

**REGISTERED COMPANY NO. 5495358 (England and Wales)**

**BUILD IT INTERNATIONAL  
(COMPANY LIMITED BY GUARANTEE)  
TRUSTEES' REPORT AND FINANCIAL  
STATEMENTS**

**YEAR ENDED 30 JUNE 2008**

# **BUILD IT INTERNATIONAL**

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**BUILD IT INTERNATIONAL**  
**LEGAL AND ADMINISTRATIVE INFORMATION**

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<b>Company number</b>	5495358
<b>Charity number</b>	1115989
<b>Governing document</b>	Memorandum and Articles of Association
<b>Trustees</b>	Peter Caldwell Ross Cranston Sue Lucas
<b>Secretary</b>	Andrew Jowett
<b>Executive Director</b>	Andrew Jowett
<b>Registered office</b>	The Pump House Coton Hill Shrewsbury SY1 2DP
<b>Auditors</b>	HLB Vantis Audit plc Torrington House 47 Holywell Hill St Albans AL1 1HD
<b>Bankers</b>	Barclays Bank plc. Business Banking P.O. Box 89 Shrewsbury Shropshire SY1 2WQ
<b>Solicitors</b>	Wrigley's 19 Cookridge Street, Leeds LS2 3AG
<b>Website</b>	<a href="http://www.builditinternational.org">www.builditinternational.org</a>

**BUILD IT INTERNATIONAL  
TRUSTEES' REPORT  
YEAR ENDED 30 JUNE 2008**

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The Trustees present their annual report and audited financial statements for the year ended 30 June 2008. This report also serves as a Directors' report as required by s234 of the Companies Act 1985.

In preparing the accounts, the Trustees have followed the accounting policies set out in note 1 to the accounts and the requirements of the Statement of Recommended Practice, "Accounting and Reporting by Charities" issued in March 2005.

**CHARITABLE OPERATIONS**

This company is a registered charity established to promote the relief of poverty and distress in any manner.

The Charity's objects ("the objects") are to promote sustainable development for the benefit of the public by:

- a. the relief of poverty and the improvement of the conditions of life particularly in socially and economically disadvantaged and flood-prone communities
- b. the promotion of sustainable means of achieving economic growth and regeneration
- c. the advancement of education, particularly in building construction, of deprived and flood-prone communities
- d. the preservation, conservation and the protection of the environment and the prudent use of natural resources

**Structure, governance and management**

Build IT International was formed as a company limited by guarantee in 2005 and became a charitable legal entity in the United Kingdom in September 2006. It has a memorandum and articles of association, dated August 2006, as its governing document.

The Directors of the Board are appointed with a view to ensuring that BII has a variety of experience including international development, business management, legal, financial, marketing and fund-raising.

The Board meets four times a year and is responsible for the overall direction of the Charity and for core strategic policies. There are clear responsibilities and procedures for reporting decisions, actions and issues. The Board approves and monitors the annual budget and income predictions.

A number of advisors have been appointed, all experts in areas of relevance to Build IT International's work. Current advisors are listed on our web-site.

**Risk management**

The Trustees have overall responsibility for ensuring that the Charity has an appropriate system of controls, financial and otherwise.

A risk register is maintained to identify, evaluate and manage significant risks. This was reviewed twice in 2007-2008.

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**Organisation and Staff**

A small office is maintained in Shrewsbury UK. Our Director, Andrew Jowett, moved to full time in May 2008. He is supported by a part-time fund-raiser.

Charity Lubingo was appointed Zambia Programme Co-ordinator in March 2007 when our Zambia office was opened.

**REVIEW OF ACTIVITIES AND PERFORMANCE**

Our mission is *to work with people in Africa to create new opportunities to earn a living by building essential community facilities.*

**Key achievements**

After a number of pilot projects in 2006/7, the charity took the decision to concentrate on developing a programme in Zambia.

Our approach is to play a practical role in supporting local initiatives to generate livelihood opportunities through construction projects. The three key elements are:

- Support for local entrepreneurs
- Inclusion of the local community
- Promotion of environmentally sustainable technologies

Note 11 explains the financial movements for all of our projects:

**Zambia Projects:**

**Fiwila (Central Province)** – The school opened its first year 9 class in February 2008 thanks to its improved facilities. The science laboratory was completed in September 2008 when work also began on a new 44 bed dormitory. Three builders have been trained on this project and over 10 skilled workers all from the local community. Many have gone on to find more work in the area as a result of their training

**Water ISSB** – this project tested the use of stabilised soil blocks in latrine and water tank construction. It was completed in May 2008.

**Community Schools Programme** – After work with the community and local architects, Butempa school was started in April 2008 and should be completed by November. St Agnes's school will also build a new two classroom block by February 2009. Both projects involve new builders.

**Shantumbu** – We continue to fundraise for this project that will establish a training centre near to Lusaka.

We have signed partnership agreements with local NGOs Steadfast Foundation and People's Process on Housing and Poverty.

**BUILD IT INTERNATIONAL  
TRUSTEES' REPORT  
YEAR ENDED 30 JUNE 2008**

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**Other projects:**

**DFID Schools – Malawi:** a short term project to provide technical support to local builders involved in this DFID programme.

**Child to Child – Kenya:** a small grant was made to this local charity to assist with the construction of a rural centre for street children.

**Forward Plans**

Our programme objectives to the end of 2009 are to:

- Complete the Fiwila project including new teachers accommodation.
- Complete Butempa, St Agnes's and three further community school buildings.
- Commence the Shantumbu project and one other new project.
- Expand the number of trained local builders to at least six and hold our first builders network meeting.
- Generate profile for Bil's work in Zambia.

Conduct a review of our programme strategy in Zambia and set new objectives for the following three years.

As ever, the key to our success relies on our ability to raise funds. Over the next year we will continue to approach grant making trusts and foundations and increase the number of individual supporters.

Regular updates on our work are posted on our web site:

**[www.builditinternational.org](http://www.builditinternational.org)**

If you would like more information about our work or have any questions about this report and accounts please write to us or telephone 01743 246317.

**BUILD IT INTERNATIONAL  
TRUSTEES' REPORT  
YEAR ENDED 30 JUNE 2008**

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**Review of Financial Position**

**Income £172,378**

During the past year efforts focused on proposals to grant making trusts and foundations. As a result we were awarded 20 grants totalling £113,729.

The remaining income came from individual supporters and a contract from another Charity to manage the Fiwila project.

**Expenditure £105,835**

This increased four fold in the previous year as our work in Zambia established itself:

**Charitable activities: £78,626 (74.3%)**

Project and programme support costs including the office in Zambia. Our target is to increase this figure to over 80% by 2010.

**Cost of Generating Funds: £22,172 (20.9%)**

Primarily UK staff time spent preparing funding proposals to trusts and individuals. Income received represents a return on investment in excess of 7 : 1.

Other costs include web-site development and promotional flyers. As we grow we expect this figure to drop as a proportion of total expenditure to around 15% by 2010.

**Governance: £5,037 (4.8%)**

Trustee expenses, audit, professional fees and staff time to ensure compliance with charity and company legislation.

There was a surplus of £66,543 reflecting the fact that most of our income was in the second half of the year. This contributed to reserves at 30<sup>th</sup> June of:

- i. *Restricted funds: £64,081.* To be spent on current projects.
- ii. *Unrestricted funds: £63,686.* These funds are required to meet our reserves policy. They are essential to manage cash-flow and the balance fluctuates as a result.

A budget has been agreed by trustees for the year 2008-2009 with an income target of £227,000. A small surplus in unrestricted funds is aimed for and a net draw down on restricted project funds.

**Investment Policy**

At present, the trustees do not consider an investment policy necessary given the limited funds held by the charity. This position is regularly reviewed. Cash surplus to short-term needs are held in a high interest CAF account.

**Grant Making Policy**

BII expects to deliver most of its projects through local partner organisations. Project proposals are submitted to Trustees for their approval to ensure that the proposed work is in line with our aims and focus. All projects are subject to monitoring by BII staff and any transfer of funds to partners is subject to satisfactory reports being received.

**BUILD IT INTERNATIONAL  
TRUSTEES' REPORT  
YEAR ENDED 30 JUNE 2008**

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At present, most project funds are handled directly by BII but this is likely to reduce as our local partnerships develop. See note 13.

**Reserves Policy**

This was reviewed and updated in September 2007:

*Build IT International's reserves policy is to maintain a readily realisable base reserve sufficient to cover three months of total expenditure.*

Based on our agreed budget for 2008-9 our target is £60,000.

**BUILD IT INTERNATIONAL  
TRUSTEES' REPORT  
YEAR ENDED 30 JUNE 2008**

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**STATEMENT OF DIRECTORS' RESPONSIBILITIES**

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and United Kingdom Generally Accepted Accounting Practice.

Company law requires the directors to prepare financial statements for each financial year, which give a true and fair view of the state of affairs of the company and of the income and expenditure for that period. In preparing those financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in operation.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1985. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.

The directors confirm that so far as they are aware, there is no relevant audit information (as defined by section 234ZA of the Companies Act 1985) of which the company's auditors are unaware. They have taken all reasonable steps, as directors, to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information.

**SMALL COMPANY PROVISIONS**

This report has been prepared in accordance with the special provisions for small companies under Part VII of the Companies Act 1985.

Approved by the Board on 24 September 2008 and signed on its behalf.



**Sue Lucas**  
*Director*

**INDEPENDENT AUDITOR'S REPORT  
TO THE MEMBERS OF  
BUILD IT INTERNATIONAL**

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We have audited the financial statements of Build IT International for the year ended 30 June 2008 on pages 10 to 17. These financial statements have been prepared in accordance with the accounting policies set out therein.

This report is made solely to the charitable company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and its members as a body, for our audit work, for this report, or for the opinions we have formed.

**Respective responsibilities of trustees and auditors**

The responsibilities of the trustees (who are also the directors of Build It International for the purposes of company law) for preparing the Annual Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statement of Directors' Responsibilities on page 7.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the information given in the Trustees' Report is not consistent with the financial statements.

In addition we report to you if, in our opinion, the charity has not kept proper accounting records, if we have not received all of the information and explanations we require for our audit, or if information specified by law regarding trustees' remuneration and transactions with the charity is not disclosed.

We read other information contained in the Trustees' Report, and consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to any other information.

**Basis of audit opinion**

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes an examination on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the trustees in the preparation of the financial statements, and of whether the accounting policies are appropriate to the charity's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

**INDEPENDENT AUDITOR'S REPORT  
TO THE MEMBERS OF  
BUILD IT INTERNATIONAL (CONTINUED)**

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**Opinion**

In our opinion the financial statements:

- give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the charity's affairs as at 30 June 2008 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended; and
- have been properly prepared in accordance with the Companies Act 1985; and
- the information provided in the Trustees' Report is consistent with the financial statements.

*HLB Vantis Audit plc*

**HLB Vantis Audit plc**

Chartered Accountants  
Registered Auditors  
Torrington House  
47 Holywell Hill  
St Albans  
Herts  
AL1 1HD

24<sup>th</sup> September 2008

**BUILD IT INTERNATIONAL**  
**ANNUAL ACCOUNTS FOR THE YEAR ENDED 30 JUNE 2008**  
**STATEMENT OF FINANCIAL ACTIVITIES**  
**INCORPORATING AN INCOME AND EXPENDITURE ACCOUNT**


	Notes	Unrestricted funds £	Restricted income funds £	Total this year 2008 £	Total last year 2007 £
<b>INCOMING RESOURCES</b>					
<b>Incoming resources from generated funds</b>					
Voluntary income	2	45,731	123,139	168,870	80,055
Activities for generating funds		658	-	658	-
Investment income – interest receivable		2,850	-	2,850	1,165
<b>Total incoming resources</b>		<b>49,239</b>	<b>123,139</b>	<b>172,378</b>	<b>81,220</b>
<b>RESOURCES EXPENDED</b>					
Cost of generating voluntary income		18,960	3,212	22,172	3,993
<b>Charitable activities</b>		<b>19,928</b>	<b>58,698</b>	<b>78,626</b>	<b>18,824</b>
Governance costs		3,967	1,070	5,037	2,012
<b>Total resources expended</b>	6	<b>42,855</b>	<b>62,980</b>	<b>105,835</b>	<b>24,829</b>
<b>NET INCOME FOR THE YEAR BEFORE TRANSFERS</b>	3	<b>6,384</b>	<b>60,159</b>	<b>66,543</b>	<b>56,391</b>
Gross Transfers between funds		(1,839)	1,839	-	-
<b>NET MOVEMENT IN FUNDS</b>	3	<b>4,545</b>	<b>61,998</b>	<b>66,543</b>	<b>56,391</b>
<b>Total funds at 1 July 2007</b>		<b>59,141</b>	<b>2,083</b>	<b>61,224</b>	<b>4,833</b>
<b>TOTAL FUNDS AT 30 JUNE 2008</b>		<b>63,686</b>	<b>64,081</b>	<b>127,767</b>	<b>61,224</b>

Income and expenditure relate to continuing activities.

**BUILD IT INTERNATIONAL  
BALANCE SHEET  
30 JUNE 2008**

	Notes	Unrestricted funds £	Restricted Income funds £	2008 £	2007 £
<b>FIXED ASSETS</b>					
Tangible assets	7	9,040	-	9,040	917
<b>Total fixed assets</b>		<b>9,040</b>	<b>-</b>	<b>9,040</b>	<b>917</b>
<b>CURRENT ASSETS</b>					
Debtors	8	11,014	5,482	16,496	15,155
Cash at bank and in hand (including advances)		49,872	58,599	108,471	45,945
<b>Total current assets</b>		<b>60,886</b>	<b>64,081</b>	<b>124,967</b>	<b>61,100</b>
<b>CREDITORS:</b> amounts falling due within one year	9	(6,240)	-	(6,240)	(793)
<b>Net current assets</b>		<b>54,646</b>	<b>64,081</b>	<b>118,727</b>	<b>60,307</b>
<b>Net Assets</b>		<b>63,686</b>	<b>64,081</b>	<b>127,767</b>	<b>61,224</b>
<b>Funds of the Charity</b>					
Unrestricted funds		63,686	-	63,686	59,141
Restricted income funds	11	-	64,081	64,081	2,083
<b>Total funds</b>		<b>63,686</b>	<b>64,081</b>	<b>127,767</b>	<b>61,224</b>

These financial statements were approved by the Board of Directors on 24<sup>th</sup> September 2008 and signed on its behalf:

  
.....  
Director

24<sup>th</sup> September 2008

**BUILD IT INTERNATIONAL**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**30 JUNE 2008**

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**1. ACCOUNTING POLICIES**

**(a) Basis of accounting**

The accounts have been prepared under the historical cost convention and in accordance with applicable accounting standards, the Charities SORP 2005 (Accounting and Reporting by Charities) and comply with the Companies Act 1985.

**(b) Fund Accounting**

Unrestricted funds comprise accumulated surpluses and deficits on general funds. They are available for use at the discretion of the trustees in furtherance of the general charitable objectives.

Restricted funds are subject to specific restrictions as imposed by the donors.

**(c) Incoming Resources**

Income represents donations and grants received which are brought into account on receipt unless their receipt is reasonably certain in which case they are brought into account when notified. Grants received in advance are shown as income. Gifts in kind are recognised on receipt and are valued at best estimate of value to the organisation.

**(d) Resources expended**

Expenditure is recognised when a liability is incurred.

Cost of generating voluntary income includes those costs incurred in attracting donations.

Charitable activities include grants made to African NGOs to fund their charitable activities. These costs include both direct costs and support costs relating to these activities.

Governance costs include those costs incurred in the governance of the charity and its assets and are primarily associated with constitutional and statutory requirements.

Support costs include central functions and have been allocated to activity cost categories on a basis consistent with use of resources, eg salary by time spent within that activity.

**BUILD IT INTERNATIONAL**  
**NOTES TO THE FINANCIAL STATEMENTS**  
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**(e) Pension contributions**

Pension costs represent payments to individual personal pension schemes of employees. Pension costs are charged to the Statement of Financial Activities in the period in which they are incurred.

**(f) Tangible fixed assets**

Tangible fixed assets are shown at cost.

Depreciation is calculated to write down the cost of assets to their estimated residual values over their expected useful lives as follows:

Office equipment and furniture	- 25% on cost
Vehicles	- 25% on cost

**(g) Irrecoverable VAT**

The charity is not registered for VAT therefore irrecoverable VAT is included with the costs to which it relates.

**2. VOLUNTARY INCOME**

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
Individuals	33,359	68,249
Grants from foundations and trusts and other organisations	135,511	11,806
	<u>168,870</u>	<u>80,055</u>

**3. MOVEMENT IN FUNDS**

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
Net movement in funds is stated after charging:		
Depreciation of tangible assets	3,115	306
Auditor's remuneration	1,175	875
Operating lease rentals – land and buildings	507	-

**BUILD IT INTERNATIONAL**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**30 JUNE 2008**

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**4. STAFF COSTS**

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
Salaries and National Insurance	36,548	8,046
Pension contributions	2,335	533
	<u>38,883</u>	<u>8,579</u>

There were three part time employees in the year giving an average number of employees in the year of 1.2.

**5. TRUSTEE REMUNERATION AND REIMBURSED EXPENSES**

A total of £2,133 was incurred related to the expenses of two trustees. This covered the cost of working visits to Zambia where the majority of our work is located. The above trustees made significant donations to the charity during the course of the year.

No trustees received any remuneration in the year (2007: none).

**6. ALLOCATION OF RESOURCES EXPENDED**

The charity has allocated its UK support costs as shown below:

	<b>Direct costs</b>	<b>Support costs (including salaries)</b>		<b>Total 2008</b>
	<b>£</b>	<b>£</b>		<b>£</b>
Cost of generating funds	11,191	10,981	30%	22,172
Charitable activities	56,665	21,961	60%	78,626
Governance	1,377	3,660	10%	5,037
	<u>69,233</u>	<u>36,602</u>		<u>105,835</u>

**BUILD IT INTERNATIONAL**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**30 JUNE 2008**

**7. FIXED ASSETS**

	<b>Office equipment</b>	<b>Vehicles</b>	<b>Total</b>
	<b>£</b>	<b>£</b>	<b>£</b>
Cost at 1 July 2007	1,223	0	1,223
Additions	1,430	9,809	11,239
At 30 <sup>th</sup> June 2008	<u>2,653</u>	<u>9,809</u>	<u>12,462</u>
Depreciation at 1 July 2007	306	-	306
Depreciation charge for year	663	2,453	3,116
At 30 <sup>th</sup> June 2008	<u>969</u>	<u>2,453</u>	<u>3,422</u>
Net book value at 30 <sup>th</sup> June 2008	<u>1,684</u>	<u>7,356</u>	<u>9,040</u>

**8. DEBTORS**

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
Gift Aid including accrued interest	6,715	15,155
Sundry debtors and Prepayments	9,781	-
	<u>16,496</u>	<u>15,155</u>

**9. CREDITORS (amount falling due within one year)**

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
Accrued charges -audit	1,175	793
Sundry accruals	5,065	-
	<u>6,240</u>	<u>793</u>

**10. COMMITMENTS UNDER OPERATING LEASES**

At 30<sup>th</sup> June 2008 the charity had commitments under non-cancellable operating leases as follows:

	<b>2008</b>	<b>2007</b>
	<b>£</b>	<b>£</b>
Land and Buildings		
Expiry date:		
Between 2 – 5 years	<u>1,308</u>	<u>-</u>

**BUILD IT INTERNATIONAL**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**30 JUNE 2008**

**11. ANALYSIS OF RESTRICTED FUNDS**

	<b>Balance 1.7.2007</b>	<b>Incoming resources</b>	<b>Expenditure</b>	<b>Transfers</b>	<b>Balance 30.6.2008</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
<b>Fiwila (Zambia)</b>	(813)	16,178	12,884	1,839	4,320
<b>Water/ISSB</b>	2,896	-	2,896	-	-
<b>Child 2 Child (Kenya)</b>	-	1,000	1,000	-	-
<b>Community Schools (Zambia)</b>	-	57,511	29,336	-	28,175
<b>Shantumbu (Zambia)</b>	-	4,000	5,942	-	(1,942)
<b>DFID Schools (Malawi)</b>	-	5,482	5,482	-	-
<b>Zambia Programme Support Costs</b>	-	3,968	(393)	-	4,361
<b>UK General Costs</b>	-	35,000	5,833	-	29,167
<b>Total</b>	<b>2,083</b>	<b>123,139</b>	<b>62,980</b>	<b>1,839</b>	<b>64,081</b>

The Fiwila project will continue through 2008-9.

The Water ISSB work was completed with the construction of latrines and water tanks at Fiwila.

Child to Child was a one off grant for an orphan training centre building project.

Community School Programme is at the beginning of a two year minimum initiative to upgrade at least five schools. The large carry forward balance relates to funds unspent at 30 June and these will be disbursed in 2008-09.

Shantumbu project continues to secure grants towards its target of £25,000 and should be completed by end 2009.

The DFID Malawi project was a one off technical support contract to assist local builders.

**BUILD IT INTERNATIONAL**  
**NOTES TO THE FINANCIAL STATEMENTS**  
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Zambia programme support costs cover a small office, vehicle, Zambia Representative and technical advisor. Costs are recovered by charging individual projects for this support relative to income recovered and time spent. A small surplus was generated but this will reduce in the following year.

UK core cost restricted income relates to a 12 month core cost grant received in May 2008.

See the Trustees' report for more details on individual projects.

**12. LIABILITY OF MEMBERS**

The charity is constituted as a company limited by guarantee and has no share capital. The liability of members is limited to the sum of £10.

**13. TAXATION**

Build IT International is a registered charity and therefore is not liable to income tax or corporation tax on income or gains derived from its charitable activities, as they fall within the various exemptions available to registered charities.

**14. GRANTS**

During the year the year the charity made two grants totalling £2,775 (2007: £2,491) (Kenya and Water/ISSB). The Fiwila, Zambia project was managed on behalf of Shropshire Fiwila Partnership.