



**Minute of the Annual General Meeting
held on
1 September 2018 at the MacRobert Arts Centre, Stirling**

1. The President, Mr Neil Oliver, took the Chair, supported by the Chairman of the Board of Trustees, Sir Moir Lockhead, the Trust Secretary and senior staff, and in the presence of 140 members of the Trust in attendance. The meeting was live streamed to the general public through the Trust's website.

PRESIDENT'S WELCOME AND PRELIMINARIES

2. The President extended a warm welcome to members to the 2018 Annual General Meeting (the 'meeting') of the National Trust for Scotland.
3. The President reported on his time spent with the Trust in the 12 months since his election. He visited Drumlanrig Castle in Dumfries and Galloway and the Tower of London for the Ceremony of the Keys with the Patron's Club. At Bannockburn, the President undertook some filming for a project publicising the Trust's brand and bringing the work of the Trust to the attention of its viewers. In the last few weeks, the President had spent time with volunteers and staff at Glencoe, which has just received its National Nature Reserve status, the newest in the UK, and at Ben Lawers with the specialist footpath team who help provide access across the estate. The President was humbled by the hard work of everyone involved. Although the President had been abroad filming throughout the year, he reported that the international reception to 'Scottishness' is truly heart-warming and it has brought home to him how significant and rewarding the work of the Trust is in maintaining all of the special places it cares for. He is honoured to be a part of it.
4. The President asked the Trust Secretary, Mr Stephen Small, to note the apologies given for the meeting. Mr Small recorded an apology on behalf of Mr Keith Griffiths, Trustee, and Dame Susan Bruce, Chair of the Nominations Committee. On behalf of the members, Mr Small noted apologies from Mr Lester Borley, Mrs Mary Borley and Mr John Knight.

MINUTE OF 2017 ANNUAL GENERAL MEETING

'To approve the minute of the Annual General Meeting held at the Caird Hall, Dundee, on 30 September 2017.'

5. The President called for any amendments to the minute of the meeting held at the Caird Hall, Dundee, on 30 September 2017. The President noted that the Trust Secretary, Mr Small, had access to a recording of the meeting to check any queries.
6. There being no amendments to the minute, Mrs Amanda Herries proposed and Mr Benjamin Tindall seconded the adoption of the minute of the 2017 Annual General Meeting. The minute was formally approved by a show of hands from the members.

ANNUAL REVIEW AND ACCOUNTS 2017/18

'To consider the adoption of the 87th Annual Review and Accounts.'

7. The President welcomed the Chairman to the podium.
8. The President reported that, as the Trust's Annual General Meeting is held so long after the conclusion of its last full financial year (1 March 2017 to 28 February 2018), a broader perspective would be presented to take into account the fact that the Trust was already more than halfway through the current financial year for 2018/19. In addition, Mr Simon Skinner would deliver his Chief Executive's report before the members hear from the Chief Financial Officer, Mrs Louise Page.

CHAIRMAN'S PERSPECTIVE

9. The Chairman, Sir Moir Lockhead, addressed the members.
10. The Chairman was pleased to report that since the last Annual General Meeting the Trust had successfully delivered a broad range of projects and initiatives to protect, conserve and promote the best of Scotland's heritage. With this Annual General Meeting being his fourth since he took office, Sir Moir was pleased to report that many of the initiatives that had previously been reported to the members were now coming together on the ground.
11. The Chairman reflected on his key focus and visits over the year. In May, the Chairman and Trustees visited Brodie Castle to see the Playful Garden. He was touched by the inspiring experience that the new facilities offered to children and families within a heritage context. The Chairman was also pleased to have been invited to Mar Lodge Estate in November 2017 on the day that it had formally been granted its National Nature Reserve status – a great

achievement for the team at Mar Lodge. The Chairman took a moment to reflect on the recent appeal for the Hill House. He thanked everyone who had contributed to its success. He also thanked Thomas Tunnock Limited and the USA Foundation for their welcome contributions to the appeal.

12. The Chairman took a moment to thank all the Trust's supporters, paying special thanks to the players of the People's Postcode Lottery who have helped to make some of our properties more accessible to people with restricted mobility, and to the many trusts and foundations who provide the Trust with resources for conservation projects. The Chairman also thanked the USA Foundation, Patron's Club, Members' Centres and Friends' Groups for all the vital contributions, special projects, time, and expertise that they give each year. Their support is invaluable.
13. Finally, the Chairman thanked the members, volunteers and staff for their continued support. He also thanked the President, the Board of Trustees, the Chief Executive and his senior team for their hard work and commitment over the last year.
14. The President thanked the Chairman.

CHIEF EXECUTIVE'S REPORT

15. The Chief Executive, Mr Simon Skinner, addressed the members.
16. Following his report to the 2017 Annual General Meeting, Mr Skinner was pleased to confirm that the Trust had made investments in its properties and operational capacity totalling over £13m. He reported that the changes made to the Trust's structure and culture have been profound. Greater operational efficiency has released resources for the Trust to re-invest, and the new devolved regional management structure has given the Trust the skill-sets and agility necessary to deliver the projects that the investment has made possible.
17. Mr Skinner provided some highlights of the investments made during the year. The first phase of investment at Culzean had created a fit for purpose visitor infrastructure and, with the help of £200,000 from the People's Postcode Lottery, several all-ability trails had been created throughout the Country Park. At Brodick, £1.3m had been spent to improve fire safety at the property. New opportunities were now being developed to re-present the collections and garden for the re-opening of Brodick Castle to the public. At Easter, 'Weehailes', the new play area at Newhailes, opened. Plans were now being developed to restore the Newhailes ha-ha, establish a community kitchen garden and consider how best to present the house and its stories. The Playful Garden at Brodie was now finished, with a total investment of £3m having been made. The garden features objects which reflect the history of

the family and castle. Mr Skinner was pleased to report that visitor numbers had increased significantly since the garden opened and was a joyful way to connect people with their heritage.

18. Following on from the Hill House 'Big Box' reveal at the 2017 Annual General Meeting, Mr Skinner reported that, with the support of Argyll and Bute Council, the Trust had received planning permission for the project. The metal meshed shield properties of the structure would enable the Hill House to dry out from over a century of water ingress in a controlled and stable fashion. In the meantime, work is underway with conservation specialists to find solutions to the inherent, inherited structural issues that will not compromise Mackintosh and Macdonald's original design. Mr Skinner was delighted to confirm that the appeal, launched in February, had raised £1.2m of the £1.5m target to deliver the project. He thanked the members and donors for supporting the project.
19. A short video presentation was played to the members present on the Trust's Strategy for Protecting Scotland's Heritage for 2018–23. Mr Skinner explained that the Trust's Strategy was reliant on an efficient and sustainable operation which is capable of delivering its conservation ambitions. Efforts in the past few years to reshape the organisation would help secure a more widely relevant future for our charity.
20. Mr Skinner reported on some of the Strategy targets. The Trust's new marketing campaign 'For the Love of Scotland' had been carefully designed with a view to change attitudes and perceptions of the Trust to be seen as modern, relevant and worthy of support. In addition to improving the Trust's digital channels and visual identity, further initiatives such as Project Reveal (a review of the Trust's collections and interiors) and a review of gardens have been undertaken to rethink what the Trust does and how its properties, collections and gardens can regenerate for the future. Including the new membership management and finance systems, a massive investment programming totalling £8.7m was nearing completion. Although it was taking time to embed new systems and processes, the new systems would make the organisation more efficient with more time being freed up for volunteers and staff to focus on improving visitor services at property level.
21. Mr Skinner wished to make a public apology to the members present and explain a number of issues that had arisen through the implementation of the new systems. Firstly, he apologised for an error that had resulted in a fundraising appeal being sent to members that was incorrectly addressed. Over 7,000 letters had wrongly been sent to members who had passed away. Mr Skinner stated that the mistake was unforgiveable and he understood how upsetting this would have been for the families. Secondly, Mr Skinner reported a human error which had occurred on the previous day in relation to the collection of 639 membership renewals. Although, in almost all cases, the

extra money collected had been returned on the same day, Mr Skinner apologised for the error and to anyone who had suffered as a result.

22. Looking ahead, Mr Skinner reported that the Trustees were already considering the next tranche of investments: a planning application had been submitted for a £1m transformation of the visitor centre at Glencoe; planning consent was being sought for an observation tower overlooking Loch Ewe at Inverewe Garden; improvements to the Glenfinnan visitor centre; and changes to Gladstone's Land to re-purpose and re-present the property with a view in the future to take forward plans to showcase Gladstone's Land and the Georgian House with a much greater sense of the Georgian New Town of Edinburgh and its history in mind.
23. Mr Skinner concluded his presentation by noting the real and significant progress made on the Trust's journey to deliver its core purpose and be recognised as a cause which people see as worthy of supporting.
24. The President thanked Mr Skinner and welcomed Mrs Louise Page, Director of Corporate Services and Chief Financial Officer, to the podium.

CHIEF FINANCIAL OFFICER – THE TRUST'S FINANCIAL POSITION

25. The Chief Financial Officer, Mrs Louise Page, addressed the members and introduced the financial statements of the Trust for the financial year 2017/18.
26. Mrs Page highlighted the following matters: for the 20th consecutive year the Trust had successfully grown its membership; a 23% increase in total visitors over the year, with a 14% increase in paying visitor numbers; overall expenditure (£59.7m) had been higher than income (£56.8m), meaning that there was an operational deficit (before investment gains and losses) for the year of £3m; £2.4m of investment gains (due to stock market valuation increases); and an increase to the General Income Fund of £14m, taking the total to £45m.
27. Mrs Page provided an income comparison between the 2017/18 financial year and the previous year, 2016/17. She reported that the three key income growth areas had been from increases in membership (£1.3m), legacy income (£3.1m) and commercial activities (£1.9m). These increases align to the current strategy to increase members, visitors and related income with a view to the organisation becoming more financially sustainable. In terms of expenditure, Mrs Page reported that there had been three areas where expenditure had increased from the previous year: commercial related spend (£2.3m); operating costs related to the properties (£1.8m); and conservation spend (£0.6m). These increases include investment needed to increase visitors and members in line with the five-year strategy. Turning to restructuring costs, Mrs

Page reported that there had been £1.9m of costs related to the systems changes being rolled out across the Trust.

28. Mrs Page explained that the total reserves have remained at a similar level, decreasing slightly by £0.5m since the previous year end. Although the General Income Fund has increased to a balance of £45m, it will be used as a source of funding for the Trust's investments in systems, conservation, repairs and maintenance planned within the five-year strategy.
29. Finally, Mrs Page reported on operations in the current financial year (2018/19). She explained that results were tracking in line with the budget which is aligned to the five-year strategy.
30. The President thanked Mrs Page.

AUDITOR'S STATEMENT

31. The President welcomed Mrs Kelly Adams of RSM UK Audit LLP to the podium to present the auditor's statement.
32. Mrs Adams reported that RSM UK Audit LLP had satisfactorily completed the audit of the financial statements for the year ended 28 February 2018. Mrs Adams was pleased to confirm that the Trust had received an unqualified audit report for the financial statements for the year ended 28 February 2018. The report had been signed by Ms Janet Hamblin, Partner of RSM UK Audit LLP, but she had tendered her apologies for the meeting due to being abroad.
33. Mrs Adams explained that the audit was completed in accordance with international standards on auditing and practice note 11, which sets out the points that auditors must consider when auditing charity accounts in the UK. Mrs Adams highlighted that the financial statements contained a prior year adjustment which primarily relates to adjustments to restricted, endowment and unrestricted reserves. This has followed on from a review that the Trust was completing to ensure that all free reserves were identified and that the use of restricted reserves are maximised where appropriate. Mrs Adams confirmed that RSM had not identified any areas in their testing where restricted or endowment reserves were used inappropriately. The general issue was the over-prudent restriction on the use of reserves, much of which related to naming of reserves many years ago.
34. As highlighted by Mrs Page, Mrs Adams recognised that the Trust had undergone a significant period of change. She was pleased to see the significant investment in IT to ensure that management information is more easily obtainable to help the Trust monitor its performance against its strategy in a challenging time.

FINANCIAL QUESTION AND ANSWER SESSION

35. The President opened the meeting up to the first of two question and answer sessions. The President welcomed any questions on the Trust's finances from the members.

36. There were no questions from the members present.

ADOPTION OF THE ANNUAL REVIEW AND ANNUAL ACCOUNTS

37. The President called for the adoption of the Annual Review and Annual Accounts for 2017/18. Mr David Leslie proposed the resolution and Mrs Caroline Borwick seconded it. The resolution was approved on a show of hands by the members present.

APPOINTMENT OF AUDITORS

The Trustees will propose RSM UK Audit LLP, Chartered Accountants, First Floor, Quay 2, 139 Fountainbridge, Edinburgh EH3 9QG be appointed as the Trust's Auditors.'

38. Mr David Leslie, Chair of the Audit and Risk Management Committee, proposed that RSM UK Audit LLP, Chartered Accountants, First Floor, Quay 2, 139 Fountainbridge, Edinburgh EH3 9QG be reappointed as external auditors of the Trust. The resolution was seconded by Mrs Veronica Morriss and approved on a show of hands by the members present.

39. Mr Leslie thanked Ms Hamblin, Mrs Adams and the team from RSM UK Audit LLP who had conducted the audit for all their hard work.

40. The President confirmed that RSM UK Audit LLP had been formally reappointed as the Trust's external auditors.

GENERAL QUESTION AND ANSWER SESSION

41. The President opened the meeting up to the second question and answer session. The President welcomed questions from the members.

42. Mrs Maddy Reddie, an ordinary member, wished to know why members were reissued with new membership cards on an annual basis given the cost to the organisation to do so. She suggested that a lifetime membership card be issued, and if a member does not renew the card would be cancelled. Mr Skinner liked the suggestion. He explained that the new style membership cards that had been issued recently had a barcode on them. Aside from being able to collect data for the Trust's benefit, it also allowed, for example, the reciprocal rights with the National Trust in England to continue. Mr Skinner

hoped that the suggestion could be incorporated and rolled out in time as systems and processes developed.

43. Mr Charles Hope, Chairman of the London Members' Centre and a long-standing member, suggested that around 20% of the London Members' Centre members did not have access to the internet. He thought that this was largely age related. By removing details of Members' Centres and Friends' Groups from printed media and directing them to the website, Mr Hope considered this was cutting off information from many members. The Trust's membership magazine *Scotland in Trust* should contain all necessary information and contact details for the purpose of inclusiveness. Mr Mark Bishop, Director of Customer & Cause, addressed the question. He noted Mr Hope's point but confirmed that an increasing number of members were accessing content online. Mr Bishop stated that he was keen to get the balance right between traditional print-based material and online content, but as a conservation charity the aim is to reduce the volume of printed materials in the future. Mr Bishop offered to pick the point up in more detail in the afternoon Members' Centre and Friends' Group session.
44. Mr Dave Morris, a long-standing ordinary member, referred to a statement within the Strategy in relation to Deeside and the acknowledgement of flooding and grazing in the surrounding hills. He wished to know to what extent the Trust monitors grazing levels from sheep and deer on its mountain properties and whether there are any plans to take action to reduce grazing levels where it is thought they contribute to downstream flooding. Mr Skinner suggested that it may be useful for Mr Morris to meet with Mr Stuart Brooks, Head of Conservation & Policy, after the meeting to discuss this in more detail. To address the question to the floor, Mr Skinner reported that the point was valid, particularly with climate change increasingly putting strains and stresses on uplands. The Trust continues to monitor, as required under SSSI conditions, and to work on the restoration of the peatlands, in addition to supporting the reintroduction of beavers to increase the floodwater controls. Mr Skinner confirmed that the new Strategy would bring back a focus to such issues under the heading of Landscape for Change. Mr Brooks confirmed that position and reported that the Trust's monitoring goes way beyond basic obligations. The Trust is also working in collaboration with others, through its Plan for Nature and its aspiration to re-establish woodlands in the uplands.
45. Dr John Black, a member of the Trust and a volunteer at Geilston Garden, expressed his disappointment at the Trust spending £4.5m on the 'Big Box' project at the Hill House for a temporary structure. He considered the roof and exterior of the Hill House to be of no particular interest when there were other properties, such as Geilston Garden that were, in his opinion, neglected and mismanaged by the Trust. Mr Skinner addressed Dr Black's concerns and confirmed that he had previously corresponded with Dr Black on some of the matters he raised. He would not be discussing the options for Geilston Garden

at the meeting. Turning to the Hill House, the harling is considered to be of heritage significance and as such a solution needs to be identified. Mr Skinner noted that Professor Bartos, a concrete expert, was in the audience and the Trust was working with people like him and would continue to do so. Over the years, many meetings had been held, with input from other organisations, such as Historic Environment Scotland, without a solution being identified. The Box was a novel solution using innovative materials to allow the wind to penetrate but keep the rain away from the building. Mr Skinner reported that planning permission for the project was anticipated within the next few weeks. He hoped that people would get excited by conservation in action. Professor Bartos, a volunteer from the Bearsden and Milngavie Members' Centre, wished to state that he had reservations about the choice of design of the box structure at the Hill House, and although he had not been consulted to date, he was happy to collaborate in the future with regards to saving the Hill House.

46. Mr Hamish McKenzie, Chairman of the Edinburgh Members' Centre, was pleased to hear what had been reported at the meeting and had confidence in the future of the Trust and in making the Trust's properties more accessible and enjoyable for children and families. Mr McKenzie wished to know if the Trust had any plans to consider charging members a small fee to visit its properties as a way of increasing the income that it receives. Mr Skinner noted that the point had been mentioned at a previous Annual General Meeting, and it was not something that the Trust would consider at the moment. Although some members see the membership price as a donation to look after the things that the Trust cares for, some see it as the price of access to the properties. The pricing of membership has to be carefully considered to be attractive to members to emotionally invest, be commercially viable for the Trust, and be competitively priced amongst its competitors. Mr Skinner explained that, through the 'For the Love of Scotland' campaign, the Trust is trying to change perceptions so it is seen as a worthy cause that members would be happy to support on top of the annual membership price.
47. Miss Sheryl Jermyn, an ordinary member, thanked the Trust for its ongoing achievements in protecting Scotland's heritage for future generations. Miss Jermyn had two questions. Firstly, as a relatively new member, she was excited to see the '100 Ways' campaign but was disappointed to see that there are only 17 listed on the website. She wondered where the remaining 83 could be found. Secondly, turning to future generations, Miss Jermyn was happy to see the increase in overall membership numbers, but wished to know what proportion of the increase in the last financial year is made up of millennials, and what the Trust is doing to attract younger members. Mr Skinner explained that the Trust had been on a journey over the past three years to put in place the building blocks to enable the Trust to become more relevant to more people. Doing more in terms of policy and advocacy and having a voice based on evidence is the way to encourage more millennials to engage with the Trust. Mr Bishop then explained that the '100 Ways' would be rolled out over

time so that people could be curious about what the Trust is doing on a regular basis. Mr Bishop confirmed that the Trust is committed to supporting the Scottish Government 'Year of Young People' initiative by offering a £1 entry fee to young people with a Young Scot card. Mr Bishop offered to speak to Miss Jermyn outwith the meeting to explain some of the other ways that the Trust is involved with young people to attract and engage future generations.

48. The President asked Mr Small to read out the questions from the members who submitted questions in writing either in advance of the meeting or at the meeting itself.
49. Mr Small noted that Professor Bartos had submitted a number of specific questions in relation to the Hill House, namely: the value of the contract for the construction of the Box; the budgeted annual maintenance costs for the Box; and the decommissioning cost estimate for the removal of the Box. Professor Bartos indicated that he was content for a personal written response to be issued to him after the meeting. Mr Small confirmed that Mr Skinner would pick the matter up in due course after the meeting.
50. Mr Small moved onto the second question from Mrs Stewart-Kimicha. However, Mrs Stewart-Kimicha was content to speak to the question. Mrs Stewart-Kimicha was saddened by the way that she had been treated by Trust staff over the past couple of months in relation to system issues. She was pleased that Mr Skinner had offered his apologies on the matter earlier in the meeting but wanted some reassurance that Direct Debit payers will know the date that payments will be debited from their accounts. This was the third month that she had been personally affected by the issues. Mr Skinner reiterated his apologies for the issues and offered apologies on behalf of his colleagues. Mr Skinner explained that the error had been identified, the date for collection was known and that the error would not happen again. Members would receive a letter explaining what had happened along with an apology.
51. Mr Small read out a question from Mrs Gillian Robertson. Mrs Robertson asked whether the Trust would consider permitting a member to vote online in the event that a person registered to attend subsequently could not. Mr Small confirmed that the Trust would like to move to a position where more votes are carried out online but the Annual General Meeting remained an important forum for voting. In terms of the Trust's constitution, the Acts of Parliament state that the Annual General Meeting has to be used for that purpose. However, Mr Small confirmed that he would pick the point up when reviewing the online voting system in due course to allow members to register to attend and vote in advance of the meeting.

52. Mr Small read out a question from Mr Keith Otto in relation to overseas visitors and entry passes. He asked why the various Scottish cultural organisations do not work together to provide open passes to all historic castles and houses. Mr Skinner responded to the question. He explained that the Trust was collaborating with Historic Environment Scotland for joint ticketing at Bannockburn and Stirling Castle but there was little appetite in the sector for joint ticketing generally. With so many visitors coming from overseas, the Trust is piloting a Discovery Pass ticket in the north-east of Scotland to allow visits to any of the Trust's properties in that area for a one-off ticket price. Mr Skinner confirmed that if the pilot is a success, the Trust would speak to other heritage providers to discuss possible collaborative ticketing.
53. Mr Small read out the final question submitted in advance of the meeting. Mrs Jean Taylor had had the pleasure of going on four of the Trust's cruises and wished to know if they would ever return. Mr Skinner responded to the question. The cruises depend on the size of the ship being close to the size that the Trust can economically deliver a service on. The ship that the Trust has used for a number of years is going out of service and the replacement ships are over 1,000 berths, meaning they are too large to get to the places that the Trust would like to promote. In addition, there is a huge financial risk in chartering cruises, with the onus on the Trust to make it break-even, which requires an occupancy level of around 80%. Mr Skinner confirmed that the existing model needs to be looked at in detail and the Trust should explore opportunities with smaller vessels and partners based in Scotland.
54. The President thanked the members for the questions raised.

ELECTION OF THE PRESIDENT AND VICE PRESIDENTS

55. With the next item of business being the election of the President, the President passed over chairmanship of the meeting to Sir Moir Lockhead.
56. The President welcomed the Chairman to the podium.
57. On behalf of the Board of Trustees, the Chairman proposed Mr Oliver for re-appointment as President of the National Trust for Scotland. The proposal was seconded by Mrs Jill Carrick and was approved by a show of hands from the members. Mr Oliver was duly re-appointed as the President of the National Trust for Scotland.
58. The Chairman was delighted to declare the President duly elected.
59. The President thanked the Chairman and the members for their continued confidence in him and continued his chairmanship of the meeting.

60. Turning to the election of the Vice-Presidents, the President explained that although they have no direct role in the governance of the Trust, they still fulfilled important ambassadorial duties that help to generate goodwill and pave the way for the Trust's fundraising. Before considering the election of the Trust's Vice-Presidents, the President wished to highlight two matters to the members.
61. Firstly, the President reported that Mr Angus MacDonald had decided to step down from the role of Vice-President after eight years as an ambassador for the Trust. The President said that Mr MacDonald had worked tirelessly behind the scenes raising money for the Trust, highlighting in particular the President's Ball of 2013. Although Mr McDonald was unable to attend the meeting, the President thanked him for his commitment and contribution to the Trust.
62. Secondly, the President wished to congratulate Professor Hugh Cheape on being awarded an MBE this year for his 40 years of support to the National Trust for Scotland, notably the work on the Angus Folk Museum's agricultural collections. The President and the members present extended their appreciation and congratulations to Professor Cheape.
63. The President confirmed that the Board of Trustees recommended that the Duchess of Fife, Professor Hugh Cheape, Mr Simon Fraser and Professor Michael Scott-Morton be reappointed as Vice-Presidents. Mr Benjamin Tindall proposed the re-election of the Vice-Presidents. The proposal was seconded by Mr James Fenton and approved by the members present.
64. The President was delighted to declare the Vice-Presidents duly elected.

ORDINARY MEMBERSHIP SUBSCRIPTION

'That with effect from 1 March 2019 the minimum amount of the annual subscription required for qualification as an Ordinary Member of the National Trust for Scotland, currently fifty-seven pounds, shall be the sum of sixty pounds.'

65. The President invited Mr Mark Bishop, Director of Customer & Cause, to present the ordinary membership subscription resolution.
66. Mr Bishop thanked the members for their support for the National Trust for Scotland. Mr Bishop set out the wider economic context within which the proposal should be considered, proposing that with effect from 1 March 2019 the minimum amount of the annual subscription required for qualification as an Ordinary Member of the National Trust for Scotland, currently £57, should be the sum of £60.

67. Mr John Lemon, Visitor Services Supervisor at Craigievar Castle, raised a question in relation to people paying by credit card at the property when signing up for membership and whether a benefit could be offered for Direct Debit sign-up. Mr Bishop confirmed that, year on year, the rate of people preferring to pay by Direct Debit was increasing and although a discount had been offered in the past as an incentive for Direct Debit, there was no plan to offer a reduction.
68. The resolution was duly seconded by Mr Kevin McCormick and approved on a show of hands by the members present at the meeting.
69. The President thanked Mr Bishop and confirmed that with effect from 1 March 2019 the Ordinary Member annual subscription rate would be raised to the sum of £60.

FOR THE LOVE OF SCOTLAND

70. The President introduced the next segment of the meeting, focusing on the Trust's major brand awareness campaign 'For the Love of Scotland'. He explained that the second phase of the campaign is based on sharing the '100 Ways' that the Trust is loving and protecting Scotland's heritage. Members present were shown a short film voiced by members of staff explaining why they have devoted their career to the Trust's cause.
71. The President then welcomed Mrs Wendy Turner, Inventory Manager for Project Reveal, to the podium.
72. Mrs Turner thanked the President and management for the opportunity to tell the members more about Project Reveal – a project to catalogue and digitise the Trust's collections at 47 properties. At the time of the meeting, there are 26 team members, working in four regions covering the whole of Scotland and dedicated to the project. Since July 2017, the team has: recorded over 50,000 catalogued records in the AdLib collections management database; created over 80,000 images in the Trust's Portfolio database; completed 23 properties; written 42 articles and 12 blogs for the website; and appeared on a number of television stations to promote and publicise the work being undertaken by the team. Mrs Turner explained the benefits of the project to the members, from tracking objects to condition surveys of the collections. Mrs Turner highlighted that there were still 24 properties to complete. The information being collected in the AdLib database will be used to create, in time, an online library of the Trust's collections. The project is due to be completed in July 2019.
73. The President thanked Mrs Turner and welcomed Mr Daniel Rhodes, Archaeologist, to the podium.

74. Mr Rhodes' presentation focused on the highlights of the previous year's archaeological work undertaken by the Trust. Mr Rhodes emphasised the following achievements: finding artefacts from the mid-17th century at Glencoe; archaeological condition surveys at Mingulay, completed by members of the public using the Trust's own in-house system; working in association with the Mountain Bothies Association at Mar Lodge Estate to bring the Red House bothy back into use whilst being mindful of its archaeology and protecting its key features; at Inverewe, working in partnership with Stirling and Edinburgh universities in an innovative way to analyse the broader landscape outside of the garden; at Glenshiel, a team looked at the built remains of the battle site to determine if there were any stories that could be told ahead of the 300th anniversary of the battle; and at Weaver's Cottage digital technology is being used to record the building to inform the Trust's conservation work and present the property online to view remotely. Without the help of all the volunteers and staff, the sheer volume of activity undertaken could not be achieved.

75. The President thanked both presenters.

GEORGE WATERSTON MEMORIAL AWARD

76. The President invited Professor Hugh Cheape, Vice-President, to present the George Waterston Memorial Award.

77. Professor Cheape explained that the award is presented each year to individuals who have, over a period of years, made a special contribution to the work of the Trust. The award is now in its 37th year. The award is presented in memory of Dr George Waterston, one of Scotland's leading ornithologists, who bought and subsequently donated the island of Fair Isle, together with its bird observatory, to the Trust in 1954. The award is made on the basis of nominations sent in by colleagues such as line managers, and Professor Cheape recorded his warm thanks to those who had taken the time and thought to fill out the nomination forms.

78. Professor Cheape reported that, following consideration of the nominations, it had been decided this year that two awards should be presented. The winners would be presented with a wooden bowl crafted by Mr Colin McKenzie.

79. Professor Cheape had great pleasure in announcing that the recipients of the 2018 George Waterston Memorial Award were Ms Elizabeth Bracher and Mr John Lemon.

80. Ms Bracher is a guide and conservation volunteer at Kellie Castle and had been nominated by her colleagues because of her incredible enthusiasm and active willingness to go the extra mile if it helps members, visitors and other

volunteers. Ms Bracher has achieved an astonishing amount for Kellie Castle, from organising the winter deep clean to co-ordinating 'conservation in action' arrangements to help visitors to understand what it takes to care for the property. Professor Cheape noted that her energy and devotion is boundless and she is a worthy recipient of the award.

81. Mr Lemon is both a volunteer and a member of staff at Craigievar Castle in Aberdeenshire. Mr Lemon's devotion to Craigievar Castle goes above and beyond his employment duties, from stepping in and running the property at short notice so it could open in time for Easter to volunteering to stay overnight in the castle to ensure its safety until an alarm fault could be fixed. During the heavy snow of winter, Mr Lemon trudges to and from the castle just to check everything is well and as it should be.
82. Professor Cheape congratulated Ms Bracher and Mr Lemon on their awards. He stated that what both recipients of the award share is their passion for Scotland's heritage, and the fact that they care deeply for it and for the people who visit and support our properties too.
83. Professor Cheape welcomed Ms Bracher and Mr Lemon to the stage to collect their awards.
84. The President thanked Professor Cheape and called upon Mrs Jill Carrick, Deputy Chair of the Board of Trustees, to present the next award.

COLIN DONALD AWARD

85. Mrs Carrick thanked the President and went on to present the Colin Donald Environmental Law Award. This award commemorates the late Mr Colin Donald who, at the time of his death in 2006, was a Vice-President of the Trust. He reported that the late Mr Donald had a very long career in the Glasgow law firm McGrigor Donald but also gave service to many causes, including the University of Glasgow, Sir William Burrell Trust and, not least, the National Trust for Scotland.
86. The award, co-hosted by the University of Glasgow, is judged on the submission of essays by Scots law students on the subject of environmental law. The winner is then offered a placement in the legal department of the Trust as well as a cash prize.
87. Mrs Carrick was pleased to confirm that the 2018 Colin Donald Award winner was Miss Kate Mackenzie, a student at the University of Strathclyde. Miss Mackenzie wrote an essay entitled 'Obligations, Commitments and the Future of Compliance under the Paris Agreement'. Although Miss Mackenzie could not attend the meeting, Mrs Carrick recorded that arrangements would be made for her to receive her prize following the meeting.

88. The President thanked Mrs Carrick and congratulated the winner on their achievement.

ELECTION OF THREE TRUSTEES: ANNOUNCEMENT OF THE RESULTS OF THE BALLOT

89. The President noted that the meeting marked the culmination of an election process to select three Trustees to serve on the Board of Trustees.

90. The President explained that earlier this year members were invited to put themselves forward for election. Candidates were assessed for the necessary skills and experience by the Board's Nominations Committee. The assessment was based on three categories of skill-sets that were determined as being especially important this year: 1) experience of collections management and conservation; 2) commercial management of land, buildings and estates; and 3) broad commercial legal practice. Candidates were assessed for all categories, however, only one candidate came forward in the third category. This category would be considered by a separate resolution.

91. The President invited Mr Stephen Small, Trust Secretary, to address the members and give the results of the ballot.

92. Mr Small explained that the results of the 2018 election had taken into account the votes cast in advance of the meeting and those cast by members present at the meeting or by proxy. Mr Small read out the candidates' names in the order they appeared on the ballot together with the total number of votes they had received: Dr David Calwell, 1,225; Mr Martyn Wade, 668; Mr Thomas Florey, 434; Mrs Jayne MacLennan, 637; Mr Brian McLeish, 363; and Mr Andrew Robinson, 471.

93. Mr Small confirmed that the two candidates who had received the most votes in each category and are therefore duly elected to the Board of Trustees of the National Trust for Scotland are Dr David Caldwell (collections management and conservation) and Mrs Jayne MacLennan (commercial management of land, buildings and estates). Mr Small congratulated the two successful new Trustees and thanked the remaining candidates who took part and the members who cast their votes.

94. The President thanked Mr Small and went on to consider the vacant position on the Board under the third category of broad commercial legal practice. The President reported that only one candidate had come forward: Mr Michael Spence. The President reported that the Nominations Committee recommended to the members that Mr Spence be elected unopposed to the Board of Trustees. Mrs Jill Carrick proposed the resolution to appoint Mr Spence to the Board of Trustees and Mrs Veronica Morriss seconded the proposal. The resolution was formally approved by a show of hands from the members.

95. The President congratulated the three successful Trustees.

OUTGOING TRUSTEES: AN APPRECIATION

96. The President invited the Chairman to say a few words about the Trustees who would be stepping down at the end of the meeting.

97. The Chairman reported that three of the current Trustees would be retiring from the Board at the end of the meeting following completion of their maximum of two terms of office: Mrs Amanda Herries, Mr Robin Harper OBE, and Mr Keith Griffiths.

98. As a token of appreciation to the departing Trustees, Mrs Herries and Mr Harper were presented with a small gift on behalf of the Trust's volunteers, staff and Trustees. As Mr Griffiths was unable to attend the meeting, a separate presentation would be made to him at a later date. The Chairman personally thanked each of them for their commitment and dedication to the Trust over the years. He hoped that they would all continue being avid supporters and great friends to the Trust.

2019 ANNUAL GENERAL MEETING

99. The President confirmed that the date of the 2019 Annual General Meeting would be Saturday 21 September at the Glasgow Royal Concert Hall.

CLOSE OF MEETING

100. The President brought the 2018 Annual General Meeting to a close.