state level, 4 regional 1 national advocacy network meetings. Teacher training on deafblindness & multiple disabilities was conducted through The District Institute of Education and Training (DIET) in Delhi where more than 400 school teachers were trained. SSA resource teachers were also trained in the states of Chhattisgarh and Kerala. We held meetings and sensitized 17 State Project Coordinators (SPOs) of SSA in Delhi. The meetings and discussions were aimed at exploring possibilities of undertaking SSA educator trainings and project partnerships. The Department of Health and Child Welfare within the Government of Gujarat State invited us for consultation on appropriate disability certification in the state of Gujarat. It was an opportunity to create awareness about the unique needs of persons with deafblindness and making provision for appropriate certificates to fulfil those needs.

Under a state initiative on disability, the state government of Kerala invited us to attend a round table conference of NGOs and experts in the field of disability at Trivandrum. This opportunity provided us with a platform to talk about our work with the backing of the state.

SI India staff were also invited to the executive committee meeting of the Indian Council for Child Welfare (ICCW) in Delhi. The presentation by SI aimed to ensure others understood the need for bodies like ICCW to contribute towards identification and inclusion of children with deafblindness in society. We represented deafblindness at the national aids and appliance committee meeting and participated in consultations on child rights and disability. We were invited to participate in Swavalamban, a national fair of disability organisations held by the Ministry of Social Justice and Empowerment (MSJE) in Delhi. The Union Minister of the MSJE, Ms. Shailja Kumari and State Ministers of the MSJE Mr. Balram P Naik visited the stall and interacted with a deafblind SI India employee, Zamir Dhale. In the process they gained more awareness of the unique needs of people with deafblindness.

Zamir and Parag Namdeo represented India for the first time at the 10th Helen Keller International Conference organised by the World Federation of the Deafblind in the Philippines from 7–11th November, 2013. In a meeting, Asia Region representatives from Japan committed to work with us to create awareness and influence policies in the region. Zamir and Parag also visited the Holy Land Institute for Deaf and Deafblind in Jordan. The purpose of the visit was to share our experiences of working for people with deafblindness and learn about the status of people with deafblindness in Jordan. The director of the institute, Brother Andrew found the visit very productive and we look forward to working together and supporting each other in future.

## Sense International

Helen Keller day was observed on 27 June with awareness raising initiatives by partner organisations in 9 states sensitisation activities by the Sense International India team in Ahmedabad. We also organised sensitisation for all the district coordinators of the state of Chhattisgarh and Senior state officials of Orissa to share issues about people with deafblindness and collaborate to find solutions. We celebrated “World Disability Day” on 3rd December 2013 at Ahmedabad and at our partner locations. A solidarity booth was set up in Ahmedabad displaying our Sense India products and jewellery made by children with deafblindness. A skit and dance was performed by children from RLC West and various journalists were invited to cover the day long activities.

### **2. To continue to support the four Regional Learning Centres (RLC) and open four State Learning Centres (SLC) in India, which will provide information, training and other support to local organisations, government, deafblind people and their families, and other stakeholders.**

Sense International India supported three Regional Learning Centres (RLCs) in North, South and West. Along with these RLCs, we also supported six State Learning Centres (SLCs) in western and southern states. Through locally generated resources Sense International India is also supporting organisations in Jharkhand, Delhi, Uttar Pradesh, Rajasthan and Maharashtra.

Altogether, we are working in 21 states through 48 partner organisations. Our reach has increased to 56,847 people with deafblindness with the help of partner organisations and the Sarva Shiksha Abhiyan (SSA, Education for All) programme. During the year, we included 586 persons with deafblindness in our direct services through partner organisations. Sense International India, RLCs and SLCs organised a training programme for different target groups, provided training to 633 teachers, medical, para-medical staff, project management staff and SSA teachers.

Sense International India continued supporting its three national networks of families and teachers of deafblind people and adult deafblind people. 775 families, 489 teachers and 110 adults with deafblindness are part of their respective networks, namely Prayaas, Abhi-Prerna and Udaan.

This year, we also organised the 3rd National Conference on Deafblindness and Multiple Disabilities in January in New Delhi. The conference was attended by over 330 persons from across country. The largest participation was seen from the families of deafblind people in the conference.

We also supported 19 adults with deafblindness to set-up their own Income Generation Activities (IGA). A small grant of Rs. 16,000/- was provided to set-up trades such as goat rearing, petty shop running, cow rearing and tailoring.

## Sense International

### **3. To set up new medical screening and early intervention programme in India as model of early intervention services.**

This year, two new early intervention centres were set-up, in addition to four established in the previous year. A total of 2,536 (1,391 male, 1,154 female) new born children were screened through these six centres. From these, 200 children were found to be at-risk, out of which 88 children were included in early intervention programme for sensory stimulation and child development. These services include sensory stimulation, nutrition support and communication training.

### **Objectives for 2014/15**

- 1. Continue to improve and increase education and training opportunities for deafblind children by developing partnerships, human resources and capacity building. This will include the training of an additional 450 partner staff (special educators, teachers, community based worker, professionals) and Education for All teachers, to increase net enrolment of deafblind children in primary schools to 6000.**
- 2. Ensuring that deafblind people between the ages of 14 – 40 are supported in the transition from education to livelihood through the provision of vocational training services and income generating advice to 125 deafblind young adults, 40 of whom will be generating an income.**
- 3. Continue awareness raising and advocacy (international / national / state / local level) in order that deafblind people are recognised and included with a specific focus on education, by working with Education for All officials – as well as developing two national media campaigns about deafblind people and their rights.**
- 4. Expansion of the Early Intervention services for deafblind children between 0-6 years by supporting 120 health professionals to conduct screening, and to refer children at risk onto early support centres.**
- 5. Maintaining Sense International (India)'s reputation as India's leading organisation working with and for deafblind people.**
- 6. Develop relationships with current and additional statutory donors to continue funding work throughout 14/15 and beyond.**

### **Bangladesh**

#### **1. To strengthen health and education services for deafblind children and young adults in Bangladesh.**

We continued to work with 16 partners in 15 districts of Bangladesh and supported 820 people with deafblindness and their families who are benefiting from home and centre based educational support. Health is one of the major concerns for deafblind children in Bangladesh, and we provided nutritional support to 33 deafblind children and their families this year. The programme has also helped us to integrate 34 children into the mainstream education system. As well as supporting deafblind individuals, we ensured that parents, caregivers and other family members received support and counselling.

## Sense International

### **2. To provide information and support on deafblindness to organisations and other stakeholders throughout Bangladesh through the National Resource Centre.**

This year witnessed a historic moment, when the Parliament of Bangladesh passed the Bangladesh Disability Law. The law recognises 'Deafblindness' as a separate category of disability. The National Resource Centre (NRC) on deafblindness continued supporting its 16 partners and helped them to improve the quality of services. This year, NRC faced some difficulty in organising events and capacity building programmes for partner organisations due to the political turmoil in the country. The project published annual newsletters of NRC, 'Nishabdo' to spread information on deafblindness.

In the month of October, 5 days national training on deafblindness, focussing on communication needs was organised. The training was attended by 30 persons, including staff from partner organisations and NRC. This training was conducted by a Senior Professional from India, Ms. Sampada Shevde. A follow-up training will be organised in India during December 2014.

### **Objectives for 2014/15**

- 1. Strengthening the capacity of the National Resource Centre (NRC) and network of eight local partners to deliver education, health and income generation services for deafblind people.**
- 2. Over 350 deafblind children and young people (aged 6-25) will receive quality home -based education and rehabilitation services, and approximately 40 will receive support to attend mainstream primary education.**
- 3. We will support at least 25 deafblind people to achieve improved health, and livelihoods.**
- 4. We will help mobilise existing networks of deafblind people, families and teachers in Bangladesh to advocate and influence policy – with a particular focus on ensuring implementation of the provisions of the Disability Law.**

### **Romania**

- 1. Improve the quality of educational services provided for 162 deafblind / MSI children in 45 deafblind units, maintaining close contact with the Ministry of Education, Research, Youth and Sports and increasing the involvement of parents in their children's education.**

This reporting year 181 children benefited from education services in 49 classes in 15 special schools and 32 deafblind multi sensory impaired children received dedicated specialized therapy sessions. This was undertaken with the active participation of 23 local / regional / national public institutions and organizations. Similarly, we have worked with teachers networks developing and promoting communication and other interactive methods and techniques as well as providing them with a platform wherein they can co-ordinate their activities and share their knowledge. Lastly, this financial year we provided specific educational materials for 2 special schools.

## Sense International

- 2. Implement and strengthen the early intervention programme, extending it to a fourth region in Romania (Lasi) and – by doing so – continue to develop the referral ‘pathway’ from birth to school that can ultimately be documented and used by public authorities.**

Developed in partnership with 24 state structures (4 special schools, 5 maternity units, 6 medical specialised clinics, 4 school inspectorates and 5 county child welfare departments) this is a national level programme which since 2007, has facilitated the hearing screening of 62,206 babies, the visual testing of 11.239 babies and the rehabilitation of 132 babies born with sensory impairments.

This financial year we have successfully extended the Early Intervention programme which has been expanded to Lasi. A total of 12,587 babies had their hearing screened and 2,979 babies had their vision tested. While 73 babies were included in the early intervention programme, which means 96 % of the target has been reached. Equally, through our services we ensured that 146 parents and family members received counselling services in the Early Intervention Support Centres and that 15 early intervention workers and 9 medical professionals monitored and provide reports on the early intervention programme progress.

- 3. Implement vocational services for deafblind/MSI young adults in Bucharest, Galati and Lasi as a pilot project**

Vocational Services for Young People with Deafblindness is the most recent Sense International (Romania) programme (2012), aiming at developing vocational skills for young people and teenagers with deafblindness. These skills will allow them to find a job and will lead to their professional integration. Currently, there are three pilot vocational centres developed through the project, functioning within special schools in Galati (a greenhouse), in Bucharest (mini-typography) and Iasi (marzipan molding laboratory). This financial year 20 deafblind/MSI young people benefitted from specific services developing vocational skills, 16 vocational and special education teachers have been trained in deafblindness with the support of 9 local authorities actively involved in implementing the project. The curriculum for this piece of work has been developed with the support of deafblind expertise drawn from Sense and contextualised for the Romanian context. It is intended that in 2014/15 they will be adopted, printed and distributed.

- 4. Promote the rights of deafblind/MSI people in Romania, ensuring that appropriate legislation is implemented at national level.**

Following the meetings with UNICEF which took, a Report on the State of Children with Disabilities has been developed by UNICEF for Romania. The report includes valuable data around deafblind children in Romania and their access to early intervention, education and vocational services initiated and developed by Sense International (Romania).

# Sense International

## Objectives for 2014/15

1. Continue to provide early intervention services reaching 10,000 babies and compile learning into a research report 'Report on Early Intervention for Multisensory Impaired Children in Romania 2007-2014- Best Practice Model'
2. Establish two new education classes for deafblind children in Romania including equipping the classes with specific education materials.
3. Improve the capacity of SI Romania to raise funds in-country.
4. Develop vocational training provision in two new areas of Romania including establishment of centres, training of teachers and equipping of centres.

## Peru

1. Support the development of appropriate programmes and services for deafblind and MSI people.

We developed two virtual courses: one an introduction course on deafblindness and multiple sensory impairments in 86 people were trained and the other on communication guides in which were 95 people trained. We trained 254 teachers and other practitioners on the knowledge and use of sensory elements and the resources for 12 new sensory stimulation rooms. 376 parents and relatives received training on rights promotion and the new Disability Act.

2. Develop the advocacy strategies of the network to improve policies, plans, programs and legal dispositions on deafblindness at national, regional and local levels.

SI Peru's principle achievement this financial year has been to ensure that a deafblind person was hired as a specialist on deafblindness within the National Council of People with Disability – CONADIS. Part of her new role is to manage training programmes with different government agencies to include deafblindness in their work.

Equally we held a series of conferences and workshops on the New Disability Act for deafblind people and their parents. On 20 September 2013 a conference was organised by SI Peru, CREA Association and Pro Human Rights Association (APRODEH) with the participation of the Ministry of Labour and Health representatives. This was for deafblind participants, parents of deafblind children and communicator guides. We held workshops on deafblindness in the Ministry of Health for government officials. The purpose was to discuss the specifics of deafblindness, the legal regulations required and during the meeting a working document was developed to allow officials to identify the needs of deafblind people in health.

We hosted events for the Ministry of Education demonstrating education strategies with deafblind students and worked with the Ministry of Labour on "General Considerations for the Adoption of Reasonable Adjustments for Deafblind People in the Workplace". As a result, on November 29, 2013 the Director General of Sense International (Perú) was invited to make a speech on "Labour Challenges of Deafblindness" to 22 operators of the National Employment Service of the Ministry of Labour. The service, located in Lima, looks to identify, and place people of working age in public and private companies/organisations.

## Sense International

The event sought understanding of the specifics of deafblindness, its characteristics, the abilities and skills of deafblind people and a definition of what reasonable adjustments would have to be achieved, to place a deafblind person in the workplace. Lastly, we hosted a course entitled the “Second Workshop for Appropriate Care for Deafblind People”. The course was aimed at 41 Public Officials. The topics developed were: social and legal aspects of deafblindness, introduction to sign language, introduction to dactylography, orientation and mobility techniques. As part of the workshop, the participants practiced tactile communication with 4 deafblind people.

### **3. Promote the institutional strengthening of Sense International (Peru).**

In-country fundraising 2013/14 saw Sense International Perú successfully raise funds from a variety of new sources both statutory and trusts. We hosted the first SI donor reception in Lima and will build on this in the financial year 2014/15. We also accessed additional money for building 12 new sensory stimulation rooms.

## Objectives for 2014/15

- 1. Support 1,130 deafblind children and adults across 9 regions of Peru to receive quality education suited to their needs and, where age appropriate, develop vocational skills to earn an income.**
- 2. Develop an advocacy handbook to consolidate the learning from previous successful advocacy efforts by SI Peru and prepare to share this with partners across the Andean region.**
- 3. Implement face-to-face and e-learning training for guide interpreters within Peru and across the Andean Region (Bolivia, Ecuador and Venezuela).**
- 4. Improve the capacity of SI Peru to raise funds in-country.**

## Policy and Advocacy Work

- 1. Support country representatives to assist the Ministry of Health to submit applications to GAVI with at least one successful application.**

SI Kenya has set up a research project with the Kenya Institute for Medical Research, the WHO (World Health Organisation) and Ministry of Health to look at the prevalence of Congenital Rubella syndrome. SI Kenya will have an early intervention role in the project, supporting the children who are identified as having communication needs and their families. The findings of the project will be taken to the Kenyan government, to make the case for an application to GAVI to support the introduction of a national rubella vaccination programme. SI Uganda is in the process of getting involved in a research project similar to the one in Kenya. The Tanzanian government has put in an application to GAVI and is waiting to hear the result.

If it is successful, SI Tanzania hopes to be involved in the awareness raising part of the roll out. SI India has been advocating for the need for the rubella vaccination at both state and national levels.

## Sense International

### **2. Advocate for disability inclusion in the new post 2015 framework at UK, International and country levels.**

The SI regional directors and country representatives have been attending meetings nationally, in order to be part of the consultations on the Post 2015 agenda in their individual countries. This is the UN led discussions on what will replace the MDGs (Millennium Development Goals). At a UK level the Policy Manager has been attending meetings with the UK government's post 2015 team and the shadow international development team, to advocate for the inclusion of disability in the new framework.

### **3. To contribute to influencing the work of the UK parliament's International Development Select Committee so that DFID understands and adopts a more robust, pro-active disability agenda and this is reflected in a more equitable allocation of resources in country.**

In November 2013 the International Development Select Committee announced that they would be doing an inquiry into disability and development. Sense International UK submitted written evidence in December, as part of the largest number of submissions the committee has received in recent years, showing the significance of this inquiry. In January Edwin Osundwa was asked to give oral evidence to the committee, on a panel with two other disabled activists. The committee published their report in April and significantly for the profile of SI, Edwin Osundwa was quoted in the introduction.

### **4. As a member of Bond DDG, GCE and IDDC, to contribute to their working groups.**

The Advocacy Manager has been a co-Chair of the Bond DDG (Disability and Development Group) since March 2012. In the year 2013/14 the group had considerable involvement in the International Development Select Committee inquiry, submitting a joint written response and helping witnesses to prepare to give oral evidence.

Equally, SI has been co-Chair of the GCE UK Policy Group since August 2013. This has been an important year as GCE UK and International has been focussing on the education of children with disabilities. Along with the two other co-Chairs from Results UK and Handicap International, SI has worked on a report into UK Aid to education for children with disabilities. A consultancy has written the report and then GCE UK has shaped the recommendations. The report, which includes photos from Sense International East Africa, will be launched at the GPE (Global Partnership for Education) pledging conference in Brussels. The policy group will then be lobbying the UK government on the report's recommendations.

Likewise SI is a member of the IDDC UN Task Group and through this has been able to follow more closely the Post 2015 discussions take place at the UN in New York and contribute to influencing documents.

## Sense International

- 5. Completion of a Sense International wide advocacy strategy, establishing priorities and providing support to the country programmes in developing and implementing their in-country advocacy strategies. Also, to assist the country programmes to deliver on advocacy programmes.**

Development of a Sense International advocacy strategy has continued and more work will take place on this in 2014/15. The Advocacy Manager went to India in May 2013 to do a monitoring visit for the EU funded human rights project and spend time discussing the advocacy work. In November 2013 we also supported SI Kenya to work with the team on their advocacy plan.

- 6. To work with the Advocacy Skype Group on developing shared learning and ways of working.**

The advocacy skype group includes representatives of all the country teams and acts as a support mechanism for the advocacy work going on in each country programme. Factsheets have been produced by each country, aimed at informing deafblind people and their families of their legal rights and how to use them. The group has also been sharing other advocacy documents and discussing policy opportunities in individual countries.

- 7. Develop a questionnaire to enable deafblind people to have voice on the international stage and then roll out the questionnaire in each country programme.**

A questionnaire and a concept note have been developed that will enable SI to find out more about the deafblind people we work with and what is important to them. This is now waiting for an opportunity to apply for funding.

- 8. Develop in-country staff, deafblind people and family members to participate on the international policy stage with members of the Advocacy Skype Group and linking with Sense International UK and country programme ambassadors to ensure they support advocacy campaigns.**

Country representative for Kenya, came to the UK to give oral evidence to the International Development Select Committee as part of their inquiry into disability and development. The development of country staff, deafblind people and family members to participate in policy and advocacy events will continue in 2014 /15, as will the work with ambassadors.

## Objectives for 2014/15

- 1. Set strategic direction for policy and advocacy**
- 2. Develop voice of deafblind people and families**
- 3. Support to programmes to implement advocacy strategies**
- 4. Support implementation of applications to GAVI and supporting roll out of Rubella immunisation campaigns**
- 5. Networking in the UK and internationally**
- 6. Continue to influencing the Post 2015 International Development framework**
- 7. Share learning with wider sector**

# Sense International

## Fundraising

Sense International raised a total of £1,421,778 (2012/13 £1,748,944) including £350,000 from Sense, as in the previous year.

### **Our key objectives for 2013/14 were to:**

- 1. Invest in generating reliable, sustainable unrestricted income from individuals to provide long term stability for Sense International**
- 2. Continue to build and strengthen relationships with Trusts in order to maximise income**
- 3. Work with our network of supporters and volunteers to facilitate funding from individuals, events, companies and Trusts**
- 4. Maintain statutory grants from our existing donors and to diversify to access additional statutory grants as appropriate**

We are grateful to our supporters – new and existing – whose generosity and on-going commitment helps us continue to work with deafblind children and their families in Africa, Asia, Europe and South America.

This year, we were delighted to be featured on the BBC Radio 4 appeal and raised approx £15,000 enabling us to break down isolation, offer choices, and enrich the lives of many children.

Our thanks to all the supporters, corporates and hosts of the Sensation Ball 2013 which raised in total £148,000. (£90,000 for unrestricted funds and £58,000 for restricted funds.) This was a significant achievement and will enable us to deliver vital work across all of our programmes.

Our events programme kept us busy with several companies taking part in our Dragon Boat Race raising £9,000 for Sense International. Our thanks also to all the Calastone employees, who helped to raise £7,435 through their Five a Side tournament. Such funding is vital to support children, young people and adults whom are deafblind reach their full potential.

We would also like to thank Knadel for their continued sponsorship of the website which ensures we are raising awareness of deafblindness and the work across Sense International.

Our thanks to The Minerva Legacy Fund, employees of Minerva and Hautlieu School whom in a unique and dynamic partnership raised over £20,000 for work in East Africa and India.

However, 2013 was a challenging year for both individual giving and for charitable Trusts/ foundations. Our plans for individuals have been reviewed to shape further investment in 2014/15. Although we continued to benefit from long-standing relationships with Trusts who remain key partners for us, with many Trusts providing match-funding for our statutory grant income, we will need to develop new opportunities in the year ahead.

## **Sense International**

Our partnerships with statutory, lottery and European funders in 2013/14 provided £404,690 of our grant income. Our current partnerships include the Department for International Development (UK-Aid) for Bangladesh and India; the European Commission (Europe Aid) for Peru, Tanzania, East Africa and India; States of Jersey for Bangladesh and Kenya; and the Big Lottery Fund for Peru and East Africa.

In addition, programmes in Kenya, Peru and Romania have raised funds in-country totalling £124,428.

### **Objectives for 2014/15**

Sense International's priority is to continue to develop fundraising across all income streams. In doing so, we will improve and maintain our relationships with existing supporters (individuals, trusts, corporates and statutory) and actively seek new income and partnership opportunities in order to maximise our income going forward.

### **Future Strategy Direction**

- Rewrite the strategic plan for 2015/16 in relation to new programme and policy areas as determined by the annual theory of change sessions.
- Improve the reach and coherence of policy and campaigning work internationally and within each country programme.
- Improve and diversify our communication with external and internal stakeholders and raise the profile of Sense International.
- Continue to strengthen the management information systems and processes to improve monitoring and delivery.

### **Reserves**

Unrestricted reserves currently stand at three months' expenditure. The Trustees have agreed that we should aim to have unrestricted reserves equivalent to six months' expenditure and we continue with this aim. We have set this target in order to ensure our reserves remain capable of providing sufficient working capital for budgeted operational commitments and funding responsive action in the event of a significant financial downturn.

Alongside this Trustees take account of any risks that might impact on the level of reserves required. They include:

- Time needed to implement operational response to any significant
- Reductions in income.
- Dependence on and reliability of individual income streams.
- Robustness of the internal reporting and response methods.
- Potential for variation in cash flow forecasts.

# Sense International

## Internal Financial Control

The systems of internal control are designed to provide reasonable assurance against material misstatement or loss. They include:

- An annual budget and operational plan approved by the Trustees. A number of matters are specifically reserved for the Trustees' approval. There is a clear organisational structure with appropriate lines for reporting.
- Regular consideration by the Trustees of financial results, variance from budgets, non-financial performance indicators and benchmarking reviews.
- Policy documents covering major strategic and operational activities which have been developed and are reviewed with appropriate regularity and consultation.
- Budgets and financial activities which are monitored by the Director of Sense International with the Management Team.

## Identification and management of risks

The Trustees have delegated day to day responsibility for the management of risks to the Director of Sense International. An ongoing risk management process assesses business risks and implements risk management strategies. This involves identifying the types of risks the charity faces, prioritising them in terms of potential impact and likelihood of occurrence, and identifying means of mitigating the risks. This occurs as an intrinsic part of the annual operational planning process and is then reviewed in regular meetings of senior managers, reported to Trustees and further overseen by the Sense audit committee. The Trustees have:

- Considered policies on internal controls which cover the following:
  - consideration of the type of risks the charity faces
  - the likelihood of the risks concerned materialising
  - the charity's ability to reduce the incidence and impact on the business of risks that do materialise, and
  - the costs of operating particular controls relative to the benefit obtained.
- Clarified the responsibility of management to implement the Trustees' policies and to identify and evaluate risks for their consideration.
- Communicated that employees have responsibility for internal control as part of their accountability for achieving objectives.
- Embedded the control system in the charity's operations so that it becomes part of the culture of the charity.
- Developed systems to respond quickly to evolving risks arising from factors within the charity and to changes in the external environment, including procedures for reporting failings immediately to appropriate levels of management and the Trustees, together with details of corrective action being undertaken.

# Sense International

## Governance

There are currently ten Trustees on the Board. Trustees are elected at the Annual General Meeting (AGM) for a term of four years. The Board may appoint members by co-option who will hold office until the following AGM and shall be eligible for re-election by the Board or election at the AGM. The Chair is elected by the Board for a four year term. The Board meets four times a year and Trustees are expected to attend all Board meetings.

The Trustees were keen to focus on monitoring our impact and in particular programme development and as such the Programme Advisory Committee was established. This is appointed by the Board and has two Trustees who meet with the Director and the Senior Programme team to discuss strategic and operational programmatic issues. It meets at least twice a year and reports to the Board.

The Trustees wished to strengthen Governance and with that in mind five new Trustees have been appointed. They bring a wealth of experience and will strengthen the Board immeasurably. We are therefore delighted to welcome:

Verity Stiff (appointed 15 May 2013)

Subo Shanmuganathan (appointed 15 May 2013)

Leona Forsyth (appointed 15 May 2013)

Paul Feeney (appointed 30 August 2013)

Dean Lumer (appointed 30 August 2013)

The following trustees will come to the end of their four year terms at the end of the next AGM. Both have indicated their willingness to be re-elected.

Pankaj Shah

Robin Heber Percy

Relationship with related parties

Sense International is an independently registered charity and company, wholly owned by Sense, the National Deafblind and Rubella Association. The Chief Executive of Sense International also holds the post as Chief Executive of Sense. The Sense International Board of Trustees reports once a year, at the AGM, to Sense the sole member of Sense International. Sense provides support through sharing common facilities such as office space, IT support, financial services support and human resources support.

# Sense International

## Statement of Trustees' responsibilities

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

Company law requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently
- observe the methods and principles in the Charities SORP
- make judgments and estimates that are reasonable and prudent
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements, and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

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

In so far as the Trustees are aware:

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

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

# Sense International

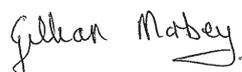
## Public Benefit

The Trustees have referred to the guidance contained in the Charity Commission's general guidance on public benefit, when reviewing their aims and objectives and in planning future activities. In particular, the Trustees have considered how planned activities will contribute to the aims and objectives that they have set.

## Independent auditors

A resolution to reappoint PricewaterhouseCoopers LLP as auditors to the company will be proposed at the annual general meeting.

By Order of Trustees



Signed

Date: 23 September 2014

**G Morbey OBE**

Secretary

# **Sense International**

## **Independent auditors' report to the members of Sense International**

### **Report on the financial statements**

#### **Our opinion**

In our opinion the financial statements, defined below:

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2014 and of its incoming resources and application of resources, including its income and expenditure for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

This opinion is to be read in the context of what we say in the remainder of this report.

#### **What we have audited**

The financial statements, which are prepared by Sense International, comprise:

- the balance sheet as at 31 March 2014;
- the statement of financial activities and the summary income and expenditure account for the year then ended;
- the accounting policies; and
- the notes to the financial statements which include other explanatory information.
- The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

In applying the financial reporting framework, the trustees have made a number of subjective judgements, for example in respect of significant accounting estimates. In making such estimates, they have made assumptions and considered future events.

# Sense International

## What an audit of financial statements involves

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) (“ISAs (UK & Ireland)”). An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of:

- whether the accounting policies are appropriate to the company’s circumstances and have been consistently applied and adequately disclosed;
- the reasonableness of significant accounting estimates made by the trustees; and
- the overall presentation of the financial statements.

In addition, we read all the financial and non-financial information in the Trustees Annual Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

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

In our opinion the information given in the Trustees’ Annual Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Other matters on which we are required to report by exception

Adequacy of accounting records and information and explanations received

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- we have not received all the information and explanations we require for our audit; or
- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns.

We have no exceptions to report arising from this responsibility.

### Trustees’ remuneration

Under the Companies Act 2006 we are required to report to you if, in our opinion, certain disclosures of Trustees’ remuneration specified by law are not made. We have no exceptions to report arising from this responsibility.

### Entitlement to exemptions

We have no exceptions to report arising from this responsibility.

# Sense International

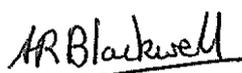
## Responsibilities for the financial statements and the audit

### Our responsibilities and those of the trustees

As explained more fully in the Trustees' Responsibilities Statement the trustees are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and ISAs (UK & Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

This report, including the opinions, has been prepared for and only for the charity's members and trustees as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.



Anthony Blackwell (Senior Statutory Auditor)

for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
Leeds

23 September 2014

The maintenance and integrity of the Sense International website is the responsibility of the trustees; the work carried out by the auditors does not involve consideration of these matters and, accordingly, the auditors accept no responsibility for any changes that may have occurred to the financial statements since they were initially presented on the website.

Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

# Sense International

## Statement of financial activities (incorporating an income & expenditure account) for the year ended 31 March 2014

	Note	General Funds £	Designated Funds £	Restricted Funds £	Total 2014 £	2013 £
<b>Incoming resources</b>						
Incoming resources from generated funds:						
Voluntary income		420,323	-	158,878	579,201	634,922
Activities for generating funds		252,735	-	184,801	437,536	456,239
Investment income – bank interest		295	-	56	351	207
Incoming resources from charitable activities	1	-	-	404,690	404,690	657,576
<b>Total incoming resources</b>		<b>673,353</b>	<b>-</b>	<b>748,425</b>	<b>1,421,778</b>	<b>1,748,944</b>
<b>Resources expended</b>						
Costs of generating funds:						
Costs of generating voluntary income	3	73,006	53,184	8,493	134,683	136,182
Cost of activities for generating funds	3	77,020	-	-	77,020	78,528
Charitable activities	3	416,271	-	996,249	1,412,520	1,496,392
Governance costs	3	3,013	-	-	3,013	2,950
<b>Total resources expended</b>		<b>569,310</b>	<b>53,184</b>	<b>1,004,742</b>	<b>1,627,236</b>	<b>1,714,052</b>
<b>Net incoming/(outgoing) resources before transfers</b>		<b>104,043</b>	<b>(53,184)</b>	<b>(256,317)</b>	<b>(205,458)</b>	<b>34,892</b>
Transfers		(309,665)	(88,404)	398,069	-	-
Fund balances brought forward at 1 April		295,984	515,000	31,286	842,270	807,378
<b>Fund balances carried forward at 31 March</b>		<b>90,362</b>	<b>373,412</b>	<b>173,038</b>	<b>636,812</b>	<b>842,270</b>

The notes on pages 37 to 43 form part of these financial statements.

All the results included in the statement of financial activities above relate to continuing activities. The company has no recognised gains and losses other than those included in the statement of financial activities above, and therefore no separate statement of total recognised gains and losses has been presented.

There is no difference between the fund balances and the net incoming/(outgoing) resources for the years stated above and their historical cost equivalents.

Comparatives for the categories of resources expended have been restated to ensure a consistent presentation.

# Sense International

Registered Number 3742986

## Balance sheet as at 31 March 2014

	Note	2014 £	2013 £
<b>Fixed assets</b>			
Tangible assets	4	8,172	13,038
<b>Current assets</b>			
Debtors	5	140,051	321,539
Cash at bank and in hand		675,655	1,101,684
Total current assets		815,706	1,423,223
<b>Creditors: amounts falling due within one year</b>	6	<b>(187,066)</b>	<b>(593,991)</b>
Net current assets		628,640	829,232
<b>Total assets less current liabilities</b>		<b>636,812</b>	<b>842,270</b>
Creditors: amounts falling due after one year		0	0
<b>Net assets</b>		<b>636,812</b>	<b>842,270</b>
<b>The funds of the charity:</b>			
Restricted income funds	8,9	173,038	31,286
Unrestricted income funds	8,9		
General fund		90,362	295,984
Designated funds		373,412	515,000
<b>Total Charity Funds</b>		<b>636,812</b>	<b>842,270</b>

The financial statements on pages 37 to 43 were approved by the board on 23 September 2014



**Sunil Sheth**

**Chair**

Date: 23rd September 2014

# Sense International

## Accounting policies

### Basis of preparation

The financial statements are prepared on the going concern basis, under the historical cost convention and in accordance with applicable UK accounting standards, the Charities Act 2011, the Companies Act 2006 and the Statement of Recommended Practice (SORP 2005), “Accounting and Reporting by Charities”. The principal accounting policies, which have been applied consistently throughout the year are set out below.

The charity has taken advantage of the exemption from the requirement to prepare a cash flow statement under Financial Reporting Standard 1 (revised), as it is a wholly owned subsidiary undertaking and is included in the ultimate parent undertaking’s consolidated cash flow statement.

Particulars of the significant accounting policies of the charity are given below.

### Basis of recognition for grants receivable

Grants are recognised and included in the Statement of Financial Activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy. Grants received in advance with donor imposed conditions that specify the time period in which the expenditure of resources can take place are accounted for as deferred income and recognised as a liability.

### Voluntary income and legacies

Voluntary income is accounted for when receivable. Non-cash donations are valued at an estimate of their value to the charity. For legacies, entitlement is the earlier of the charity being notified of an impending distribution or the legacy being received.

### Resources expended

All expenditure, including any irrecoverable VAT, is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to that category. Fundraising for Sense International is carried out by fundraisers employed by parent charity Sense and all costs charged to Sense International for this work are direct costs. Accordingly all support costs relate to charitable activities.

### Governance costs

Governance costs include external audit, and Trustees’ expenses.

### Recognition of liabilities

Liabilities are recognised when an obligation arises to transfer economic benefits as a result of past transactions or events.

# Sense International

## Accounting policies (continued)

### Fixed assets and depreciation

Depreciation is calculated so as to write off the cost of tangible fixed assets over their estimated useful economic lives:

In equal annual instalments:

Motor Vehicle - over 4 years

Computers, fixtures and fittings - over 4 years

Purchases of fixed assets valued at £500 and above are capitalised, otherwise they are expensed to the Statement of Financial Activities.

### Company pension costs

The charity operates defined contribution schemes for staff. Contributions are charged to the Statement of Financial Activities in the period in which they are payable.

### Taxation

The company is recognised as a charity by Her Majesties Revenue and Customs for the purposes of Section 505 of the Income and Corporation Taxes Act 1988 and is exempt from Corporation Tax.

### Fund accounting

Unrestricted funds are available for use at the discretion of the Trustees in furtherance of the general objectives of the charity and which have not been designated for other purposes.

Designated funds comprise unrestricted funds that have been set aside by the Trustees for particular purposes.

Restricted funds are funds which are to be used in accordance with specific instructions imposed by the donors or which have been raised by the charity for particular purposes.

Investment income and gains are allocated to the appropriate fund.

# Sense International

## Notes to the financial statements for the year ended 31 March 2013/4

### 1 Incoming resources from charitable activities

Grants receivable from statutory authorities	2014 £	2013 £
Department for International Development (Developing a sustainable infrastructure for the inclusion of deafblind people in Bangladesh)	12,961	73,611
Department for International Development (Global Poverty Action Fund – Expanding Services for deafblind people in India)	168,775	132,935
European Commission Europe Aid Co-operation Office (Developing model services and a sustainable infrastructure for the integration of deafblind people in Peru)	-	128,785
European Commission Europe Aid Co-operation Office (Promoting access to education for deafblind and multi-sensory impaired (MSI) children in Tanzania)	21,554	13,766
European Commission Europe Aid Co-operation Office (Promoting access to education for deafblind and multi-sensory impaired (MSI) children in East Africa)	-	218,050
States of Jersey Overseas Aid Committee (Promoting access to education for deafblind and multi-sensory impaired (MSI) children in East Africa)	-	17,033
States of Jersey Overseas Aid Committee (Developing model services and a sustainable infrastructure for the integration of deafblind people in Peru)	-	18,062
European Commission Europe Aid Co-operation Office (Promoting and protecting the rights of deafblind people in India)	37,655	23,848
Guernsey Overseas Aid Committee (Promoting access to education for deafblind and multi-sensory impaired (MSI) children in Tanzania)	-	14,849
Big Lottery Fund (Improving Opportunities for Deafblind People in Peru)	14,563	14,160

# Sense International

## Statutory Authorities (continued)

<b>Grants receivable from statutory authorities (cont)</b>	<b>2014</b>	<b>2013</b>
	<b>£</b>	<b>£</b>
Scottish Government (Improving education and health for deafblind people in Bangladesh)	<b>22,207</b>	-
States of Jersey Overseas Aid Committee (Vocational skills for independence for deafblind young people in Kenya)	<b>53,030</b>	-
States of Jersey Overseas Aid Committee (Improving basic health and effective education for deafblind people in Bangladesh)	<b>52,986</b>	-
Big Lottery Fund (Improving education for deafblind people in East Africa)	<b>8,833</b>	-
Other grants receivable	<b>12,126</b>	2,477
	<b>404,690</b>	657,576

All grants given for a specific purpose have been entirely expended or are still held for that specific purpose.

## 2 Donation from parent company

During the year, a donation of £350,000 (2013: £350,000) was received from the parent company, Sense, The National Deafblind and Rubella Association. This is included in voluntary income within general funds.

# Sense International

## 3 Total resources expended

	Direct Costs £	Support Costs £	Total £	2013 £
Cost of generating voluntary funds	134,683	-	<b>134,683</b>	136,182
Activities for generating funds	77,020	-	<b>77,020</b>	78,528
Charitable activities	1,267,926	144,594	<b>1,412,520</b>	1,496,392
Governance	3,013	-	<b>3,013</b>	2,950
	<b>1,482,642</b>	<b>144,594</b>	<b>1,627,236</b>	<b>1,714,052</b>

Support Costs	Management £	Total £	2013 £
Charitable Activities	144,594	<b>144,594</b>	157,118
	<b>144,594</b>	<b>144,594</b>	<b>157,118</b>

Governance	2014 £	2013 £
Audit Fees	2,950	2,950
Travel Costs	63	-
	<b>3,013</b>	<b>2,950</b>

Comparatives for the categories of resources expended have been restated to ensure a consistent presentation.

# Sense International

## 4 Tangible fixed assets

	Computers, motor vehicles, fixtures & fittings £	Total £
<b>Cost</b>		
At 1 April 2013	68,644	68,644
Additions	1,239	1,239
Disposals	(1,589)	(1,589)
<b>31 March 2014</b>	<b>68,294</b>	<b>68,294</b>
<b>Accumulated Depreciation</b>		
At 1 April 2013	55,606	55,606
Charge for the Year	5,476	5,476
Eliminated on disposal	(960)	(960)
<b>At 31 March 2014</b>	<b>60,122</b>	<b>60,122</b>
<b>Net book value</b>		
<b>At 31 March 2014</b>	<b>8,172</b>	<b>8,172</b>
At 31 March 2013	13,038	13,038

All tangible fixed assets are used for charitable purposes. There were no capital commitments at the year end.

## 5 Debtors

	2014 £	2013 £
Amounts owed by Group undertakings	<b>17,857</b>	32,700
Other Debtors	<b>26,852</b>	91,219
Grants Receivable	<b>84,563</b>	179,935
Accrued Income	<b>7,279</b>	15,000
Prepayments	<b>3,500</b>	2,685
	<b>140,051</b>	321,539

# Sense International

## 6 Creditors: amounts falling due within one year

	2014 £	2013 £
Trade Creditors	5,037	4,714
Amounts owed to Group undertakings	-	397,698
Other Creditors	192	204
Deferred Income	175,743	136,399
Accruals	6,094	54,976
	<b>187,066</b>	<b>593,991</b>

## 7 Capital

Sense International is registered in England (Registered no. 3742986) as a company limited by guarantee having no share capital.

## 8 Movement in funds

	Balance at 1 April 2013 £	Income and transfers in £	Expenditure and transfers out £	Balance at 31 March 2014 £
<b>Restricted Funds</b>	31,286	1,146,494	(1,004,742)	<b>173,038</b>
<b>Unrestricted Funds</b>				
General Funds	295,984	673,353	878,975	<b>90,362</b>
Designated Funds	515,000	-	(141,588)	<b>373,412</b>
	<b>842,270</b>	<b>1,819,847</b>	<b>(2,025,305)</b>	<b>636,812</b>

### Restricted funds

Restricted funds are funds held by the charity for particular applications, specified by the donor, within the charity's objectives, and can only be applied to those particular purposes. The restrictions may apply to income or capital or both. Many of the restricted funds are generated through Asset or Project targeted appeals. Restricted fund expenditure is accounted for when the funds are expended in country.

### Unrestricted funds

Unrestricted funds are held for the general purposes of the charity as set out in its governing document.

# Sense International

## Designated funds

Designated funds are unrestricted funds that the charity has earmarked for particular projects and uses in the future. Funds are transferred from general funds when particular projects are set up.

## 9 Analysis of net assets between funds

	General Funds	Designated Funds	Restricted Funds	Total
	£	£	£	£
Fixed Assets	8,172	-	-	<b>8,172</b>
Net Current Assets	82,190	373,412	173,038	<b>628,640</b>
	90,362	373,412	173,038	<b>636,812</b>

## 10 Employees' remuneration

	2014	2013
	£	£
Wages and Salaries	471,941	<b>464,109</b>
Social Security costs	28,110	<b>42,995</b>
Other pension costs	17,948	<b>18,250</b>
	517,999	<b>525,354</b>

The average monthly number of persons employed by the charity was 20 (2013:22). One employee (2013: one) earned between £60,001 and £70,000. No employees earned over £70,000 in either 2013/14 or 2014/15.

## 11 Remuneration of Trustees

The Trustees of Sense International received no remuneration but travel expenses amounting to £63 (2013: £nil) were reimbursed.

## 12 Pensions

Sense International contributes to defined contribution pension schemes in the countries in which it operates. The pension charge for the year for Sense International was £17,948 (2013: £18,250).

# Sense International

## **13 Capital commitments**

Capital expenditure authorised and contracted for but not provided for at 31 March 2014 amounted to £nil (2013: £nil).

## **14 Parent undertaking and ultimate controlling party**

The company's parent undertaking and ultimate controlling party is considered by the Trustees to be Sense, The National Deafblind and Rubella Association. The Trustees consider that there are no other disclosures required under Financial Reporting Standard No. 8 – Related Party Disclosures.