Director’s Message

Thanks for your interest in WAVES for Development! WAVES began with a simple belief – that surfing could be used to make the world a better place – starting in Peru. If sustainable development could be connected to surfing, we were going to find it!

Roughly three years in, that same desire and vision remains strong. It’s happening. Slowly but surely, the stories of transformation are coming to light. I encourage you to read over this report and find out for yourself what we’re all about – from the holistic range of classes in Peru, to the individual volunteers that make up the very fabric (and finances!) of the organization.

With your help and that of people like you, we’ve been able to make a short film called CAPTURE: A WAVES Documentary, have a presence at various events around the world, offer extraordinary programs in Lobitos, Peru and change many lives for the better in the process. Our annual budget has doubled from last year and we’re excited for what the future holds.

I look forward to sharing further developments and counting on your help again this year to make WAVES together!

Aloha,

Dave Aabo
Executive Director
Our Mission

WAVES for Development creates life-enriching experiences in coastal communities through Education programs that develop youth into healthy & empowered adults and Surf Voluntourism programs that engage travelers & transform their view of the world and themselves. Our community-based programs promote:

- Cultural Exchange and Understanding
- Environmental Conservation
- Life Skills / Healthy Living
- Social Entrepreneurship
- Sustainable Tourism

“We believe surf travel should benefit the people and communities where it happens.”
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Who We Are

International Staff / Core Volunteers

David Aabo, Executive Director
Kevin Fitzpatrick, Director of Operations
Brendan McDonald, Director of Voluntourism
Christian Prendergast, Director of Education
Sylvain Gaeng, President, WAVES Switzerland

Peru Staff / Core Volunteers

Holggers Clavijo Arambulo, Associate Director of Surf & Logistics
Roxana Irene Antón Periche, Associate Director of Administration and Small Business Instructor
Naomi Godden, Program Manager
Sam Roches, Associate Director of Voluntourism
Arlin Arlain Asto, English and Spanish Instructor
Elaine Medina Silva, English Instructor
Sonia Elena Machuca Eche, Environmental Conservation Teacher
Diana Esther Antón Periche, Environmental Conservation Teacher
Guadalupe Amaya Pazos, WAVES House Support
Pauline Van Kesteren, Physical Education Intern
Jennifer Carroll, Photography Program Intern
Daniela Amico, Lima, Peru Advisor, Legal Representative
Officers and Board of Directors

Jim Clark, Fort Collins, Colorado

Christian Prendergast, Charlotte, North Carolina

Kevin Fitzpatrick, Lima, Peru

Brendan McDonald, Sydney, Australia

Sylvain Gaeng, Montreux, Switzerland & Talara, Peru

Tyler Breuer, Brooklyn, New York

Nicholas Xatzis, West Cornwall, Connecticut

Dave Aabo, New York, New York
2010 in Review

**CAPTURE: A WAVES Documentary**

2010 began with plans for the filming and release of CAPTURE: A WAVES Documentary. The film shares how WAVES volunteers are enriching their lives and those of people in coastal communities of Peru through surfing and service.

As part of WAVES’ plan to build a film and photography program, volunteer Jeremy Koons shared his passion and expertise to foster creativity, build confidence and develop skills that will be useful in the lives of local youth and potentially even earn them some money. The film follows Koons as he helps launch WAVES’ surf photography program for local young people during a two-week stint in March.

To finance the project, WAVES teamed up with kickstarter.com, a funding platform for creative projects and endeavors. Building on the success of the pifworld campaign, the money raised here brought the best team together possible to launch the film, purchase additional equipment, and sustain the local program into the future. The awareness and publicity created with this film and project continues to enrich lives and transform them.

**Noosa Festival of Surfing, Australia**

Also in March, WAVES for Development had a presence at the Noosa Festival of Surfing, in Queensland Australia. The Surf Expo, as part of the festival, provided an opportunity for surf related companies and charities to promote their services to the Festival participants and visitors. The festival, sponsored by Global Surf Industries, included surf competitions, a demonstration of finless surfing, a surf memorabilia auction, live music to surf footage, surf films, a music festival and much more. The festival coincided with a cyclone swell that ensured ideal surfing conditions for the entire week’s activities. WAVES Director of Voluntourism, Brendan McDonald, was on hand to promote our project in Lobitos to the surf industry and to potential volunteers from Australia.
Xtreme Verbier, Switzerland
WAVES for Development Switzerland participated in Xtreme Verbier in March with a stand in the village of Verbier during the competition. Xtreme Verbier was the last date of the Freeride World Tour (FWT). The winners of the Ultimate Freeride ski and snowboard competitions along with many other riders signed a poster for the young people in Lobitos.
WAVES-CH ambassador Cyril Neri was one of them.

Partnership with the Forix Foundation
In May, WAVES proudly announced that we would be one of the first recipients of funds from the Forix Foundation, whose mission is to 'direct philanthropic dollars towards economically challenged communities throughout the world, helping them develop long term solutions to improve the quality of their lives.' This partnership marks the culmination of a two-year relationship and site visit to Lobitos.

Fundraising Events
Additionally, WAVES received support from several fundraising events in 2010, including All for One, One for All hosted by several student organizations at Vancouver Island University; the WAVES Rooftop Pool Party and Fundraiser in New York City hosted by WAVES; and A Rising Tide... Surf Causes Event.

Industry Thought Leader
In conjunction with the Rising Tide... Surf Causes Event and the NY Surf Film Festival, WAVES organized the first formal ‘Surf unConference’ to bring industry leaders, filmmakers and nonprofits to think creatively and positively about collaboration.

### 2010: The Numbers

| 22,703.44 | Dollars raised from direct contributions alone |
| 39 | Surf Voluntourism Program Participants |
| 21 | Average Instruction hours per week |
| 1006 | Total instruction hours |
| 92.5 | Weeks of volunteer service delivered |
| 160 | Students in WAVES English classes |
From Lobitos

In 2010, WAVES for Development’s Educational Surf and Surf Voluntourism programs in Lobitos continued to grow and flourish.

Educational Development

Student participation in WAVES English classes grew from 120 students in 2009 to 160 in 2010. This program was also strengthened through teacher training in an evaluation system that will help improve classroom instruction. WAVES also supported staff development in 2010 by creating a manual of procedures for all Lobitos staff. In September, WAVES for Development organized a meeting with the petroleum companies, the director of UGEL, the government education body, the educational institutions in the community, and the presidents of the parental committees in each school to share the educational needs of each institution with the goal of improving the quality of education. Needs presented included construction of infrastructure, development of a computer center and science lab, as well as supporting resources and workshops on subjects such as mechanics, electricity, and electronics.

Community Partnerships

We also worked to expand and strengthen our relationships with the local community through the community consultation in Lobitos and through continued talks with UGEL, the government body in charge of education in Lobitos, the corporations Sapet and Savia, and other local leaders. We also plan to meet and partner with the mayor of Lobitos about securing support beginning in 2011.

Community outreach also remained a focus in 2010. This sense of community was further augmented through special events such as March’s surf championship and beach cleanup, and a volleyball championship in August. Before the championship, representatives from Sapet and Savia offered vocational classes for 4th, 5th, and 6th graders, adding even greater value to an already special event. Finally, in May, WAVES began BINGO nights as an outreach to parents and an opportunity to present and promote the organization to the community. Finally, WAVES staff took part in participatory planning meetings for the municipality in June.
Expanding Presence
In response to feedback received in the community consultation, Peru staff moved into a new office in the Barrio Primavera neighborhood in June. This will allow more young people and families’ access to our educational programs. We are also expanding our programs beyond the borders of Lobitos: In January, the pilot program in Negritos was inaugurated.

“Volunteering with WAVES in Lobitos, I experienced life in a community of warm and friendly people. Despite my limited Spanish, I had a wonderful time interacting with the locals. I learned a new way of life, a relaxed, patient, and adaptive one.

Your time in Lobitos will fly by, and you’ll want to return as soon as you get home.”

Jeremy Koons, Utah
WAVES Alumni 2010
Programs

Image: Luis Lazo
Education Program

Life skills/healthy living

Swimming program
Overview

Before WAVES began teaching swimming classes for local children and youth in Lobitos, the majority could not swim. In a coastal community, this not only posed a safety threat, but a missed opportunity for exercise and recreation as well. In order to participate in WAVES surfing classes, students must first be able to swim. In March of 2010, WAVES recommenced swimming classes.

Swimming Pool Repair

Prior to March, the swimming pool used by WAVES students was in a state of disrepair. Community members, including mothers of WAVES students and local military personnel, and WAVES staff joined together to repair the pool so classes could begin again.

Statistics

- Average students per class: 7.3
- Total instruction hours: 20
Future Plans

2010’s swimming program came to a close in May with the arrival of cooler weather, but will continue again in 2011. At this time, WAVES will continue swimming lessons for youth, community members and look to train local instructors.

Surf Program

Overview

In 2010, the surfing component of the Educational Surf Program continued with three classes per week, two general classes and one class focused on advanced students. Our surf instructor, Holgers, international volunteers, and program assistants support the children to examine the surf conditions, paddle the surfboard, duckdive, and surf the wave. To showcase the skills of our students, WAVES for Development hosts annual surf contests.

Statistics

- Average students per class: 7.3
- Total instruction hours: 326
**English program**

**Overview**

WAVES’ school-based English program has continued to grow and develop throughout 2010. WAVES has partnered with Lobitos schools and designed the program to have a strong capacity building component to train the local teachers in English language and education. Enrollment started at 120 in January and reached 160 students by the end of the year. A primary accomplishment was the arrival of our new English instructor, Arli, in February. In September, WAVES staff met with leadership from local educational institutions to discuss student achievement levels and to collaboratively identify solutions to improve education. We hope that these types of educational partnerships can continue in the future. The students continue to improve their English skills and show great enthusiasm in participating.

**English Program Statistics**

- Average students per class: 150
- Total instruction hours: 500

**Environmental Conservation**

**Environmental Education Program**

**Overview**

The Environmental Education Program teaches WAVES students how to protect the natural world around them, focusing on four broad themes: Animals, Ocean, Desert, and Humans in their Environment. WAVES partnered with the conservation NGO, EcoOceanica, in January to help develop the course further, and again in June to provide professional development training for our environmental educators.

Participation in environmental education classes has remained steady throughout the year. The new office location in Barrio Primavera and the continued encouragement from teachers has helped student participation flourish. In fact, by December, enrollment had increased to the point of being able to offer two weekly classes.

**Statistics**

- Average students per class: 7.5
- Total instruction hours: 52
Social Entrepreneurship

Surfboard Repair Program
Overview

Living in a community that attracts tourists from around the world lends an opportunity for local entrepreneurship, providing services to meet the unique needs of this group of travelers. The goal of the Surfboard Repair Program is to teach students to repair surfboards so that they will have the skills and confidence to enter this market by beginning their own repair businesses one day. In addition to instructing students on how to repair surfboard dings using resin and fiberglass, each class incorporates life skills lessons covering themes from values to self-confidence to future goals. Classes take place in the WAVES Surf Shack.

Statistics

- Average students per class: 3
- Total instruction hours: 94

Photography Program

Surf photography offers another way for local young people to begin small businesses that capitalize on the surf tourism in their community. With this in mind, WAVES began its Photography Program in 2010 through a series of volunteer-led courses during the fall and winter months. Volunteer Jeremy Koons, who also filmed Capture, developed the structure and curriculum for the program in March, conducting classes in the secondary school, in the community, and individually. WAVES intern Jen continued the program through May. We hope to continue to grow and develop the program further in 2011.
**Microcredit Pilot**

In 2010, WAVES continued the Microcredit Project that was designed and piloted in 2009. Learning from the successes of other microcredit programs that have effectively and sustainably stimulated local economies, WAVES’ program incorporated both small business loans and financial education. This education included business training, business education, and ongoing group and individual support.

In April, WAVES distributed its first microloans to two Lobitos women. One loan went to 20-year-old Selva who received S/400 (about $150) to start selling breakfast meals on the pier. The other loan of S/500 (about $175) went to 40-year-old Marga to purchase books to begin a bookstore in the Barrio Primavera neighborhood. Both women attended the basic business course. A third microloan went to WAVES staff member Holggers for materials to make two surfboards to sell.

As of December 2010, the loans were still in good standing. Enrollment in the basic business course grew from one participant in May to four by November. Community interest in the program continued to grow throughout the year, and more basic business classes are planned for 2011.

**Other Programs**

**Art**

In January and February 2010, WAVES students took art lessons from our intern, Nikki Drakeford. During this same time, a volunteer led courses for community members on making crafts from recycled materials.

**Physical Education**

For part of 2010, WAVES also offered physical education courses with intern Pauline Lonneke.
WAVES Surf Shop

As part of our social entrepreneurship programming, WAVES staff, volunteers, and local young people began developing a surf shop in 2009 to gain hands-on experience in starting and managing a small business. Entrepreneurship training, employment, and supporting sustainable tourism are this endeavor’s primary goals. In 2010, youth and volunteers continued to develop the concept for the surf shop and offered basic services such as occasional surfboard repair and rental. Some surf instruction classes were also offered to visiting travelers by the WAVES instructor with the help of assistants.
Surf Voluntourism Program

Overview
WAVES voluntourists are an integral part of our educational programs. In addition to assisting with the Educational Surf Program, each volunteer completes a personal project and participates in cultural and community activities. Most importantly, voluntourists interact and form relationships with local young people, offering them the chance to interact with individuals from other countries and cultures and practice their English skills.

Cultural exchange also occurs in personal project development and implementation, which occurs in partnership with local community members. Additionally, WAVES voluntourists stay in homes of local families and eat most meals with local families, ensuring rich cross-cultural learning and economic support to the host families. The WAVES Voluntourism Program exemplifies sustainable tourism—where the local community, culture, and environment benefit from and are protected within the rapidly growing tourism industry in Lobitos.

Effects of Voluntourism
WAVES staff recognize that youth participants in WAVES programs have improved their education, confidence, English abilities, and life skills as a result of volunteer interaction. Through these relationships, local young people also experience positive role-modeling and cross-cultural learning. WAVES participants are no longer shy with foreigners.

In addition to directly supporting local businesses, hostels, and restaurants, WAVES supports local people to further develop their tourism ventures. When visiting Lobitos, WAVES volunteers participate in local tourism activities such as sea-lion viewing tours and visiting local caves. WAVES staff have worked closely with these emerging tourism providers to support them in developing their services in a sustainable, ethical manner.
Volunteer Coordination
WAVES volunteer coordinator makes sure volunteers’ needs are met during their stay. The coordinator’s responsibilities include organizing shopping, meals, and cleaning for the home where the volunteers stay, recruiting volunteers and helping translate. WAVES volunteer coordinator, Naomi, left to return home to Australia in September and we welcomed our new volunteer coordinator, Samuel, in December.

Volunteer Projects
Volunteer projects in 2010 were varied, leveraging each volunteer’s unique talents and interests. Some of the projects volunteers undertook include:

- Creating a mini guide for starting a surf shop
- Researching health lessons to incorporate into educational programming
- Assisting with instruction in computer, swimming, English, physical education, and surf classes
- Redesigning the kitchen in the volunteer house so as to prevent illnesses
- Creating an instruction manual for swimming classes
- Designing presentations for new program proposals and funding proposals
- Teaching a class on making crafts from recycled materials
- Constructing tables for the volunteer house kitchen and furniture for the new office in Barrio Primavera
- Organizing and planning the surf championship and beach cleanup events
- Working with youth on creating presentations for the community using Power Point
- Teaching guitar classes
- Developing and maintaining the WAVES website
- Researching resources to further develop programs
- Assisting with the move to the new office
- Constructing a new classroom in Nuevo Lobitos

Many of these projects involved local youth, providing an opportunity for cross-cultural learning and language skills building.
Volunteer Feedback
The volunteers on average rate their experience in Lobitos as a 4.4 out of a possible 5. Here is what some volunteers have to say:

“A great alternative to the Me, Me, Me surf trip. Connecting with locals and teaching/learning. Surfing perfect waves in a remote location but having the company and camaraderie of being part of a team with a goal... The whole aim of WAVES is to create social an environmental sustainability whilst using surfing as a tool for development. It seemed to be working! Well done to Waves for Development.”

—Coll, WAVES Volunteer

“Brilliant experience! I have never been to South America and wow! I did not expect anything that I experienced. I think those are the best types of experiences and you must have an open mind and if you are reading this, chances are pretty solid that you do.”

—Brian, WAVES Volunteer, June 2010

“Working for WAVES for Development really felt like a great family of friends...I didn’t even feel like I was working. Nothing is better than seeing a kid smile when they just paddled and rode a wave (You’ll feel so proud of them). Plus, Holggers is a great surf instructor, and can also help you surf better. English and environmental classes are also a lot of fun to participate in. The teachers are very open for suggestions and learning or doing new things in their classes. Of course the volunteers also have a great time outside of the project...I think the difference Waves for Development makes is the way they do the caring for the environment and community. For example: Instead of telling people what to do, we help a local woman with her environmental classes and projects...”

—Pauline, WAVES Intern, 2010

“This is a fantastic way not only to get surf on a fantastic secluded coast, but also to get to really understand the culture and people of a poor fishing town. You get to interact every day with the townspeople and learn about a way of life that is probably foreign to most...In interacting with the kids of the town in and outside of classes, you have the opportunity to show them the beauty of being passionate about something, and to give them a glimpse of the world beyond their modest upbringing.”

—Will, WAVES Volunteer, April 2010
“Expect an encouraging experience with dedicated community leaders, working hard to improve education, increase awareness, and make a difference in the local community. It’s a great atmosphere for teamwork and cooperation. There will be plenty of fun and laughter too. You’ll also be able to surf, a lot... Their emphasis on community improvement through education and example is outstanding. As is the case with many small isolated towns, Lobitos has a blaring disregard for litter control. Garbage is strewn about everywhere. WAVES is encouraging the local people to be more aware of their practices, and educating them to the harm of a community littered with waste. While I was in Lobitos, we organized a beach cleanup, successfully collecting and disposing of a truckful of plastic and other garbage. The locals were receptive to the project and embraced the opportunity for community improvement.”

—Jeremy, WAVES Volunteer, March 2010

“WAVES for Development is run by an awesome and inspiring crew. They really take care of you and try to make sure you get everything you want out your time in Lobitos. Meet the locals and have real and meaningful interactions with them. Practice your Spanish. Have a ball. You don’t have to be into surfing but chances are you will be by the time you leave. Stay for as long as you can. You won’t regret it.”

—WAVES Volunteer November 2010

“Best experience of my life. Got to surf great waves with great people. Truly fulfilling experience. I learned Spanish, Culture, and about myself. I hope to be able to return very soon”

—Cameron, WAVES Volunteer
Research: Lobitos Community Consultation

Purpose and Methodology
Community engagement and decision-making is critically important to WAVES' development model and principles of sustainability. Using community needs and visions as the foundation for our programs ensures a greater degree of success. With this in mind, WAVES conducted a 3-month, large-scale community consultation between October 2009 and January 2010.

The purpose of the 2009-2010 community consultation was to identify additional community needs, improve existing WAVES programs, strengthen community relationships, and inform WAVES' 2010-2015 strategic plan.

In this study, over 50 Lobitos families were interviewed. With a population of roughly 1000 households, this represents a fair portion of the community. Families were interviewed by a WAVES staff member and a mother or youth from Lobitos. In total, 267 individuals were represented in the consultation.

The consultation shed light on Lobitos' strengths and weaknesses: While Lobitos is rich in natural resources from beaches and fishing to petroleum, it lacks sufficient fresh water, struggles to meet the educational needs of its students without resources such as internet connectivity and libraries, and has a high unemployment rate with few jobs that pay a living wage.

Opinions about WAVES Programs
While the majority of respondents had a positive opinion of the organization, only a little over half of all respondents were familiar with WAVES for Development, pointing to a need for greater outreach.
Based on the results of the study, Lobitos residents are generally satisfied with WAVES’ work. These results are consistent with previous research, including evaluations of two pilot programs and a study by Jasper Wesper in 2009. As a result of this research, WAVES administration has been able to create and build new programs consistent with key community needs, including computer classes, expanded English programming, and swimming and surfing classes.

Over 70% of respondents said they wanted an English program in the community for children, youth, and adults. Interest in this program is more widespread than others. WAVES environmental conservation program also received community support: 44% of participants liked this program, and many supported WAVES’ continued conservation efforts through beach cleanups.

Other programs that residents recommended including crafts, a potential way for stay-at-home mothers to create goods that can be sold to tourists. 60% of participants said they would like a crafts class. Community members also expressed interest in swimming classes, art classes, and a course on tourism to help citizens better participate in this growing sector of their economy. Nearly half of all participants made recommendations in each of these areas. Finally, cooking, computer, and small business classes were also requested.

Results of the consultation were used to inform decision-making in 2010. For example, community members noted that the former location of the WAVES office was problematic, and that their needs would be better served by a location in Barrio Primavera. Increasing outreach to the community so more families know about WAVES programs, and arranging more meetings with parents also occurred in 2010. The consultation also highlighted continuing challenges, such as increasing the participation of females in swimming and surf classes, things that some families consider to be for males only.
Opinions about Tourism and WAVES Volunteers
An interesting outcome of the community consultation was that many Lobitos residents’ only encounters with ‘tourists’ have been with WAVES volunteers. This is especially true of those living in Barrio Primavera.

Many participants expressed concern over the growth of tourism in general, saying that the influx of tourists and tourism-related development along the beaches made them more dangerous and limited resident’s access. Others feared that tourists posed a danger to their children, through drugs or kidnapping. The language barrier between residents and tourists was a final concern.

Based on these concerns, the continued growth of tourist activity in Lobitos, it is essential that Lobitos residents be engaged in and skilled in tourism and hospitality professions, small business management, crafts and other trades that will allow them to benefit from the economic opportunity this growth offers.

Overall, the connections WAVES was able to make with Lobitos residents and the input they provided through the consultation only helped to reinforce the importance of community involvement and decision making in every aspect of our programs.
Plans for 2011

In addition to continuing to strengthen and grow our existing programs, WAVES has some very exciting plans for 2011. They include:

- More Happy Volunteers
- Accurately Measure Volunteer Teaching Hours
- Release New Website
- Identify 1% for the Planet Sponsors
- Integrate Salesforce CRM software
- Initiate Research & Cultivate Relationships for Chicama and Negritos Programs
- Continue Community Construction Projects

Image: Luis Lazo
Finances

Image: Luis Lazo
**Financial Review**

In 2010, WAVES staff worked diligently to diversify funding sources, strengthen relationships with our many sponsors in Peru and internationally, and increase volunteer and community participation. For example, the Lobitos team is actively planning meetings with local government officials to secure financial support, as well as working on a proposal for funding from local businesses that support self-sustainable projects.
### WAVES for Development

**Statement of Financial Activities**

*(January-December 2010)*

#### WAVES for Development

*January - December 2010*

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<thead>
<tr>
<th>Total</th>
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<tbody>
<tr>
<td><strong>Income</strong></td>
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<tr>
<td>Revenue from direct contributions</td>
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<tr>
<td>Individual/small business contributions</td>
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<tr>
<td>Board contributions</td>
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<tr>
<td>Corporate contributions</td>
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<tr>
<td><strong>Total Revenue from direct contributions</strong></td>
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<tr>
<td>Donated goods &amp; services revenue</td>
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<tr>
<td>Donated other serv - non-GAAP</td>
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<tr>
<td>Donated use of facilities</td>
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<tr>
<td>Gifts in kind - goods</td>
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<tr>
<td><strong>Total Donated goods &amp; services revenue</strong></td>
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<td>Revenue from non-government grants</td>
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<td>Foundation/trust grants</td>
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<td><strong>Total Revenue from non-government grants</strong></td>
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<td>Revenue from indirect contributions</td>
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<td>Earned revenues</td>
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<td>Program service fees (Volunteer Contribution)</td>
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<td><strong>Total Earned revenues</strong></td>
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<td>Revenue from other sources</td>
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<td>Miscellaneous revenue</td>
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<td>Sales of Product Income</td>
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<td>Services</td>
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<tr>
<td><strong>Total Income</strong></td>
</tr>
<tr>
<td>Gross Profit</td>
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</tbody>
</table>
## Expenses

**Grants, contracts, & direct assistance**
- Contracts - program-related: 843.26
- Grants to other organizations: 25,671.09

**Total Grants, contracts, & direct assistance**: 26,514.35

**Salaries & related expenses**
- Officers & directors salaries: 10,677.55
- Payroll taxes: 2,051.11
- Payroll processing fees: 1,365.11

**Total Salaries & related expenses**: 14,693.77

**Contract service expenses**
- Fundraising fees: 623.56
- Accounting fees: 1,554.15
- Professional fees - other: 550.00
- Temporary help - contract: 400.00
- Donated other service - nonGAAP: 1,258.68

**Total Contract service expenses**: 4,386.39

**Non-personnel expenses**
- Supplies: 3,040.67
- Donated materials & supplies: 2,719.63
- Telephone & telecommunications: 955.49
- Postage, shipping, delivery: 164.59
- Books, subscriptions, reference: 113.40

**Total Non-personnel expenses**: 6,993.78

**Facility & equipment expenses**
- Rent, parking, other occupancy: 1,494.00
- Equipment rental & maintenance: 407.19
- Donated facilities: 2,000.00

**Total Facility & equipment expenses**: 3,901.19

**Travel & meetings expenses**
- Travel: 3,052.47
- Per Diem: 1,518.80
- Conference, convention, meeting: 877.20
- Meals: 298.87
- Local Transportation: 307.11
- Recruitment: 36.00

**Total Travel & meetings expenses**: 6,100.55

**Other expenses**
- Insurance - non-employee: 869.00
- Insurance - Directors/Officers: 75.00

**Total Other expenses**: 944.00
<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Total Insurance - non-employee</td>
<td>944.00</td>
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<tr>
<td>Membership dues - organization</td>
<td>390.00</td>
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<tr>
<td>Staff development</td>
<td>32.02</td>
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<tr>
<td>Bank Charges</td>
<td>838.03</td>
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<tr>
<td>Outside computer services</td>
<td>1,229.83</td>
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<tr>
<td>Advertising expenses</td>
<td>800.23</td>
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<tr>
<td><strong>Total Other expenses</strong></td>
<td><strong>4,234.11</strong></td>
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<tr>
<td>Business expenses</td>
<td></td>
</tr>
<tr>
<td>Taxes - other</td>
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<tr>
<td><strong>Total Business expenses</strong></td>
<td><strong>35.00</strong></td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$66,859.14</strong></td>
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<tr>
<td>Net Operating Income</td>
<td>$3,167.88</td>
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<tr>
<td>Net Income</td>
<td>$3,167.88</td>
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</table>
Thank You to Our Supporters

We would like to thank Christen Miller for designing and compiling this Annual Report. It wouldn’t have been possible without her. Additionally, we thank the following photographers who contributed photos:

- Forest Woodward
- Matt Catalano
- Jeremy Koons
- Ben Ellis
- Many Other WAVES Alumni

Consistent Partners

<table>
<thead>
<tr>
<th>FCS</th>
<th>Instituto Peruano del Deporte</th>
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<tbody>
<tr>
<td>Fenta Peru</td>
<td>Quiksilver Foundation</td>
</tr>
<tr>
<td>Global Surf Industries</td>
<td>Soul Surfers</td>
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Contributors over the Years

<table>
<thead>
<tr>
<th>A Warm Current</th>
<th>New York Surf</th>
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<tbody>
<tr>
<td>B&amp;G</td>
<td>Off the Radar</td>
</tr>
<tr>
<td>Big Wave Design</td>
<td>O’neil Surf Shop Lima</td>
</tr>
<tr>
<td>Brouwersdam</td>
<td>Olasul</td>
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<tr>
<td>Citizen Scholar</td>
<td>Quiksilver Foundation</td>
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<tr>
<td>Colliard</td>
<td>Sambazon</td>
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<tr>
<td>Doc’s ProPlugs</td>
<td>Save The Waves Coalition</td>
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<tr>
<td>FCS</td>
<td>Soul Surfers</td>
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<td>Ms. Harriet Heyman &amp; Mr. Michael Moritz</td>
<td>The Surfer’s Path</td>
</tr>
<tr>
<td>Hive Surf</td>
<td>Tablista Peru</td>
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<tr>
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<td>Touro University NV Spanish Club</td>
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<tr>
<td>Kion Dining Lounge</td>
<td>Transporte CIAL</td>
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<tr>
<td>Koons Family Fund</td>
<td>Truly Peruvian</td>
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<tr>
<td>KPMG Washington Foundation</td>
<td>Wayo Whilar Surfboards</td>
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<tr>
<td>Local Magazine</td>
<td>Wooden Jetty</td>
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<td>Local Surfing Network</td>
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