



Making solutions  
for inclusion

Registered Charity No. 1008128



Creating  
opportunities

**“I’m delighted to report the invention is working fantastically!”** Shaun

**“Thank you DEMAND for giving Samuel a voice”**

Ruth, Samuel’s m um

**“DEMAND is an amazing charity. I can’t express how grateful I am for how they have helped me with my mobility!”** Neil

## **We know what it means to have access to the enabling equipment you need**

We believe no one should have to go without the enabling equipment that helps them break down barriers to inclusion and independence. Since the charity was founded in 1980, our innovative and practical solutions have brought new and exciting opportunities to nearly 35,000 people across the UK and beyond.

Your support means we can keep working with disabled people to find, adapt, and design enabling products that help people edit their personal narratives and change perceptions.

Read on to see the great things we’ve achieved this year thanks to your support, and how we’re putting plans into action to magnify our impact more than ever before.



Using  
our toolkit



Our toolkit helps us create meaningful impact for as many people as possible

## Phone and email helpline

We are on hand to share knowledge and information about the plethora of useful and often game-changing products and services that are readily available to buy or access. To challenge us to find a solution, email our team at [info@DEMAND.org.uk](mailto:info@DEMAND.org.uk) or call **01923 681800**.

## Engineering workshop

If there are no solutions available to buy we have the expert resources to adapt existing equipment or to design and manufacture new and unique enabling products that help people break down barriers to independence and inclusion.

## Online shop

We make our products available so people all over the world can benefit. The cost of developing such specialist products prohibits traditional manufacturers from making them available, so it's important that we do! Visit [DEMAND.org.uk/shop](https://DEMAND.org.uk/shop) to see what's available.

## Open source library

**Cracked-it**, our online open source design library lets us share the blueprints for all kinds of assistive devices so people can access them for free. Visit [Cracked-it.org](https://Cracked-it.org) to browse helpful hacks, printable products and DIY designs!



**“Isaac is delighted with his wobble board and has become very engaged and willing during his physiotherapy sessions. His physical progress improves week-on-week!”**

Viv, Senior Occupational Therapist and Advanced Sensory Integration Practitioner

Isaac and his Occupational Therapist were on a mission to improve his gross motor skills and core strength, building a foundation to further improve his fine motor skills. Using a balance board would usually be helpful but Isaac's wide stance, difficulties with balance and low vision meant no existing products would work for him.

It requires more advanced skills to balance with feet close together so Isaac's therapist worked with us to create a balance board wide enough to suit Isaac's natural stance. For maximum flexibility, we designed interchangeable rockers so the direction of movement can be changed as Isaac's skills gradually develop. We packed the design with subtle tactile and visual cues to help Isaac use the board safely and effectively. He is thrilled with the design and proudly showed it off to his college friends.

Now we're taking steps to make this balance board available to anyone who could benefit from using it to maintain or develop motor skills. Read on to learn about our **One To Many** manifesto.





**Bringing  
balance**



The image displays a variety of custom-machined wooden components. On the left, there are several long, thin strips with circular holes at one end, some of which are stacked. In the center, a series of small, rectangular blocks are arranged in a grid, each featuring multiple small holes. To the right, there are larger, more complex parts, including what appear to be levers or structural beams with elongated slots and small rectangular tabs. At the bottom, there are curved wooden pieces, possibly gears or pulleys, and some flat, rectangular plates. The entire collection is set against a dark, textured background.

# One To Many manifesto



**Here's our manifesto for maximising our impact. We are always:**

### **Being driven by impact**

Even the smallest changes can mean the world of difference. We will take the time to understand how someone's life could change in a way that's meaningful to them.

### **Learning from one**

Unique challenges encountered by one or very few people are no less important than those experienced by many. We'll focus on a single person's experience above all else and learn as much as we can from it.

### **Magnifying and multiplying**

Anticipating how a product might benefit others while designing means we'll be ready to scale up if necessary. We'll seek opportunities to make our practices and designs easily scaleable.

### **Sharing the challenge**

We alone cannot solve every challenge for every person. We'll bring experts, charities and other organisations on board to generate impact far greater than we could create alone.

### **Creating lasting effects**

Inspired people can take our insight to new areas and make a long-lasting impact on our world. We will inspire others by sharing knowledge, practices, and experience in design for disability.

**#OneToMany**

“EJ is a truly sensory being, she loves to experience the sounds of pans banging on the wood, and the click of the doors closing.

With this kitchen, she and her brother can play closely together whether she’s sitting in her wheelchair or feels strong enough to practice standing and stepping.”

EJ’s mum, Vaila

With the help of EJ, our principal ‘test pilot’, and feedback from the staff at Castle School we were delighted to be able to design, make and deliver our first accessible play kitchen to help children access exciting new play experiences and better engage with physiotherapy.

The kitchen incorporates sturdy handrails so children can practice supported standing, while the unique shape means children using wheelchairs can enjoy engaging in sensory and imaginative play along with friends and siblings.

The project is ongoing and is a great example of our **One To Many** manifesto in action.





Cooking  
up a storm

This year we joined forces with Electric Umbrella, a charity creating opportunities for disabled musicians and performers to take to the stage; challenging people to think differently about learning disabilities. We worked with Max, who has Down's syndrome, to help bring his idea to life.

The Dream Machine is an enchanted music-making flying wheelchair central to the storyline of Max's production 'I am the Dream Machine'. The musical tells the story of a young man on a journey of self-discovery and his decision to embrace his uniqueness.

It was no easy feat to give a wheelchair wings, let alone create an interactive musical instrument fit for the stage! With Electric Umbrella's vision and our technical know-how, we were able to create the perfect Dream Machine to take centre stage alongside disabled performers showcasing their talents and passion for music and acting in the first ever Electric Umbrella musical!

**"This is so important to me,  
to have my ideas coming out  
– I'm living my dream!"**

Max, Writer and Director







**Making dreams  
come true**

**“Working at DEMAND has really helped broaden my understanding of design beyond the classroom.**

**I took on numerous client led projects, designing inclusive and assistive products with ergonomic and commercial considerations; knowledge I can put to use designing products in the future.”**

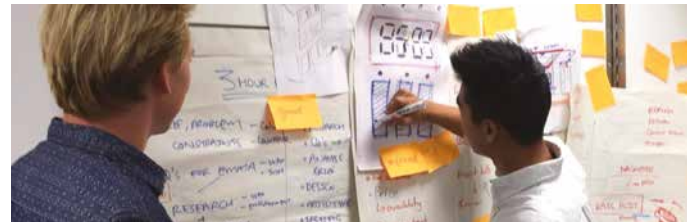
Josh, Product Design student at Loughborough University

In line with our origins in the world of education and now our **One To Many** manifesto, we work to inspire other people to change lives by design. This year our apprentice, Morgan, graduated from Oaklands College and was welcomed into our team as a fully fledged workshop technician.

Heera joined us for work experience, where she got hands on in the workshop and designed a concept for an adaptive children's trike that could be produced using digital technologies.

Josh joined the team for a year's work placement, experiencing all aspects of our work, researching and signposting for our helpline and leading projects from user research and testing through to design for manufacture and batch production.

Please get in touch if you'd like to learn more or support our unique student programmes.



A photograph of three students in a workshop setting, collaborating on a project. They are gathered around a large, custom-built robot made from cardboard boxes. The robot has a rectangular body, a flat top, and a long, narrow tail. It is equipped with two large, circular wheels at the front and a smaller wheel at the back. The students are focused on the robot, with one student pointing at a component. The background shows a workshop environment with various tools and materials. The text "Kick-starting design thinking" is overlaid in large white letters across the center of the image.

# Kick-starting design thinking





Going  
sensory friendly



**“My child used your Sensory Shell Chair at the Harry Potter Studio Tour today & it literally saved our day!”**

@Asdcloset on Twitter

This year saw Warner Bros. Studio Leavesden become the first attraction to offer sensory sanctuary with a Sensory Shell Chair. Visitors to the Harry Potter Studio Tour who have autism or sensory processing disorders can make use of the rocking chair with its blackout hood and take time to recover from the high sensory stress and hubbub of the environment.

As well as helping people access this busy attraction, the Sensory Shell Chair continues to help school students with autism learn to self-regulate their sensory input and be better able to access and engage with the learning opportunities on offer to them.



This is just one of many products we've developed from a design for just one person into a design that's available to all. It's helping people with autism across the UK and as far afield as Australia! **#OneToMany**



**Making a  
makerspace**

## We're going further than we've ever gone before

At the heart of our plans to maximise our impact is **CoWorkshop**, an open access makerspace and co-workspace. By opening up our workshop to the wider community we'll be able to share skills and experiences with other people. **CoWorkshop** will provide a reliable source of income in a turbulent funding environment and support our range of charitable design and manufacturing services so we can keep making a difference.

We harness the power of making to change lives and we want to bring more people along for the ride. **CoWorkshop** will be accessible so everyone will be able to join us to share and learn new skills, explore their creativity, nurture business opportunities and enjoy being part of a creative and supportive community.

We believe that 'making' in its widest sense can play an enormously positive role in breaking down barriers, providing opportunities for people to tell their own story to the world. The resurgence of DIY and making, advancements in digital manufacturing and the open source movement are together creating the perfect climate for an inclusive community of makers.

We are searching for bigger, more flexible premises which will accommodate both **DEMAND** and **CoWorkshop**, so please get in touch if you can help!



# Your support helps:

## Provide advice

We share our knowledge and signpost people to disability products, services and other charities so people can find and get the help they're looking for.

## Facilitate independence

We work with people to maintain their own independence and minimise the need for caregivers to be so heavily relied upon for day to day activities.

## Promote inclusion

Our work helps people to engage more fully in family life, clubs, and the leisure activities that they love.

## Create opportunities

With our designs, people can access more opportunities to learn, move, live and work that weren't accessible to them before.





## We're supported by:

### Self-generated income

We raise funds with our charitable activities, bringing to market specialist disability products that would otherwise not exist and by recycling disability products so more people can benefit.

### Communities, businesses and individuals

We're supported by donations, gifts in kind and corporate sponsorship. Fundraising events bring our supporters together and raise money to do even more good.

### Trusts and foundations

We receive vital core funding from grant giving organisations which underpins our whole operation and enables us to keep offering our life-changing services.



**“DEMAND provides people with the means to change their lives, sometimes in small, seemingly mundane ways, but more often, profoundly.”**

The demand for high quality assistive technology and equipment is higher than ever, and yet funding is harder to come by. It is in this context that the charity is focusing more of its resources in **One To Many** so that all the hard work of designing and developing what might start out as bespoke pieces for individuals is maximised and can be quickly leveraged for the good of many. Our Freasel, Sensory Shell Chair, Boccia ramps, new accessible play kitchen and balance board are all great examples of designs in line with **One To Many** and undoubtedly we will invent several more over the coming year.

Our journey to creating **CoWorkshop**, a wonderfully inclusive maker and co-workspace is underway. We believe that ‘making’ in its widest sense can play an enormously positive role in breaking down barriers, helping people edit and in some cases completely rewrite their personal narratives in a powerfully positive way. The scale and ambition of the **CoWorkshop** project far exceeds anything we have undertaken before and we are excited to be creating a significant and impactful community asset.

**DEMAND** provides people with the means to change their lives, sometimes in small, seemingly mundane ways, but more often, profoundly.

Our achievements, and the realisation of our future plans, are only possible with the continued backing of the many Trusts and Foundations, businesses (both local and global), community groups and the individuals up and down the country who support us financially, materially and in kind.

On behalf of the Trustees, I would like to thank the team, our clients, our donors and supporters who make it possible for more disabled people to live life their way. I warmly invite you to visit our wonderful workshop, meet the team and to learn more about our work.

A handwritten signature in black ink, appearing to read 'A. Soothill', with a large, stylized flourish at the end.

Anthony Soothill,  
Chair of Trustees

Thanks to our Chair, Anthony Soothill along with our team of Trustees; Lady Hermione Grimston, Robert Mankin, Thomas Mercer, Morag Reavley, The Hon. Clare Renton, William Sietz, Katherine White and Russell Willcox. Thanks also to our patrons for their continued support and encouragement; The Hon. Caroline Stanley, Sir John Major KG CH, and Roger Jefcoate CBE DL.

# Taking on the challenge ahead



How you  
can help



**You can make sure our  
life-changing projects  
happen. Here's how:**

## **Get fundraising**

Your fundraising helps raise awareness of our work and generates essential funds to keep our workshop whirring. Our supporters enjoy taking on adventurous challenges, hosting dinner parties and cake sales along with raucous raffles and tremendous tombolas. We're bursting with ideas to get you started and can offer all the support you need to make sure your fundraising challenge goes fantastically!

If you'd rather be a guest than a host, we hold regular fundraising dinners, fashion shows, afternoon teas and the occasional extravagant grand gala, we'd love to see you there!

## **Partner with us**

Our corporate project partners are the fuel that fires our engine. Choosing to partner with us means we can take on challenges on a larger scale and help even more people. We've got exciting projects on the go and in need of your support, or you could make a lasting impact as part of our Corporate Partner Network.

## **Make a donation**

Every donation we receive helps to keep our machines moving and gives us the opportunity to help even more. You can leave a legacy gift in your will, donate via payroll giving or make a regular or one off donation in support of our work. Read on to see how you can donate today.

**Find out more at  
[DEMAND.org.uk/get-involved](https://demand.org.uk/get-involved)**

## Your donation changes lives

We receive no government or statutory funding so are reliant on your support to deliver our services. With your help we can offer our custom design service at no cost to the people who need it, and fund the development of designs to help many more people in line with our **One To Many** manifesto.



**Online:** give a one-off or regular donation at [DEMAND.org.uk/donate](https://DEMAND.org.uk/donate)

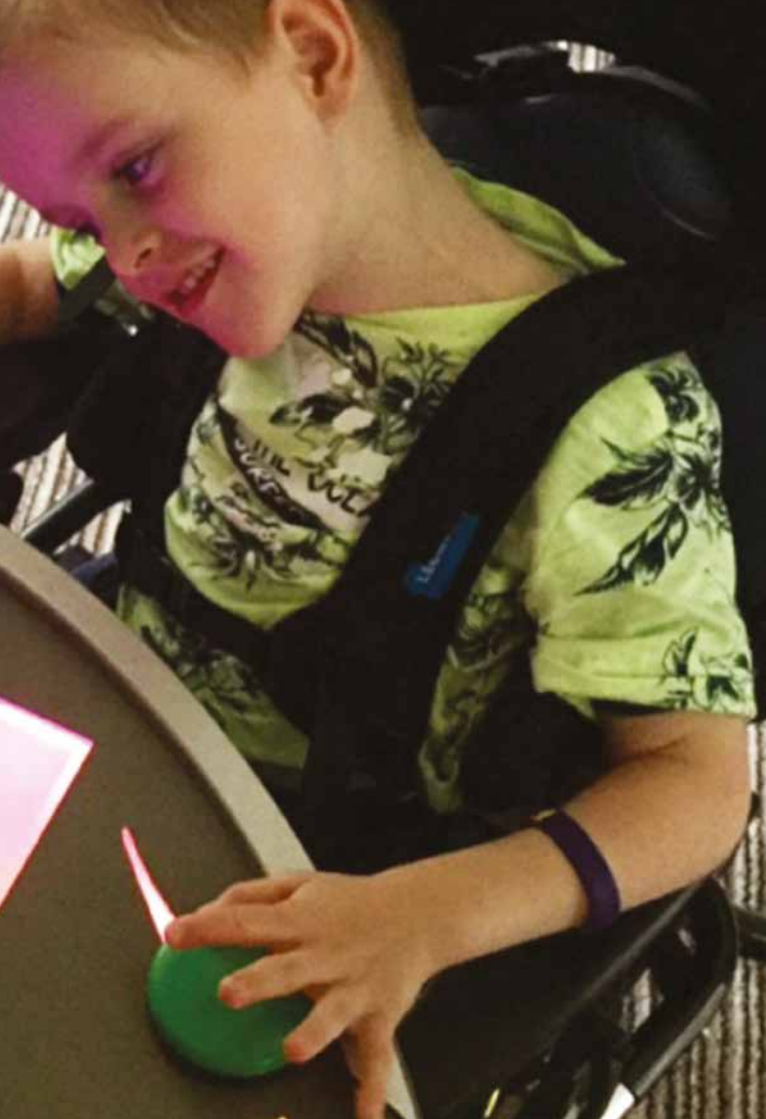


**By credit or debit card, bank transfer or standing order:** call us on **01923 681800**, email [info@DEMAND.org.uk](mailto:info@DEMAND.org.uk) or return the form opposite for details



**By cheque of CAF voucher:** send a cheque payable to DEMAND with the form opposite





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Postcode \_\_\_\_\_

Signed \_\_\_\_\_

 **Please Gift Aid my donation and make it worth 25p more for every £1 I give.**

I am a UK taxpayer and understand that if I pay less Income Tax and/or Capital Gains Tax than the amount of Gift Aid claimed on all my donations in that tax year it is my responsibility to pay any difference.

 **I'd like to hear about news, exciting fundraising events and stories from people my donations help.** You can change your mind at any time by clicking 'Unsubscribe' in any of our emails. Find out how we look after your data at [DEMAND.org.uk/privacy-policy](https://demand.org.uk/privacy-policy).

Your support makes great things possible. What can we do together?

Call us on **01923 681800** or visit **DEMAND.org.uk/donate** to donate today.

You can also reach us by post, simply complete your details overleaf and return this form to us at **DEMAND, The Old Chapel, Mallard Road, Abbots Langley, WD5 0GQ.**

☐ I enclose a cheque or CAF voucher payable to **DEMAND**

☐ Please contact me so I can make a donation by credit or debit card over the phone

☐ Please contact me to arrange a donation via bank transfer or a regular donation via standing order

**Thank you for choosing to change lives with us.**



See our latest news online and in your inbox – visit **DEMAND.org.uk**

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