

Charity Registration No. 1077889

Company Registration No. 3661446 (England and Wales)

PUMP AID LIMITED
(A COMPANY LIMITED BY GUARANTEE)
TRUSTEES' REPORT AND ACCOUNTS
FOR THE YEAR ENDED 31 MARCH 2011

PUMP AID LIMITED
(A COMPANY LIMITED BY GUARANTEE)
LEGAL AND ADMINISTRATIVE INFORMATION

Trustees	J Berkoff M Bingham Walker S Allesch-Taylor (Chairman)
Secretary	M Gill
Charity number	1077889
Company number	3661446
Principal address & Registered Office	32-36 Loman Street Southwark London SE1 0EH
Accountants	H W Fisher & Company Acre House 11-15 William Road London NW1 3ER United Kingdom
Bankers	Barclays Bank of Zimbabwe Limited Main Street PO Box 830 Mutare Zimbabwe
	CCLA Investment Management Limited 80 Cheapside London EC2V 6DZ
	Barclays Bank PO Box 674 3rd Floor Windsor Court Windsor Place Cardiff CF10 3ZL
	Standard Bank African Unity Avenue, City Centre P O Boc 30386 Capital City Lilongwe Malawi

PUMP AID LIMITED
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PUMP AID LIMITED
TRUSTEES' REPORT
FOR THE YEAR ENDED 31 MARCH 2011

The trustees present their report together with the annual financial statements of the charity for the year ended 31 March 2011.

The accounts have been prepared in accordance with the accounting policies set out in note 1 to the accounts and comply with the Charity's memorandum and Articles of Association, the Companies Act 2006 and the Statement of Recommended Practice, 'Accounting and Reporting by Charities', issued in March 2005.

Structure, Governance and Management

The charity is a company limited by guarantee incorporated on 4 November 1998. The Company was registered as a charity with the Charity Commission on 21 October 1999.

The trustees, who are also the directors for the purpose of company law, and who served during the year were:

Stefan Allesch-Taylor (Appointed as Chairman 18 February 2011)

M Bingham Walker

Jeremy Berkoff

Mutsa K Chironga (Resigned 16 May 2011)

Martha Rukuni (Resigned 16 May 2011)

Andrew Mills (Resigned 16 May 2011)

Shungu Munyati (Resigned 16 May 2011)

B J A Nealon (Resigned 17 February 2011, appointed Development Director 18th February 2011)

Steve Prebble (Resigned 20 May 2010)

J K Stone (Resigned 17 February 2011)

Matthew Gill appointed as Company Secretary (but not as a director of the Company) 16 May 2011.

None of the trustees has any beneficial interest in the company. All of the trustees are members of the company and guarantee to contribute £10 in the event of a winding up.

Appointment and Training of Trustees

New Trustees will be recruited by the Board to ensure the Board of Trustees maintains an appropriate mix of skills and expertise, appropriate to the current and developing needs of the organisation. Trustees are provided with sufficient information to ensure that they understand the charitable purposes of Pump Aid, the current financial position and the key current issues. New Trustees are given the governing document, most recent accounts and recent minutes of trustee meetings. Resources will be made available to meet training requirements of the trustees.

Management

Major financial and policy decisions are made by the Chief Executive Officer in conjunction with the Board of Trustees. Gwen Vaughan, was appointed as CEO on 1st July 2010, initially as an interim CEO; she agreed to take on the permanent position in February 2011.

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Ian Thorpe resigned from Pump Aid in November 2010. On 28th February 2011 Ian Thorpe, Amos Chitungo, Noboth Tawonanasi, Makunike Saungweme and Morgan Saungweme were appointed Trustees of Pump Aid Zimbabwe ('PAZ') as part of a strategic review of operations. Subsequent to these new appointments PAZ changed its name to 'Water, Irrigation Sanitation and Health ('WISH') and day-to-day responsibility for WISH passed to the new Trustees. Pump Aid maintains a good relationship with WISH, which now acts as an outsourcing partner for the installation of the Elephant Pump. A total of 84 new pumps were installed as a result of this new arrangement.. Pump Aid maintains a presence in Zimbabwe now focused on the sustainability of the 5,000+ Pumps installed by Pump Aid over the last decade. Pump Aid cannot put too great an emphasis on the importance of this continuing role. Pump Aid's Elephant Pumps now represent 10% of the entire rural water supply for Zimbabwe (source: NAC report May 2011). Day-to-day operational decisions for the Pump Aid country programmes are made by the country directors, supported by the Chief Executive Officer and her UK team:

- Pump Aid has retained Alfred Hamadziripi as its Country Representative in Zimbabwe. Alfred oversees the work with WISH and focuses on independent sustainability programs.
- John Kandulu has been appointed as the new Country Director for Pump Aid Malawi.
- Miattah Walker is Programme Manager for the programme in Liberia.

The management structure for the country programmes is comprised of programme teams that are responsible for programme planning and implementation and support functions of Finance, Procurement and Human Resources.

Risk Management

The Trustees have reviewed the major risks to which the charity is exposed and a risk register has been established which is reviewed and updated periodically. Major risks are those that negatively impact on the charity's ability to achieve its aims and meet the expectations of its beneficiaries and funders and the financial stability of the charity.

Where appropriate, systems and procedures have been put in place to mitigate the risks which the charity faces. An internal audit service, which reviews these systems, is outsourced from an independent firm of accountants. Internal control risks are minimised by implementation of procedures and a clear structure of delegated authority.

Significant funding risk is minimised by developing diversified funding streams and the setting up of a reserve that is in line with the reserves policy.

Objectives and Activities

Pump Aid exists to bring appropriate, affordable and sustainable water and sanitation solutions to rural Africa.

We have three strategic goals, through which we are working towards our purpose:

- To transform the lives of the rural poor by ensuring that they have the technologies, skills and tools to manage sustainable and appropriate water and sanitation solutions for themselves;
- To maximise our impact and sustainability by working through effective partnerships with communities, local government and other agencies working in the water and sanitation sector;
- To transform Pump Aid from an organisation that builds pumps, into one that has the capacity to leverage greater change by informing and influencing others about sustainable water and sanitation solutions.

PUMP AID LIMITED
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In setting out programme of activities each year, Pump Aid also has regard to the Charity Commission's general guidance on public benefit. The activities currently carried out for the public benefit by the charity can be broadly categorised as follows:

- Elephant Pump Installation – the charity installs low cost water pumps that use locally available materials in the remote rural sub-Saharan African communities to provide clean and safe water for domestic and productive use.
- Sanitation – the charity promotes the construction of low cost toilets, known as Elephant Toilets.
- Community engagement – the transfer of skills and the simple technology empower communities to maintain their own water and sanitation supplies and utilise this water supply productively, so that they can benefit from the positive outcomes such as improved health, access to education due to reduction in the time needed to access clean water, greater food security and economic wellbeing through the potential for extended agricultural opportunities.

Objectives for 2011/12

Pump Aid provides appropriate and sustainable solutions to rural water supply and sanitation:

- Approximately 80% of the people in Africa without safe water supplies live in rural areas where the cost of delivering clean piped water is prohibitive. Groundwater sources, accessed by wells and boreholes, are the alternative. Groundwater is generally of good quality, and can be accessed relatively inexpensively. Pump Aid provides comprehensive solutions for rural areas, as experts in water supply, sanitation and appropriate technologies:
- In many rural areas simple rope and washer pump is the optimal solution to clean water supply, The 'elephant pump' is a simple technology that has been developed by Pump Aid. It is based on an ancient Chinese rope pump design and extracts safe water from wells of up to 30m. It is particularly suitable for use in sparsely populated rural communities, and is simple to build and repair by community members. During the year we will review the technology and develop new standards for build and delivery.
- Pump Aid has also developed the award winning 'elephant toilet', a household latrine. We will, where possible, integrate sanitation into our programmes, so as to deliver holistic water projects that maximise the beneficial outcomes for the communities that we work with.
- Pump Aid's 'Elephant technologies' do not always provide the optimal solution; problems such as poor groundwater quality or quantity scarce resources, the impact of climate and population change, drought and poverty may need to be factored into planning, and other technologies may be required develop safe water supplies. Pump Aid is expanding its portfolio of solutions. From 2011 we will begin to deliver a range of alternative technologies and provide comprehensive services, including the provision of advice and training to communities and other agencies.
- Lastly, but by no means least: Pump Aid trains local people so that the knowledge and skills to maintain the solutions that have been identified are left, sustainably, within communities after we leave. Absolute sustainability for the populations is dependent on community members having the ability to manage healthy water and sanitation solutions for themselves. People are the start and end point of all that we do.

Pump Aid aims to stimulate and enable communities, local government and other agencies working in the water and sanitation sector

Pump Aid optimises our impact and sustainability by working in partnership:

PUMP AID LIMITED
TRUSTEES' REPORT
FOR THE YEAR ENDED 31 MARCH 2011

- Influencing other agencies
 - Over the years many agencies and governments have focused on delivery of large, technical, solutions to water and sanitation issues. Pump Aid's position is that this marginalises many people, particularly those who live in more rural areas, where expensive technologies are not 'cost-effective'.
 - Improved sanitation and water management practice and low cost appropriate technologies have a huge role to play, but have not yet received the recognition that they deserve; we aim to generate the evidence required to demonstrate the efficacy of our approach.
 - Some of Pump Aid's greatest successes have been in working with other agencies to deliver appropriate technology solutions to more comprehensive development programmes. We will continue to develop a holistic approach with other agencies, as strategic partner, leader, advisor, trainer, and subcontractor, as required.
- Enabling full community participation
 - Our solutions are sustainable because they are designed to meet the needs and capabilities of small, marginalised and remote communities. The participation of the community is essential – when people understand the problems and have fully participated in developing the solutions, they are motivated to maintain them.
 - Pump Aid plans to deliver our programme by engaging and training small teams of locally-based people. These may be part of local authority structures, community based organisations, or community members. When Pump Aid's teams leave they remain, with their new skills, within their community structures and with the capacity to maintain the solutions in the long term.

Pump Aid's is developing its strengths in order to support the development and growth of our programme

Pump Aid has grown rapidly; around 50% a year, every year, for the last ten years. Last year we decided that it was time to take stock, reassess, and consolidate our position. The strategies that have served us so well to date can be strengthened now that we have experience and wide recognition behind us. We aim to do even more in the future and will continue to develop as a learning organisation:

- We will encourage continuous improvement in quality and enable a learning culture.
- Our monitoring and evaluation activity will evolve from the measurement of inputs and outputs (such as the numbers of pumps built) to gathering a stronger evidence base of the outcomes and impact (e.g. water yield, appropriateness, and value for money in delivering health, livelihood and educational outcomes).
- We will also invest in staff development and support – training, performance management and professional development, so that we can continue to grow and strengthen our programme.

We will strengthen African-led governance and management:

- Local boards and independent management structures will support self sufficiency of each country programmes. We will recruit; train and support our staff so that each country programme has the capacity to manage its projects and people, develop its own programme, raise funds and govern itself.
- The Zimbabwe pump-building teams are now independent of Pump Aid and operating sustainably, a huge milestone achieved. We will continue to work with them, and to develop our programme in Zimbabwe, with a new more strategic focus on training and continued capacity development.

PUMP AID LIMITED
TRUSTEES' REPORT
FOR THE YEAR ENDED 31 MARCH 2011

- In 2010 the Zimbabwe trainers left the Malawi programme, and the programme is becoming stronger and more independent.
- The Liberia programme has been a successful pilot. We will now explore ways to build the programme, and to bring it on stream as a full country programme within the Pump Aid portfolio.
- The role of the UK organisation will begin to scale back the support of its African partners, changing its role from leadership to facilitation, and to the management of international fundraising support and management systems.

Sustainability of impact and organisation:

- We will move from being an entrepreneurial organisation that builds pumps to a professional delivery organisation that enables communities to develop their own solutions.
- We will seek a diverse and secure funding base, and ensure that we are transparent and accountable to all of our stakeholders.
- We will manage ourselves as a professional business, efficiently delivering best value for money.
- We will produce an annual Impact Report.

Public Benefit Statement

The trustees have a duty to report on how the activities of the charity deliver public benefit. The sections of this Report above entitled “Objectives and Activities” and “Achievements and Performance” set out the charity’s objectives and report on the activity and successes in the year to the 31st of March 2011. The section entitled “Objectives for 2011/12” explains the plans for the current financial year. The work of Pump Aid Limited benefits local economies, health and basic sanitation in sub-Saharan Africa.

The trustees have considered this matter and have concluded:

1. That the aims of the organisation continue to be charitable;
2. That the aims and the work done give identifiable benefits to individuals in need;
3. That the benefits are for the public, are not unreasonably restricted in any way; and
4. That there is no detriment or harm arising from the aims or activities.

Financial Review

Income for the year of £1,835,979 was 44% below that of last year due to the loss of two grants. Programme activities were scaled down as result so as to match expenditure with available resources. Total expenditure for the year was £2,968,107 compared to £3,170,059 for last year.

The biggest source of income received during the year was corporate partnerships. The partnership with Aquaid brought in £475,925, Thirsty Planet £288,721 and Innocent Drinks Ltd £51,787 giving a total of £816,433 from this income category. Donations were £290,187 while grants were £1,069,391. The Department for International Development gave £232,287 during the year for the Protracted Relief Project in Zimbabwe for the installation of pumps while £105,448 was also received from Care International for the installations of pumps in Zimbabwe. During the year under review Diageo contributed £66,809 for pump installation Charity Water gave £62,088 for pump installation and sanitation projects in Malawi. The Isle of Man gave a grant of £98,867 for pump installation and sanitation projects in Liberia and £125,722 was donated by our various supporters towards pump building projects.

PUMP AID LIMITED
TRUSTEES' REPORT
FOR THE YEAR ENDED 31 MARCH 2011

Reserves Policy

The Reserves policy requiring that unrestricted funds not committed or invested in tangible fixed assets are equivalent to at least three months of operating expenses. The purpose of the reserve is to give Pump Aid a reasonable degree of security and enable the charity to manage unforeseen events as well as provide some comfort to staff and major donors with respect to job security and security that the programme will proceed as planned. Free reserves were £61,036 while the budgeted expenditure for the first three months of the 2011/2012 financial year is £570,664. Efforts are continuing to build the reserves to the desired level.

Investments

Besides retaining a prudent level of reserves each year the funds of the charity are to be spent in the short term. Grants received in advance are invested on the money market for a period of between 14 to 30 days.

Asset Cover for Funds

Note 18 sets out an analysis of the assets attributable to the various funds and a description of the trusts. These assets are sufficient to meet the charity's obligations on a fund-by-fund basis.

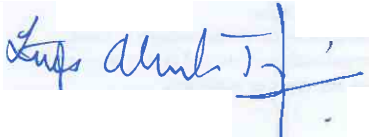
Disclosure of Information to Auditors

Each of the directors has confirmed that there is no information of which they are aware which is relevant to the audit, but of which the auditor is unaware. They have further confirmed that they have taken appropriate steps to identify such relevant information and to establish that the auditors are aware of such information.

Auditors

H W Fisher & Company were appointed auditors to the company and in accordance with section 485 of the Companies Act 2006, a resolution proposing that they be re-appointed will be put to the Annual General Meeting.

On behalf of the board of Trustees



Stefan Allesch-Taylor

Chairman of the Board of Trustees

Dated: 15 September 2011

PUMP AID LIMITED
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STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees, who are also the directors of Pump Aid Limited for the purpose of company law, are responsible for preparing the Trustees' Report and the accounts in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the trustees to prepare accounts for each financial year which give a true and fair view of the state of affairs of the charity and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that year.

In preparing these accounts, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and estimates that are reasonable and prudent; and
- prepare the accounts on the going concern basis unless it is inappropriate to presume that the charity will continue in operation.

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

PUMP AID LIMITED
(A COMPANY LIMITED BY GUARANTEE)
INDEPENDENT AUDITORS' REPORT
TO THE MEMBERS OF PUMP AID LIMITED

We have audited the accounts of Pump Aid Limited for the year ended 31 March 2011 set out on pages 9 to 24. 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).

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and its members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of trustees and auditors

As explained more fully in the Trustees' Responsibilities Statement on page 7, the trustees, who are also the directors of the charitable company for the purposes of company law, are responsible for the preparation of the accounts and for being satisfied that they give a true and fair view.

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

Scope of the audit of the accounts

An audit involves obtaining evidence about the amounts and disclosures in the accounts sufficient to give reasonable assurance that the accounts are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the charitable 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 accounts. In addition, we read all the financial and non-financial information in the Trustees' Report to identify material inconsistencies with the audited accounts. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on accounts

In our opinion the accounts:

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2011, 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 Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Trustees' Report for the financial year for which the accounts are prepared is consistent with the accounts.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- 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 accounts are not in agreement with the accounting records and returns; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

H W Fisher & Company
A G Rich (Senior Statutory Auditor)

for and on behalf of H W Fisher & Company

Chartered Accountants

Statutory Auditor

Acre House
11-15 William Road
London
NW1 3ER
United Kingdom

Dated: *31/03/11*

PUMP AID LIMITED
(A COMPANY LIMITED BY GUARANTEE)
STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 MARCH 2011

	Notes	Unrestricted funds £	Restricted funds £	Total 2011 £	Total 2010 £
<u>Incoming resources from generated funds</u>					
Voluntary income	2	766,112	-	766,112	1,591,158
Activities for generating funds		-	-	-	9,073
Investment income	3	476	-	476	4,536
		766,588	-	766,588	1,604,767
Incoming resources from charitable activities	4	-	1,069,391	1,069,391	1,661,489
Total incoming resources		766,588	1,069,391	1,835,979	3,266,256
<u>Resources expended</u>					
Costs of generating funds					
Costs of generating voluntary income	5	312,404	-	312,404	199,658
Charitable activities					
Elephant Pump Programme		925,850	1,529,023	2,454,873	2,562,408
Sanitation programme		93,282	62,968	156,250	187,218
Educational and International Advocacy		-	-	-	145,796
Tree Planting		2,610	-	2,610	31,801
Nutrition Gardens Programme		-	1,331	1,331	5,644
Total charitable expenditure		1,021,742	1,593,322	2,615,064	2,932,867
Governance costs		40,639	-	40,639	37,534
Total resources expended		1,374,785	1,593,322	2,968,107	3,170,059
Net (outgoing)/incoming resources before transfers		(608,197)	(523,931)	(1,132,128)	96,197
Gross transfers between funds	11	155,670	(155,670)	-	-
Net (outgoing)/incoming resources		(452,527)	(679,601)	(1,132,128)	96,197
Other recognised gains and losses					
Gains/(losses) on investment assets		-	(12,693)	(12,693)	-
Net movement in funds		(452,527)	(692,294)	(1,144,821)	96,197
Fund balances at 1 April 2010		605,945	934,242	1,540,187	1,443,990
Fund balances at 31 March 2011		153,418	241,948	395,366	1,540,187

PUMP AID LIMITED
(A COMPANY LIMITED BY GUARANTEE)
SUMMARY INCOME AND EXPENDITURE ACCOUNT
FOR THE YEAR ENDED 31 MARCH 2011

	2011 £	2010 £
Total income	1,835,979	3,266,256
Total expenditure from income funds	2,968,107	3,170,059
Net (expenditure)/income for the year	(1,132,128)	96,197

The summary income and expenditure account is derived from the statement of financial activities on page 9 which, together with the notes on pages 12 to 24, provides full information on the movements during the year on all funds of the charity.

STATEMENT OF RECOGNISED GAINS AND LOSSES

Net (expenditure)/income for the year	(1,132,128)	96,197
Unrealised gains on investment assets held by income funds	(12,693)	-
	(1,144,821)	96,197

PUMP AID LIMITED
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BALANCE SHEET

AS AT 31 MARCH 2011

	Notes	2011 £	£	2010 £	£
Fixed assets					
Tangible assets	12		107,667		359,496
Investments	13		2,307		15,000
			<u>109,974</u>		<u>374,496</u>
Current assets					
Stocks	14	19,915		107,860	
Debtors	15	204,022		734,713	
Cash at bank and in hand		106,630		1,129,031	
		<u>330,567</u>		<u>1,971,604</u>	
Creditors: amounts falling due within one year	16	<u>(45,175)</u>		<u>(805,913)</u>	
Net current assets			<u>285,392</u>		<u>1,165,691</u>
Total assets less current liabilities			<u><u>395,366</u></u>		<u><u>1,540,187</u></u>
Income funds					
Restricted funds	18		241,948		934,242
Unrestricted funds			153,418		605,945
			<u>395,366</u>		<u>1,540,187</u>

The accounts were approved by the Board on 13 September 2011

S Allesch-Taylor (Chairman)
Chairman

PUMP AID LIMITED
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NOTES TO THE ACCOUNTS
FOR THE YEAR ENDED 31 MARCH 2011

1 Accounting policies

1.1 Basis of preparation

The accounts have been prepared under the historical cost convention modified to include the revaluation of certain fixed assets.

The charity has taken advantage of the exemption in Financial Reporting Standard No 1 from the requirement to produce a cash flow statement on the grounds that it is a small charity.

The accounts have been prepared in accordance with applicable accounting standards, the Statement of Recommended Practice, "Accounting and Reporting by Charities", issued in March 2005 and the Companies Act 2006.

Pump Aid Limited operates in Liberia, Malawi and Zimbabwe via registered Non-Governmental Organisations under the names Pump Aid Liberia, Pump Aid Malawi and Pum Aid Zimbabwe. Results of these operations are consolidated into Pump Aid Limited's accounts on a line by line basis.

1.2 Incoming resources

All incoming resources (including grants) are reflected in the Statement Of Financial Activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy.

1.3 Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of the resources.

1.4 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows:

Fixtures, fittings & equipment	20% - 33%
Motor vehicles	25% - 33%

1.5 Investments

Social investments are shown at cost (adjusted for any impairment).

1.6 Stock

Stocks are stated at lower of cost or net realisable value.

1.7 Foreign currency translation

Transactions in foreign currencies are translated into sterling at the rate of exchange achieved on fund transfers from the UK. All exchange differences are recognised through the Statement of Financial Activities.

1.8 Accumulated funds

Restricted funds are subject to specific conditions by donors as to how they may be used. The purposes and uses of the restricted funds are set out in the notes to the accounts.

Unrestricted funds are expendable at the discretion of the trustees in furtherance of the objects of the charity. The fund comprises the accumulated surpluses and deficits of unrestricted income and expenditure.

PUMP AID LIMITED
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NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

2 Voluntary income

	2011 £	2010 £
Donations and gifts	290,187	415,415
Grants receivable for core activities	475,925	1,175,743
	<u>766,112</u>	<u>1,591,158</u>
Grants receivable for core activities		
Unrestricted funds:		
AquAid	475,925	675,743
ELMA Foundation	-	500,000
	<u>475,925</u>	<u>1,175,743</u>

3 Investment income

	2011 £	2010 £
Interest receivable	476	4,536
	<u>476</u>	<u>4,536</u>

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NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

4 Incoming resources from charitable activities

	2011	2010
	£	£
Elephant Pump Programme	957,073	1,513,422
Elephant Toilet Programme	110,987	116,272
Nutrition Gardens Programme	1,331	15,267
Trees Programme	-	16,528
	1,069,391	1,661,489

Included within income relating to elephant pump programme are the following grants

DFID	232,287	115,563
Care International	105,448	32,781
Thirsty Planet	288,721	252,932
Zimbabwe Red Cross	-	18,948
Stone Family Foundation	-	484,660
Jersey Overseas Aid Committee	-	361,291
Oxfam	-	29,864
Charity Water	52,964	64,043
Diageo Foundation	66,809	58,191
Other NGO partners	33,335	11,162
Other grants	125,722	83,987
Innocent Drinks Limited	51,787	-
	957,073	1,513,422

Included within income relating to elephant toilet programme are the following grants

Charity Water	9,394	-
Vitol	2,726	16,413
Isle of Man	98,867	99,859
	110,987	116,272

Included within income relating to nutrition gardens programme are the following grants

Jersey Overseas Aid Committee	-	10,192
Vitol	1,331	-
Rotary Club	-	5,075
	1,331	15,267

Included within income relating to trees programme are the following grants

Jersey Overseas Aid Committee	-	16,528
	-	16,528

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NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

5 Total resources expended

	Staff costs £	Depreciation £	Other costs £	Grant funding £	Total 2011 £	Total 2010 £
Costs of generating funds						
Costs of generating voluntary income	205,414	7,810	99,180	-	312,404	199,658
Charitable activities						
<u>Elephant Pump Programme</u>						
Activities undertaken directly	1,203,275	197,670	1,053,928	-	2,454,873	2,561,482
Grant funding of activities	-	-	-	-	-	926
Total	1,203,275	197,670	1,053,928	-	2,454,873	2,562,408
<u>Sanitation programme</u>						
Activities undertaken directly	54,227	21,889	80,134	-	156,250	187,218
<u>Educational and International Advocacy</u>						
Activities undertaken directly	-	-	-	-	-	145,796
<u>Tree Planting</u>						
Activities undertaken directly	-	-	-	-	-	26,801
Grant funding of activities	-	-	-	2,610	2,610	5,000
Total	-	-	-	2,610	2,610	31,801
<u>Nutrition Gardens Programme</u>						
Activities undertaken directly	-	-	1,331	-	1,331	5,644
	1,257,502	219,559	1,135,393	2,610	2,615,064	2,932,867
Governance costs	17,351	473	22,815	-	40,639	37,534
	1,480,267	227,842	1,257,388	2,610	2,968,107	3,170,059

Governance costs includes payments to the auditors of £5,875 (less over-accrual of £1,495) (2010: £5,875 and an over-accrual of £1,495) for audit fees and £2,645 (2010: £1,163) for other services.

PUMP AID LIMITED
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NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

(continued)

The breakdown of charitable activity costs by country is as follows:-

	Malawi £	Zimbabwe £	Liberia £	Total £
Charitable activities				
Pump Installation				
Staff costs	383,302	707,158	112,815	1,203,275
Depreciation	74,374	113,094	10,202	197,670
Other costs	417,418	501,551	75,009	993,978
Discontinued operations	-	59,950	-	59,950
	<hr/>	<hr/>	<hr/>	<hr/>
Total	875,094	1,381,753	198,026	2,454,873
	<hr/>	<hr/>	<hr/>	<hr/>
Sanitation				
Staff costs	10,603	-	43,624	54,227
Depreciation	13,342	-	8,547	21,889
Other costs	27,610	-	52,524	80,134
	<hr/>	<hr/>	<hr/>	<hr/>
Total	51,555	-	104,695	156,250
	<hr/>	<hr/>	<hr/>	<hr/>
Nutrition Gardens				
Other costs	1,331	-	-	1,331
	<hr/>	<hr/>	<hr/>	<hr/>
Tree Planting				
Transport and travel	120	-	-	120
Other direct costs	2,490	-	-	2,490
	<hr/>	<hr/>	<hr/>	<hr/>
Total	2,610	-	-	2,610
	<hr/>	<hr/>	<hr/>	<hr/>
Total	930,589	1,381,753	302,721	2,615,064
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

PUMP AID LIMITED
(A COMPANY LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

6 Activities undertaken directly

	2011	2010
	£	£
Other costs relating to elephant pump programme comprise:		
Pump installation materials	254,834	296,644
Vehicle repairs	101,065	103,856
Transport and travel	219,004	222,458
Other costs	479,025	529,527
	1,053,928	1,152,485
Other costs relating to the sanitation project comprise:		
Elephant toilet materials	23,196	25,200
Vehicle repairs	11,176	7,615
Transport and travel	11,621	22,392
Other costs	34,141	43,281
	80,134	98,488
Other costs relating to educational and international advocacy comprise:		
Transport and travel	-	26,537
Other direct costs	-	48,048
	-	74,585
Other costs relating to tree planting comprise:		
Materials	-	14,356
Transport and Travel	-	2,035
Other direct costs	-	2,263
	-	18,654
Other costs relating to nutrition gardens programme comprise:		
Materials	-	1,113
Transport and travel	-	1,604
Other direct costs	-	1,243
Other nutrition gardens programme costs	1,331	-
	1,331	3,960

PUMP AID LIMITED
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NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

7 Grants payable

	2011 £	2010 £
Elephant Pump Programme	-	926
Tree Planting	2,610	5,000
	<u>2,610</u>	<u>5,926</u>
Grants to institutions relating to elephant pump programme comprise:		
Olutulelei Water Project	-	926
	<u>-</u>	<u>926</u>
Grants to institutions relating to tree planting comprise:		
Tree Africa	2,610	5,000
	<u>2,610</u>	<u>5,000</u>

8 Governance costs

	2011 £	2010 £
Other governance costs comprise:		
Auditors remuneration	5,875	4,380
Office costs	6,652	4,875
Travel costs	10,288	20,998
	<u>22,815</u>	<u>30,253</u>

9 Trustees

None of the trustees (or any persons connected with them) received any remuneration or benefits from the charity during the year. However, a total of £9,726 (2010: £9,697) was paid for travel costs of trustees to attend the AGM and for Africa based trustees to attend board meetings in the UK.

PUMP AID LIMITED
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NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

10 Employees

Number of employees

The average monthly number of employees during the year was:

	2011	2010
	Number	Number
Africa	191	185
United Kingdom	7	11
	198	196

Employment costs

	2011	2010
	£	£
Wages and salaries	1,340,328	1,296,494
Social security costs	58,202	51,555
Other pension costs	81,737	73,697
	1,480,267	1,421,746

There were no employees whose annual emoluments were £60,000 or more.

11 Transfers

The transfer to restricted fund relates to motor vehicles bought in the previous year for the pump repair project in Zimbabwe and pump installation project in Malawi. These two projects are now complete.

Funds initially earmarked for nutrition gardens and tree planting projects were transferred to pump building following savings made on these two projects. The nutrition gardens and tree planting projects were implemented together with other partners who provided the training expertise in these projects resulting in the savings.

PUMP AID LIMITED
(A COMPANY LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

12 Tangible fixed assets

	Plant and machinery	Fixtures, Motor vehicles fittings & equipment	Total
	£	£	£
Cost			
At 1 April 2010	15,870	154,691	1,031,981
Additions	16,870	8,666	43,876
Disposals	(12,240)	(73,763)	(717,130)
At 31 March 2011	20,500	89,594	358,727
Depreciation			
At 1 April 2010	8,992	107,235	672,485
On disposals	(7,906)	(67,303)	(645,426)
Charge for the year	8,507	39,747	224,001
At 31 March 2011	9,593	79,679	251,060
Net book value			
At 31 March 2011	10,907	9,915	107,667
At 31 March 2010	6,878	47,456	359,496

13 Fixed asset investments

	£
Acquisitions at cost	15,000
Change in value in the year	(12,693)
Estimated realisable value at 31 March 2011	2,307
Historical cost:	
At 31 March 2011	15,000

The investment is for a 1.5% shareholding in Ethical Goods. The funds were received from Headley Trust specifically for investment in Ethical Goods. Every product sold will guarantee a fixed donation to charity, which is 5% of the recommended retail price of the product. Ethical Goods has not yet started trading.

14 Stocks

Stocks represent fuel and materials used for building Elephant Pumps.

PUMP AID LIMITED
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NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

15 Debtors	2011	2010
	£	£
VAT recoverable	8,546	561,510
Other debtors	9,834	109,161
Prepayments and accrued income	185,642	64,042
	<u>204,022</u>	<u>734,713</u>

16 Creditors: amounts falling due within one year	2011	2010
	£	£
Trade creditors	14,703	46,652
Taxes and social security costs	16,751	613,457
Other creditors	7,721	139,804
Accruals	6,000	6,000
	<u>45,175</u>	<u>805,913</u>

Taxes and social security costs includes VAT payable of £7,283 (2010:£557,411).

17 Pension and other post-retirement benefit commitments
Defined contribution

	2011	2010
	£	£
Contributions payable by the company for the year	<u>81,737</u>	<u>73,697</u>

PUMP AID LIMITED
(A COMPANY LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

18 Restricted funds

The income funds of the charity include restricted funds comprising the following unexpended balances of donations and grants held on trust for specific purposes:

	Movement in funds					Balance at 31 March 2011
	Balance at 1 April 2010	Incoming resources	Resources expended	Transfers	Investments gains/losses	
	£	£	£	£	£	£
General Pump Building	813,051	957,073	(1,529,023)	(115,611)	-	125,490
Pump Repairs	29,571	-	-	(29,571)	-	-
Sanitation	66,132	110,987	(62,968)	-	-	114,151
Nutrition	10,488	1,331	(1,331)	(10,488)	-	-
Investment	15,000	-	-	-	(12,693)	2,307
	934,242	1,069,391	(1,593,322)	(155,670)	(12,693)	241,948
	934,242	1,069,391	(1,593,322)	(155,670)	(12,693)	241,948

The transfer to restricted fund relates to motor vehicles bought in the previous year for the pump repair project in Zimbabwe and pump installation project in Malawi. These two projects are now complete.

Funds initially earmarked for nutrition gardens and tree planting projects were transferred to pump building following savings made on these two projects. The nutrition gardens and tree planting projects were implemented together with other partners who provided the training expertise in these projects resulting in the savings.

PUMP AID LIMITED
(A COMPANY LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

18 Restricted funds

(Continued)

The general pump building fund is for pump installation and training beneficiaries on how to maintain and repair the pumps should they breakdown. Funds were received as follows during the year:

Department for International Development	232,287
Care International	105,448
Thirsty Planet	288,721
Charity Water	52,964
Diageo Foundation	66,809
Innocent Drinks Limited	51,787
Kevin Wall	33,154
Vitol	60,118
Aspect Capital Ltd	26,000
Jessica Townend	2,600
Wine2Water	1,250
Ecozone Ltd	1,300
Spabreaks Ltd	1,300
Action Centre	16,595
Action Aid	6,407
Outreach Malawi	10,333
	957,073
	957,073

The Sanitation Fund is for the construction of Elephant Toilets and hygiene education. The funds were recieved as follows during the year:

Isle of Man	98,867
Vitol	2,726
Charity Water	9,394
	110,987
	110,987

The Nutrition Gardens Fund is for promoting the productive use of the pumps through assisting and training communities in setting up communal gardens. During the year funds were recieved from Vitol (£1,331).

The Investment Fund represents a 1.5% shareholding in Ethical Goods, written down to its net realisable value.

PUMP AID LIMITED
(A COMPANY LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2011

19 Analysis of net assets between funds

	Unrestricted funds	Restricted funds	Total
	£	£	£
Fund balances at 31 March 2011 are represented by:			
Tangible fixed assets	92,383	15,284	107,667
Investments	-	2,307	2,307
Current assets	104,651	225,916	330,567
Creditors: amounts falling due within one year	(43,616)	(1,559)	(45,175)
	<u>153,418</u>	<u>241,948</u>	<u>395,366</u>