

JAARVERSLAG EN JAARREKENING 2010

**STICHTING MEDAIR NEDERLAND
AMERSFOORT**

Stichting Medair Nederland, Amersfoort

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Medair Netherlands

Report of the Board

Year 2010

March 2011

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1 GENERAL

1.1 Medair general information.

1.1.1 Who we are ?

About Medair International

Medair brings life-saving relief and rehabilitation in disasters, conflict areas, and other crises by working alongside the most vulnerable.

Our mission is to seek out and serve the most vulnerable people affected by crises, particularly the forgotten men, women, and children who live in difficult-to-access regions in Africa, the Middle East, and Asia.

We are a Swiss non-governmental organization (NGO), with internationally recruited staff that is motivated by their Christian faith to care for people in need. Our work is compassionate and practical, providing life-saving care and support that upholds the dignity and independence of every person, regardless of race, religion, or politics.

We are focused on using our funds with integrity, ensuring maximum efficiency and accountability for all our programmes. We provide a flexible range of relief and rehabilitation services, with expertise in health care, water and sanitation, and shelter and infrastructure. Our quality management system is certified to the ISO 9001:2000 standard worldwide.

Since 1989, our work has made a profound difference for millions of people, enabling lives to be saved and sustained for a better future. Together with our donors and partners, our unwavering commitment continues to bring hope to the world's most vulnerable.

1.1.2 What we do

Medair responds to natural disasters, conflicts that uproot communities, and crises such as drought or disease. Our core competencies are emergency relief – responding rapidly to save lives in a crisis – and rehabilitation – restoring vulnerable communities in the wake of a crisis. Our ability to provide life-saving care is enhanced by flexible multisectoral expertise including health services, water and sanitation, and shelter and infrastructure.

Medair serves the world's most vulnerable people, who are identified by the seriousness of their needs. For Medair, this often means travelling to remote and hard-to-reach locations to assist the most underserved populations.

All of our activities are bolstered by a persistent focus on training and capacity building that stimulates self-sufficiency and nurtures independence. Being accountable to our beneficiaries is a vital component of our programme design and implementation. We do not travel to distant countries to impose our will; we come to compassionately serve the most vulnerable, to listen to their needs, and work alongside them to find the best solutions.

1.1.3 Medair International statutes

TITLE I: FORM - AIM - NAME - HEADQUARTERS - DURATION

Article 1: Form

A non-profit association is formed and is ruled by articles 60 and following of the Swiss "Code Civil" and by the present statutes. The Association is a non-governmental, non-profit and politically independent organization.

Article 2: Aim

The Association is pursuing a charitable and humanitarian aim, with a mission to respond to human suffering in emergency and disaster situations by implementing multisectoral relief and rehabilitation projects, in a compassionate and serving attitude inspired by its Christian ethos.

Medair's activities will consist of:

- providing qualified technical assistance to respond to human suffering in emergency and catastrophic situations.
- co-operating with transportation services, contractors and other organizations used to operate in places hit by disasters (famine, epidemics, wars, ...).
- gathering or purchasing and transporting relief material and goods to the distressed countries.
- training of national personnel in those countries.
- training of emergency volunteers in Europe.
- and generally, everything that is related, contributes and helps the achievement of these activities and of others which could be connected to it.

Article 3: Name

The Association's name is: Medair.

Article 4: Headquarters

The Association's headquarters are located in the Canton of Vaud, at Chemin du Croset 9, 1024 Ecublens, Switzerland.

Article 5: Duration

Its duration is unlimited.

1.2 Medair Netherlands General information

"Stichting Medair Nederland" is a Dutch foundation with its basis in Amersfoort. Medair Netherlands is affiliated with Medair Switzerland.

1.3 Goals and objectives Medair Netherlands

The "Stichting Medair Nederland" has as goal to support and contribute to humanitarian help provided by Medair Switzerland in emergency and rehabilitation situations by:

- Communication
- Fundraising

- Recruitment of field staff
- Prayer support
- Any other activities that support this goal

1.4 Key strategies and activities

1.4.1 Communication

Medair Netherlands will focus on increasing awareness of Medair with help of the following strategies and activities

- Advertising
- Keeping in touch with the existing network of ex-field staff
- Being present at relevant fairs and exhibitions
- Publishing of Newsletters
- Giving of presentations at relevant meetings
- PR activities and media relations

1.4.2 Fundraising

Medair Netherlands will focus on generating funds for the work of Medair in the programme countries with help of the following strategies and activities

- Church strategy: identify churches that will donate to Medair on a regular basis
- Major private donors strategy: identify major private donors that will donate funds to Medair on a regular basis
- Network of former field staff (Fanraising strategy): Use the network of former field staff to generate potential donors, giving churches, businesses & schools
- Publish and distribute fund appeals on a regular basis to generate gifts
- Foundations. Approach relevant foundations for funding for Medair's activities.

1.4.3 Recruitment

Medair Netherlands will focus on recruiting field staff with help of the following strategies and activities

- Former field staff actively promoting Medair within their church and networks and looking for recruitment possibilities
- Presence on Dutch recruitment websites (listing vacancies / banners / links)
- Hold ROC info evenings
- Attended events with a stand
- Giving presentations

Medair Netherlands will also cooperate with and assist Medair Switzerland with the following staffing/recruitment activities:

- Before departure:
 - Address, e-mail, tel, blog/website
 - Date of birth
 - Church the staff belongs to in the Netherlands
 - During field assignment:

- Dates of vacation / contract break, especially when staff is planning to stay in the Netherlands
- Upon return:
 - Debrief information document (life time value for field staff)

1.4.4 Prayer support

Medair Netherlands is contributing to an organized prayer network that supports field staff and field projects.

1.5 Legal Structure

Medair Netherland is an independent foundation and is strictly non-profit. The board of Medair Netherlands is responsible for the overseeing of the strategies, activities and use of funds.

1.6 Composition of employees and board.

Medair Netherlands had two paid positions (1,53 FTE average) in its office in the year 2010:

- National Coordinator (0,6 FTE). Key responsibilities: Recruitment, prayer network, relation with (former) field staff, relation with HQ, office management, finances.
- Communicator/Fundraiser (1,0 FTE). Key responsibilities: Communication, HQ relations, fundraising and general activities. This function was 0,8 FTE until april 2010. After April 2010 this was raised to 1,0 FTE.

The board of Medair consists of at least 3 members with at least the following responsibilities: Chairman, Secretary and Treasurer.

The board members are non-paid volunteers.

Board Changes. Many changes happened in the board in the year 2010. Arie de Boer left the board early in the year as chairman, Klaas van Mill took over as Chairman from Arie. Klaas has a corporate background, after which he spend two years as a Country Director for Medair in Southern Sudan.

Wendy van Amerongen took over as secretary of the board from Francine de Rijcke, Wendy also worked for Medair in Southern Sudan and has a communications/PA background.

Arjen Tompkins is now the treasurer of the board, also since early in the year 2010. He has a financial background, is tax advisor and has great affinity with the work of Medair.

Petra Joosse also joined the board in the year 2010. She is a (child) psychologist, also with many years of Medair field experience.

The new board is full of energy and very committed to standing by the most vulnerable in crisis/emergency areas.

At the end of 2010 the board had the following members:

- Klaas van Mill Chairman
- Wendy van Amerongen Secretary
- Arjen Tompkins Treasurer
- Randall Zindler General board member

- Petra Jousse General board member
- Hans Guido Rietkerk: General board member

We foresee another change in the board, since Randall Zindler will leave the Medair Organisation in early 2011. We will work with HQ to find suitable replacement. It is our aim to find a suitable person from HQ to join the Dutch board.

1.7 Statutes

The statutes have been reviewed and updated in November of 2010. The goals and objectives for Medair Netherlands have not changed. The new statutes give more clarity and facilitate easier decision making for the Board.

2 INFORMATION RELATED TO ACTIVITIES AND FINANCIAL POSITION

2.1 Key activities and related financials

As discussed under point 1.4, Medair NL undertakes the following key activities:

- Communication
- Fundraising
- Recruitment of field staff
- Prayer support

Medair International in Switzerland does have the following split in operating expenses:

	2010	2009
Humanitarian expenses direct	83.3%	80.5%
Humanitarian expenses indirect	6.5%	6.3%
Administration	4.3%	7.1%
Fundraising	6.2%	5.8%

2.2 Fundraising costs Netherlands

We can specify our fundraising costs the following way:

- Direct personnel costs – personnel directly working on fundraising
- Direct fundraising costs related to fundraising activities
- A share of the general office costs

The fundraising costs are specified in the annual report. The fundraising costs have gone up in 2010 compared to 2009, and are expected to raise further in 2011. This is related to the board strategy to invest in a new fundraising strategy with the aim to raise the income from fundraising substantially.

In our new strategy we expect fundraising costs to go down as a % of the income from the year 2012 and to reach a more acceptable level of in between 10-15 %

Comparison of fundraising costs versus income for 2009 to 2011:

Year	<u>2009</u>	<u>2010</u>	<u>proj 2011</u>
Fundraising as a % of raised funds	11,9 %	15,7 %	20,0 %
Fundraising as a % of total income	11,9 %	11,8%	16,7 %

2.3 Fundraising strategy

A thorough review of the fundraising strategy and planning took place in the second half of the year 2010. The focus was on how to grow our fundraising income, and being more efficient and effective in our fundraising tools. A new Medair NL identity was approved at the end of 2010. The new strategy will start to be implemented in the year 2011. Unfortunately this will lead to some one-time investments.

Overarching goal is to grow income in order to serve more of the most vulnerable at a more effective cost.

The restricted funds received in the year 2010 have been send to Medair Switzerland or are reserved to be send to Switzerland. The unrestricted funds have been necessary to cover the running costs of the organisation, in the year 2010 regretfully no unrestricted funds were available to send to Switzerland.

2.4 Link to financial report

During the year 2010 an amount of € 186.233 could be forwarded to Switzerland in order to support the work of Medair International. This represents a growth of 18 % versus the year 2009.

2.5 Strategy in relation to specific areas

2.5.1 Reserves

Our aim is to keep a general reserve at the amount of € 30.000, which would cover about one quarter of the annual running costs of the organization. Any additional funds will be forwarded to Medair in Switzerland. The board does not see any necessity to maintain any higher reserves.

2.5.2 Investments

During the year 2010 no investments in inventory have been made.

2.5.3 Volunteers

Medair Netherlands is partly dependant on volunteers. Especially for the organization and implementation of Medair's presence at fairs and events volunteers are used. We have a policy of not paying our volunteers, with the exception of payment of incurred travel costs when relevant and needed.

2.5.4 Communication

Our communication strategy focuses on creating a platform and awareness for the work that Medair is doing. The last years a development is seen that more and more questions are raised over the effectiveness and efficiency of development work in general. Our aim is to continue to communicate the need for and the effectiveness/efficiency of emergency response in particular. Our main message is that emergency response is directly saving lives every single day.

3 INFORMATION RELATED TO EMPLOYEES AND THE BOARD

3.1 Tasks and responsibilities of the board

The board of Medair Netherlands is responsible for all activities, operating expenses and use of income of Medair Netherlands.

Within the board a good division of tasks has been made, a chairman, a treasurer and a secretary have been appointed, whilst the other board members have other individual tasks in the board.

The board meets in general 4-6 times per year. A good link with the Swiss Medair Headquarters has been secured since Randall Zindler, CEO of Medair is a board member of Medair Netherlands.

3.2 Salary and cost structure of the board and employees

All board members are non-paid by Medair Netherlands. Both employees are paid staff. Salaries are benchmarked with the scale of the CAO – Welzijn and are adjusted yearly. Performance reviews are done on a regular basis by the Chairman.

3.3 Board selection process

When a vacancy is coming up in the board – and the board decides to fill the vacancy - all board members and Medair Netherlands staff are asked to come up with names for potential new board members. The existing network of Medair ex-field staff is also used for this.

When a list of potential candidates is ready, the board meets and makes a shortlist of candidates on the basis of a) Needs within the board b) Background and expertise of the potential candidates.

The shortlist of candidates is then contacted for interviews with one of the board members to check availability and more importantly suitability.

The outcome of those interviews is reviewed (in a meeting or via mail) with all the board members and one or two candidates are invited for a second interview with a different board member. When a conclusion is reached by the board after the second interview the chairman officially invites the selected candidate to become a board member and the new board member is installed in the board in the next board meeting.

Board members have a general term of 3 years, which can be extended once for another 3 years.

4 BOARD REPORT 2010

Medair was founded 21 years ago in 1989 and has a passion for serving the most vulnerable in crisis. Unfortunately we have to conclude that there is still a need for an organization like Medair. The year 2009 started off with a massive earthquake in Haiti. The impact on the population that did not have a lot of its own coping mechanisms was devastating. Medair responded quickly with a structural shelter programme. There were many other crisis in the year 2009. The Pakistan floods, and the ongoing unrest in the country of Sudan, which is preparing itself for a referendum on the independency of the South.

Over the last 21 years Medair has matured significantly and has seen great changes. Medair has developed into a humanitarian organization that provides both short-term emergency relief and longer term rehabilitation. From the initial 5 volunteers, Medair now has well over 1.000 paid staff working on four continents. Medair has worked in 29 vulnerable counties and has been blessed with generous financial support from numerous funding partners and individuals. Millions of lives have been saved or sustained with our support.

Medair Netherlands continues to support the work of Medair International by creating awareness for the need of emergency response, by recruiting field staff, by praying for the work and staff of Medair and by raising funds to make the work of Medair possible.

We fully support the core values of Medair in our work in the Netherlands and we try to do our work for Medair with the values in mind:

- Compassion
- Hope
- Accountability
- Dignity
- Integrity
- Faith

4.1 Summary of activities in 2010

4.1.1 Medair International

Medair Netherlands is proud to have been able to support the important work of Medair International.

Here some key statistics for the year 2010:

- Over 4.4 million beneficiaries
- 9 country programmes
 - Afganistan
 - D.R. Congo
 - Indonesia
 - Madagascar
 - Somalia/Somaliland
 - Sudan – Southern States
 - Sudan – Northern States

- Haiti
 - International headquarters in Ecublens, Switzerland with 63 support staff
 - Affiliate offices in France, Germany, the Netherlands, UK and USA.
 - 110 International recruited staff in the field
 - 940 National staff
 - 31 nationalities represented amongst Medair staff.

4.1.2 Medair Netherlands

The year 2010 proved to be a challenging year for Medair Netherlands. Some key influences impacted Medair Netherlands in this year:

- Economic Crisis impacting giving behaviour, creating a tough fundraising environment, with many (Christian) actors on the “giving market”
- Ongoing professionalization of the sector
- With exception of Randall Zindler, a whole new board started in the year 2010. The new board concluded quite soon that the level of income, in relation to the costs is not significant enough to continue with Medair in the Netherlands. The board decided to develop a new growth strategy in order to deliver a more significant (and efficient) contribution to the work that Medair is doing.
- Staff changes. The two staff members that served Medair in 2009 and before both decided to leave Medair Netherlands, and for good reasons. Both of them are now working in Africa again for an NGO, one of them for Medair in Sudan.

Medair Netherlands reacted to these factors with, amongst others, the following key actions:

- Preparing a new fundraising strategy and positioning of Medair on the Dutch market
- Setting more challenging goals for the future
- Recruitment: starting to shift the focus to recruitment of experienced and more professional field staff
- Recruitment for new board members.

4.1.3 Results

Our financial contribution to Medair has grown; our contribution to Medair International did grow versus 2009 by 18 % in a difficult climate. We have also contributed significantly to recruiting international field staff for Medair.

4.2 Way of control over strategy and implementation

During the year 2010 5 board meetings were held. Prior to all the board meetings a detailed update by the two staff members was made to the board with a key update on the progress of Communication, Fundraising, Recruitment and prayer.

Next to this, the staff of Medair Netherlands reports directly to the board. Specifically to the Chairman of the board. The Chairman of the board has made visits on a regular basis to the Medair office to have meetings with the two staff members.

4.3 Meetings and meeting reports

The board met in the year 2010 on the following dates:

-
- 2010.1 February 1, 2010 (Klaas van Mill took over as Chairman)
 - 2010.2 March 31, 2010 (Arjen Tompkins joined the Board)
 - 2010.3 May 31, 2010
 - 2010.4 August 25, 2010
 - 2010.5 October 20, 2010 (Wendy van Amerongen/Petra Joosse joined the board)

Meeting reports have been made and have been signed for all the board meetings.

5 VISION 2011 AND FUTURE

In Medair we know we face a future full of untold challenges as crisis continue to happen and the world continues to change. Our mission in Medair Netherlands is to make a significant contribution to the work of Medair International – serving the most vulnerable. Our aim for the next 5 years is to make our contribution more significant. This contribution is not only financial, but also in people and prayer ! As a small NGO in the Netherlands we will have to become more smarter and more professional in our communication, recruitment and fundraising activities. We will have to become more creative and put our focus on effective and efficient actions that really have an impact.

5.1 Budget, strategy and key activities 2011

The year 2011 will be a year of transition. Transition into the new strategy that was developed in the year 2010. A clear 5 year plan was developed and this strategy will gradually be implemented in the year 2011. There are a couple of central elements in the new strategy:

- Clearer focus on Emergency. The key headline for Medair NL will be:
 - IN CASE (your case) OF Emergency
- New Fanraising (& fundraising) strategy. We will invest first of all in our network of Medair FANS...and will aim at using them more and more in our fundraising strategy
- Our communication : Our key goal is to STAND OUT. A a small organisation we will have to be smart. We will also invest in using guerrilla markeing and the use of social media.
- Invest in new CRM & financial systems & tools
- Our recruitment strategy will remain fairly unchanged, and will continue to focus on recruiting experienced field staff

Our budget for the year 2011 is the following:

Donations restricted	200,000
Donations unrestricted	125,000
Total Donations	325,000
Other income	65,000
Total income	390,000
Donations to third parties (Medair Switzerland)	200,000
Recruitment of volunteers	29,000
Communication	80,000
Costs of Fundraising	65,000
Other general expenses	15.000
Total expenses	389,000
Result	1,000

5.2 Expected income

Our planned income from fundraising for the year 2011 is at the level of 325.000 Euro. We realize this is a high number. Achievement of this high goal is very dependant on especially the major institutional donors like EO metterdaad.

5.3 Use of funds and reserves

The aimed general reserve of € 30.000 should be reached, any excess income will be forwarded to Medair Switzerland.

5.4 Fundraising costs

Unfortunately our fundraising costs are planned to go up in the new year – in order to achieve the higher targets and to make the needed one-time investments in the new strategy. Our aim is to bring them down after 2011 to a more reasonable level of 10-15 %.

6 MEDAIR INTERNATIONAL

6.1 Relation with Medair International

Our relation with Medair International has been an issue in the past. Communication has not always been clear and tensions did arise at many occasions. In the year 2010 we made a fresh start in our relation with Switzerland. Our relation with HQ is now great.

On a more formal note: We clearly are affiliated with Medair International. However this relationship had to be more formalized. Some of the preparation work has already been done in the year 2009, we have formalized both an official affiliate agreement and a trademark agreement in the year 2010.

6.2 International cost for fundraising in the Netherlands

Medair International is not contributing financially to the fundraising activities in the Netherlands.

7 CONCLUSION – GOING THE EXTRA MILE

Medair is about going that extra mile. To serve and stand alongside the most vulnerable people in their most difficult times. That is our mission. As an NGO, we recognize that we have the power to effect major changes in people's lives and in their communities. With that power comes also the responsibility to conduct ourselves with humility, and with respect for the people that Medair is assisting. A respect that makes us accountable to them for our actions.

It is my wish that also the people involved in Medair Netherlands keep this accountability in mind next to the accountability to our donors.

We know that the work of Medair Netherlands would not be possible without the generous giving of our donors. We would like to thank them for their gifts.

JAARREKENING 2010

**STICHTING MEDAIR NEDERLAND
AMERSFOORT**

1 BALANS PER 31 DECEMBER 2010

ACTIVA

		<u>31 december 2010</u>		<u>31 december 2009</u>	
		€	€	€	€
VASTE ACTIVA					
Materiële vaste activa	(1)		0		907
VLOTTENDE ACTIVA					
Vorderingen en overlopende activa	(2)		25.549		3.226
Liquide middelen	(3)		<u>47.172</u>		<u>53.383</u>
Totaal activa			<u><u>72.721</u></u>		<u><u>57.516</u></u>

PASSIVA

RESERVES EN FONDSSEN					
Overige reserves		29.016		5.091	
Bestemmingsfondsen		<u>20.404</u>		<u>45.714</u>	
			49.420		50.805
KORTLOPENDE SCHULDEN					
Overige schulden	(5)		<u>23.301</u>		<u>6.711</u>
Totaal passiva			<u><u>72.721</u></u>		<u><u>57.516</u></u>

Stichting Medair Nederland, Amersfoort

2 STAAT VAN BATEN EN LASTEN OVER 2010

		Actual 2010	Budget 2010	Actual 2009
		€	€	€
BATEN				
Baten uit eigen fondsenwerving	(6)	238.096	250.000	272.945
Overige baten	(7)	<u>81.026</u>	<u>80.000</u>	<u>600</u>
Som der baten		<u><u>319.122</u></u>	<u><u>330.000</u></u>	<u><u>273.545</u></u>
 LASTEN				
BESTEED AAN DOELSTELLINGEN				
Aan derden verstrekte subsidies	(8)	<u>186.233</u>	<u>150.000</u>	<u>157.794</u>
Werving van vrijwilligers	(9)	26.855	34.800	21.267
Geven van voorlichting	(10)	<u>53.710</u>	<u>69.600</u>	<u>42.533</u>
		266.797	254.400	221.594
 WERVING BATEN				
Kosten eigen fondsenwerving	(11)	38.108	51.516	29.551
 BEHEER EN ADMINISTRATIE				
Kosten beheer en administratie	(12)	<u>15.602</u>	<u>18.084</u>	<u>12.982</u>
		53.710	69.600	42.533
Som der lasten		<u><u>320.507</u></u>	<u><u>324.000</u></u>	<u><u>264.127</u></u>
Resultaat		<u><u>-1.385</u></u>	<u><u>6.000</u></u>	<u><u>9.418</u></u>
 Resultaatbestemming 2010				
Toevoeging aan overige reserves		23.925		
Onttrokken aan bestemmingsfondsen		<u>-25.310</u>		
		<u><u>-1.385</u></u>		

3 KASSTROOMOVERZICHT 2010

Het kasstroomoverzicht is opgesteld volgens de indirecte methode.

	2010	2009
	€	€
Kasstroom uit operationele activiteiten		
Resultaat van het boekjaar	-1.385	9.418
Aanpassingen voor:		
Afschrijvingen	907	494
Veranderingen in het werkkapitaal:		
Mutatie vorderingen	-22.323	-3.226
Mutatie kortlopende schulden	16.590	343
Kasstroom uit operationele activiteiten	-6.211	7.029
Kasstroom uit investeringsactiviteiten		
Investerings in materiële vaste activa	0	0
	-6.211	7.029
3.1 Samenstelling geldmiddelen		
Liquide middelen per 31 december	47.172	53.383
Liquide middelen per 1 januari	53.383	46.354
Mutatie liquide middelen	-6.211	7.029

4 GRONDSLAGEN VAN WAARDERING EN RESULTAATBEPALING

ALGEMEEN

De jaarrekening is opgemaakt conform de Richtlijn voor de jaarverslaggeving van Fondsenwervende Instellingen (Richtlijn 650).

WAARDERINGSGRONDSLAGEN VOOR DE BALANS

Alle in de jaarrekening vermelde bedragen luiden in euro's.

De bezittingen en schulden zijn opgenomen tegen nominale waarde.

Materiële vaste activa

Aangekochte materiële vaste activa van minder dan € 1.000 worden in het jaar van aanschaf volledig ten laste van het resultaat gebracht. Bij aankopen boven het genoemde bedrag wordt de aanschaf geactiveerd en in drie jaren afgeschreven.

Bestemmingsfondsen

Giften die met een bepaalde doelstelling zijn gegeven maar nog niet zijn besteed, worden toegevoegd aan de bestemmingsfondsen. In het jaar van besteding wordt het uitgegeven bedrag ten laste van het bestemmingsfonds gebracht.

GRONDSLAGEN VOOR DE RESULTAATBEPALING

De baten en lasten worden bepaald met inachtneming van de hiervoor reeds vermelde waarderingsgrondblagen en zijn toegerekend aan de periode waarop ze betrekking hebben.

Giften

Binnengekomen giften voor een bepaald project worden volledig doorbetaald aan Medair Zwitserland. Giften zonder projectbestemming zijn primair bestemd voor dekking van de kosten voor de eigen organisatie.

5 TOELICHTING OP DE BALANS PER 31 DECEMBER 2010

ACTIVA

VASTE ACTIVA

	<u>31-12-2010</u>	<u>31-12-2009</u>
	€	€
1. Materiële vaste activa		
Inventaris en computer	<u>0</u>	<u>907</u>

VLOTTENDE ACTIVA

2. Vorderingen en overlopende activa		
Medair HQ	0	3.226
Ziekengeldverzekering	1.503	0
Rente spaarrekening	146	0
Aqua for All	1.900	0
EO Metterdaad	<u>22.000</u>	<u>0</u>
	<u>25.549</u>	<u>3.226</u>

3. Liquide middelen

Kas	29	168
ABN-AMRO bank, rekening courant	26.577	52.655
ABN-AMRO bank, spaarrekeningen	<u>20.566</u>	<u>560</u>
	<u>47.172</u>	<u>53.383</u>

De liquide middelen staan ter vrije beschikking van de stichting

(vervolg)

Stichting Medair Nederland, Amersfoort

PASSIVA

4. RESERVES EN FONDSSEN

	<u>31-12-2010</u>	<u>31-12-2009</u>
	€	€
Overige reserves		
Stand per 1 januari	5.091	17.839
Resultaat van het boekjaar	-1.385	9.418
Hiervan onttrokken (toegevoegd) aan bestemmingsfondsen	<u>25.310</u>	<u>-22.166</u>
Stand per 31 december	<u><u>29.016</u></u>	<u><u>5.091</u></u>

Het bestuur streeft ernaar om overige reserves van ongeveer € 30.000 aan te houden.

Bestemmingsfondsen	<u>Saldo op</u> <u>1 januari</u>	<u>Toegevoegd</u>	<u>Onttrokken</u>	<u>Saldo op</u> <u>31 december</u>
Project Afghanistan	220	17.765	7.135	10.850
Project Africa	0	45	45	0
Project Congo - psychosociaal	0	0	0	0
Project Congo	146	1.135	1.231	50
Project Emergency Fund	0	1.766	1.651	115
Project Haiti	0	76.567	76.317	250
Project HQ	10.000	5.000	10.000	5.000
Project Madagascar	7.616	2.148	9.714	50
Project Somalie	16.182	36.035	50.757	1.460
Project Soedan - West Darfur	101	0	101	0
Project Oeganda	110	320	430	0
Project Soedan Noord	1.400	5.753	7.974	-821
Project Soedan Zuid	6.977	4.120	9.546	1.551
Project 'Water'	2.962	10.269	11.332	1.899
	<u>45.714</u>	<u>160.923</u>	<u>186.233</u>	<u>20.404</u>
Totaal	<u><u>45.714</u></u>	<u><u>160.923</u></u>	<u><u>186.233</u></u>	<u><u>20.404</u></u>

KORTLOPENDE SCHULDEN

	<u>31-12-2010</u>	<u>31-12-2009</u>
	€	€
4. Overige schulden		
Reservering vakantiegeld	2.823	2.096
Pensioenpremie	7.391	0
Belastingdienst	2.350	1.224
Accountantskosten	2.327	1.895
Studio DCP	-	286
Nederlands Dagblad	590	1.210
Frivista	7.533	
Telefoonkosten	120	-
Bank	167	-
	<u>23.301</u>	<u>6.711</u>

Niet in de balans opgenomen verplichtingen

Meerjarige financiële verplichtingen

Inzake een aangeane huurovereenkomst, waarbij tot en met 30 september 2011 een kantoorruimte en parkeerplaatsen is gehuurd, zijn langlopende verplichtingen aangegaan tot een jaarbedrag van € 4.661,=. Deze overeenkomst is inmiddels opgezegd en zal niet worden verlengd.

6 TOELICHTING OP DE STAAT VAN BATEN EN LASTEN OVER 2010

BATEN

	<u>Actual</u> <u>2010</u>	<u>Budget</u> <u>2010</u>	<u>Actual</u> <u>2009</u>
	€	€	€
6. Opbrengsten uit fondswerving			
Algemeen	77.173	100.000	92.985
Projecten	160.923	150.000	179.960
	<u>238.096</u>	<u>250.000</u>	<u>272.945</u>

Projecten

Een specificatie van de ontvangsten per project treft u in hoofdstuk 5 aan (overzicht bestemmingsfondsen).

7. Overige baten

Verkoop	820	0	520
Bankrente	151	0	15
Bijdrage Medair Zwitserland	80.000	80.000	0
Overig	55	0	65
	<u>81.026</u>	<u>80.000</u>	<u>600</u>

LASTEN

BESTEED AAN DOELSTELLINGEN

8. Aan derden verstrekte subsidies

Doorbetaald aan Medair Zwitserland	186.233	150.000	157.794
	<u>186.233</u>	<u>150.000</u>	<u>157.794</u>

Een specificatie van de betalingen per projecten treft u in hoofdstuk 5 aan (overzicht bestemmingsfondsen).

9. Werving van vrijwilligers

De kosten welke toerekenbaar zijn aan het werven van vrijwilligers zijn getaxeerd op 20% van de totale kosten van de eigen organisatie

Totaal	<u>26.855</u>	<u>34.800</u>	<u>21.267</u>
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10. Voorlichting

De kosten welke toerekenbaar zijn aan het geven van voorlichting zijn getaxeerd op 40% van de totale kosten van de eigen organisatie

Totaal	<u>53.710</u>	<u>69.600</u>	<u>42.533</u>
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(vervolg)

Stichting Medair Nederland, Amersfoort

	<u>Actual</u> <u>2010</u>	<u>Budget</u> <u>2010</u>	<u>Actual</u> <u>2009</u>
	€	€	€
WERVING BATEN			
11. Kosten eigen fondsenwerving			
De kosten van fondsenwerving kunnen als volgt worden gespecificeerd:			
Directe personeelskosten	19.808	16.646	12.234
Directe fondsenwervingskosten	15.630	31.400	15.076
Aandeel in overige kosten (20%)	2.670	3.470	2.242
	<u>38.108</u>	<u>51.516</u>	<u>29.551</u>
In % t.o.v. baten uit eigen fondsenwerving	<u>16,0%</u>	<u>20,6%</u>	<u>10,8%</u>
12. Beheer en administratie			
Kosten beheer en administratie	<u>15.602</u>	<u>18.084</u>	<u>12.982</u>

Stichting Medair Nederland, Amersfoort

7 TOELICHTING OP TOTALE LASTEN 2010

Totale kosten eigen organisatie

Personeelskosten	81.850	78.150	57.435
Promotiekosten	39.076	78.500	37.690
Reis- en verblijfkosten	773	3.500	1.113
Kantoorkosten	5.840	8.400	4.631
Afschrijvingen	907	400	494
Algemene kosten	5.828	5.050	4.970
	<u>134.274</u>	<u>174.000</u>	<u>106.333</u>

Personeelskosten

Brutolonen	70.356	65.500	46.924
Sociale lasten	10.488	9.000	7.103
Pensioenpremies werkgeversdeel	3.904	0	0
Reiskostenvergoeding woon/werk	3.435	2.000	2.233
Training staf	563	500	134
Verzekeringen	1.541	1.000	876
Arbodienst	237	150	165
	<u>90.524</u>	<u>78.150</u>	<u>57.435</u>
Ziekengelduitkering i.v.m zwangerschapverlof	-8.674	0	0
	<u>81.850</u>	<u>78.150</u>	<u>57.435</u>

Personeelsleden

Bij de stichting is gemiddeld 1,5 personeelslid werkzaam (2009: 1,5)

Promotiekosten

Advertenties	8.424	13.500	1.613
Promotie materiaal	1.953	16.000	19.428
Zegel- en portokosten	5.486	11.000	9.031
Drukwerk	8.234	16.000	1.752
Evenementskosten	2.586	1.500	1.689
Advieskosten	10.418	12.000	1.071
Ontwerpkosten materiaal	1.975	8.500	3.106
	<u>39.076</u>	<u>78.500</u>	<u>37.690</u>

Reis en verblijfkosten

Reis- en verblijfkosten medewerkers	367	2.900	938
Reis- en verblijfkosten bestuur	406	600	175
	<u>773</u>	<u>3.500</u>	<u>1.113</u>

Stichting Medair Nederland, Amersfoort

	Actual 2010	Budget 2010	Actual 2009
	€	€	€
<i>Kantoorkosten</i>			
Huur kantoor	4.294	5.000	3.797
Kantoorbenodigdheden	529	500	436
Telefoonkosten	120	900	250
Automatiseringskosten	897	2.000	148
	<u>5.840</u>	<u>8.400</u>	<u>4.631</u>
 <i>Algemene kosten</i>			
Accountantskosten	2.350	2.000	1.893
Notaris	1.141	0	142
Loonadministratie	238	0	0
Lidmaatschappen organisaties	972	1.000	1.893
Verzekeringen	155	50	154
Bankkosten	972	2.000	888
	<u>5.828</u>	<u>5.050</u>	<u>4.970</u>

Stichting Medair Nederland, Amersfoort

8. Toelichting lastenverdeling

Specificatie en verdeling kosten naar bestemming

Bestemming	Doelstelling		Werving baten	Beheer en administratie	Totaal 2010	Begroot 2010	Totaal 2009
	Aan derden verstrekte subsidies	Werving van vrijwilligers					
Lasten		Geven van voorlichting	Eigen Fondsen- werving				
Subsidies en bijdragen	186.233				186.233	150.000	157.794
Publiciteit en communicatie		7.815	15.630	0	39.076	78.500	37.690
Personeelskosten		16.370	32.740	12.932	81.850	78.150	57.435
Kantoor- en algemene kosten		2.488	4.976	2.488	12.441	16.950	10.714
Afschrijving en rente		181	363	181	907	400	494
Totaal	186.233	26.855	53.710	15.602	320.507	324.000	264.127

Stichting Medair Nederland, Amersfoort

Overige gegevens

Resultaatbestemming

Het bestuur heeft besloten een bedrag van € 23.925 toe te voegen aan de overige reserves, onder onttrekking van een bedrag van € 25.310 aan de bestemmingsfondsen.
Per saldo restert een tekort van € 1.385.

Akkoordverklaring bestuur

Vastgesteld te Amersfoort op 13 april 2011

w.g. Klaas van Mill

w.g. Hans-Guido Rietkerk

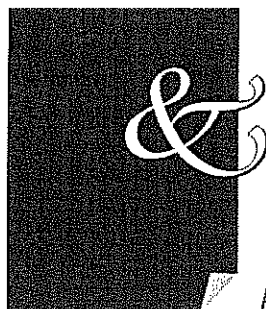
w.g. Arjen Tompkins

w.g. Petra Josse

w.g. Wendy van Amerongen

w.g. James Jackson

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d r e s c h l e r
t e u n i s s e n
A c c o u n t a n t s

Aan het bestuur van:
Stichting Medair te Amersfoort

CONTROLEVERKLARING VAN DE ONAFHANKELIJKE ACCOUNTANT

Verklaring betreffende de jaarrekening

Wij hebben de in dit verslag opgenomen jaarrekening 2010 van Stichting Medair te Amersfoort gecontroleerd. Deze jaarrekening bestaat uit de balans per 31 december 2010 en de staat van baten en lasten over 2010 met de toelichting, waarin zijn opgenomen een overzicht van de gehanteerde grondslagen voor financiële verslaggeving en andere toelichtingen.

Verantwoordelijkheid van het bestuur

Het bestuur van de stichting is verantwoordelijk voor het opmaken van de jaarrekening die het vermogen en het resultaat getrouw dient weer te geven, alsmede voor het opstellen van het bestuursverslag, beide in overeenstemming met de Richtlijn voor de Jaarverslaggeving 650 "Fondsenwervende instellingen". Het bestuur is tevens verantwoordelijk voor zodanige interne beheersing als het noodzakelijk acht om het opmaken de jaarrekening mogelijk te maken zonder afwijkingen van materieel belang als gevolg van fraude of fouten.

Verantwoordelijkheid van de accountant

Onze verantwoordelijkheid is het geven van een oordeel over de jaarrekening op basis van onze controle. Wij hebben onze controle verricht in overeenstemming met Nederlands recht waaronder Nederlandse controlestandaarden. Dit vereist dat wij voldoen aan de voor ons geldende ethische voorschriften en dat wij onze controle zodanig plannen en uitvoeren dat een redelijke mate van zekerheid wordt verkregen dat de jaarrekening geen afwijkingen van materieel belang bevat.

Een controle omvat het uitvoeren van werkzaamheden ter verkrijging van controle-informatie over de bedragen en de toelichtingen in de jaarrekening. De geselecteerde werkzaamheden zijn afhankelijk van de door de accountant toegepaste oordeelvorming, met inbegrip van het inschatten van de risico's dat de jaarrekening een afwijking van materieel belang bevat als gevolg van fraude of fouten.

Bij het maken van deze risico-inschattingen neemt de accountant de interne beheersing in aanmerking die relevant is voor het opmaken van de jaarrekening en voor het getrouwe beeld daarvan gericht op het opzetten van controlewerkzaamheden die passend zijn in de omstandigheden. Deze risico-inschattingen hebben echter niet tot doel een oordeel tot uitdrukking te brengen over de effectiviteit van de interne beheersing van de stichting. Een controle omzet tevens het evalueren van de geschiktheid van de gebruikte grondslagen voor financiële verslaggeving en van de redelijkheid van de door het bestuur van de stichting gemaakte schattingen, alsmede een evaluatie van het algehele beeld van de jaarrekening.



Wij zijn van mening dat de door ons verkregen controle-informatie voldoende en geschikt is om een onderbouwing voor ons oordeel te bieden.

Oordeel betreffende de jaarrekening

Naar ons oordeel geeft de jaarrekening een getrouw beeld van de grootte en de samenstelling van het vermogen van Stichting Medair per 31 december 2010 en van het resultaat over 2010 in overeenstemming met de Richtlijn voor de Jaarverslaggeving 650 "Fondsenwervende instellingen".

Verklaring betreffende overige bij of krachtens de wet gestelde eisen

Tevens melden wij dat het jaarverslag, voor zover wij dat kunnen beoordelen, verenigbaar is met de jaarrekening.

Veenendaal, 9 mei 2011

Dreschler & Teunissen Accountants
Namens deze

w.g. G.J. Dreschler AA