OUR MISSION:
PROMOTE EDUCATION AND
SOCIAL DEVELOPMENT IN OUR
LOCAL COMMUNITIES.
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It is our pleasure to present Otra Cosa Network’s Annual Report for 2016. The report includes some great examples of our progress in 2016 including highlighting our work with our five HELP Projects. All this fantastic work could not be achieved without the great international support from our donors such as LitWorld International from New York and our partners who trust us with international volunteering such as; Horizon-Cosmopolite (Canada), Commundo (Netherlands) and Cooperating Volunteers (Spain) as well as all the universities such as Sheffield, Portsmouth, UEL, Lille and Lyon among many others who send their interns and volunteers to us.

There’s a lot to say about all our progress on our 5 HELP Projects, and not enough space in the brief letter to acknowledge it all. However, I must highlight the progress on our HELP Literacy project where after reviewing our progress Lit World has increased our funding to support an additional Literacy group and following great work from our OCN team, they invited 2 of our girl participants and their teacher Carmen Diaz to a conference in New York in March 2017 accompanied by Jenny our Operations Manager and Juany our International Director – an amazing experience for all – more about this in our 2017 Report. HELP Youth continued some great work at our Skate Ramp and added Swimming lessons by the beach in partnership with Swim Tayka led and supported by their founders Bryan Avery and Dena Marshall. HELP English was much improved with a well organised syllabus and books working more formally with the local schools we partner. HELP Women has been progressing well at ‘El Comedor’ with a new Sewing Room and a Baking Group. Help Environment has continued and consolidated the good work of ‘Yo Cuido Mi Playa’ (I look after my beach) and developed new projects with hydrophonic gardens and composting. Please do read more about our Projects in the main report.

Through 2016 we continue to work with several Partner Projects and had our Annual Partner Project with them in August exploring ways to work together even better in the coming year. We also continued to grow financially, generating 25% more Income (excluding exceptional items) and increasing our spend on Projects by almost 33% to record levels.

None of this great progress in 2016 would be possible without the great work in Peru of Jenny Kehoe, our Operations Manager, Amy Christensen, our Assistant Manager of Volunteers and Marketing and for most of the year, Beata (Bibi) Gullberg, who stepped down as to pursue her dreams of working in a front line Education role, and Chase Engelhardt who joined us in November to replace Bibi as Assistant Manager of Fundraising and Partnerships. I should also acknowledge the great work of my wife Juany Murphy, Director of International Development, who continues to liaise with our International partners, develop new partnerships and bring in more volunteers.

We are proud of our many accomplishments over the past year and of the tireless work of our amazing staff and volunteers in Peru. I hope the stories and evidence in this Annual Report will inspire you to join us in supporting our work in whatever way you can.

PETER MURPHY
DIRECTOR OF OTRA COSA NETWORK
OUR VISION:
EQUAL OPPORTUNITIES IN PERU
FOR EVERYONE TO SUCCEED AND THRIVE
OCN SUCCESSES IN 2016

- £54,007 annual income
- 134 Local University students involved
- 126 volunteers from 26 countries
- >800 hrs open at the skate ramp
- 5 Literacy Clubs
- s/.8327 fundraised locally
- >500 students given English classes at school
We held our annual partner meeting in August with representatives from our different partner projects. This year’s meeting focused on the role of the volunteer in each project specifically, how our volunteers can do more and what other services OCN could offer to our partners.

In October we received an invitation from LitWorld and Global GLOW to send a delegation of ambassadors – including Jenny, as LitClub coordinator, one of our LitClub teachers Carmen and two of our teenage students from Cerrito de la Virgen - to the Global HerStory Summit in New York from 19th-24th March 2017. Needless to say we are all very excited and planning is well underway.

HELP Environment has continued to thrive. Not only has our initiative with local university Universidad Privada del Norte expanded this year, but we’ve also successfully installed hydroponic gardens in two local schools, in order to teach the children about growing plants.

We formalised our HELP Youth: summer swimming classes this year, teaching 26 children to swim in both the ocean and a local swimming pool. The programme was such a success, that we repeated it on a smaller scale during the winter break.

Our HELP English curriculum has grown immensely this year including workbooks, assessment tests and lesson plans, creating more support for the volunteer teachers as well as more structure in the classes.

After lots of hard work by both our HELP Women volunteers and the ladies at the Comedor, we were able to open our dedicated sewing room in May. This is a fantastic achievement, ensuring that the women have a proper space to carry out their activities and really begin to make progress!

Our HELP Women baking group made real progress at the end of the year, beginning to sell to the public regularly and then partnering with our sister organisation ExquisiPan to begin daily sales!

Local fundraising and monetary donations came to a total of 8,327 Peruvian Nuevos Soles in 2016! 100% of these funds raised or donated locally go directly to one of our HELP projects or the support our partner projects.
Otra Cosa Network continues to be led by our Directors, Peter and Juany Murphy, who work part-time from the UK to oversee the overall operations of the organisation and supervise the staff. Jenny Kehoe has also continued to lead our team in Peru as our Operations Manager and Amy Christensen stayed on as Assistant Manager of Volunteers and Marketing. Towards the end of the year Beata Gullberg stepped down to pursue her dreams of working in Education and Chase Engelhardt joined the team as our Assistant Manager of Fundraising and Partnerships. The Board of Trustees has overall control of the charity, and is responsible for making sure that Otra Cosa Network is doing what it has been set up to do: making a difference in the local communities where we serve through sustainable, education based projects.

NEW STAFF MEMBER:
CHASE ENGELHARDT - ASSISTANT MANAGER OF FUNDRAISING AND PARTNERSHIPS, PERU

Chase hails from Dana Point, California, USA and studied International Politics at the University of California, Santa Cruz. He previously worked with a variety of non-profits focusing on environmental sustainability in Peru and Chile. Before coming to Latin America, Chase worked for a youth development agency in California where he was in charge of community partnerships, grant writing, volunteer management and a variety of educational programmes. He joined OCN in November of 2016 and is responsible for fundraising and looking after our relationships with our partner projects. He also manages our HELP Environment and HELP Youth Programmes.
Otra Cosa Network runs five of our own projects, which are all part of the Huanchaco Education and Learning Programme (HELP). HELP is dedicated to advancing the education possibilities and resources for lower-income children and adults in Huanchaco and the surrounding shanty towns.

The five projects include:

• **HELP Women:** Promoting women’s empowerment in Huanchaco.
• **HELP Environment:** Teaching children about local solutions to global environmental issues.
• **HELP English:** Providing equal education opportunities through access to English classes.
• **HELP Literacy:** Improving children’s self-confidence and social-emotional skills through reading and writing
• **HELP Youth:** For children to play, learn and be creative in a safe and inspiring environment.
This year HELP Women has continued building on our successes at the Comedor in Huanchaco. We still hold our weekly volunteer lunch at the Comedor once a month, in order to support the women. We enjoyed trips to Laguna Conache in February and Laguna de Salaverry in December and in December we helped to organise an Open Day at the Comedor, raising enough money to fund the repainting of the outside space, adding child-friendly paintings to make the space more fun. However, we also really focused on our sewing and baking workshops this year and are really proud of the achievements of both groups.

Our sewing classes ran steadily throughout this year. Thanks to the support of a local volunteer teacher, the women were able to fulfil their first order: re-usable cotton shopper bags, purchased by OCN. They completed several orders like this throughout the year, including from external buyers, who were impressed by the high quality of their work. In May we opened a brand new, dedicated sewing room at the Comedor, with six sewing machines, having renovated a space that was previously used for storage. We also enrolled the two most dedicated women in a three month industrial sewing course with the municipality in Trujillo to improve their skills and their opportunities and OCN covered the costs of the course and their transport. By the end of the year, the women had created their own brand ‘Mujeres en Acción’ and they are looking forward to continuing their ventures in 2017.

Our baking classes began in February, originally running with two classes: one for the women and the other for their teenagers. These took a break mid-year and started again in earnest in September, when we started to incorporate business skills directly into the classes and things really began to take off. The group branded themselves as ‘Las Dulcecitas’ and, thanks to the cooperation of the local priest, they started selling their products outside the church every Sunday throughout October. The positive response and the regular selling out of products allowed the members to purchase various baking and storage items. In mid-November, in cooperation with OCN’s partner project, ExquisiPan, the group started selling on a daily basis. Profits are split among Las Dulcecitas’ members on a weekly basis.
HUANCHO EDUCATION AND LEARNING PROGRAMME
HELP ENVIRONMENT
TEACHING CHILDREN ABOUT LOCAL SOLUTIONS TO
GLOBAL ENVIRONMENTAL ISSUES

We made more leaps and bounds building up our environmental programmes this year. Our Environmental campaign ‘Yo Cuido mi Playa’ (I care for my beach) continued as a monthly event. Each month we invited kids from all of our projects and schools we partner with to join us for an afternoon of educational activities routed in what they can do to help the local environment. Over the 12 events we had over 400 kids participate in becoming stewards of their own environment!

We continued our partnership with a local university through which we trained over 70 first year Environmental Engineering students on giving workshops and in turn they went on to deliver almost 100 environmental workshops at our projects this year. This workshops were based on a range of different environmental topics including; The three ‘R’s, food chains, endangered species and water.

We also grew our Hydroponic Garden project, putting new gardens in two local schools. Throughout the year we had four very successful hydroponic harvest parties at San Carlos and Las Lomas school. We taught students attending the school about the benefits of hydroponic gardening and how to take care of the garden. They grew the plants from seeds themselves in their classrooms, to then plant them in the water after three weeks. The kids were really impressed with the amount of produce they had managed to grow. We brought in some other ingredients and made tallerines verdes (spaghetti with spinach pesto) at San Carlos and a veggie saltado (stir fry) at Las Lomas. Throughout the year we also managed to make design improvements to the hydroponic beds and give some much needed training to school staff to help them better care for the gardens.

Looking forward we are hoping to continue our Environmental efforts through our monthly beach campaign, relationship with the local university and hydroponic gardening. We also hope to grow this programme and begin bringing composting to our local community!
This year has been a year of growth and advancements for our HELP English programme! Not only did we take on seven more classrooms giving us over 550 students this year we also grew and formalized our curriculum to ensure our students are learning as much as they can during our volunteer led English classes.

The year started out with our free summer programme which put on three classes through the local library. We had 35 regular students with many others dropping in throughout the summer. When the school year kicked off in March we came ready to start out our new four year series that our students grades 3-6 will work their way through progressively.

Throughout the year we have been working hard to make this programme more consistent and structured so that the volunteers have more guidance and so that our students truly get the most benefit possible out of their English classes. A part of this has also been improving communication with the schools we work with and the regular classroom teachers. We also held weekly meetings with our teaching volunteers to go over what they were working on in each class, share ideas and give feedback.

In terms of project evaluation, we began giving the students assessments so that we can track their progress in a more formal way. On the first day of school we had 250 of our students take an assessment test. We then had 250 of our students take the same assessment six months later and the average scores across the three schools improved by 18%!

Looking forward we are working on creating a behaviour management and disciplinary system that will stay consistent throughout the year even when the volunteer teachers are rotating. We hope consistency in this way will help the students feel more comfortable especially during volunteer transition. At the start of the coming school year we will also be signing formal agreements of cooperation, known as convenios, with all of the schools we work with. We hope formalizing our agreement to work together will encourage the regular classroom teachers to get more involved and become active participants in teaching the English lessons with our volunteers. Finally, every week the volunteer teachers will continue meeting together to discuss their weeks and present formal lesson plans for the following week of classes.
In 2016 HELP Literacy became our first project to no longer rely upon volunteers. This is an exciting move for OCN and has been made possible thanks to the increased funding from our partners LitWorld. We hope that this change will help to provide an even greater degree of stability to the project, as well as fostering the talents of local assistants.

This year we have not only, once again, increased the number of LitClubs – this time from four to five LitClubs, when we split the Girls’ LitClub Las Lomas group into primary-level and secondary-level groups in mid-March – but we have also doubled our teaching staff, with Yaquelin, an experienced infant school teacher, taking over as teacher of the Cerrito group and Silvia starting as assistant for the Las Lomas Girls’ group alongside our long-standing teacher Carmen. Homer continues to teach our Boys’ LitClub.

As always, our LitClubs marked World Read Aloud Day in February and in October we took part in Stand Up for Girls, to celebrate the rights of girls around the world. These are the two major events on the LitWorld calendar and we invited parents, siblings and friends to come along to help mark these days, which are celebrated by LitClubs around the world.

Between May and July, a group of psychologists from our partner organisation PASEO delivered workshops based on each of the seven strengths - Belonging, Curiosity, Friendship, Kindness, Confidence, Courage and Hope - to each of the five LitClubs. The aim was to provide a different perspective and a complementary reinforcement of the Seven Strengths and the workshops were a resounding success with the kids!

In mid-August, we received an invitation to create an ‘Action Plan for Change’ in one of our LitClub communities. The committee liked our entry so much, that our group, including two of our teenage girls from Cerrito, along with groups from 12 other LitClubs around the world, was invited to a week-long annual conference in New York City, in partnership with UN Women as part of the United Nations annual meeting of the Commission on the Status of Women, in March 2017. We are all very excited and planning is well underway! The video of our Action Plan for Change can be seen here.

We are excited about what 2017 holds for HELP Literacy, not only for the Global HerStory Summit in New York in March 2017, but also because we will be starting our sixth LitClub, this time for girls in San Carlos, Huanchaquito.
It’s been a great year for HELP Youth, our community at the Skate Ramp has been of a considerable size, with an average of 40-50 children attending the ramp each month and a daily average of 15 children and youth skating, being creative in the side room, learning new things or simply socialising with each other and the volunteers. The children have had several street art workshops, and the result of these are that they have painted some of their own murals at the ramp, which now are mixed with the artists’ murals. One of the volunteers arranged workshops to teach the older participants how to put together and take apart the skateboards, so that they themselves can switch the trucks (the part where the wheels are attached) from a broken board to a new one. And in the beginning of the year we held music sessions every Monday at the ramp. Our volunteer brought up his guitar, and the children have been doing different rhythms with claps, homemade drums and a tambourine.

In total, we have well over 100 children and youth participating at the ramp with varying consistency; a third of the participants being girls. We continue to strive to attract both girls and boys with different activities, always considering the wide span of age of the participants as well, which ranges from 2 - 18 years old.

This year our volunteers organised a birthday event where they celebrated all of the children’s birthday - no matter the actual date or month! A local volunteer donated hamburgers in-kind, and the children enjoyed an afternoon full of food, piñatas, games and cake.

We were also lucky enough to have B-tech boards, a company that manufactures skateboards out of fibreglass, decided to donate three boards to us - one for the ramp, and two to be given out as prizes in October when we organised a skate competition. This gave our lucky winners the chance to own a board that he normally wouldn’t be able to afford.

Starting in 2017 we are looking to expand this project particularly during the summer months. We look forward to opening our first summer football camp as well as continuing and expanding our summer swimming lessons!
In July we held our Annual Partner Meeting where we met with representatives from six of our partners and discussed our work together. The previous year we focused on communication and stemming from that, this year we discussed the role of the volunteer in each of the projects. As we continuously improve our communication the ultimate goal is that our partners feel they are receiving the support they need and that our volunteers feel well-prepared and truly useful.

This year we began a partnership with a new organisation – the social enterprise ExquisiPan. This is our sister organisation which is also directed by our Director of International Relations, Juany Murphy. ExquisiPan is based in El Milagro, Huanchaco and is a bread-baking cooperative training local women bakers and supplying nutritious loaves and rolls to the community. We received our first volunteer for the project in August and look forward to working together in the future.

At the end of the year we introduced our new Assistant Manager to contacts for partner projects and began building rapport. We’re very excited to continue to grow our relationships with our current partners and look into ways we can improve ties even more.
On several occasions throughout the year, various businesses, organisations and individuals have shown their support for OCN and the work we do through both involvement in our activities and donations to our projects. We are proud to work side-by-side with these local actors to together fulfil our mission, and we hope to keep working with them, and others in the future.

At the beginning of the year we held our Help OCN 2016 international fundraiser. Thanks to current and former volunteers around the world, who helped both with running the campaign and with putting on various events, ranging from making bath bombs and cutting their hair off to collecting donations from friends and family, we were able to raise a gross total of around £2400 to be used for OCN core funds.

We have been able to arrange local monthly fundraising events with great success throughout the year thanks to La Mamacha Bar and The Lighthouse Restaurant, who have lent us their facilities and expertise in arranging these events. In August we held our first ever OCN Gala in Trujillo. The event was a great success and we’d like to thank everyone who helped to make it possible and to all those who came along to support us on the night!

In addition to this, we have received various generous donations throughout the year. Some of these have been monetary, whilst others have been in-kind donations in the form of clothes, shoes, sports equipment, sewing and baking equipment, books, school materials, arts and crafts materials, construction tools and food. Each of these donations has helped to make our project work possible and has meant that we’ve been able to offer more opportunities to some of the most vulnerable people in Huanchaco.

Finally, we would like to express our gratitude to everyone who has donated prizes for raffles, given us a helping hand at events, attended our local fundraising efforts, signed up to volunteer or supported us in any way. Thank you!
The work of Otra Cosa Network has never been more important for the large share of the population who continue living in poverty. These economic, social and political issues that affect our communities in Huanchaco have been presented as questions to analyse by our Master students.

We presented a workshop at Sheffield to 60 Master’s students, including the five students who were already signed up to do their research placements with OCN in Peru. The number of MA students participating in our internship grew this year to double the previous level and we now have six well documented dissertations. We also supported two students from the University of East London who were awarded scholarships to do their placements with us.

The Nuestra Voz Exhibition was shown at the Bond Annual Conference in February. The exhibition was also selected by the webpage of IDD Birmingham University. We also attended some events, research workshops and the Fiesta Hispanic at Aston University.

**INTER-AGENCY COLLABORATION**

Our International Director’s main priority is to strengthen our work with our existing partners and to create new relationships. We created a new MOU with Cooperating Volunteers to welcome 22 Spanish volunteers this year. As part of our outreach programme, we established a collaboration with the Masters in Management of International Development and Relief Work at Université Laval in Quebec, Canada. We organised the visit of the International Officer from Portsmouth University to Peru last May and welcomed nine volunteers. Both we and the university were pleased with the outcome of the visit and the new partnership. We attended the Higher Education and Gap Year Fair at Rugby School and we were present at the 38th Leamington Peace Festival in June, where we also gave a peace talk on volunteering in Peru.

Throughout the UK summer, we had talks with our partners from Peru to strengthen our work at the local level. Our Annual Partner Meeting this year concentrated on the topic of expectations and things that we can work on together. Juany visited each individual partner and led one of the groups at the annual meeting where the platform identified key issues for future work. The issue that was most important for them is to have coordination and more dialogue about the volunteers well in advance.

Our partners highlighted the importance of constant and timely coordination with OCN management and between our volunteers and the local teachers. From our Annual Partner Meeting we identified key issues for future work. We raised some of the work that each of the partners represented there is doing and discussed ways to further strengthen our collaboration. We had an overwhelmingly positive response about our work in the community. We also participated in the “Reinventando el Mundo” campaign.
FUNDING
We were awarded the OBSEA Award at Oxford Brookes University to start a Bakery Project. This was used to set up our new sister project, ExquisiPan, which is also directed by Juany. Warwick Rotary Club hosted an international evening where they selected OCN as their charity of the year and gave us a donation of £500. We also gave presentations at two meetings with the local Rotary Clubs in Leamington Spa and Warwick who then gave us £50 and £100 respectively for the presentations. They then awarded OCN a very generous donation of £1600 towards books at Christmas.

MEDIA COVERAGE
During this quarter we were on the local television presenting our great work at HELP Youth: Skate Ramp with a local volunteers, Brayan, who used to be a beneficiary of the project. We were also the Sunday edition of the local Newspaper La Industria.

In October we visited Sheffield University to present new research proposals for this academic year: We suggested 10 different proposals to analyze our projects and the work that OCN delivers. We will be welcoming eight researchers next year. In Spain we visited Cooperating Volunteers; our major contributor of Spanish volunteers that manage to bring us many volunteers this year.

We attended the Portsmouth fair where we were welcomed by three former volunteers. Furthermore, we visited Solihull College and welcomed six volunteers for our programmes.

We were at the University of East London where we delivered an Introduction to OCN and set up a task inviting the class of 22 students to give reflections about the workshop.
In November we visited Salzburg University, Austria, where former volunteer Markus studied.
We have continued having conversations with Portsmouth University and are putting formal proposals to fund the internship placements in Peru to their students.

In general, after another year, the excitement to move forward and expand the cause of volunteerism is still a fire burning in our hearts to help our communities sharing the responsibility of doing everything within our constraints, knowledge, skills and resources and having access to a wider variety of ideas to share the costs of achieving our desired aim to attract successful volunteers to our organization so we can confidently do this work for the development of our projects.
In 2016 we were so fortunate to have 126 volunteers and interns from 22 different countries around the world, including 10 local Peruvian volunteers! Our volunteers ranged from 18 to 60 years old, although 80% fell into the 18 to 30 age bracket. Many of our volunteers come independently but we have also formed great relationships with selected universities that send their students to complete their year abroad, dissertations or required internships that they will gain credit for at their university.

Upon arrival in Huanchaco, our volunteers receive an induction and walking tour of the town to help them settle in. Our in-country staff are there to provide support and supervision throughout the volunteers’ stay, as well as arrange social activities to help bring our tight-knit volunteer community together and ensure that new volunteers feel at home. When like-minded people are brought together to work for a common goal, no matter what part of the world they are coming from, strong bonds are made and often our volunteers stay friends long after their time with OCN.

Many of our volunteers choose to work in more than one position so that they could experience different areas. We now require all of our volunteers with office roles to also work part time in one of the community based their projects so that all of our volunteers have direct contact with the communities we work in. We believe that this flexibility not only offers a unique opportunity to our volunteers, but also allows us to better serve the communities that we work with, as our volunteers develop a greater understanding of the local culture and way of life.

This year we had the opportunity to work with an organisation called PASEO which offers summer placements to Doctorate or Masters Students of Psychology. We had a total of 16 participants come from four to six weeks and share their services and expertise to our projects and partners as our volunteers. There projects included workshops at a special needs school for parents, working with the moms in our HELP Women group, activities in our LitClubs and so much more. It was a beautiful experience for everyone involved!

«OCN is very welcoming and it feels like the projects are genuinely making a difference, you feel like you are really here for a reason»
-Rachel Mostyn (volunteer)
2016 was another successful year for OCN financially, with Income before exceptional items up over 25%. This enabled us to continue to fund a third full-time staff member in Peru and increase our spend on Projects by almost 33%, making it now our largest single category of expenditure and facilitating substantial progress on our 5 HELP projects.

Total Income before exceptional items, at £54,007, increased by £11,017 compared with 2015. This was primarily due to increases in Volunteer payments by £3,003; fundraising up £3,423; grants up £4,632 and housing income up £4,055 including accommodation payments for more volunteers placed with families. This was partially offset by reduced ‘other’ donations, while we focused on fundraising £(3,818).

Total Expenditure before exceptional items at £54,017 increased by £(11,051) (26%) relative to 2015. This reflected substantially increased spend on ongoing Projects by £(3,308) including HELP Environment, the LitWorld project, where we added an additional group, and our other HELP projects. There were also significant increases in Housing expenses (£4,350) reflecting more volunteers placed through us with families (mentioned above); UK based salaries (£2,608) including higher levels of UK minimum wage rates and a 2016 flight contribution and Peru based salaries and expenses £(1,549) with a 3 person team in place for almost the full year. Other expenses including exchange rate losses on transfers to Peru reduced by £1,110.

OCN effectively broke even for the year with a Deficit of just (£10) on an Income of £54,007. So we covered 99.98% of our ongoing Expenditure from current Income. OCN continues to grow and has both successfully increased its Income and applied the increase to expanding our Projects and consolidating and supporting our OCN team.

**Accounting Note:** Housing income and Housing expenses are shown on a cash only basis, so exclude any benefit allowance for free accommodation for staff. If the value of this were to be included then Housing income and Peru based benefits would both increase by approximately £3,120. Excluding this is allowed under UKCC guidelines.

Grants (ongoing) refers to grants where we have a reasonable expectation of receiving the same or similar grants in future years, whereas the one-off grant for a photographic exhibition in 2015 which is not part of our normal activities is shown separately as an exceptional item.
## 2016 Consolidated Accounts

### Receipts and Payments

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<tr>
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<th>This year (£)</th>
<th>Last year (£)</th>
<th>This year b/(w) (£)</th>
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<tbody>
<tr>
<td><strong>Receipts</strong></td>
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<td>Volunteer payments</td>
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<td>Housing income</td>
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<td>Fundraising events</td>
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<td>Other donations</td>
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<td>Grants (ongoing)</td>
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<td>Sundry income</td>
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<td>(279)</td>
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<td><strong>Total excl Exceptional items</strong></td>
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<td>42,990</td>
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<td>Exceptional Item : Group Travel Income</td>
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<td>36,810</td>
<td>(56,810)</td>
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<td>Exceptional Item : one-off exhibition grant</td>
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<td>7,000</td>
<td>(7,000)</td>
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<td><strong>Total incl Exceptional items</strong></td>
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<td><strong>Payments</strong></td>
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<td>Peru based salaries, benefits &amp; living expenses</td>
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<td>8,350</td>
<td>(1,549)</td>
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<td>UK based salaries &amp; benefits</td>
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<td>9,363</td>
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<td>Housing expenses</td>
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<td>Promotion &amp; fundraising event expenses</td>
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<td>IT expenses</td>
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<td>Telecommunications</td>
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<td>Legal/accounting expenses &amp; professional fees</td>
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<td>Office supplies</td>
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<td>Spend on projects</td>
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<tr>
<td>Other expenses</td>
<td>932</td>
<td>2,102</td>
<td>1,110</td>
</tr>
<tr>
<td><strong>Total excl Exceptional items</strong></td>
<td>54,017</td>
<td>42,956</td>
<td>(11,061)</td>
</tr>
<tr>
<td>Exceptional Item : Group Travel Expenses</td>
<td></td>
<td>31,717</td>
<td>31,717</td>
</tr>
<tr>
<td>Exceptional Items, spend from one-off grant</td>
<td></td>
<td>5,466</td>
<td>5,466</td>
</tr>
<tr>
<td><strong>Total incl Exceptional items</strong></td>
<td>54,017</td>
<td>80,152</td>
<td>26,135</td>
</tr>
</tbody>
</table>

**Surplus/(deficit) excl Expnlt. Items**  
(10)  
24
(34)

**Surplus/(deficit) for the year**  
(10)  
6,649
(6,659)