



motivation  
australia

# ANNUAL REPORT

2016 - 17



**10 YEARS**  
IN THE PACIFIC



## From our Chairperson

This year has marked some significant milestones including celebration of our 10th Anniversary and achieving full accreditation with the Australian Non-Government Cooperation Programme (ANCP). The smallest ever organisation to achieve full ANCP accreditation, we are in auspicious company with some of Australia's largest foreign aid charities.

Since Motivation Australia was incorporated in 2007, our teams have run over 70 projects with 25 local partners. The result is greater inclusion and participation of people with disability in their community. Not only do those assisted through Motivation Australia programmes gain health, wellbeing and self-esteem, many join the 420 personnel trained to deliver rehabilitation and assistive technology.

While our focus has been in nine Pacific Island countries, we have also undertaken projects in Australia, Thailand, Ethiopia and Cambodia, and been key contributors to worldwide projects including the World Health Organisation (WHO). Indeed, I was very proud that two people with disabilities from partner organisations in Papua New Guinea and Fiji led discussions about the needs of people in the Pacific Region at the recent WHO Global Cooperation on Assistive Technology (GATE) forum in Geneva.

Throughout this report you will find stories about changes to lives and communities. I trust they will inspire you to share the work of Motivation Australia and our partners around your networks to help boost our support base and Australian community connections.

Dr Lloyd Walker  
Chairperson



## From our CEO

Motivation Australia and each of our achievements is the sum of the cumulative efforts of many individuals and organisations; and our 10th Annual Report is an ideal time to reflect on and acknowledge some of the organisations we have worked alongside since our inception.

In particular, thank you to: the Motivation Charitable Trust for their founding work in the international wheelchair sector; the Pacific Disability Forum who have achieved so much in progressing the rights of persons with disabilities; National Disabled Persons Organisations and service providers for advocating for and implementing improved disability services; and the World Health Organisation Disability and Rehabilitation department and the GATE team for tirelessly messaging the importance of equitable access to rehabilitation and assistive technology.

I am also grateful to the many individuals and donors who have contributed to Motivation Australia. In this 10th Anniversary year, I would particularly like to thank the Planet Wheeler Foundation, who believed in and invested in us in our early years, essentially enabling us to lay down our foundations.

Finally, thank you to the Motivation Australia team who work so hard alongside our local partners to carry out our mission. I continue to be impressed by their professionalism and humbled by their commitment.

Please enjoy our Annual Report, and do get in contact if you would like more information or to access the full financial statements.

Kylie Mines  
CEO

**Motivation Australia is a not for profit, disability and development organisation that works with local organisations in the Asia Pacific Region to enable people with disabilities to be healthy and mobile, access assistive technology, and achieve full and equal inclusion.**

Motivation Australia believes that if women, men, girls and boys with disabilities have access to quality **health care and rehabilitation**; and have equitable access to appropriate **assistive technology** products and services that meet their needs; then they are better enabled to strive for their full and equal **inclusion** and participation in society as described in the UN Convention on the Rights of Persons with Disabilities (CRPD).

Our work is guided by five principles: disability rights approach, practice disability inclusive development, gender equity, partnership and ownership; and doing more with less.



Motivation Australia is a member of the Australian Council for International Development (ACFID). As a signatory to the ACFID Code of Conduct, we are committed to adhering to high standards of governance, public accountability and financial management.



Motivation Australia is a secular organisation and chooses not to engage in non-aid and development activities such as welfare activities, evangelism or partisan politics.



**10 YEARS**  
IN THE PACIFIC

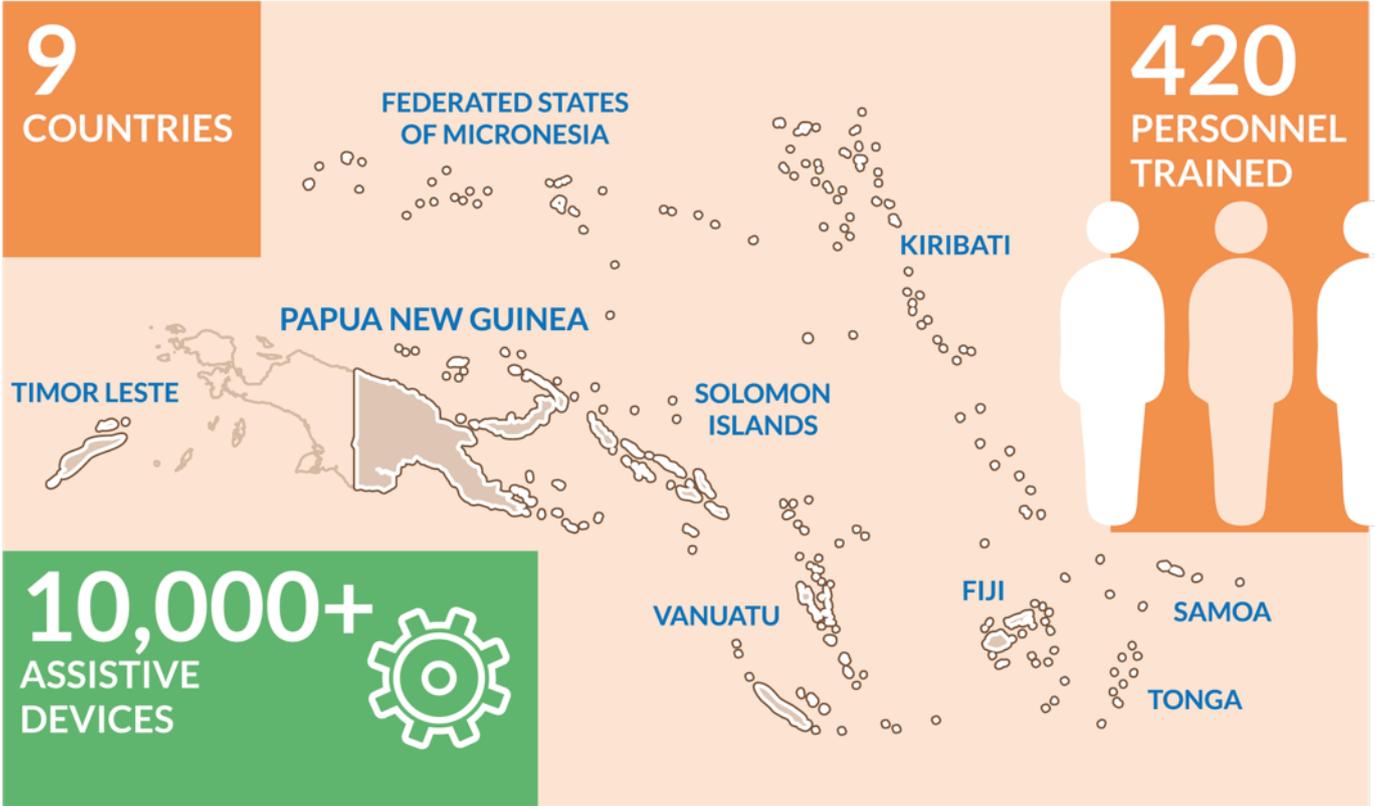


**70**  
PROJECTS



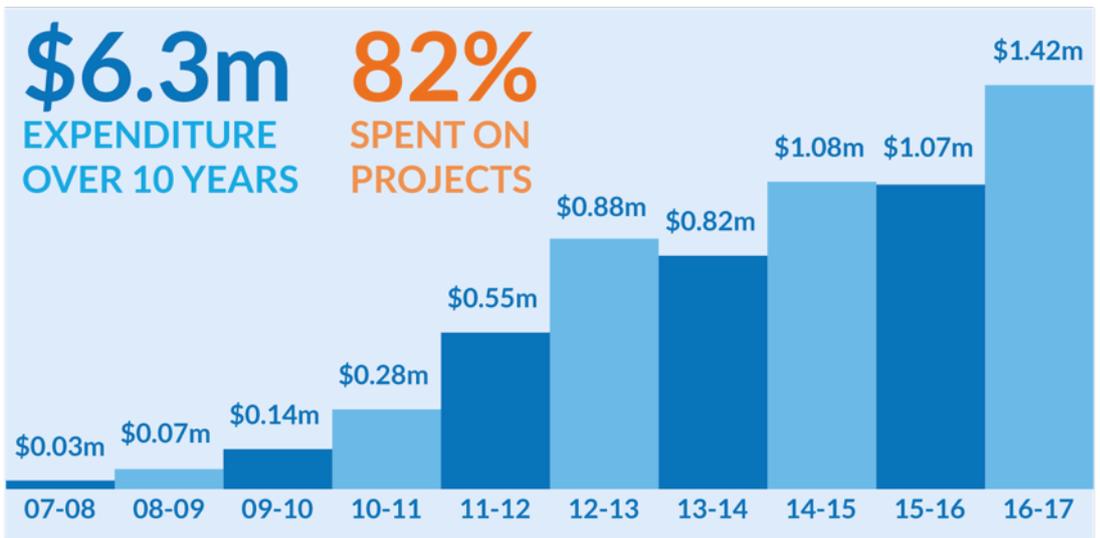
**25**  
LOCAL  
PARTNERS

**9**  
COUNTRIES



**420**  
PERSONNEL  
TRAINED

**10,000+**  
ASSISTIVE  
DEVICES





An estimated 107,884 people need a mobility device across the four countries (Fiji, Kiribati, Solomon Islands and Vanuatu) engaged with our Pacific Mobility Device Service (MDS) project. The diabetic epidemic affecting the region, and resulting complications such as diabetic foot wounds and lower limb amputations means the demand is likely to be significantly higher.

Through this three-year project we aim to strengthen the human resource capacity of service providers and their ability to implement, monitor and evaluate their services; through targeted technical inputs, prioritised by each project partner.

This year, activities and outcomes included:

- Wheelchair service training and/or staff exchanges involving 38 personnel;
- Recruitment of two Solomon Island students to study lower limb orthotics and prosthetics in India;
- Exploration of the Continuous Professional Development needs of personnel to inform a strategy to support ongoing learning;

- Provision of wheelchair tool kits where needed;
- Strengthening of our partners' MDS data systems.

James Kalo is a staff member of Pacific MDS partner, the Vanuatu Society for People with Disability; and this year participated in wheelchair technician training in both Vanuatu and the Solomon Islands.



Having grown up with a disability himself, James is particularly motivated in his role. He says "I can help families understand that their family member with a disability has the same right to enjoy life as everyone else."

The purpose of the Pacific MDS project is to ensure more women, men, girls and boys have access to quality, low cost and appropriate mobility devices through trained local service providers.

Vilisi Beci received a wheelchair during a Pacific MDS training activity in Fiji. This was her first wheelchair since she lost both of her legs due to diabetic foot wounds.



Vilisi shared with our team that the wheelchair has changed her life. She feels stronger and healthier; and stressed that the wheelchair has enabled her to fulfil her role as a woman. She is independent and contributes to the wellbeing and livelihood of her household through her work in the home and selling cakes.

Vilisi is also changing attitudes in the community. She reports that many people tell her "she can do things better than those who have two legs". Vilisi's story highlights how access to assistive technology can change lives, improve health and mobility, empower women and influence community attitudes.

The Pacific MDS project was funded this year by the Australia Government, United States Agency for International Development (USAID) through Management Sciences for Health (MSH), Latter-day Saints Charities (LDSC), June Canavan Foundation, Hacket Foundation, Morris Foundation, Australian Ethical Community Grants, Global Quest, TOPOL, Andrew Todd and the Western Pacific Regional Office of the World Health Organisation.

Our partners have received donations of wheelchairs from the LDSC, Wheelchairs for Kids, Physionet, Cerebral Palsy Alliance and others.



The Samoa Integrated Mobility Device Services (SIMDES) project is a four year (2014 - 2018) collaboration with the National Health Service (NHS) of Samoa.

The project is funded through the Australian Government's Samoa Disability Programme, which is led by the Ministry of Women, Communities and Social Development (MWCSD) and the national DPO, NOLA (Nuanua O Le Alofa).

The Mobility Device Service (MDS) team have been providing wheelchairs and walking aids since the project started the service in 2014. This year, the local team began applying their professional training and utilising new equipment procured through the project to deliver prosthetics and orthotics devices.

A key project achievement has been the establishment of the all Samoan team of trained personnel, equipped with skills and resources, that will enable them to continue to deliver mobility device services in Samoa long after the life of the project.

MDS Prosthetist-Orthotist Posenai Patu joined the MDS team this year after completing three years training at the Cambodia School of Prosthetics and Orthotics.



As a wheelchair user, Posenai understands first-hand the importance of mobility in enabling independence.

Posenai aims to be a role model for his clients; and encourage them to make the most of their abilities. Through his actions, Posenai is able to show what is possible for people with a disability in Samoa.

Diabetic foot care (DFC) services have been operating since June 2015, provided through a multi-disciplinary medical clinic, under the management of Primary Health Care, with orthotics support provided by the MDS.

DFC is a preventative service, aiming to reduce the number of lower limb amputations caused by the complications of diabetes.



After nursing staff have cleaned and dressed the wound, using her orthotic skills and knowledge, MDS orthotist Pauline Savea 'offloads' a client's foot wound to allow for healing to take place.

As of June 2017, 1,104 people with mobility disabilities have accessed the new NHS Mobility Device Service and/or the Diabetic Foot Clinic. 1,555 mobility devices have been provided, out of a total 3,163 mobility devices either procured by or donated to the project.



MA congratulates the MDS team on all of their achievements over the past three years, and looks forward to continuing to collaborate into the future.



# TONGA

Motivation Australia renewed our engagement with partners in the Kingdom of Tonga this year; responding to a request from the Ministry of Health for assistance in strengthening rehabilitation, mobility device and diabetic foot care services.

Working closely with local stakeholders, the design for a three-year Tonga Rehabilitation and Mobility (TRaM) project was developed and approved. Motivation Australia and the Ministry of Health also worked together to recruit two students to begin studies in India in lower limb orthotics and prosthetics, with funding provided by the Australian Government.

We look forward to furthering our partnership with the Ministry of Health in 2017-18 as TRaM commences; to achieve greater access to rehabilitation and mobility devices for people with disabilities, disabling health conditions and the elderly in Tonga.



Consultation workshop with the National Disability Task Force, Tonga.

# TIGRAY

This year Motivation Australia has continued to support the Women with Disabilities in Development Association (WWDAT) of Tigray, Ethiopia in strengthening their organisation.

With over 500 members, WWDAT play an important role in supporting women with disabilities in Tigray including enhanced access to health, education and social services, training and income generation opportunities, and self-help group support.

WWDAT have achieved significant milestones this year including completing a review of their micro-finance project; strengthening support to the four branch member offices and development of a new strategic plan.

Renewal of national registration (the only disability organisation in Tigray to have this) has been a significant step in leveraging influence and WWDAT's transition to a wider range of potential donor assistance as MA's project works towards its conclusion.

# FEDERATED STATES OF MICRONESIA

Motivation Australia visited the Federated States of Micronesia (FSM) for the first time this year.

This was in response to a call by the Western Pacific Regional Office of the World Health Organisation for technical assistance; to support the FSM Department of Health and Social Affairs to analyse the current system of assistive technology (AT) services in FSM and develop a strategy for improving quality and reach of AT service provision in FSM.

Our visit provided an opportunity to understand some of the challenges faced by people with disabilities in this very remote country.



Sirihse Edmond lost her leg in early 2017 due to a diabetic related foot wound. She is using an old, orthopaedic style wheelchair borrowed from her cousin's family, and is unable to afford the cost of travelling overseas to get a prosthetic limb.

Although Sirihse would like to continue to work, she has had to accept medical retirement, as she can no longer access her office.

FSM ratified the Convention on the Rights of Persons with Disabilities in 2016. Local stakeholders were very open in sharing their concerns about the lack of access to assistive technology; and at the same time their determination to improve this situation.

In 2017-18 we will be working with FSM leaders and disability champions to develop a road map for enhancing rehabilitation and AT services.

# ASSISTIVE PRODUCTS TRAINING PACKAGE

The World Health Organisation GATE initiative is striving to improve access to high-quality affordable assistive products globally.

Motivation Australia is consulting to GATE on the development of an Assistive Products Training Package, which is intended to increase effective community-level access to a selected range of assistive products for users living in a broad range of contexts including low, middle and high income settings.

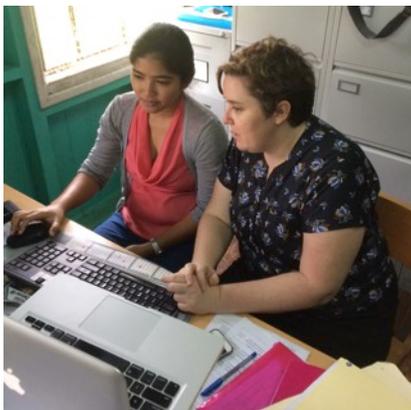


## Monitoring, evaluation and learning

Motivation Australia Monitoring, Evaluation and Learning (MEL) processes help track outcomes, measure impact, and enable us to draw lessons for future activities.

We used a range of MEL strategies and tools throughout the implementation of our 2016-17 projects; and this year our resources have been further developed.

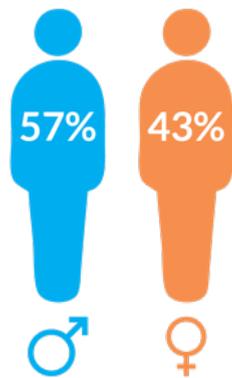
**Data systems:** We have continued to invest in the development of Mobility Device Service (MDS) data systems, working alongside our partners to ensure the MDS data system meets their service management and reporting needs, as well as informs our MEL requirements.



MA Project Officer Katrina McGrath (right) introducing upgraded MDS data system to Jane Savou, SIA MDS Clinical Coordinator.

Through the MDS data system and hard work of our partners maintaining records and entering data, we were better able to track gender, location, types of impairment and other information about people accessing our partner's mobility devices services. This enables us to work with our partners to monitor access to services and respond to barriers to access.

For example, through tracking the gender of those accessing mobility device services in 2016-17, we have evidenced the need for gender specific strategies to improve gender equitable access to services. Gender of those accessing MDS services across 5 partner countries in 2016-17:

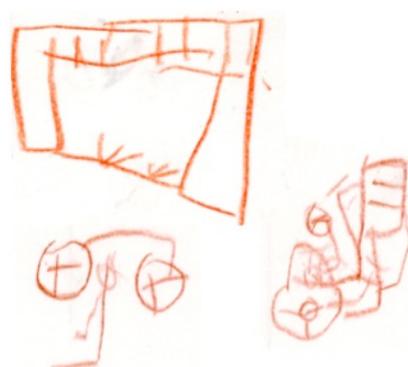


**Project stories:** Motivation Australia personnel take the time during in-country visits to talk with the people directly engaged in our project activities, including personnel and users of mobility devices.

In recognition of a child's right to be heard, this year we trialed and refined a child friendly feedback tool, as we learn about the best way to allow Pacific children to share their experiences.



Before receiving a wheelchair, Samuela, a student at Hilton Special School in Fiji, crawled or waited for someone to help him move. Samuela says he is very happy with his wheelchair as now he can go into the schoolyard and play with his friends. Below is Samuela's feedback picture:



**Qualitative interviews:** In Samoa we initiated a series of interviews with children and adults who have accessed the MDS, established in partnership with the NHS. It is intended for these interviews to inform the final evaluation of the SIMDES project. Interviews were carried out in partnership with NOLA, the National Disabled Persons Organisation; the Ministry of Women, Communities and Social Development (MWCSD); and the NHS.

12 men, 14 women, 2 girls and 2 boys were interviewed by data collectors from NOLA and MWCSD. All stakeholders participated in reviewing the interview data and drawing conclusions.



Suria Apulu and Setu Tiatia interview Alesaga Pipi about his experiences of the Samoa MDS.

MDS clients were overwhelmingly positive about the MDS and emphasised the importance of the service being sustained into the future.

"...the service is of the highest quality; they perform the service quite efficiently..."

"...grateful to Government of Australia and the Government of Samoa for the availability of this service..."

These interviews also highlighted that while access to an appropriate mobility device can have a positive impact on a person's life; systematic barriers (such as lack of accessible environments and attitudinal barriers) continue to challenge inclusion and participation for many.

Phase 2 of qualitative interviews will be undertaken in 2017 with those who have received a prosthetic or long-term orthotic device from the NHS MDS to help inform the project evaluation.

## Our partners

Motivation Australia's work is always carried out in partnership with local organisations including Disabled People's Organisations (DPOs), Government and Non-Government service providers and training institutions. We highly value the experience and local knowledge of our partners, and strive to ensure that our work is led by their priorities.



During 2016-17 we have continued engagement with:

- The Centro Nacional de Reabilitação (CNR), Ministry for Social Solidarity in Timor Leste;
- The Rehabilitation Division, Ministry of Health and Medical Services in the Solomon Islands;
- The Vanuatu Society for Persons with Disability, the Ministry of Health and the Ministry of Justice and Community Services in Vanuatu;
- The Tungaru Rehabilitation Service, Ministry of Health and Medical Services in Kiribati;
- The Spinal Injuries Association, Frank Hilton Organisation, the College of Medicine, Nursing and Health Science at Fiji National University in Fiji, the Physiotherapy Department of the Colonial War Memorial Hospital, and the National Rehabilitation Centre in Fiji;
- Samoa National Health Service, Samoan Ministry of Women and Community Development, and Nuanua O Le Alofa (NOLA), the peak body National DPO in Samoa;
- Women with Disabilities Development Association of Tigray and the Mekele Orthotics and Prosthetics Centre in Ethiopia.

We have also been delighted to engage again and/or initiate partnerships with:

- Department of Health and Social Affairs, Federated States of Micronesia National Government, Department of Health, Pohnpei State Government, the Pohnpei Consumer Organisation and Pohnpei Women with Disability;
- Ministry of Health, Kingdom of Tonga and Naunau 'o e 'Alamaite Tonga Association Inc.;
- National Orthotics and Prosthetics Service, Department of Health, Papua New Guinea.

## Working collaboratively

Motivation Australia values collaboration; and invests in building connections with others in the disability and international development sector.



MA's Lauren Flaherty (second left) with Mobility India training staff Vennila Palanivelu, Govindasamy Sudhakar and Sama Raju; piloting of the WHO Wheelchair Service Training Package TOT modules, Banaglore, India

We particularly value our partnership with the Pacific Disability Forum (PDF), as the peak body and recognised leader for DPO's in the Pacific Region. This year we actively participated in PDF's bi-annual forum; and attended a technical meeting co-hosted by PDF of regional stakeholders gathered to prioritise regional initiatives aimed at realising the rights of persons with disabilities.

The Latter-day Saints Charities (LDSC) continues to be a key collaborating partner. The LDSC provide consistent donations of appropriate wheelchairs and walking aids to many of our service provider partners in the Pacific Region.

Our work in capacity building and training national personnel increases the impact of LDSC wheelchair donations, helping to ensure people receive a wheelchair that fits and suits them. This year Motivation Australia and the LDSC signed a partnership agreement, which articulates our intention to work in close collaboration to agreed standards, for the benefit of our partners and their beneficiaries.

Our partnership with Scope Global and AVI continued this year, supporting two Australian Volunteers for International Development (AVID) placed with our in-country partners.

Close collaboration with suppliers of assistive technology enables Motivation Australia to pass feedback from the field onto suppliers, to contribute to quality improvements. This year we assisted the LDSC in field trials of a new range of wheelchairs.



Jakope Taberanibou who participated in the field trials of the new LDSC wheelchairs in Fiji.

We have also welcomed new opportunities to engage with other organisations supporting disability and rehabilitation in the Pacific, including New Zealand organisations Altus Trust and Seating to Go; and the Australian Member Society of the International Society for Prosthetics and Orthotics, and also from Australia, Cerebral Palsy Alliance.

As well as being a member of ACFID and Code Signatory, we are a member of the Australian Disability and Development Consortium, the Campaign for Australian Aid, the WHO GATE initiative and the International Society of Wheelchair Providers.

## International forums and meetings

Forums and meetings are an important opportunity for us to share our work; advocate for the need for strengthening of rehabilitation and assistive technology services; learn about new initiatives and activities in the sector; and meet face to face with our partners in the Region.

In 2016-17 we participated and or presented at:

- Australian Orthotics Prosthetics Association Congress in Melbourne
- Diabetic Foot Australia: Continuing Professional Development event in Adelaide
- Pacific Disability Forum Conference in Samoa
- Technical meeting in Suva, Fiji on realising the rights of persons with disabilities in the Pacific Region, hosted by the Pacific Disability Forum, Pacific Island Forum Secretariat and International Disability Alliance
- International Society for Prosthetics and Orthotics Conference in Cape Town, South Africa
- ACFID Finance Managers Community of Practice



MA's Katrina McGrath presenting with Mr Matt Malone and Dr David Armstrong at a Diabetic Foot Australia event in Adelaide.



MA prosthetist orthotists Lee Brentnall and Katrina McGrath at the 16<sup>th</sup> ISPO World Congress in Cape Town this year.

## The MA team

Motivation Australia values humanity, inclusion, professionalism and creativity; and we believe this is well represented in our Board, Ambassador, staff and volunteers.

### Board members

The Motivation Australia Board meet quarterly or more often if needed. All Board members have a keen interest in enhancing opportunities for people with a disability in Australia and overseas. Our Board members volunteer their time, and bring to the organisation a valuable and diverse range of skills and experience.

**Dr Lloyd Walker** - Chairperson, BE (Hons) Mechanical; PhD (Bioengineering); CPEng (Biomed) FIEAust; GAICD: Lloyd is the Director of Assistive Technology at the National Disability Insurance Agency (NDIA). Previously he ran his own company (Tech4Life) focused on enabling people through assistive technology. Lloyd continues to lead assistive technology standards work in both Australia and internationally on assistive technology.

**Chris Miller** - Treasurer LLB MBA: Chris has held a range of senior corporate roles in the public, private and not for profit sectors including General Manager of NovitaTech. Chris's roles have focused on systems development, governance and business performance improvement. Chris is a qualified and admitted lawyer.

**Kylie Mines** - Secretary, B.App. Sc. OT: Kylie is the CEO and founder of Motivation Australia. She has worked in the field of disability and international development for more than 25 years. Prior to Motivation Australia, Kylie worked with the UK based Motivation Charitable Trust, living and working in low income countries in Eastern Europe, Asia and Africa.

**David Constantine** - MBE, MDes RCA, FRGS, FRSA: David is Co-Founder and President of Motivation UK. As a wheelchair user and designer, David has in-depth knowledge of the importance of appropriate technology. In 2009 David was awarded an MBE for services to people with a disability.

**Deb Hartley** - BApp. Sc, MPH: With 30 years of experience in international health and development, Deb Hartley brings particular expertise in NGO management and systems development. Deb is the CEO of the Birthing Kit Foundation, an international NGO working in maternal health, in addition to her ongoing work as an independent consultant providing technical advisory and capacity development for a range of NGOs and clients such as ACFID and DFAT.

**Kerry Thomas** - BScOT, Grad Dip Health Management: Kerry has been involved in community based rehabilitation (CBR), disaster and development for 30 years working with local and international NGOs, governments and UN bodies, across Africa, Asia and the Pacific, as well as in Australia. She is Director of interPART (International Partners in Action, Research and Training).

**Peter Stewart** - BNg, MCLinRehab, GAICD, is the CEO of The Paraplegic and Quadriplegic Assoc of SA (PQSA), which incorporates management of a commercial enterprise, HomeCare+. Peter has 25 years' experience in the disability sector via nursing, academic and business management roles.

## Motivation Australia Board



**Dr Lloyd Walker**  
Chairperson



**Chris Miller**  
Treasurer



**David Constantine**  
Motivation UK Co-founder



**Deb Hartley**  
Board Member



**Kerry Thomas**  
Board Member



**Peter Stewart**  
Board Member



**Kelly Vincent MLC**  
Ambassador



**Kylie Mines**  
CEO

## Motivation Australia staff



**Ray Mines**  
Director of Design & Innovation



**Lauren Flaherty**  
Service Development Manager



**Jodie Summer**  
Finance Manager



**Kate Shortt**  
Office Manager



**Lee Brentnall**  
Consultant Prosthetist Orthotist



**Katrina McGrath**  
Clinical Project Officer



**Jolene McCool**  
Admin Support Officer



**Christina Parasyn**  
Inclusive Development Consultant



**Larissa Burke**  
Programme Support Officer



**Hafsa Tmar-Richardson**  
Public Fundraising Officer

### Ambassador

Passionate advocate for the rights of persons with disabilities, politician, actress and playwright Kelly Vincent MLC is our Ambassador. In 2010 Kelly was elected to the South Australian Legislative Council, making history as the first Australian politician to permanently use a wheelchair for mobility; the youngest woman ever elected to an Australian parliament; and the first Australian to be elected on the platform of disability rights.

### Staff

This year our team grew in size to eleven people (FTE 6). Our project staff are ably supported by a strong finance and administration team; with everyone working to support our overall mission.

Thank you to consultants Andrew Congdon, Julian Silveri each of whom supported wheelchair training activities in-country during the year.

Thank you also to Jurek Barszczowski who has worked with MA on the development of the MDS database.

### Clinical technical reference group

Motivation Australia's [Clinical and Technical Reference Group \(CTRG\)](#) is a group of allied health, medical and industry professionals who support the work of our organisation by providing expert advice on request, on a voluntary basis.

### Volunteers

Motivation Australia welcomes professional volunteers, who help us expand the scope of our work and bring fresh ideas into our organisation.

This year, Peter Morrison, Kerry Thomas, Helen Pitt and Joe Byrne continued to provide remote support and guidance to the Women with Disabilities Association of Tigray. In addition, Helen and Kerry self-funded travel to Tigray to work alongside WWDAT board, staff and members.

Thank you to Nalini Natesan who volunteered her podiatry expertise to assist in strengthening diabetic foot management in Kiribati.

We are also highly appreciative of the work of AVID volunteers Richard Freijah and Thato Thupayagale, who worked alongside our partners in Samoa and Fiji respectively, making significant contributions to project activities and overall project outcomes.



AVID volunteer Richard Freijah overseeing the moulding of a Prosthetic socket by the MDS team in Samoa.

MA is also grateful to the many individuals who have assisted us in our fundraising activities this year, including those who rose to the challenge and hosted a 'Dinner4thePacific'. Your efforts are very much appreciated.



We also acknowledge the voluntary work of each of our Board members; as well as the voluntary hours contributed by each member of the MA team over the year.

### Funders and supporters (2016-17)

Motivation Australia's work is only possible through the support of grant funders, private trusts and foundations, commercial organisations, local businesses and clubs, members and private donors.

**Grant funders** - Motivation Australia acknowledges the support in 2016-17 of the Department for Foreign Affairs and Trade (DFAT) through the Australian Non-Government Cooperation Programme; US based Management Sciences for Health; the Latter-day Saints Charities; World Health Organisation; Government of Tonga Ministry of Health; and the International Society of Wheelchair Professionals.

**Private trusts and foundations** – We sincerely thank private trusts and foundations for their support and belief in our work: The Topol Charitable Trust, June Canavan Foundation, The Hacket Foundation, and Australian Ethical Investment.

**Commercial organisations** - Motivation Australia rarely accepts donated, second hand mobility devices as they are largely inappropriate. However, carefully selected new and second hand tools, equipment and assistive technology components can be of immense value.



AVID volunteer Richard Freijah unpacking donated new prosthetic feet at the new MDS in Samoa.

This year we thank Ossur for their very generous supply of over one thousand devices.

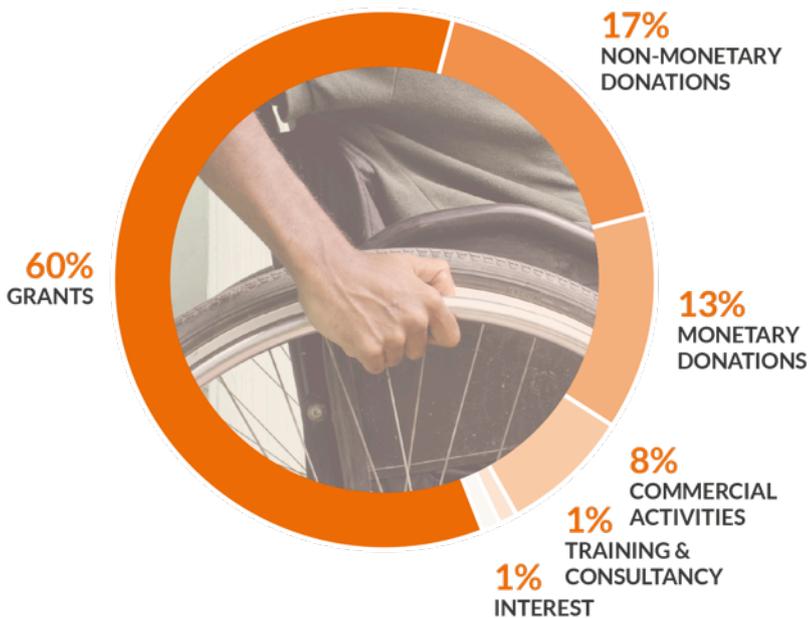
We are also grateful for the donation of professional services and/or products from: NetSuite who have continued to make a significant donation of our business management and accounting software; Codium Custom Software Development; International Research and Evaluation Services; and Microsoft.

**Local businesses and clubs** – Motivation Australia is well supported by businesses and clubs local to our home office in Aldinga, South Australia. This year we thank Goodiesons Brewery, Hither & Yon, Home Grain Bakery, The Green Room on High Street, Brighton Meditation Group, Southern Vales Anglican Parish, and Grill'd Norwood. From further afield; we are also grateful to Diabetic Foot Australia.

**Members and private donors** - Motivation Australia is extremely grateful to all the individuals and organisations who support us through the year through their membership and donations. We appreciate every donation, no matter how small.

This year the following people have been particularly generous with donations of over \$400: Anththony Dent, Belinda Smith, Brendan Renkin, Chris Horwood, Darly and Wendy Teague, Elaine Ogden, Maree Brentnall, Peter Morrison and Kylie Mines.

Motivation Australia is proud to have a growing list of life members including; Seonaid Colderick, Andrew Congdon, Greg d'Arville, Aidan Flaherty, Tim Geraghty, Laurie Gutteridge, Ashley Howlett, Dr Ruth Marshall, Scott Marshall, Chris Miller, Ray Mines, Kylie Mines, Timothy Muecke, Bryan Nicholson, Elaine Ogden, Brendan Renkin, Mark Ridhalgh, Eric Russell, Joyce Shuringa, Keren Shanley, David Simpson, Jodie Summer, Daryl Teague, Wendy Teague, Susan Urquhart, Michael Vawser, Dr Lloyd Walker and Karen Wilson.



## Finance report

Motivation Australia proudly celebrated our 10th birthday this year. In our first decade we have raised \$7.033 million dollars from the Australian Government, private Australian and overseas funders and the Australian public. This has enabled us to achieve amazing results in our mission to enable people with disabilities to stay healthy and mobile, access assistive technology, and achieve full and equal inclusion.

### Year in review

We started the 2016-17 financial year with total equity of \$1.036 million. We continued to build on this with our 2016-17 total income of \$1.033 million, positioning us to spend over \$1.37 million. This is our largest expenditure in a single year to date, with 84% spent directly on our international programmes, programme support and education.

### Summary of closing balance

At the end of June 2017, we realised an operating deficit of \$337 thousand. This was expected, given our large equity balance at the end of 2016 and our plans to spend over 70% of those funds on international programmes in 2016-17. Our equity at the end of the 2016-17 financial year totalled \$699 thousand, of which 43% is held in reserve and restricted to funding international programmes in 2017-18.

## WHERE DID OUR FUNDS COME FROM?

The ability to continue the diversification of our funding sources is an on-going goal for Motivation Australia. Our 2016-17 results supported these efforts with a diverse funding mix.

\$307 thousand (29%) was received from the Australian Government and \$772 thousand (71%) in monetary and non-monetary support from Overseas and Australian private trusts and foundations and continued support from our members and supporters.

**Donations and gifts** - Individuals, foundations, businesses and other organisations continue to make a significant and growing contribution to Motivation Australia. This year we received monetary donations of \$141 thousand, and non-monetary support to the value of \$180 thousand.

The individuals that make up our membership and supporter group continue to show their commitment and support for our work through financial contributions of \$41 thousand. We also gratefully acknowledge receipt of \$100 thousand dollars from South Australia's own Hacket Foundation which wound up their operations after 17 years of supporting children's, education, health and Christian enterprises.

Direct financial support was also received from the Brighton Meditation Group, Diabetic Foot Australia, and the Southern Vales Anglican Parish. We were Norwood's Grill'd 'Local Matters' winner in May and Home Grain Bakery's Charity of the month in June.

Non-monetary donations in the form of donations of quality equipment, materials and travel services for our projects; goods and services for fund raising; professional services and/or software was valued at \$146.5 thousand. Volunteers contributed over 1 thousand hours of time (equivalent to \$33.5 thousand) to our projects and fund raising.

**Grants** - In 2016-17 we received \$307 thousand from the Australian Government through the Department of Foreign Affairs and Trade (DFAT) and the Australian Non-Government Organisation Cooperation Program (ANCP).

Motivation Australia is also supported by trusts, foundations, businesses and other not for profit organisations in both Australia and overseas.

This year we received \$35 thousand in grants from Australian funders: June Canavan Foundation, The Hacket Foundation, and Australian Ethical Investment. Over \$304 thousand was received from overseas: Management Science for Health, Latter-day Saints Charities, World Health Organisation, Government of Tonga Ministry of Health, International Society of Wheelchair Professionals, and The Topol Charitable Trust. The vital support from these Non-Government and/or overseas funders reached an all-time high in 2016-17.

**Commercial income** - The sales of sports wheelchairs, wheelchairs, cushions and spare parts to customers in Australia and New Zealand generated \$90 thousand of income, of which we realised a profit of \$32 thousand after associated costs. This profit is used to support our international programmes.

**Investment income** - The investment of grant funds resulted in the receipt of over \$10 thousand in bank interest.



## HOW WERE OUR FUNDS SPENT?

Motivation Australia spent in excess of \$1.37 million this year. \$1.1 million (81%) was invested directly in our international programmes (of which \$998 thousand was directly funded and \$120 thousand was in the form of gifts-in kind and professional volunteer input). The remainder of our aid and development expenditure went to programme support and education (3%), administration (7%) fundraising (4%), commercial activities (1%) and non-monetary expenditure not directly attributable to programmes (4%).

**International programmes** - Motivation Australia carried out partnership projects in seven Pacific Region countries, including initiating work in the Federated States of Micronesia for the first time (\$19 thousand); implementing the fourth year of our Samoa Integrated Mobility Device Service project (\$497 thousand); and launching a new ANCP funded project 'Strengthening Mobility Device Services in the Pacific' targeting Fiji, Kiribati, Solomon Islands and Vanuatu (\$300 thousand). We have also continued support of the Women with Disabilities Association of Tigray (\$7.8 thousand).

**Community education** - Motivation Australia educates the community about the importance of international development through our website, Facebook, and member updates.

\* Not directly attributable to programmes

**Fund raising costs** - Our fund-raising costs are related to our efforts to attract donations from the Australian Public, the Australian Government and the private sector.

**Accountability and administration** - Expenditure for accountability and administration include audit fees, insurance premiums, registration and membership with governing bodies such as the Australian Council for International Development and office running costs. It also includes the personnel cost for administration, finance and governance activities essential for ensuring the efficiency and accountability of our organisation as well as compliance with relevant Australian regulations.

**Commercial activities** - costs associated with the sale of sports wheelchairs, wheelchairs, cushions and spare parts to customers in Australia and New Zealand include purchasing products, shipping the products, and personnel costs.

The pie charts above and on the previous page, show the different categories of our income and expenditure as a proportion of the totals. Each category comes from the summary financial statement and is based on ACFID Code of Conduct definitions.

## How you can support us

Please continue to support us in enabling people with disabilities to be healthy and mobile, access assistive technology, and achieve full and equal inclusion. Share information about us with your families, friends and colleagues.



Click DONATE above to make a tax deductible donation to Motivation Australia or go to [www.motivation.org.au](http://www.motivation.org.au); or make a bank transfer to BSB 633000 Account Number 138797626



To find out more, become a member, join our mailing list, or raise an issue call us on + 61 (0)466 833 708; or send us an email at: [info@motivation.org.au](mailto:info@motivation.org.au) For current volunteering opportunities please visit [www.motivation.org.au](http://www.motivation.org.au)

## Summary financial statements

Motivation Australia Development Organisation  
ABN 55935512893

Summary Financial Report  
For the year ended 30 June 2017

<b>STATEMENT OF INCOME AND EXPENDITURE FOR THE YEAR ENDED JUNE 30th 2017</b>		
	<b>2017 (\$)</b>	<b>2016 (\$)</b>
<b>INCOME</b>		
<b>International Aid &amp; Development</b>		
Donations and gifts		
Monetary	141,574	88,463
Non-monetary	180,041	119,720
Grants		
Department of Foreign Affairs and Trade (DFAT)	307,612	692,000
Other Australian Grants	35,000	85,330
Overseas Grants	304,232	48,769
Commercial Activities income	90,816	9,815
Investment income	10,378	16,619
Other income	9,611	18,790
<b>TOTAL INTERNATIONAL AID &amp; DEVELOPMENT INCOME</b>	<b>1,079,264</b>	<b>1,079,506</b>
<b>Domestic Aid &amp; Development</b>		
Other income	-	16,784
<b>TOTAL DOMESTIC AID &amp; DEVELOPMENT INCOME</b>	<b>-</b>	<b>16,784</b>
<b>TOTAL INCOME</b>	<b>1,079,264</b>	<b>1,096,290</b>
<b>COST OF SALES</b>	<b>45,579</b>	<b>4,400</b>
<b>GROSS INCOME</b>	<b>1,033,685</b>	<b>1,091,890</b>
<b>EXPENDITURE</b>		
<b>International Aid &amp; Development</b>		
International programs		
Funds to international programs	998,096	750,332
Program support costs	32,793	57,271
Community education	5,445	4,849
Fundraising costs		
Public	17,322	15,917
Government, multilateral and private	32,978	4,387
Accountability and Administration	87,993	91,186
Commercial Activities	16,221	7,991
Non-Monetary Expenditure	180,041	119,720
<b>TOTAL INTERNATIONAL AID &amp; DEVELOPMENT EXPENDITURE</b>	<b>1,370,889</b>	<b>1,051,652</b>
<b>Domestic Aid &amp; Development</b>		
Other expenditure	-	13,305
<b>TOTAL DOMESTIC AID &amp; DEVELOPMENT EXPENDITURE</b>	<b>-</b>	<b>13,305</b>
<b>TOTAL EXPENDITURE</b>	<b>1,370,889</b>	<b>1,064,958</b>
<b>EXCESS / (SHORTFALL) OF INCOME OVER EXPENDITURE</b>	<b>(337,204)</b>	<b>26,932</b>

### Full financial statements

This report includes a summarised version of the audited full financial statements. For a better understanding of the entity's financial performance and position the summarised financial report should be read in conjunction with the unabridged financial report. A copy of the full financial statements is available on our website at [www.motivation.org.au](http://www.motivation.org.au) or may be requested by emailing [info@motivation.org.au](mailto:info@motivation.org.au)

<b>STATEMENT OF FINANCIAL POSITION AS AT 30th JUNE 2017</b>		
	<b>2017 (\$)</b>	<b>2016 (\$)</b>
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash and cash equivalents	740,501	1,087,518
Trade and other receivables	37,219	49,791
Inventory	4,886	3,641
<b>Total Current Assets</b>	<b>782,606</b>	<b>1,140,950</b>
<b>Non Current Assets</b>		
<b>Total Non Current Assets</b>	-	-
<b>TOTAL ASSETS</b>	<b>782,606</b>	<b>1,140,950</b>
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Trade and other payables	15,679	13,634
Borrowings	-	-
Current tax liabilities	16,046	59,685
Other financial liabilities	3,245	6,243
Provisions	45,736	24,787
<b>Total Current Liabilities</b>	<b>80,706</b>	<b>104,349</b>
<b>Non Current Liabilities</b>		
Provisions	2,503	-
<b>Total Non Current Liabilities</b>	<b>2,503</b>	-
<b>TOTAL LIABILITIES</b>	<b>83,209</b>	<b>104,349</b>
<b>NET ASSETS</b>	<b>699,397</b>	<b>1,036,601</b>
<b>EQUITY</b>		
Opening retained earnings	1,036,601	1,009,669
Excess of income over expenditure for the year	<b>(337,204)</b>	26,932
<b>TOTAL EQUITY</b>	<b>699,397</b>	<b>1,036,601</b>

At the end of the financial year, Motivation Australia had no balances in the Assets held for sale, Other financial assets, Investment property, Intangibles, Other non-current assets, Current and non-current borrowings, and non-current other financial liabilities categories. During the financial year, Motivation Australia had no transactions in the International Political or Religious Adherence Promotion Programs category.

The Summary Financial Reports have been prepared in accordance with the requirements set out in the voluntary, self-regulatory Australian Council for International Development (ACFID) Code of Conduct. More information on the code can be obtained by referring to the ACFID website at [www.acfid.asn.au](http://www.acfid.asn.au)

#### **Full financial statements**

This report includes a summarised version of the audited full financial statements. For a better understanding of the entity's financial performance and position the summarised financial report should be read in conjunction with the unbridged financial report. A copy of the full financial statements is available on our website at [www.motivation.org.au](http://www.motivation.org.au) or may be requested by emailing [info@motivation.org.au](mailto:info@motivation.org.au)



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**INDEPENDENT AUDIT REPORT**  
**TO THE MEMBERS OF**  
**MOTIVATION AUSTRALIA DEVELOPMENT ORGANISATION INC**

**OPINION**

We have audited the Summary Set of the financial reports of Motivation Australia Development Organisation Inc which comprises the statement of financial position as at 30 June 2017 and the statement of income and expenditure for the year then ended. The summary set of Financial Reports has been prepared in accordance with the requirements set out in the ACFID Code of Conduct. For further information on the Code please refer to the ACFID Code of Conduct Implementation Guidance available at [www.acfid.asn.au](http://www.acfid.asn.au).

In our opinion, except for the qualification in the Basis for Qualified Opinion paragraph the accompanying summary set represents fairly, in all material respects, the financial position of Motivation Australia Development Organisation Inc as at 30 June 2017 and of its financial performance for the year then ended in accordance with the accounting policies described in Note 1 to the financial statements, and the requirements of the Associations Incorporations Act 1985 (as amended).

**Independence**

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report. We are independent of the Association in accordance with the ethical requirements of the Accounting Professional and Ethical Standards Committee's APES 110 *Code of Ethics for Professional Accountants* ("the Code") that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

**Basis for Qualified Opinion**

Cash donations and memberships are a significant source of revenue for the association. The association has determined that it is impracticable to establish control over the collection of such revenue prior to the entry into the financial records. Accordingly, the audit procedures in relation to this income have been restricted to the amounts recorded in the financial records. We are therefore unable to express an opinion whether cash sales and memberships the association received are complete.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

**Emphasis of Matter – Basis of Accounting**

We draw attention to Note 1 to the financial report, which describes the basis of accounting. The financial report has been prepared to assist the association to meet the requirements of Associations Incorporations Act 1985 (as amended). As a result, the financial report may not be suitable for another purpose. Our opinion is not modified in respect of this matter.

**Responsibilities of the Committee for the Financial Report**

The committee is responsible for the preparation and fair presentation of the summary set of the financial report in accordance with the financial reporting requirements of the Associations Incorporations Act 1985 (as amended) and for such internal control as the committee determines is necessary to enable the preparation and fair presentation of a financial report that is free from material misstatement, whether due to fraud or error.

In preparing the summary set of the financial report, the committee is responsible for assessing the association's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the committee either intends to liquidate the association or to cease operations, or have no realistic alternative but to do so.

The committee is responsible for overseeing the association's financial reporting process. The committee of the association is responsible for the preparation of the financial report on the basis prescribed by ACFID.

**Auditor's Responsibilities for the Audit of the Financial Report**

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the association's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the committee.
- Conclude on the appropriateness of the committee's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the association's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the association to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



S P GRAETZ  
Adelaide



MESSENGER ZERNER PTY LTD  
Chartered Accountants

Dated 25 day of October 2017

## Statement of the board of governors

In the opinion of the committee this statement of receipts and payments presents fairly the statement of receipts and payments of Motivation Australia Development Organisation Incorporated, as at 30 June 2017 and its performance for the year ended on that date.

Signed on behalf of the Board of Governors:



Dr Lloyd Walker – Chairperson  
19th October 2017



Chris Miller – Treasurer  
19th October 2017