



wellwishers

Third Annual Report

For the 2010/11 Financial Year

Comprising:

The Chairman's Report

Audited Accounts

Minutes of First Annual General Meeting

***WellWishers* AGM on 6 December 2011– Chairman’s Report**

On behalf of my fellow Trustees, welcome to the Fourth AGM of *WellWishers*. *WellWishers* is now formally just over 4 years old, although fundraising for the water well programme stated informally 9 years ago. Like the previous financial year, the last one (ending 30 June 11) has also been very busy and very satisfying. And from our Supporters, Members & Ethiopian Beneficiaries point of view, very productive. Some of the achievements made are:

First of all, there are the financial, administrative & marketing aspects:

- All necessary fundraising approval renewals have been received from relevant states and the ACT.
- At 30 June 2011, our Australia-wide support base was about 1,600 (vs. about 1,300 the previous FY). Each new supporter receives our obligation-free quarterly Newsletter that is the catalyst for most of our donations. Our support base 3 years ago was about 600. Support numbers & donations from overseas continue to slowly build.
- The National Council of Churches in Australia provides the all-important tax deductibility status for our donors. Our joint relationship in our 3rd year continues to work quite satisfactorily and I thank them for their help over this period. By the way, there are no pastoral activities in any of *WellWishers* activities.
- Our web site continues to work quite well. For the year in review, we averaged 30 visits a day, (25 the previous year and 18 the year before). The increasing awareness of *WellWishers* is very pleasing.
- Our accounts have been completed & audited. Although the next Agenda item is to consider the accounts, last financial year, net income was slightly lower at \$353,723 (\$357,334 last year) due mainly to a significant donation being received after 30 June 2011.
- The cost of running *WellWishers* (that is, administrative & marketing costs) equalled 3.4% of net income, including costs related to providing tax deductibility facilities (previous FY was 2.8%). The larger NGO’s in Australia conservatively spend between 20% & 30%. Our figure is low due to all labour within Australia being voluntary. I estimate that the equivalent running costs for FY11/12 should remain under the targeted 5%.
- An event of significant importance occurred after the end of the financial year. You may recall that in May last year, we applied to AusAID for DGR approval (Donor Gift Recipient), as the first step in seeking tax deductibility status in our own right. I am very pleased to announce that it has been approved by both the Minister for Foreign Affairs & the Treasurer. This should reduce our administration and marketing costs.

And now we turn to the actual wells themselves:

- In January this year, construction started on a record 115 new wells, from funds raised during 09/10. Completion is on target for the end of December. We are currently unaware if any have not found water. Excluding this year’s programme, less than 3% have failed to find water. We budget for 5%.
- Since 2002, we’ve therefore funded over 315 wells, changing forever the lives of about 140,000 village folk.
- From funds raised in the just-completed financial year and from favourable foreign exchange rates and interest earned in our accounts, we hope to reach an Agreement with our partners later this month, to build 119 hand dug wells and 5 shallow bore holes. We – and our partners – are very excited about this prospect.
- I’d like to thank NCA, our Ethiopian-based NGO who independently monitor the construction of wells. This gives us the required accountability & transparency our supporters are entitled to.
- I’d also particularly like to thank REST, our Tigrayan partner, for the enormous role they carry out in the planning, construction & training aspects of our wells programme. They’re a highly professional organisation and have been building wells for over 20 yrs.

A look to the future:

I’m not optimistic we’ll be funding as many wells in 2013 as we will in 2012, from FY 11/12 donations. Donations are 11% down on last year and Ethiopian inflation has been rampant the past 2 years. The biggest unknown is the exchange rate that has been very favourable the past 2 years, enabling us to fund significantly above normal expectations. If the USD strengthens against the AUD, the numbers we can fund will further reduce. We have no control over that.

It is targeted to commence issuing tax receipts in our own right, from 1 January 2012.

I’d like to personally thank my fellow Trustees for all the encouragement & support they have given me this past year. It has made my life that much easier knowing I have such capable and dedicated colleagues to help me on critical issues.

And finally, there are the supporters of *WellWishers* whose generosity never ceases to amaze me – from individuals, to groups, to people organising their own fund-raisers. We would not exist without their help, meaning in turn, we could not transform the lives of so many of our friends in Ethiopia. That concludes my formal report. Thank you very much.

Ray Watson - Business Consultant

Chartered Accountant & Registered Company Auditor

ABN 22914568721

Business Address:
138 Bakers Road
Dunbible
Via Murwillumbah NSW 2484

Phone - 02 66721024
wenrayw2@bigpond.com

WELLWISHERS TRUST

INDEPENDENT AUDIT REPORT FOR THE FINANCIAL YEAR ENDED 30 JUNE 2011

Independence

I am not a Trustee or an employee of the Trust or a close relative of a Trustee. I was not responsible for the accounting records or the prime financial statements from which the accompanying and related special purpose financial report was prepared. Accordingly, I am of the opinion that I meet the independence requirements of the ethical pronouncements of the Institute of Chartered Accountants in Australia.

Scope

The Trustees of WellWishers Trust are responsible for the preparation of a financial report comprising Statement of Financial Performance or Statement of Income and Expenditure, Statement of Financial Position or Balance Sheet, related Notes outlining the basis on which the financial statements have been prepared and related Declaration by the Trustees for the stated financial year ended 30 June 2011.

The Trustees have determined that the financial statements in the financial report prepared in accordance with the accounting policies used and described in the Notes to the Financial Accounts which form part of the Financial Report are in accordance with the financial reporting requirements of the WellWishers Trust and the fundraising licensing requirements of the Charitable Collections Act or Charitable Fundraising Act in each of the States and Territories of Australia under which it conducts its financial activities.

The responsibility of the Trustees also includes the maintenance of accounting records; the conduct of internal procedures and the maintenance of controls to implement the accounting policies; produce the accounting estimates in the financial report; prevent and detect fraud and error and comply with the record-keeping requirements of each fundraising licence under which it conducts its activities.

The financial report has been prepared to lodge with each State or Territory Government authority responsible for the granting of a licence to fundraise for charity to the Trustees of WellWishers Trust. I disclaim any assumption of responsibility for any reliance on this report or on the financial report to which it relates to any person other than the Trustees of WellWishers Trust or for any purpose other than that for which it was prepared.

Audit Approach

I conducted an independent audit in order to express an opinion to the Trustees of the WellWishers Trust and the fundraising licensing authorities in Australia. My audit was conducted in accordance with Australian Auditing Standards in order to provide reasonable assurance as to whether the financial report is free of material misstatement. The nature of an audit is influenced by factors such as the use of professional judgement, selective testing, inherent limitations of internal control and the availability of persuasive rather than conclusive evidence. Therefore, an audit cannot guarantee that all material misstatements have been detected.

I performed procedures to assess whether in all material respects the financial report presents fairly, in accordance with the accounting policies described in the accompanying Notes, so as to present a view which is consistent with my understanding of the Trust's financial position. These policies do not require the application of all Australian Accounting Standards and other mandatory professional reporting requirements in Australia. No opinion is expressed as to whether the accounting policies used and described in the Notes, are appropriate for the needs of the Trustees.

I formed my audit opinion according to the above statements and related procedures.

Audit Opinion

In my opinion the financial report of WellWishers Trust presents a true and fair view of the financial position of the WellWishers Trust as at 30 June 2011 and the results of its operations and activities for the financial year ended 30 June 2011 in accordance with the accounting policies in the related attached Notes to the financial accounts.

RAYMOND P WATSON FCA
REGISTERED COMPANY AUDITOR No. 1686

Address: 138 Bakers Road,
Dunbible NSW 2484
e-mail: wenrayw2@bigpond.com


.....
Signature of Auditor

Dated this 24th day of October 2011.

WELLWISHERS TRUST

STATEMENT OF FINANCIAL PERFORMANCE (INCOME AND EXPENDITURE)

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2011

<u>INCOME</u>	\$	\$	%
Fundraising (Note 2)			
Donations	335,268.60		
Raffles	535.00		
Dinners	27,091.00		
Gift Cards	<u>6,160.00</u>		
Total Fundraising		369,054.60	99.69
Membership Fees		0.00	
Interest		<u>1,150.65</u>	<u>0.31</u>
<u>TOTAL INCOME</u>		<u>370,205.25</u>	<u>100.00</u>
<u>EXPENDITURE</u>			
Fundraising-Direct Costs (Note 2)			
Raffles	1,774.46		
Dinners	5,642.30		
Gift Cards	<u>392.35</u>	7,809.11	2.11
Administration, Public Relations, Promotion and Marketing			
Bank and Credit Card Fees	3,082.52		
Promotional Material/Marketing	953.00		
Printing, Stationery, Newsletters and Postage	3,643.15		
P O Box Rental & Sundry	98.20		
Travel	<u>307.00</u>	8,083.87	2.18
Depreciation-Projector		<u>580.00</u>	<u>0.16</u>
<u>TOTAL EXPENDITURE</u>		<u>16,472.98</u>	<u>4.45</u>
<u>NET OPERATING SURPLUS (BEFORE DISTRIBUTIONS TO CHARITY)</u>		<u>353,732.27</u>	<u>95.55</u>
<u>DISTRIBUTION OF FUNDS:</u>			
Retained Funds at the beginning of the financial year	5,726.93		
Net Operating Surplus for 2010/2011 (before depreciation)	<u>354,312.27</u>		
Funds available during 2010/2011		360,039.20	100.00
Donations to Charity-NCCA (Water Wells in Ethiopia, Africa) during 2010/2011		<u>351,153.60</u>	<u>97.53</u>
Retained Funds at 30 June 2011 for future water wells in Ethiopia, Africa		<u>8,885.60</u>	<u>2.47</u>

This Financial Statement is to be read in conjunction with the accompanying Notes, Declaration by the Trustees and the Audit Report.



WELLWISHERS TRUST

STATEMENT OF FINANCIAL POSITION (BALANCE SHEET)

AS AT 30 JUNE 2011

CURRENT ASSETS

Cash- Macquarie Bank Cash Management Trust	8,895.60	
<u>Total Current Assets</u>		8,895.60

NON CURRENT ASSETS

Equipment		
Projector-At Cost	1,450.00	
Less Accumulated Depreciation Provision	<u>1,450.00</u>	
<u>Total Non Current Assets</u>		<u>0.00</u>

<u>Total Assets</u>		<u>8,895.60</u>
----------------------------	--	------------------------

CURRENT LIABILITIES

None

NON CURRENT LIABILITIES

None

<u>Total Liabilities</u>		<u>NIL</u>
---------------------------------	--	------------

<u>NET ASSETS</u>		<u>8,895.60</u>
--------------------------	--	------------------------

Represented by:

TRUST EQUITY

Settlors Fund			10.00
Accumulated Funds			
At beginning of the financial year 2010/2011		6,306.93	
Add: Surplus for the year ended 30 June 2011			
Net Operating Surplus for the year ended 30 June 2011	353,732.27		
Less Donations to Charity (NCAA) for 2010/2011	<u>351,153.60</u>	<u>2,578.67</u>	<u>8,885.60</u>
<u>Total Trust Equity</u>			<u>8,895.60</u>

This Financial Statement is to be read in conjunction with the accompanying Notes, Declaration by the Trustees and the Audit Report.



WELLWISHERS TRUST

NOTES TO AND FORMING PART OF THE FINANCIAL STATEMENTS

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2011

NOTE 1: STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

Accounting Principles and Practices

The Financial Statements are a special purpose financial report prepared in order to provide accounts which satisfy the requirements of the Trust Deed to prepare accounts and the requirements of the various regulating authorities to fundraise in Australia held by the Trustees for the Trust.

The Trustees have determined that the Trust is not a reporting entity as defined in Statements of Accounting Concepts 1 'Definition of the Reporting Entity'. Therefore, as there is no requirement to apply accounting standards in the preparation and presentation of these statements, none have been adopted intentionally except those accounting standards necessary to comply with the conditions of the authorities to conduct fundraising granted to the Trustees of the Trust by the respective regulating bodies in the States and Territories of Australia.

The financial statements are prepared on a cash basis.

They are based on historical costs and do not take into account changing money values or, except where specifically stated, the current values of non-current assets.

The following specific policies have been applied in the preparation of the financial statements.

Income Tax

The Trust is exempt from income tax in accordance with section 50-1 of the Income Tax Assessment Act.

Property, Plant and Equipment-Depreciation

Property, Plant and Equipment is included at cost. Items are depreciated over their useful life on a straight line basis.

NOTE 2: FUNDRAISING

The dominant activities and operations of the Trust are to fundraise for charitable purposes, specifically to provide financial resources to establish water wells in Ethiopia, Africa.

The Trust holds authorities or licences from the various regulating bodies in the States and Territories of Australia to fundraise for charity. The financial statements have been prepared with special disclosures to satisfy the conditions of those authorities or licences including gross fundraising income; cost of each fundraising appeal; total fundraising expenses and net surplus from fundraising. The Statements also provide details of the distribution of the net fundraising surplus.

Gross Fundraising for the financial year was \$369,055. Direct costs of the fundraising were \$7,809. The net surplus from fundraising was \$361,246 being 97.88% of the gross proceeds from fundraising.

A major fundraising raffle was in progress at the financial year end. Since the financial statements are prepared on a cash basis, the income for this financial year does not reflect all the income from the incomplete competition. It shall be included in 2011/2012.

The End of the Notes.



WELLWISHERS TRUST

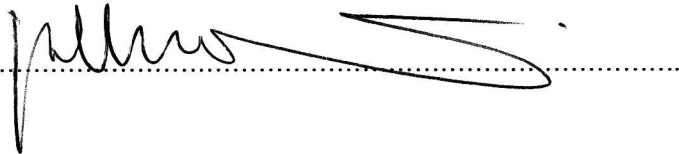
DECLARATION BY AUTHORIZED TRUSTEE

FOR THE FINANCIAL YEAR ENDED 30 JUNE 2011

I, Ross W. Allan of 234 Dingo Lane, Myocum via Mullumbimby NSW state that I am a Trustee of WellWishers Trust and am authorized to declare that in my opinion:

- a) the Statement of Financial Performance gives a true and fair view of all income and expenditure relating to fundraising conducted by WellWishers Trust during the financial year ended 30 June 2011 in accordance with the authorities granted in accordance with the relative provisions of the Charitable Fundraising Act or Charitable Collections Act; and
- b) the Statement of Financial Position gives a true and fair view of the state of affairs of the WellWishers Trust at the end of the financial year including fundraising appeals conducted; and
- c) the provisions of all relevant Acts and Regulations and conditions under which fundraising has been conducted has to the best of my knowledge and belief been complied with by WellWishers Trust and its Trustees; and
- d) the internal procedures and controls of WellWishers Trust are appropriate, effective and in accordance with conditions of fundraising authorities and licences so as to account for all income received and applied by WellWishers in respect of all its fundraising appeals.

Signed by the said Ross W. Allan, a Trustee of WellWishers Trust:

A handwritten signature in black ink, appearing to read 'Ross W. Allan', is written over a horizontal dotted line. The signature is fluid and cursive, extending to the right of the line.

Dated this 24th day of October 2011.

**Minutes of the Third Annual General Meeting (AGM) for *WellWishers Trust*
held at 132 Leicester St, Carlton, Melbourne, on Thursday 9 September 2010**

Present: Ross Allan (RA – Trustee & Chairman)
Robyn Beetham (RB – Trustee)
Graham Romanes (GR – Trustee)
David Langmore (DL – Trustee)
Karina Moore (KM – Member)
John Moore (JM – Member)

1. The Chairman opened the meeting at 3.10 pm, by welcoming all attendees to this, the Third AGM of the *WellWishers Trust*.
2. Apologies were received from the following six (6) Members: Janita Radford (Q), Peter Mansford (NSW), Joyce Pillinger (NSW), Barry & Dorothy Filshie (NSW), Margaret Kaye (ACT)
3. All Trustees and Members were asked if they had any Conflicts of Interest to declare, in any matters relating to today's meeting. None were declared.
4. The meeting was asked to consider the Minutes of the Second AGM held on 19 November 09, and if satisfied, then to approve them accordingly. Acceptance of those Minutes was moved by RB, seconded by DL; unanimously approved.
5. The Chairman's Report was read out to the meeting, covering the activities of FY 2009/10 plus expectations for FY 2010/09. Several questions were received from the floor, as follows:

Acceptance of the Chairman's Report was moved by DL, seconded by GR; unanimously approved.
6. The audited accounts were tabled and discussed. Acceptance of the Auditor's Report was moved by DL and seconded by JM; unanimously approved.
7. Graham Romanes (GR), being a retiring trustee in rotation, confirmed his willingness to be re-elected. There being no other nominees, GR was unanimously re-elected on the nomination of RA, seconded by RB; unanimously approved.
8. GR, RB & DL thanked the Chairman for his work throughout the year.
9. Other Business: GR advised that the Australian Government had recently opened an embassy in Addis and the initial Ambassador to Ethiopia & the African Union had been appointed. The Embassy will initially be staffed by the Ambassador, Secretary and a representative from AusAID.
10. There being no other business, the Chairman closed the meeting at 3.50 pm.