

West Dunbartonshire Leisure Trust

ANNUAL REPORT 2018/10 and Financial Accounts



West Dunbartonshire Leisure Trust

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## INTRODUCTION FROM THE CHAIRMAN

On behalf of West Dunbartonshire Leisure Trust (WDLT), I am delighted to deliver our 7th Report of the Trustees as part of the organisation's Annual Report for the year 2018/19.

2018/19 has been a challenging year for WDLT, but we are delighted to report that despite the challenges, we have had another successful year and within this report, we will highlight how as a charity we have made a difference to the lives of the people and communities that we serve in West Dunbartonshire.

We are a non-profit registered charity which means we reinvest 100% of any surplus to maintain, improve and deliver quality services and activities for the whole community to enjoy and become more active. Despite the continuing difficult economic conditions and the reduction in funding from West Dunbartonshire Council we have exceeded our operational financial targets and generated a surplus which therefore will be re-invested back into the business.

It is heartening to see that in a competitive market with challenging local demographics, WDLT continues to deliver service improvement and exceed targets, agreed in partnership with West Dunbartonshire Council to increase participation in physical activity and sport. Attendances at leisure centres increased by 5% and at community centres by 21% with overall attendances reaching over 1.5m, a further 7% increase from the previous year.

My personal thanks go to our Trustees for their leadership and support for the Management Team and Staff who once again have worked very hard in delivering these excellent results; to West Dunbartonshire Council who continue to support the Trust and whose efforts I readily acknowledge; and our many other partner organisations who have also supported our initiatives and whom we work with for shared goals.

Finally to our local communities, thank you for your continued support. We recognise that we do not always get everything right but I can assure you that we will continue to put you, at the forefront of everything we do and together we can achieve our mission of 'inspiring healthy and active communities'.

Charlie Gibs -

Charles Gibson
Chair of West Dunbartonshire Leisure Trust



## REFERENCE AND ADMINISTRATIVE DETAILS

Trustees (Directors): James Finn (Chair & Vice Chair)

Charles Gibson (Vice Chair & Chair)

William Hendrie David McBride Anthony Waclawski

David Smith
David Marshall
Samantha Baird
Tony Dempster

(Employee Representative, appointed 23 May 2019)

General Manager: John Anderson

Company Secretary: Fiona McGuigan

Registered Office: Alexandria Community Centre

Main Street Alexandria G83 0NU

Charity Number: SC042999

Company Number: SC413707

Independent Auditors: Wylie & Bisset LLP

168 Bath Street

Glasgow G2 4TP

Bankers: Clydesdale Bank

47 High Street Dumbarton G82 1LF

## REPORT OF THE TRUSTEES

#### for the Year Ended 31 March 2019

The Trustees present their annual report and financial statements of the charity for the year ended 31 March 2019.

The financial statements have been prepared in accordance with the accounting policies set out in note 1 to the accounts and comply with the charity's trust deed, the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 (as amended), the Companies Act 2006 and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland.

The legal and administrative information on page four (4) forms part of this report.

## **Objects, Mission & Values**

## **Charity Objects**

The purposes (Charity Objects) of the Trust are as follows:

- to advance public participation in sport;
- to provide recreational facilities, and organise recreational activities with such facilities and activities being made available to members of the public at large with the object of improving their conditions of life;
- to advance education;
- to advance health;
- to advance citizenship and/or community development (which may include the promotion of civic responsibility, volunteering, the voluntary sector and/or the effectiveness or efficiency of charities);
- to relieve those in need by reason of age, ill health, disability, financial hardship or other disadvantage;
- to promote, establish, operate and/or support other similar schemes and projects which further charitable purposes;

The above Company Objects are outlined in the company's Articles of Association.

WDLT Mission Statement
"Inspiring Active
&
Healthier
Communities"

#### **Values**

West Dunbartonshire Leisure Trust is an organisation that aspires to the highest standards in everything we do, and we adopt the following six core values to assist us achieve our mission:



## **Strategic Outcomes & Priorities**

The following highlights what our Key Strategic Outcomes and Priorities are and what we have achieved during 2018/19:

## Strategic Outcome: Grow the Business

We will build on our previous successes and maximise new opportunities to increase our business

#### **Financial Re-Investment**

- Refurbished the gyms at the Meadow Centre and Vale Pool including a full replacement of CV (Cardio Vascular) equipment at a cost of over £198k;
- Surplus funds bids from Community Facilities in excess of £20k including Birthday party equipment, blinds, and PA equipment; and
- Over £280k reinvested back into our services during 2018/19.

## **Increase Participation**

- Over 122,000 attendances in Active Schools extracurricular programmes.
- A record 1,400 children took part in Sports Development's individual and relay cross country championships; and
- Over **1.5M** visits during 2018/19 a **7%** increase from last year.

### **Increase Health Opportunities**

- Delivery of the Vitality Programme in Care Homes resulting in 3,840 attendances;
- Delivery of the Weigh to Go Families programme which is a family based intervention for children between
   5 11 years and have a BMI ≥ 98th centile; and
- Delivered the highest retention figures for Live Active GP Referral programme across the whole of the Greater Glasgow & Clyde area.

## **Clydebank Leisure Centre**

- Hosted the WD Community Sports Awards
   & Scottish Swimming's National Training
   Programme;
- Income increased overall by 9%; and
- Annual Dance Festival with 2 shows, 35 different performances, 400 dancers and approx. 800 parents – biggest yet

## **Community Facilities**

- Completing over 30 key actions within Community Facilities Development Plan;
- Successfully opened Dumbarton Gymnastics Centre which has seen a 46% increase in classes and a 71% increase in the number of weekly participants; and
- Over 298,000 visits during 2018/19 a 21% increase from last year.

## **Partnership Working**

- Played a lead role in the development of the £3.87M
   Clydebank Community Sports Hub facility that opened in December 2018;
- Supporting schools to achieve sportscotland's School Sport Awards – currently 1 Bronze, 10 Silver and 6 Gold; and
- Successfully organising, planning and hosting Major Events on behalf of WDC alongside various partner organisations including an additional event Monte Carlo Car Rally.

## **New Services / Opportunities**

- WDLT delivered and hosted Scotland's first ever Primary Schools Open Water Event;
- Introduction of **BMX Event** at Drumry Track with Western Titans BMX club and Socialtrack Social Enterprise with **30** children taking part; and
- Introduction of the Young Sports Stars Awards as part of the celebrations of the Year of the Young People 2018.

## **Strategic Outcome: Improve Customer Experience**

We will make continuous improvements to our customer journey by focusing on customer satisfaction, quality of service and genuinely caring about our customers

### **New Technology**

- Added bespoke music Reactive Special Effect Lighting to all three leisure centre Dance Studios;
- Introduction of the Mobile App Waiting List for Group Fitness Classes;
- Installed a Self-Service Kiosk at the Meadow Centre, resulting in all three main sites now having this facility.

## Standards, Policies & Procedures

- Creation and launch of the Denny Civic Theatre Plan;
- Creation and launch of new booking procedures for Outdoor Recreation facilities; and
- Created an Investment Policy and doubled our investment return on reserves held.

#### Research & Feedback

- An achievement of a NPS Score of 78 and increase of 5% from last year;
- Engaged an external Mystery Customer research company to analysis our service provision and sales processes; and
- Assisting WDC in hosting Community Engagement sessions as part of a WDC Community Facilities review.

## **Workforce Development**

- The development and introduction of a two year Sports Stars Apprenticeship Scheme in partnership with Dunbartonshire Disability Sports Club;
- Developed a bespoke Attendance Management training course and delivered this to 22 supervisory staff across the organisation; and
- **264** courses/workshops were delivered with overall staff attendance of **1,675**.

## Marketing

- Number of customers signed up to the WDLT App has risen to **6,480** a **126%** increase from last year;
- Facebook Engagement has risen by 227% and Engaged Users by 212%; and
- Used online marketing through Glasgow Live to promote Interactive Room and Clydebank Leisure Centre. 'Live' video attracted over 40,000 views.







## **Strategic Outcome: Financial Sustainability**

We will achieve continuous improvement in the operation of the Trust and will focus on developing existing and new business opportunities in order to fulfil our strategic and

## **Maximise Income Opportunities**

- The Vale of Leven 10k Road Race attracted **over** £7,000 in sponsorship:
- A 12% increase in health & fitness activities; and
- Purchase of new equipment to enhance the current Birthday party provision within Community Facilities.

## **Maximise External Funding**

- Secured £20,000 for a residential disability sports camp in partnership with Dunbartonshire Disability Sports Club;
- Working with Community Groups in securing over £30k funding; and
- Raising Attainment funding secured for 23 Summer & Spring Holiday Camps in our most deprived communities attracting 1,949 attendances.

## **Work Efficiently**

- Over 400 volunteers were supported by WDLT;
- New Sports Development structure providing a far more efficient and effective way for the service to work with other WDLT services and partners across West Dunbartonshire; and
- A wide range of Active Schools and Sports
   Development programmes including WD School
   Games held in leisure and community centres.

### **Sound Governance**

- Implemented the new **Debt Management Policy** including a system for accruing for bad debt within our accounts and an annual review;
- Maintained our target reserves fund and replenished our designated funds for future projects with a 2018/19 surplus; and
- Achieved unqualified audited accounts for 2018/19.



## **Our Services**

3 LEISURE CENTRES Multi-purpose wet/dry leisure centres, one based in each main population area of West Dunbartonshire:

• Clydebank Leisure Centre • Meadow Centre, Dumbarton • Vale of Leven Swimming Pool

Over 800,000 attendances which is a 5% increase from 2017/18

12 COMMUNITY FACILITIES

A range of Community Facilities based within three Cluster Areas:

• Clydebank • Dumbarton • Alexandria.

Over 298,000 attendances which is a 21% increase from 2017/18

ENTERTAINMENT THEATRE The Denny Civic Theatre located in Dumbarton has a seated auditorium for 340 people and hosts many local productions.

Over 23,000 attendances which is a 10% increase from 2017/18

40 OUTDOOR PITCHES & PAVILIONS 2 Synthetic Pitches

23 Grass Pitches

12 Changing Pavilions

3 Outdoor Bowling Greens / Pavilions

Over 73,000 attendances which is a 17% increase from 2017/18

SPORTS DEVELOPMENT Our Sports Development team is focused on widening opportunities for all residents to participate in sport. This is achieved via the provision of community and school sports programmes, club and coach development initiatives and the delivery of various mass participation sports events across the area.

Over 245,000 attendances which is a 1% decrease from 2017/18

ACTIVE SCHOOLS Our Active Schools team aim to provide more and higher quality opportunities for children and young people to take part in sport and physical activity before, during lunchtime and after school. In addition, they work to develop effective pathways between schools and sports clubs in the local community.

Over 139,000 attendances which is a 8% increase from 2017/18

6 TRAINING COURSES First Aid at Work • First Aid at Work Renewal • Emergency First Aid at Work Paediatric First Aid • Emergency Paediatric First Aid • National Pool Lifeguard Qualification

Over 250 attendances which is a 3.8% decrease from 2017/18

**7**OUTDOOR
EVENTS

ProAm Golf • Loch Lomond Highland Games Scottish Pipe Band Championships • Fire Work Displays (2) Christmas Lights Switch On Events (2)

Approximately 50,000 attendances

# **Our Key Achievements**

#### **Overall Attendances**

Over 1.5 million attendances at WDLT facilities and programmes which is a 7% increase from 2017/18.

| Services             | 2014/15   | 2015/16   | 2016/17   | 2017/18   | 2018/19   | Variation<br>from 17/18 |
|----------------------|-----------|-----------|-----------|-----------|-----------|-------------------------|
| Leisure Centres      | 642,672   | 629,049   | 614,348   | 770,835   | 809,274   | 5%                      |
| Community Facilities | 281,218   | 279,421   | 234,079   | 247,204   | 298,851   | 21%                     |
| Sports Development   | 211,982   | 228,854   | 224,457   | 248,321   | 245,336   | -1%                     |
| Active Schools       | 90,860    | 93,144    | 114,730   | 128,703   | 139,311   | 8%                      |
| Outdoor Recreation   | -         | -         | -         | 62,390    | 73,118    | 17%                     |
| Totals               | 1,226,732 | 1,230,468 | 1,187,614 | 1,457,453 | 1,565,890 | 7%                      |

## **Performance Indicators**

Strategic Outcome - Grow the Business

| Indicator                                                                               | 2016/17<br>Actual | 2017/18<br>Actual | 2018/19<br>Target | 2018/19<br>Actual | On<br>Target | Comments                                                         |
|-----------------------------------------------------------------------------------------|-------------------|-------------------|-------------------|-------------------|--------------|------------------------------------------------------------------|
| CC1 Wet Activities. No. of attendances per 1,000 population for pools                   | 4,137             | 4,650             | 4,855             | 4,368             | 0            | 10% short of target and a 6% decrease from last year.            |
| CC2 Dry Activities. No. of attendances per 1,000 population for indoor sports & leisure | 4,563             | 6,198             | 6,307             | 7,014             | 0            | 11.2% ahead of target<br>and a 13.2% increase<br>from last year. |
| Overall Usage                                                                           | 1,187,614         | 1,457,453         | 1,527,003         | 1,565,890         | 0            | 2.5% ahead of target<br>and a 7.4% increase<br>from last year.   |
| Individual Participants<br>(All Memberships /<br>Subscriptions)                         | New<br>Indicator  | 19,845            | 20,000            | 21,437            | 0            | 7.2% ahead of target and a 8% increase from last year.           |
| Individual Participants<br>(Active Schools)                                             | New<br>Indicator  | 5,982             | 5,942             | 6,032             | 0            | 1.5% ahead of target<br>and a 0.8% increase<br>from last year.   |
| DD Memberships                                                                          | 1,914             | 5,354             | 6,950             | 6,481             | 0            | 6.7% below target but a 21% increase from last year.             |
| Number of GP Referral<br>Consultations                                                  | 1,333             | 1,724             | 1,500             | 1,811             | 0            | 20.7% ahead of target<br>and a 5% increase from<br>last year.    |

## **Performance Indicators**

Strategic Outcome – Improve Customer Experience

| Indicator                                                                  | 2016/17<br>Actual | 2017/18<br>Actual | 2018/19<br>Target | 2018/19<br>Actual | On<br>Target | Comments                                                         |
|----------------------------------------------------------------------------|-------------------|-------------------|-------------------|-------------------|--------------|------------------------------------------------------------------|
| How likely is it that you would refer our company to a friend or colleague | 67                | 74                | 77                | 78                | 0            | 1.3% ahead of target<br>and a 5.4% increase<br>from last year    |
| Number of<br>Website Hits                                                  | 404,767           | 541,461           | 550,000           | 405,834           | 0            | 26.2% below target and<br>a 25% decrease from<br>last year       |
| Facebook Organic Reach                                                     | New<br>Indicator  | New<br>Indicator  | 300,000           | 330,478           | 0            | 10.2% ahead of target                                            |
| Number of Unique Active On<br>Line Booking Users                           | 3,210             | 4,398             | 5,000             | 5,195             | 0            | 3.9% ahead of target<br>and a 18.1% increase<br>from last year   |
| No. of Mobile Pro Users                                                    | New<br>Indicator  | 2,865             | 5,000             | 6,480             | 0            | 29.6% ahead of target<br>and a 126.2% increase<br>from last year |
| % of P7 Pupils that can<br>Swim 10m                                        | New<br>Indicator  | 71%               | 70%               | 85%               | 0            | 15% ahead of target<br>and 14% higher than<br>last year          |
| % of P7 Pupils that can<br>Swim 25m                                        | New<br>Indicator  | 45%               | 40%               | 48%               | 0            | 8% ahead of target and 3% higher than last year                  |
| % of Live Active Referrals still active after 3 months                     | New<br>Indicator  | 74%               | 60%               | 79%               | 0            | 19% ahead of target<br>and 5% higher than last<br>year           |
| % of Live Active Referrals still active after 6 months                     | New<br>Indicator  | 58%               | 49%               | 67%               | 0            | 18% ahead of target<br>and 9% higher than last<br>year           |
| % of Live Active Referrals still active after 12 months                    | New<br>Indicator  | 38%               | 37%               | 49%               | 0            | 12% ahead of target<br>and 11% higher than<br>last year          |
| No. of Clubs WDLT<br>Accredited                                            | New<br>Indicator  | 18                | 32                | 24                | 0            | 25% below target<br>however a 33.3% inc<br>rease from last year  |

## **Performance Indicators**

Strategic Outcome - Financial Sustainability

| Indicator                             | 2016/17<br>Actual | 2017/18<br>Actual | 2018/19<br>Target | 2018/19<br>Actual | On<br>Target | Comments                                                      |
|---------------------------------------|-------------------|-------------------|-------------------|-------------------|--------------|---------------------------------------------------------------|
| Income –<br>Against Target            | (£9,264)          | (£136,478)        | £0                |                   | 0            | 100% above target and<br>a 73% increase from<br>last year     |
| Expenditure – Against<br>Budget       | (£206,280)        | (£135,488)        | £0                | £62,145           | 0            | 100% below target and<br>a 46% decrease from<br>last year     |
| Net (Profit) / Loss                   | (£215,544)        | (£271,966)        | £0                | (£159,634)        | 0            | 100% above target<br>however a 41%<br>decrease from last year |
| % Income (Mgt Fee)                    | 58.2%             | 52.5%             | 51.7%             | 50.0%             | 0            | 3% above target and a 4.8% increase from last year            |
| % Income<br>(Customer Receipts)       | 41.8%             | 47.5%             | 48.3%             | 50.0%             | 0            | 3% above target and a 4.8% increase from last year            |
| Cost Per Visit (Mgt Fee)              | £3.33             | £2.69             | £2.46             | £2.42             | 0            | 1.6% below target and<br>a 10% decrease from<br>last year     |
| Staff Absence (Days lost against FTE) | 7.58              | 8.42              | 7.0               | 10.55             | 0            | 50.7% above target<br>and a 25.3% increase<br>from last year  |

## **SO1:** Grow the Business

We will build on our previous successes and maximise new opportunities to increase our business. Over the next three years we will set out to achieve the following:

| Our Priorities                                                                                                                                                     | Our success will be measured if by 2020, we have:                                                                                                                                                              | 2017/8 & 2018/19 Performance                                                                                                                                                                                                                                                                                                                                                                                                                     |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Financial Re-investment: We will commit surplus funds to enhance future service delivery.                                                                          | <ul> <li>invested a minimum of<br/>£250k surplus funds in<br/>our services.</li> </ul>                                                                                                                         | <ul> <li>After the first two years an additional £57,116 has<br/>either been spent or committed above the £250,000<br/>three year target.</li> </ul>                                                                                                                                                                                                                                                                                             |
| Increase Participation: We will attract more people and ensure our active customers access our services more often.                                                | <ul> <li>increased overall attendances by a minimum of 25% over 3 years; and</li> <li>increased the number of individual participants (by service area) by a minimum of 20% utilising our services.</li> </ul> | <ul> <li>Over the last two years there has been a 6% increase in wetside attendances; a 53% increase in Dryside Activities; a 28% increase in attendances within Community Facilities; a 21% increase in Active Schools activities; and a 9% increase in Sports Development activities</li> <li>The 20% increase in individual participates has been exceeded in both the first two years and currently has achieved a 160% increase.</li> </ul> |
| Increase Health Opportunities: We will raise awareness of the benefits of physical activity and ensure as many opportunities as possible are made available.       | 10% growth of<br>sustainable programmes<br>across the services.                                                                                                                                                | <ul> <li>We are working in partnership with the Council<br/>and MacMillan Cancer with a three year project<br/>of Improving the Cancer Journey in West<br/>Dunbartonshire. This project will see a 10% growth in<br/>programmes.</li> </ul>                                                                                                                                                                                                      |
| Clydebank Leisure Centre: We will ensure the new centre achieves its potential through effective planning and by delivering an operationally sound facility.       | <ul> <li>as a minimum, achieved<br/>budget and participation<br/>targets.</li> </ul>                                                                                                                           | <ul> <li>2017/18 achieved an operating surplus of £30,294. Participation approximately 54,000 below Target however approximately 134,000 (68%) increase from the previous year.</li> <li>2018/19 achieved an operating surplus of £2,725. Participation approximately 1,000 above Target and approximately 7,000 (2%) increase from the previous year.</li> </ul>                                                                                |
| Community Facilities:<br>We will look to reduce centre<br>downtimes and utilise our<br>own facilities for as many<br>of our programmes as<br>practicably feasible. | <ul> <li>increased non-sporting usage by 20%; and</li> <li>increased sporting usage by 20%.</li> </ul>                                                                                                         | <ul> <li>Over the last two years there has been a 32% increase in Non-sporting participation which has exceeded the 20% three year target.</li> <li>Over the last two years there has been a 16% increase in Sporting participation.</li> </ul>                                                                                                                                                                                                  |
| Partnership Working: We will get the maximum value out funded programmes to grow self-sustaining activities for the future.                                        | documented Agreements<br>with all key partner<br>agencies.                                                                                                                                                     | • A full documented list of current partners has been generated and will be updated as and when agreements end and new agreements start. All current partnership agreements have been critically reviewed to ensure maximum value to WDLT and any new partnership proposals will go through this process before agreements are signed.                                                                                                           |
| New Services / Opportunities: We will keep in touch with industry trends with a view to developing and expanding services proactively.                             | • introduced at least <b>36</b> new programmes / projects / events / services.                                                                                                                                 | <ul> <li>A number (34) of new programmes / projects /<br/>events / services have already been introduced<br/>across all services.</li> </ul>                                                                                                                                                                                                                                                                                                     |

SO2: Improve Customer Experience
We will make continuous improvements to our customer journey by focusing on customer satisfaction, quality of service and genuinely caring about our customers. Over the next three years we will set out to achieve the following:

| Our Priorities                                                                                                                                           | Our success will be measured if by 2020, we have:                                                                                                                                               | 2017/8 & 2018/19 Performance                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|----------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| New Technology: We will embrace digital technology to transform the way we do business.                                                                  | increased the use of digital<br>technology across all services,<br>improving customer experiences.                                                                                              | There has been a continual increase in new technology throughout the first two years of this Strategy including a full floor of interactive technology on the first floor of the new Clydebank Leisure Centre; the introduction of the Learn2 software allowing a customer interactive module to showcase swimming lessons; self-service kiosks in the Vale of Leven Pool and Clydebank LC to enhance customer service.                                                                            |
| Standards, Policies and Procedures: We will develop, update and amend our processes and systems of work to ensure high/consistent quality of service.    | <ul> <li>achieved 100% completion of<br/>all processes, which have been<br/>reviewed and updated.</li> </ul>                                                                                    | Draft corporate operating procedures<br>produced and being distributed within<br>WDL service areas for comments<br>before implementation. Facility/<br>service-specific procedures still under<br>development.                                                                                                                                                                                                                                                                                     |
| Research and Feedback: We will engage with customers both current and potential to ensure continuous improvement.                                        | delivered the Consultation Plan.                                                                                                                                                                | <ul> <li>A range of feedback has been obtained<br/>throughout the year including quarterly<br/>Net Promoter Questionnaires (across<br/>all services) resulting in an annual score<br/>of 78; Telephone Satisfaction Surveys<br/>which resulted in a 88% satisfaction<br/>with Leisure Centres and Community<br/>Centres throughout 2018; and regular<br/>feedback from Customer Comment<br/>forms.</li> </ul>                                                                                      |
| Workforce Development: We will provide opportunities for staff and volunteers to develop the skills and knowledge necessary to deliver quality services. | delivered Staff Training and<br>Workforce Plan.                                                                                                                                                 | <ul> <li>Funding, gained via the Apprentice Levy Fund, was utilised to deliver Customer Care training to key frontline staff. The training also up skilled our training officers to carry on the delivery of this specialised training.</li> <li>The Generic training programme was also redesigned to ensure it has the maximum benefit to all staff within WDLT.</li> <li>Over the first two years 550 workshops/ training sessions/courses have been delivered with 3,829 attendees.</li> </ul> |
| Marketing: We will ensure a dynamic joined up approach to the promotion of our services to achieve maximum reach.                                        | <ul> <li>delivered annual marketing plans;</li> <li>increased overall attendances by 25%; and</li> <li>increased total operating income (net of the management fee from WDC) by 30%.</li> </ul> | <ul> <li>WDLT engaged with WDC communications team to develop a new digital media plan by maximising the potential of social media and giving a real focus to this marketing medium.</li> <li>Marketing / Digital Plans have been delivered over the first two years assisting increase usage by 30%.</li> <li>Marketing / Digital Plans have been delivered over the first two years assisting in an increase in income of 33%.</li> </ul>                                                        |

## **SO3: Financial Sustainability**

We will achieve continuous improvement in the operation of the Trust and will focus on developing existing and new business opportunities in order to fulfil our strategic and charitable objectives. Over the next three years we will set out to achieve the following:

| Our Priorities                                                                                                                            | Our success will be measured if by 2020, we have:                                                                                                                              | 2017/8 & 2018/19 Performance                                                                                                                                                                                                                                                                                                                                                                           |
|-------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Maximise Income Opportunities: We will develop existing income streams and generate new income.                                           | <ul> <li>increased total operating income (net of the management fee from WDC) by 30%; and</li> <li>increased the total number of direct debit memberships by 100%.</li> </ul> | <ul> <li>Total operating income generated was £3,761,055 a 33% increase.</li> <li>The opening of the new Clydebank LC; the ongoing success of the introduction of new direct debit membership packages (Gold, Silver and Bronze) at leisure centres; and the introduction of the direct debit swimming lessons has already substantially over achieved (477%) the 100% success measure set.</li> </ul> |
| Maximise External Funding Opportunities: We will identify and apply for external funding to enhance new and existing programmes/projects. | <ul> <li>generated £1M of operating<br/>income from external funding.</li> </ul>                                                                                               | <ul> <li>To date £1,285,470 external funding<br/>has been generated.</li> </ul>                                                                                                                                                                                                                                                                                                                        |
| Work Efficiently: We will share resources across all services.                                                                            | <ul> <li>achieved a balanced or surplus<br/>budget across all services year on<br/>year.</li> </ul>                                                                            | Overall a £159,634 surplus was achieved in 2018/19.                                                                                                                                                                                                                                                                                                                                                    |
| Sound Governance: We will continue to develop strong organisational processes to make informed decisions and meet our legal obligations.  | achieved unqualified audited accounts year on year.                                                                                                                            | <ul> <li>Achieved unqualified audited<br/>accounts for 2018/19.</li> </ul>                                                                                                                                                                                                                                                                                                                             |



## **Financial Review**

### **Financial Summary 2018/19**

The Trust is pleased to report that despite the current economic climate in which we have operated in our seventh year, the financial position for the Trust has resulted in a surplus being generated allowing us to maintain our target level of reserves along with replenishing designated funds for future reinvestment projects.

In summary, the financial position during 2018/19 is noted below:

|                                                              | Unrestricted /<br>Restricted Fund | Pension Fund | Total Funds |
|--------------------------------------------------------------|-----------------------------------|--------------|-------------|
| Total income                                                 | 7,658,775                         | (7,000)      | 7,651,775   |
| Total spend on charitable activities                         | (7,499,141)                       | (965,000)    | (8,464,141) |
| Net Movement in Funds                                        | 159,634                           | (972,000)    | (812,366)   |
| Actuarial gain                                               | 0                                 | (1,181,000)  | (1,181,000) |
| Net movement in funds (after retirement benefit scheme loss) | 159,634                           | (2,153,000)  | (1,993,366) |

#### Funds held at 31 March 2019:

|             | 31 March 2019 | 31 March 2018 |
|-------------|---------------|---------------|
| Total funds | £234,238      | £2,227,604    |

The Unrestricted surplus was £159,634 but at the year end the multi-employer defined benefit pension scheme is in deficit by £2,153,000 and therefore the net deficit for the year is £1,993,366.

Following the seventh year of the Trust, our income has helped us to meet our charitable aims and objectives. Our year-end financial position, summarised above, provides a sound platform from which we can continue to meet our commitments.

The principle funding sources are a combination of income generated through a level of sales, fees and charges for our charitable activities £2,228,101, investment income of £16,883 and membership fees £1,505,805, as well as income of £3,897,720 from West Dunbartonshire Council (Management Fee) for our work in managing the leisure facilities and provision within the local area.

The principle sources of expenditure remain within staffing £6,471,170 with elements of spend on property £931,913, transport £34,965, administration £548,597 and payments to other bodies £125,496.

The financial activity during the year within each of the charitable areas can be summarised:

|                      | Income    | Expenditure | Surplus/(Deficit) |
|----------------------|-----------|-------------|-------------------|
| Leisure Facilities   | 2,414,216 | (4,359,780) | (1,945,564)       |
| Community Facilities | 407,502   | (1,346,925) | (939,423)         |
| Sports Development   | 549,617   | (1,015,695) | (466,078)         |
| Active Schools       | 262,401   | (482,930)   | (220,529)         |
| Outdoor Recreation   | 100,170   | (293,811)   | (193,641)         |
| Management Fee       | 3,897,720 | 0           | 3,897,720         |
| Total                | 7,631,626 | (7,499,141) | 132,485           |

#### **Fixed Assets**

The Trust has a maintenance lease agreement with West Dunbartonshire Council for the use of the buildings linked with the charitable activities and as such the buildings do not belong to the Trust.

### **Investment Policy**

West Dunbartonshire Council manage investments on behalf of the Trust, following their own organisational investment policy, primarily aimed at mitigating risks associated with safeguarding funds, ensuring liquidity of those funds and finally investment return. As a result, the policy aims to invest in cash and cash-like investments up to a maximum level on acceptable counterparties. Activity is monitored regularly and the policy is reviewed annually.

Due to the limited current level of surplus funds, any funds held by the Trust are invested in an interest bearing account held with our bankers, the Clydesdale Bank. In order to increase investment income for the Trust the board agreed to reinvest a sum of £506,181 with West Dunbartonshire Council on 22 February 2019 at a fixed rate of 1.53% for one year, an additional £250,000 was invested for 6 months at a fixed rate of 1% per annum pro rata and a further £250,000 was invested on a rolling monthly basis with a variable monthly rate.



### **Reserves Policy**

During 2012/13, the Trust agreed a prudential reserves target of £250,000 to enable the Trust to manage financial risk and help deliver the Trust's commitments. It was recognised that this was a target to work towards and not a minimum limit; therefore the target would be monitored regularly and reviewed annually.

In 2014/2015 the reserves target was reviewed by the Audit Committee and revised to £700,000 which represented 3 months of turnover minus the management fee.

Following recommendation from external auditors a formal reserves policy was devised which was agreed by the board on 23 February 2018. The agreed policy stated that reserves would be based on 3 months turnover minus the WDC Management Fee and would be reviewed on a two yearly basis commencing with the 2017/18 annual accounts. The Trust has now reached the general reserves target of £880,000. The next planned review of the reserves target will be based on the 2019/20 annual accounts.

The reserves figure represents our total unrestricted funds of £2,163,238 (2018 £2,003,604) less designated funds as follows:

- Small Projects fund of £65,925 (2018) £90,641). The fund has been used to undertake a number of minor upgrade projects to Community Halls and Main Site Leisure Facilities. A number of projects were completed in 2018/19 including the engagement of a mystery shopper service to test our sales processes and our customer journey at main sites. The fund was increased by £40,000 last financial year to fund expected legal costs in relation to finalising lease agreements but this work has been almost fully completed at a much lower expenditure than anticipated. The fund has therefore been reduced by £20,000 to reflect this reduced spend. No additional funds have been designated from the 2018/19 surplus and the total now available is £65,925.
- Equipment replacement fund of £581,292 (2018, £586,720). This fund was set aside mainly for the replacement of the gym equipment at the main sites on a rolling basis.

As planned a major equipment replacement project was completed in 2018/19 with Cardio Vascular equipment being replaced at the Vale Pool and Meadow Centre. The Clydebank Leisure Centre opened in 2017 equipped with all new gym equipment which will therefore be due for replacement from 2022/23. Additional funds of £220,000 have been designated from the surplus created in 2018/19 leaving the balance of £581,292 available for spends planned for 2020/2021 and 2022/2023.

- Service Development Projects fund of £328,629 (2018 £312,014). This fund is to be used for larger projects within the service as per our charitable objectives that will improve the service and/or generate additional income. A number of projects have been completed in 2018/19 including installation of a ticket kiosk, refurbishing the Dance Studio at the Meadow Centre, additional training and equipment for the Interactive floor at the Clydebank Leisure Centre and installation of Wi-Fi at main sites and Trust HQ. Additional funds of £74,098 have been added to this fund from the surplus created in 2018/19 leaving the balance of this fund at £328,629.
- Fixed Assets fund of £307,392 will provide for future depreciation of Fixed Assets.

## **Risk Management**

There are many risks to the Trust's service delivery and these risks can affect our performance, our customers and members of the public.

Managing our risks effectively is essential in achieving our strategic outcomes and targets, creating confidence among service users and the public, and ensuring effective governance. Effective Risk Management also enables us to deliver service improvements taking account of the context and environmental factors.

As the leisure business environment is customer driven and internal and external changes to that environment ultimately influence overall performance risk factors that could have an impact on service delivery require to be identified

on an annual basis, with appropriate actions to minimise such risks.

Therefore the management team ensures an annual risk analysis is undertaken and a Risk Register with appropriate actions is identified to minimise the impact on service delivery and overall performance. This register is reviewed on a six monthly basis and reported to the Audit and Risk Committee who scrutinise the progress of the register and where appropriate report to the Board to assist in managing the risks to the Trust.

The top three external risks detailed within the Risk Register for 2018/19 and how they have been managed are as follows:

| Key Risk                                                                                                                   | Existing Control Measures                                                                                                                                                                                                                                                                                                                                                                                       | Risk Management<br>Actions                                                                                                                                                                         |
|----------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Significant<br>reduction in West<br>Dunbartonshire<br>Council funding                                                      | <ul> <li>Regular Monitoring Meetings with WDC</li> <li>Annual Performance Report to WDC Infrastructure Committee</li> <li>On an annual basis explore options for efficiency savings and opportunities for increasing income.</li> </ul>                                                                                                                                                                         | Continue to     explore options for     efficiency savings     and opportunities     for increasing     income.                                                                                    |
| Asset portfolio<br>does not receive<br>necessary<br>investment from<br>WDC                                                 | <ul> <li>Annual maintenance budget for leisure centres of £115k:</li> <li>For Community Facilities of £95k and £40k pavilions (not increased since beginning of Trust);</li> <li>WDC Capital Programme</li> <li>WDC Spend to Save</li> </ul>                                                                                                                                                                    | <ul> <li>Review Asset portfolio and agree with WDC what projects to be forwarded to WDC's Capital Programme for consideration.</li> <li>Submit applications to WDC's Capital Programme.</li> </ul> |
| Insufficient (WDC CRA) funds to carry out an effective repair and maintenance programme for premises and equipment / plant | <ul> <li>Maintenance Contracts in place including outdoor and 3G pitches.</li> <li>Maintenance &amp; Repairs Budget in place.</li> <li>PAT carried out.</li> <li>Preventative Maintenance programmes in place.</li> <li>Effective management of the large WDC repair and maintenance budgets. These are reviewed at regular meetings between WDLT Operational Managers and WDC maintenance officers.</li> </ul> | Review of (WDC)     Maintenance     Budgets.                                                                                                                                                       |

Health and Safety is also a major risk to the organisation, therefore West Dunbartonshire Leisure Trust has a competent Health & Safety and Child Protection Officer to oversee this major area of risk to the organisation.

In addition our insurance company QBE Insurance (Europe) Ltd review our insurance cover on an annual basis to highlight any uninsured risk and exposure elements of cover that require adjusting or deleting. Insurance cover based on this assessment is in place.

## Plans for the Future

The following outlines West Dunbartonshire Leisure Trust's (WDLT) plans for the forthcoming year.

# Implementation of our Three Year Business Strategy (2017–2020)

We will implement the Key Actions highlighted in our third and final year's Delivery Plan associated with our Business Strategy.

# Implementation of our Aquatics Strategy (2017–2020)

We will implement the Key Actions highlighted in our third and final year's Action Plan associated with our Aquatics Strategy.

# Implementation of our Community Facilities Development Plan

We will implement the Key Actions highlighted in our third and final year's Action Plan associated with our Community Facilities Development Plan to assist us increase usage and ensure the service is operated efficiently and effectively.

#### **Reinvestment of Surplus Funds**

Now that WDLT has been operating successfully for the last seven years, and are financially in

a position to reinvest surplus funds back into the services we deliver, we will encourage applications through our Surplus Funds Framework to assist us achieve our minimum spend of £250k by 2020.

### **Development of our next Three Year Business Strategy (2020 – 2023)**

We will work with our Directors to identify appropriate Strategic Outcomes, Priorities and Success Measures in the development of our next three years Business Strategy.

In addition we will engage with our workforce to identify our Weaknesses and Opportunities to assist us to develop our Key Actions for the first year's Delivery Plan associated with our Business Strategy to assist us achieve our Strategic Outcomes, Priorities and Success Measures.

# **Development of our next Aquatics Strategy**

We will identify our priorities with regards to Aquatic activities and produce our next three year Aquatics Strategy.



## Structure, Governance and Management

West Dunbartonshire Leisure Trust is a company limited by guarantee with charitable status and governed by its Articles of Association. In addition to being regulated by the Companies Act (2006), the company is also subject to the charities regulator in Scotland, OSCR (Office of the Scottish Charity Regulator).

The company was incorporated in December 2011 and started trading on 5th April 2012 and is responsible for the strategic and operational management of West Dunbartonshire Council's Sport and Leisure Facilities; Community Facilities; Outdoor Recreation; Sports Development; Active Schools; and Events.

#### **Trustees (Directors)**

There are nine members of the company who serve as Trustees comprising of three (3) Councillors (Partner Trustees), an Employee Representative Trustee and five (5) Independent Trustees. They have the ultimate control of the company subject to providing and operating the services in accordance with the Legal Agreement reached with West Dunbartonshire Council, and provide strategic direction to the General Manager and his Management Team.

The list of current and former Trustees serving in the financial year 2018/19 and since is detailed below:

| Name              |                                              | Appointed | Resigned |
|-------------------|----------------------------------------------|-----------|----------|
| Anthony Waclawski | Independent                                  | 11/01/12  | N/A      |
| David McBride     | Partner                                      | 11/01/12  | N/A      |
| David Smith       | Independent                                  | 11/01/12  | N/A      |
| James Finn        | Partner (Vice Chair since 13 September 2018) | 26/02/15  | N/A      |
| Charles Gibson    | Independent (Chair since 13 September 2018)  | 28/08/14  | N/A      |
| Samantha Baird    | Independent                                  | 24/11/16  | N/A      |
| James Docherty    | Employee Representative                      | 24/11/16  | 19/02/19 |
| William Hendrie   | Partner                                      | 25/05/17  | N/A      |
| David Marshall    | Independent                                  | 24/11/16  | N/A      |
| Tony Dempster     | Employee Representative                      | 23/05/19  | N/A      |



## **Recruitment and Training of Trustees**

#### Recruitment

Authority and responsibility for the appointment of Partner Trustees sits with West Dunbartonshire Council, (WDC) who allocate this responsibility to three WDC Councillors. No appointments were made during the period 1 April 2018 to 31 March 2019.

Authority and responsibility for the recruitment of Independent Trustees is delegated by the Board of Directors to the Nominations Committee. No appointments were made during the period 1 April 2018 to 31 March 2019.

The selection of the Employee Representative Trustee is completed in consultation with the unions representing employees in the Leisure Trust (Unite, Unison, and GMB). James Docherty resigned from his role as Employee Representative Director on 19/2/2019. Tony Dempster was appointed into the role on 23 May 2019

#### Induction

New Trustees receive a briefing on their role as Board Trustees operating a company limited by guarantee with charitable status as per Companies Act 2006. The briefing includes background information on the Company; Business; Governance Structure; Management Structure; Partnership Working; Mission & Values; Key Strategic Outcomes; Charitable Objects; and Contact Details. In addition it also includes the following documentation:

- Briefing Note: Director's Role and Responsibilities
- Articles of Association
- Terms of Reference Sub Committees
- Latest WDLT Annual Report
- Latest WDLT Business Strategy
- WDLT Partnership Book
- Health & Safety Policy
- Anti-Bribery Policy
- Last Annual General Meeting Papers
- Last 4 Board Meeting Papers

#### **Training**

Trustees who sit on specific Committees also receive where appropriate training to allow them to effectively carryout their duties. This training includes the following:

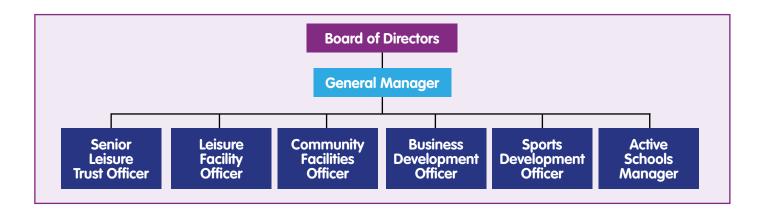
- Discipline and Grievance Procedures
- Finance (annual finance reporting regulations and Charity Accounting)
- Health & Safety



### **Management Arrangements**

#### **Key Management Personnel**

The Directors, who are the Trust's Trustees, and the management team, comprise the key management personnel of the charity in charge with directing and controlling, running and operating the Trust on a day to day basis.



A General Manager is appointed by the Board to manage the day to day operations of the Company. To ensure that operations are carried out effectively, the General Manager has delegated authority within an approved scheme for matters including Personnel; Finance; Procurement; and Operations.

## Remuneration of Key Management Personnel

All Trustees give their time freely and do not receive remuneration apart from reimbursement of costs incurred while serving on the board, including travel (within Scotland) and any reasonable subsistence expenses. Details of Trustee's expenses are disclosed in Note 7 to the accounts.

West Dunbartonshire Leisure Trust is committed to ensuring a fair, open, transparent and legally compliant approach to the evaluation of jobs and ensuring equal pay for work of equal value. The Trust's Job Evaluation Policy has been developed to ensure consistency in the evaluation of new jobs and the re-evaluation of existing jobs beyond the initial application of the Scottish Councils' Job Evaluation Scheme (SCJE).

The posts of General Manager and the other managers who make up the management team have all been subject to Job Evaluation to identify the appropriate grade for each post.

#### **Board & Committee Arrangements**

The Board meets quarterly to consider Company business with decisions taken to set the overall strategy for the business as well as to monitor its activities. Management are charged with the task of implementing these decisions. The Board can also refer decision-making on Independent Directors, General Manager and Company Secretary recruitment; overseeing company finances; approving financial reports; and disciplinary appeals to sub-committees.

The full board met 5 times throughout the financial year April 2018 to end of March 2019. These meetings were held with management representatives to consider the business of the Company.

It was recognised that the organisations committee structure, roles and responsibilities had evolved over the first few years following inception of the Leisure Trust in 2012. The Board therefore felt it was prudent to undertake a review of the Articles of Association in 2016. Amendments to reflect these changes were agreed by special resolution in September 2016 and the Company Secretary was tasked with updating Companies House and OSCR by submitting the new Articles of Association.

The full Board met on the following dates during 2018/19:

- 24 May 2018;
- 30 August 2018;
- 13 September 2018 (Annual General Meeting);
- 29 November 2018; and
- 21 February 2019

Board Committees met in the periods between Board Meetings to consider business and to make formal recommendations to the full Board of Trustees.

Board Committees exist in the following areas:

- Audit & Risk Committee Responsible for monitoring the financial performance of the Trust; for the recruitment and appointment of an external auditor to audit final annual accounts for submission to Companies House and OSCR; the review of the governance of the Trust (including the Articles of Association and Financial Regulations); and the review of major risks with management and agree and scrutinise the annual risk register.
- Appeals Committee Responsible for hearing and determining appeals against dismissal and appeals against all disciplinary action taken by the General Manager and to consider and reach decisions on Stage 3 Grievances by employees in terms of the Trust's Grievance Procedures.

- Joint Consultative Forum (JCF) Responsible for exchanging information between Management and Employees and securing the greatest possible measure of joint action between West Dunbartonshire Leisure Trust and its employees.
- Health & Safety Committee To act as the focal point for all matters relating to the management of Fire, Security and Health and Safety.
  - Nominations & Individual Performance
    Committee Responsible for
    recommending appropriate individuals
    for appointment as Independent Trustees
    and Employee Representative to form the
    Board. Responsible for the recruitment and
    appointment of the General Manager and
    Company Secretary and formally oversees
    the performance management system for
    the General Manager.



Trustee representation on Board Committees and dates Committees were held:

| Committee | Audit and Risk                                           | Appeals                                                           | Joint<br>Consultative<br>Forum (JCF)                              | Health and<br>Safety                                     | Nominations<br>& Individual<br>Performance                        |
|-----------|----------------------------------------------------------|-------------------------------------------------------------------|-------------------------------------------------------------------|----------------------------------------------------------|-------------------------------------------------------------------|
| Member    | A Waclawski;<br>D McBride;<br>D Marshall;<br>C Gibson    | A Waclawski;<br>D McBride;<br>D Smith;<br>S Baird                 | D Smith;<br>J Finn;<br>J Docherty                                 | J Docherty                                               | C Gibson;<br>J Finn                                               |
| Dates     | 10 May 2018<br>16 Aug 2018<br>15 Nov 2018<br>07 Feb 2019 | There was no requirement to convene this Committee during 2018/19 | There was no requirement to convene this Committee during 2018/19 | 26 Apr 2018<br>10 Aug 2018<br>26 Oct 2018<br>25 Jan 2019 | There was no requirement to convene this Committee during 2018/19 |

Updates on all Committees in the previous quarter (including copies of notes of meetings) are presented by the General Manager at each Board Meeting.

## **Statement of Trustees' Responsibilities**

The Trustees (who are also directors of West Dunbartonshire Leisure Trust for the purposes of company law) are responsible for preparing the Trustee's Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP:
- make judgments and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue its activities.

The Trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006 and the Charities and Trustee Investment (Scotland) Act 2005 and the Charities Accounts (Scotland) Regulations 2006 (as amended). They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Trustees are responsible for the maintenance and integrity of the corporate and financial information included on the charitable company's website. Legislation in the United Kingdom governing the preparation and dissemination of the financial statements may differ from legislation in other jurisdictions.



## **Statement to Auditors**

In so far as the Trustees are aware:

- there is no relevant audit information of which the charitable company's auditor is unaware; and
- the Trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.

This report has been prepared in accordance with the provisions applicable to companies'

subject to the small companies' regime of the Companies Act 2006.

Approved by the Trustees and signed on their behalf by:

Charlie Gibs -

Charles Gibson, Chair of West Dunbartonshire Leisure Trust 12 September 2019

## INDEPENDENT AUDITOR'S REPORT

# TO THE TRUSTEES AND MEMBERS OF WEST DUNBARTONSHIRE LEISURE TRUST FOR THE YEAR ENDED 31 MARCH 2019

#### **Opinion**

We have audited the financial statements of West Dunbartonshire Leisure Trust (the 'charitable company') for the year ended 31 March 2019 which comprise the Statement of Financial Activities, the Balance Sheet, the Cash Flow Statement and the notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2019, and of its incoming resources and application of resources, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- have been prepared in accordance with the requirements of the Companies Act 2016; Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of the Charities Accounts (Scotland) Regulations 2006 (as amended).

## Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charity's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

#### Other information

The other information comprises the information included in the report and financial statements. other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.



#### Other information (continued)

If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

# **Opinions on other matters prescribed by the Companies Act 2006**

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the report of the trustees, which includes the directors' report prepared for the purposes of company law, for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors report included within the report of the trustees has been prepared in accordance with applicable legal requirements.

# Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report included within the report of the trustees.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 and the Charity Accounts (Scotland) Regulations 2006 (as amended) require us to report to you if, in our opinion:



- adequate and proper accounting records have not been kept; or
- the financial statements are not in agreement with the accounting records; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to take advantage of the small companies' exemptions in preparing the report of the trustees and from the requirement to prepare a strategic report.

#### **Responsibilities of Trustees**

As explained more fully in the Trustees' Responsibilities Statement set out on page 27, the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charity or to cease operations, or have no realistic alternative but to do so.



# Auditor's responsibilities for the audit of the financial statements

We have been appointed as auditor under section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and under the Companies Act 2006 and report in accordance with the Act and relevant regulations made or having effect thereunder. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Our objectives are to obtain reasonable whether assurance about the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

#### **Use of our report**

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of part 16 of the Companies Act 2006, and to the charitable company's trustees, as a body, in accordance with regulation 10 of the Charities Accounts (Scotland) Regulations 2006 (as amended).

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

Wyhe+ Bisset up

Jenny Simpson

Senior statutory auditor

For and on behalf on Wylie & Bisset LLP, Statutory Auditor 168 Bath Street, Glasgow G2 4TP

Date: 12 September 2019



## STATEMENT OF FINANCIAL ACTIVITIES

Statement of Financial Activities (incorporating the Income and Expenditure Account) for the year ended 31 March 2019

|                                                       | Notes | Unrestricted<br>Fund 2019 | Restricted<br>Fund 2019 | Pension<br>Fund 2019 | Total Funds 2019 |
|-------------------------------------------------------|-------|---------------------------|-------------------------|----------------------|------------------|
|                                                       |       | £                         | £                       | £                    | £                |
| Income and endowments from:<br>Donations and legacies |       |                           |                         |                      |                  |
| - Voluntary Income                                    |       | 0                         | 0                       | 0                    | 0                |
| Investments                                           |       |                           |                         |                      |                  |
| - Investment Income                                   | 3     | 16,883                    | 0                       | 0                    | 16,883           |
|                                                       |       |                           |                         |                      |                  |
| Income from Charitable Activities:                    |       |                           |                         |                      |                  |
| - Management Service Fee                              | 2     | 3,897,720                 | 0                       | 0                    | 3,897,720        |
| - Membership Fees                                     | 2     | 1,505,805                 | 0                       | 0                    | 1,505,805        |
| - Charitable Activities                               | 2     | 2,228,101                 | 0                       | 0                    | 2,228,101        |
|                                                       |       |                           |                         |                      |                  |
| Other                                                 |       |                           |                         |                      |                  |
| - Gain on sale of Fixed Assets                        |       | 10,266                    | 0                       | 0                    | 10,266           |
| - Other Finance Income                                | 9     | 0                         | 0                       | (7,000)              | (7,000)          |
| Total Incoming resources                              |       | 7,658,775                 | 0                       | (7,000)              | 7,651,775        |

|                                                       | Notes | Unrestricted<br>Fund 2018 | Restricted<br>Fund 2018 | Pension<br>2018 | Total Funds 2018 |
|-------------------------------------------------------|-------|---------------------------|-------------------------|-----------------|------------------|
|                                                       |       | £                         | £                       | £               | £                |
| Income and endowments from:<br>Donations and legacies |       |                           |                         |                 |                  |
| - Voluntary Income                                    |       | 0                         | 0                       | 0               | 0                |
| - Investments                                         |       |                           |                         |                 | //               |
| - Investment Income                                   | 3     | 7,608                     | 0                       | 0               | 7,608            |
| Income from Charitable Activities:                    |       |                           |                         |                 |                  |
| - Management Service Fee                              | 2     | 3,914,610                 | 0                       | 0               | 3,914,610        |
| - Membership Fees                                     | 2     | 1,354,558                 | 0                       | 0               | 1,354,558        |
| - Charitable Activities                               | 2     | 2,165,012                 | 8,100                   | 0               | 2,173,112        |
| Other                                                 |       |                           |                         |                 |                  |
| - Gain on sale of Fixed Assets                        |       | o o                       | 0                       | 0               | 0                |
| - Other Finance Income                                | 9     | 0                         | 0                       | (104,000)       | (104,000)        |
| Total Incoming resources                              |       | 7,441,788                 | 8,100                   | (104,000)       | 7,345,888        |

# The Statement of Financial Activities includes all gains and losses recognised in the year. All income and expenditure derive from continuing activities.

|                                                                  | Notes | Unrestricted<br>Fund 2019 | Restricted<br>Fund 2019 | Pension<br>Fund 2019 | Total Funds 2019 |
|------------------------------------------------------------------|-------|---------------------------|-------------------------|----------------------|------------------|
|                                                                  |       | £                         | £                       | £                    | £                |
| Expenditure on:                                                  |       |                           |                         |                      |                  |
| Charitable Activities                                            | 4     | (7,499,141)               |                         | 682,000              | (6,817,141)      |
| Current and past service cost                                    | 6     | <u>0</u>                  | <u>0</u>                | (1,647,000)          | (1,647,000)      |
| Total Expenditure                                                |       | (7,499,141)               |                         | (965,000)            | (8,464,141)      |
|                                                                  |       |                           |                         |                      |                  |
| Net income / (expenditure) for the year before transfers         |       | 159,634                   | 0                       | (972,000)            | (812,366)        |
| Transfer between funds                                           |       | 0                         | 0                       | 0                    | 0                |
| Net incoming / (outgoing) resources                              |       | 159,634                   | 0                       | (972,000)            | (812,366)        |
| Actuarial gain / (loss) on retirement benefit scheme             | 9     | <u>0</u>                  | <u>0</u>                | (1,181,000)          | (1,181,000)      |
|                                                                  |       |                           |                         |                      |                  |
| Net movement in funds (after retirement benefit scheme gain/loss | 20    | <u>159,634</u>            | <u>0</u>                | (2,153,000)          | (1,993,366)      |
| Total Funds brought forward                                      | 20    | 2,003,604                 | <u>0</u>                | 224,000              | <u>2,227,604</u> |
| Total Funds carried forward                                      | 20    | 2,163,238                 | <u>0</u>                | (1,929,000)          | <u>234,238</u>   |

|                                                                  | Notes | Unrestricted<br>Fund 2018 | Restricted<br>Fund 2018 | Pension<br>Fund 2018 | Total Funds 2018 |
|------------------------------------------------------------------|-------|---------------------------|-------------------------|----------------------|------------------|
|                                                                  |       | £                         | £                       | £                    | £                |
| Expenditure on:                                                  |       |                           |                         |                      |                  |
| Charitable Activities                                            | 4     | (7,164,422)               | (13,500)                | 673,000              | (6,504,922)      |
| Current and past service cost                                    | 6     | <u>0</u>                  | <u>0</u>                | (1,160,000)          | (1,160,000)      |
| Total Expenditure                                                | /=    | (7,164,422)               | (13,500)                | (487,000)            | (7,664,922)      |
|                                                                  | //    |                           |                         |                      |                  |
| Net income / (expenditure) for the year before transfers         | //-   | 277,366                   | (5,400)                 | (591,000)            | (319,034)        |
| Transfer between funds                                           |       | 0                         | 0                       | 0                    | 0                |
| Net incoming / (outgoing) resources                              |       | 277,366                   | (5,400)                 | (591,000)            | (319,034)        |
| Actuarial gain / (loss) on retirement benefit scheme             | 9     | <u> </u>                  | <u>0</u>                | 4,435,000            | 4,435,000        |
|                                                                  |       | 7 . 7                     |                         |                      |                  |
| Net movement in funds (after retirement benefit scheme gain/loss | 20    | 277,366                   | <u>(5,400)</u>          | 3,844,000            | 4,115,966        |
| Total Funds brought forward                                      | 20    | 1,726,238                 | <u>5,400</u>            | (3,620,000)          | (1,888,362)      |
| Total Funds carried forward                                      | 20    | 2,003,604                 | <u>0</u>                | 224,000              | 2,227,604        |

## **BALANCE SHEET**

**Balance Sheet as at 31 March 2019** 

|                                                                             | Notes | 2019        | 2018           |
|-----------------------------------------------------------------------------|-------|-------------|----------------|
|                                                                             |       | £           | £              |
| Fixed Assets:                                                               |       |             |                |
| Intangible Assets                                                           | 10    | 21,546      | 19,432         |
| Tangible Assets                                                             | 11    | 285,846     | <u>114,797</u> |
| Total Fixed Assets                                                          |       | 307,392     | 134,229        |
| Current Assets:                                                             |       |             |                |
| Stock                                                                       | 12    | 17,273      | 29,756         |
| Debtors                                                                     | 13    | 520,474     | 572,646        |
| Investments                                                                 | 14    | 756,182     | 500,000        |
| Cash at bank and in hand                                                    | 22    | 2,307,907   | 2,393,216      |
| Total Current Assets                                                        |       | 3,601,836   | 3,495,618      |
| Liabilities:                                                                |       |             |                |
| Creditors falling due within one year                                       | 15    | (1,745,990) | (1,626,243)    |
| Net Current Assets                                                          |       | 1,855,846   | 1,869,375      |
| Total assets less current liabilities – excluding retirement benefit scheme |       | 2,163,238   | 2,003,604      |
| Retirement benefit scheme asset/(liability)                                 | 9     | (1,929,000) | 224,000        |
| Total Net Assets                                                            |       | 234,238     | 2,227,604      |
| The Funds of the Charity:                                                   |       |             |                |
| Funds – Unrestricted                                                        | 20    | 2,163,238   | 2,003,604      |
| Funds – Restricted                                                          | 20    | 0           | 0              |
| Funds – Pension Reserve                                                     | 20    | (1,929,000) | 224,000        |
|                                                                             |       | 234,238     | 2,227,604      |

The financial statements were authorised for issue by the Board on 12 September 2019.

Charles Gibson Chairman Phaelie Gibs-

Councillor Jim Finn Vice Chairman

Company No: SC413707

These accounts are prepaired in accordance with the special provisions of part 15 of the Companies Act 2006 and for circulations to the members of the company.

## **CASH FLOW STATEMENT**

**Cash Flow Statement for the year to 31 March 2019.** 

|                                                      | Notes | 2019      | 2018      |  |
|------------------------------------------------------|-------|-----------|-----------|--|
|                                                      |       | £         | £         |  |
| Net cash (used in / provided by operating activities | 21    | 387,340   | 418,375   |  |
| Cash invested                                        |       | (256,182) | (500,000) |  |
| Interest received                                    |       | 16,883    | 7,608     |  |
| Proceeds from the sale of tangible assets            |       | 10,266    | 0         |  |
| Purchase of intangible fixed assets                  |       | (6,000)   | (19,432)  |  |
| Purchase of tangible fixed assets                    |       | (237,616) | (49,496)  |  |
| (Decrease) / increase in cash                        |       | (85,309)  | (142,945) |  |

#### Reconciliation of net cash flow to movement in debt.

|                              | £         |
|------------------------------|-----------|
| Net cash as at 31 March 2018 | 2,393,216 |
| Net (decrease in cash)       | (85,309)  |
| Net cash at 31 March 2019    | 2,307,907 |



## **NOTES TO THE FINANCIAL STATEMENTS**

for the Year ended 31 March 2019

## 1. Accounting Policies

# Basis of preparation and assessment of going concern

The financial statements are prepared under the historical cost convention as modified by Revaluation of Pension Asset, and in accordance with applicable accounting standards in the United Kingdom, the Companies Act 2006 and the Statement of Recommended Practice – Accounting and Reporting by Charities (FRS102) and the Charities Accounts (Scotland) Regulations 2006 (as amended).

West Dunbartonshire Leisure Trust constitutes a public benefit entity as defined by FRS102.

The Trustees consider that there are no material uncertainties about West Dunbartonshire Leisure Trust's ability to continue as a going concern.

For noting, West Dunbartonshire Council have indicated that they will be looking for significant savings over the next few years by reducing the Leisure Trust management fee. Going forward ongoing reductions in funding are likely to have significant impact on the services delivered by the Leisure Trust.

#### **Incoming resources**

Membership subscriptions and income relating to Trust activity are recognised in the period in which the Trust is entitled to receipt and the amount can be measured with reasonable certainty. Income is deferred only when the Trust has to fulfil conditions before becoming entitled to it. Management fees and other incoming resources are recognised in the period to which they relate, on an accruals basis.

Investment income is accounted for on an accruals basis.

#### Allocation of expenditure

Where possible, expenditure is charged direct to charitable expenditure or governance costs. Where this is not possible the expenditure is allocated on a basis consistent with use of the resources.

Charitable expenditure comprises those costs incurred by Trust in the delivery of its activities and services for its beneficiaries. Governance costs include those costs associated with meeting the constitutional and statutory requirements of the charity and include the audit fees and costs linked to the strategic management and set-up of the charity.

## **Intangible Fixed Assets**

Software costs are capitalised and amortised over a useful life of 5 years.

#### **Tangible Fixed Assets and Depreciation**

It is the policy of the Trust to capitalise expenditure of a capital nature in excess of £5,000. Any irrecoverable VAT related to the assets is capitalised and recognised as an expense in the Statement of Financial Activities (SOFA) over the depreciated life of the asset.

Assets donated to the Trust are included in the Balance Sheet and Statement of Financial Activities at deemed cost.

Depreciation is charged to write off the cost less the estimated residual value of fixed assets by equal instalments over their estimated useful lives as follows:

Furniture and equipment: 5 years

Motor Vehicles: 5 years

#### Stock

Stocks of materials and consumables are valued at the lower of cost and net realisable value in the ordinary course of activities. Net realisable value is based on estimated selling price less further costs to completion and disposal.

#### **Debtors**

Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

#### Cash at bank and in hand

Cash at bank and in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

### **Creditors and provisions**

Creditors and provisions are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors and provisions are normally recognised at their settlement amount after allowing for any trade discounts due.

#### **Contingent Liabilities**

A contingent liability is identified and disclosed for those grants resulting from:

- a possible obligation which will only be confirmed by the occurrence of one or more uncertain future events not wholly within the Trustees' control; or
- a present obligation following a grant offer where settlement is either not considered probable; or
- the amount has not been communicated in the grant offer and that amount cannot be estimated reliably.

#### **Operating Leases**

Operating leases are charged to income and expenditure on a straight line basis over the period of the lease.

### **Employee Benefits**

The costs of short-term employee benefits are recognised as a liability and an expense, unless those costs are required to be recognised as part of the cost of stock or fixed assets.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the charity is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

#### **Financial Instruments**

The Trust only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured by their settlement value with the exception of bank loans which are subsequently measured at amortised cost using the effective interest method.

#### **Pensions**

The Trust participates in the Strathclyde Pension Fund by virtue of its status as an 'admitted' body. It is a defined pension scheme and the assets are invested in external funds. In accordance with 'FRS 102 – Retirement Benefits', the operating and financing costs of pension and post retirement schemes (determined by a qualified actuary) are recognised separately in the Statement of Financial Activities. Service costs are systematically spread over the working lives of the members and financing costs are recognised in the period in which they arise. The difference between the actual and expected returns on assets during the period and changes in the actuarial assumptions are also recognised in the Statement of Financial Activities.

#### **VAT**

The Trust is partially exempt from VAT. Irrecoverable VAT is charged to the Statement of Financial Activities as an expense.

#### **Taxation**

The company is a charitable company within the meaning of Section 467 of the Corporation Tax Act 2010. Accordingly, the company is potentially exempt from taxation in respect of income or capital gains received within categories covered by Chapter 3 of Part 11 of the Corporation Tax Act 2010 and section 256 of the Taxation of Chargeable Gains Act 1992 to the extent that such income or gains are applied for charitable purposes only.

#### **Unrestricted funds**

Unrestricted funds are expendable at the discretion of the Board in furtherance of the objectives of the Trust.

Surplus revenue funds held within unrestricted funds are carried forward to meet the cost of future activities, mainly of a revenue nature.

Commitments for specific activities and needs in the future are dealt with by making allocations to designated funds.

#### **Restricted funds**

Restricted funds are used for specific purposes as laid down by the donor. Some are restricted income funds expendable at the discretion of the Board in furtherance of a particular activity such as government grants to a particular centre or activity. Expenditure which meets the set criteria will be charged to the appropriate fund.

# 2. Incoming Resources

Income is attributable to sporting activity fees and other sales throughout the Trust. In addition, a management service fee of £3,897,720 (2018: £3,914,610) was received from West Dunbartonshire Council for the period. Membership fees is income collected by direct debit membership of the Trust's leisure facilities.

Total incoming resources from charitable activities for the period are detailed as follows:

|                                                     | 2019      | 2018             |
|-----------------------------------------------------|-----------|------------------|
|                                                     | £         | £                |
| Leisure Facilities                                  | 2,414,216 | 2,279,829        |
| Community Facilities                                | 407,502   | 366,851          |
| Sports Development                                  | 549,617   | 528,207          |
| Active Schools                                      | 262,401   | 253,429          |
| Outdoor Recreation                                  | 100,170   | 99,354           |
| Management Fee                                      | 3,897,720 | <u>3,914,610</u> |
| Total Incoming Resources from Charitable Activities | 7,631,626 | 7,442,280        |

Government Grants included in income for the year to 31 March 2018 were as follows:

|                                               | 2018-2019 | 2017-2018 |
|-----------------------------------------------|-----------|-----------|
| Management Fee - West Dunbartonshire Council  | 3,897,720 | 3,914,610 |
| Other income from West Dunbartonshire Council | 23,000    | 23,000    |
| Income from NHS                               | 100,609   | 116,420   |
| Income from Sport Scotland                    | 245,600   | 245,600   |
| Total                                         | 4,266,929 | 4,299,630 |

This income relates to health improvement programmes involving sporting activities. There are no unfulfilled conditions or contingencies in relation to this income.

## 3. Investment Income

|                           | 2019   | 2018  |  |
|---------------------------|--------|-------|--|
|                           | £      | 3     |  |
| Interest on cash deposits | 16,883 | 7,608 |  |
| Total Investment Income   | 16,883 | 7,608 |  |

# 4. Charitable Expenditure

|                              | 2019             | 2018             |
|------------------------------|------------------|------------------|
|                              | £                | £                |
| Leisure Facilities           | 4,359,780        | 4,179,594        |
| Community Facilities         | 1,346,925        | 1,210,543        |
| Sports Development           | 1,015,695        | 945,655          |
| Active Schools               | 482,930          | 484,223          |
| Outdoor Recreation           | <u>293,811</u>   | <u>357,907</u>   |
| Total Charitable Expenditure | <u>7,499,141</u> | <u>7,177,922</u> |
| Less Pension cost            | (682,000)        | (673,000)        |
| Total                        | <u>6,817,141</u> | <u>6,504,922</u> |

Staff and utility costs are the main expenditure items included in charitable expenditure above.

# 5. Support Costs

Support costs have been allocated to the following areas of resources expended.

|           | Leisure | Community<br>Facilities | Sports<br>Development | Active<br>Schools | Outdoor<br>Recreation | Governance |
|-----------|---------|-------------------------|-----------------------|-------------------|-----------------------|------------|
|           | £       | 3                       | £                     | 3                 | £                     |            |
| Salary    | 250,858 | 92,224                  | 49,341                | 49,341            | 21,159                | 38,793     |
| Training  | 0       | 0                       | 0                     | 0                 | 0                     | 0          |
| Insurance | 40,365  | 12,139                  | 11,479                | 4,916             | 2,703                 | 0          |
| Supplies  | 22,936  | 6,898                   | 6,523                 | 2,793             | 1,536                 | 0          |
| Other     | 159,485 | 38,297                  | 22,088                | 14,814            | 10,777                | 1,641      |
| Total     | 473,644 | 149,558                 | 89,431                | 71,864            | 36,175                | 40,434     |

|            | Basis of Allocation      |
|------------|--------------------------|
| Salary:    | Percentage of Staff Time |
| Training:  | Percentage of Staff Time |
| Property:  | Percentage of Usage      |
| Insurance: | Salary Cost              |
| Supplies:  | Salary Cost              |
| Other:     | Percentage of Usage      |

| Governance Costs                           | 2019          | 2018          |
|--------------------------------------------|---------------|---------------|
|                                            | £             | £             |
| Audit and other Accountancy Fees           | 8,190         | 8,300         |
| Allocated support costs                    | 40,434        | 41,205        |
| Pension Report and other audit expenditure | 480           | 480           |
| Travel expenses/training costs             | <u>108</u>    | <u>75</u>     |
| Total Governance Costs                     | <u>49,212</u> | <u>50,060</u> |

# **Allocation of Governance and other support costs**

|                      | Support<br>Costs | Governance   | 2019    | 2018           |
|----------------------|------------------|--------------|---------|----------------|
|                      | £                | £            | £       | £              |
| Leisure              | 473,644          | 26,669       | 500,313 | 510,197        |
| Community Facilities | 149,558          | 9,804        | 159,362 | 160,996        |
| Sports Development   | 89,431           | 5,245        | 94,676  | 97,168         |
| Active Schools       | 71,864           | 5,245        | 77,109  | 75,755         |
| Outdoor Recreation   | <u>36,175</u>    | <u>2,249</u> | 38,424  | <u>42,061</u>  |
| Total                | 820,672          | 49,212       | 869,884 | <u>886,177</u> |

# 6. Current and past pension service cost

|                                        | 2019             | 2018             |
|----------------------------------------|------------------|------------------|
|                                        | £                | £                |
| Pension – Past Service Cost            | 352,000          | 0                |
| Pension – Pension Current Service Cost | 1,295,000        | <u>1,160,000</u> |
| Total Pension Service Costs            | <u>1,647,000</u> | 1,160,000        |

## 7. Staff Costs and Numbers

|                       | 2019      | 2018      |
|-----------------------|-----------|-----------|
|                       | £         | £         |
| Wages and Salaries    | 4,821,263 | 4,568,044 |
| Social Security costs | 315,534   | 328,960   |
| Other Pension costs   | 1,327,148 | 1,149,141 |
| Other Staff costs     | 7,225     | 20,866    |
| Total Staff Costs     | 6,471,170 | 6,067,011 |

Only one employee earned more than £60,000 for the year to 31 March 2019. (2018:1)

|                             | Number of employees 2018-2019 | Number of employees 2017-2018 |
|-----------------------------|-------------------------------|-------------------------------|
| Between £70,000 and £79,999 | 1                             | 0                             |
| Between £60,000 and £69,999 | 0                             | 1                             |

#### **Key Management Personnel**

|                                                 | 2019           | 2018    |
|-------------------------------------------------|----------------|---------|
|                                                 | £              | £       |
| Salaries and wages                              | 326,617        | 310,934 |
| Social Security costs                           | 36,852         | 34,998  |
| Employer contribution to defined pension scheme | 62,335         | 59,431  |
| Other Staff costs                               | <u>425,804</u> | 405,363 |

The change in the net defined benefit pension scheme liability arising from service of key management personnel rendered during the reporting period was as follows;

| Pension  | 109,813 | 97,009  |
|----------|---------|---------|
| Lump Sum | 154,946 | 144,694 |

The average weekly number of persons by headcount, employed by the charity during the year was:

|                     | 2019       | 2018       |
|---------------------|------------|------------|
|                     | Number     | Number     |
| Total Staff Numbers | <u>200</u> | <u>189</u> |

During the period no Trustees received any remuneration or made any donations to the charity. Expenses of £108 were reimbursed to one Trustee during 2018/2019, and £75 to two Trustees during 2017/2018 and unclaimed travel costs amounted to £272 in 2018/19 and £297 in 2017/18.

# 8. Operating Surplus

The operating surplus is stated after charging/ (crediting):

|                                              | 2019   | 2018   |
|----------------------------------------------|--------|--------|
| Auditor's Remuneration (including expenses): | £      | £      |
| Auditor's Remuneration (including expenses)  | 8,190  | 8,300  |
| Depreciation                                 | 70,453 | 64,698 |



#### 9. Pension Costs

The company is an admitted body of the Strathclyde Pension Fund. The Superannuation Fund is a defined benefit scheme into which employee' and employer's contributions, and interest and dividends from investments are paid and from which pensions, lump sums and superannuation benefits are paid out. Employees' contributions are tiered and employer's basic contributions are assessed every three years by an actuary and are fixed to ensure the fund remains solvent and in a position to meet its future liabilities. The actuarial method used is known as Projected Unit Credit Method. The last actuarial valuation was at 31 March 2011 and following this valuation employer's contributions increased to 19.3% for the years ended 31 March 2013, 2014 and 2015 respectively. Actual employer's contributions for the period 31 March 2019 amounted to £714,147.

In accordance with FRS 102 – Retirement Benefits – a valuation of the fund was carried out at 31 March 2015 by Hymans Robertson, independent actuaries, appointed by Strathclyde Pension Fund. Hymans Robertson calculated the pension assets and liabilities as at 31 March 2019 by rolling forward its full actuarial valuation, allowing for the changes in financial assumptions as prescribed under FRS 102. The main assumptions used in the calculations are:

|                                   | 31 March 2019 | 31 March 2018 |
|-----------------------------------|---------------|---------------|
|                                   | % per annum   | % per annum   |
| Inflation / Pension Increase Rate | 2.4%          | 2.3%          |
| Salary Increase Rate              | 3.6%          | 3.5%          |
| Discount Rate                     | 2.5%          | 2.7%          |

#### **Mortality**

Life expectancy is based on the Fund's Vita Curves with improvements in line with the CMI 2016 model with an allowance for smoothing of recent mortality experience and long term rates of 1.5% p.a. for males and 1.25% p.a. for females. Based on these assumptions, the average future life expectancies at age 65 are summarised below:

|                    | Males      | Females    |
|--------------------|------------|------------|
| Current Pensioners | 21.4 years | 23.7 years |
| Future Pensioners  | 23.4 years | 25.8 years |

The major categories of plan assets as a % of the total plan assets are as follows:

|          | 31 March 2019 | 31 March 2018 |
|----------|---------------|---------------|
|          | %             | %             |
| Equities | 64%           | 62%           |
| Bonds    | 24%           | 23%           |
| Property | 10%           | /11%          |
| Cash     | 2%            | 4%            |

The actuarial estimated employer contributions for the year to 31 March 2020 are £676,000.

The amounts recognised in the balance sheet are as follows:

|                                       | 31 March 2019  | 1 April 2018  |
|---------------------------------------|----------------|---------------|
|                                       | <u>£000</u>    | <u>0003</u>   |
| Present value of funded liabilities   | (22,349)       | (18,293)      |
| Fair value of plan assets             | <u>20,605</u>  | <u>18,692</u> |
|                                       | (1,744)        | 399           |
| Present value of unfunded obligations | (185)          | (175)         |
| Unrecognised past service cost        | <u>0</u>       | <u>0</u>      |
|                                       | <u>(1,929)</u> | <u>224</u>    |
| Amount in balance sheet               |                |               |
| Liabilities                           | (1,929)        | 0             |
| Assets                                | <u>0</u>       | <u>224</u>    |
| Net (liability)/asset                 | (1,929)        | <u>224</u>    |

|                                                           | 31 March 2019 | 1 April 2018 |
|-----------------------------------------------------------|---------------|--------------|
|                                                           | <u>£0003</u>  | <u>0003</u>  |
| Analysis of the amount charged to net incoming resources: |               |              |
| Current service cost of the defined benefit scheme        | (1,647)       | (1,160)      |
|                                                           |               |              |
| Analysis of amount credited to incoming resources:        |               |              |
| Expected return on employer assets                        | (515)         | (472)        |
| Interest on pension scheme liabilities                    | <u>522</u>    | <u>576</u>   |
| Net return                                                | 7             | <u>104</u>   |

|                                                             | 31 March 2019 | 1 April 2018 |
|-------------------------------------------------------------|---------------|--------------|
|                                                             | <u>£000</u>   | <u>2000</u>  |
| Actuarial (Loss) / gain                                     | (1,181)       | <u>4,435</u> |
| Actuarial (loss) / gain recognised in net movement of funds | (1,181)       | <u>4,435</u> |
| Cumulative Actuarial Gains and Losses                       | (189)         | <u>992</u>   |

## Changes in fair value of the scheme assets are as follows:

|                                               | 31 March 2019 | 1 April 2018 |
|-----------------------------------------------|---------------|--------------|
|                                               | <u>0003</u>   | <u>0003</u>  |
| Opening fair value of employer assets         | 18,692        | 17,109       |
| Expected return on assets                     | 0             | 0            |
| Contributions by members                      | 202           | 200          |
| Contributions by the employer                 | 676           | 667          |
| Contributions in respect of unfunded benefits | 6             | 6            |
| Actuarial gain                                | 1,134         | 797          |
| Estimated Benefits paid                       | (99)          | (81)         |
| Estimated Unfunded Benefits paid              | (6)           | (6)          |
| Closing fair value of employer assets         | 20,605        | 18,692       |

| Reconciliation of defined benefit obligation: | 31 March 2019 | 1 April 2018 |
|-----------------------------------------------|---------------|--------------|
|                                               | 0003          | <u>0003</u>  |
| Opening defined benefit obligation            | 18,468        | 20,729       |
| Current service cost                          | 1,647         | 1,160        |
| Interest cost                                 | 522           | 576          |
| Contributions by members                      | 202           | 200          |
| Present value of unfunded liabilities         | 0             | 0            |

|                                    | 31 March 2019 | 1 April 2018 |
|------------------------------------|---------------|--------------|
| Actuarial losses                   | <u>1,800</u>  | (4,110)      |
| Past service costs                 | 0             | 0            |
| Estimated benefit paid             | (99)          | (81)         |
| Estimated unfunded benefits paid   | (6)           | (6)          |
| Closing defined benefit obligation | 22,534        | 18,468       |

| Amounts for the current period:             | 31 March 2019 | 1 April 2018 |
|---------------------------------------------|---------------|--------------|
|                                             | £000          | 2000         |
| Present value of Defined Benefit Obligation | (22,349)      | (18,293)     |
| Present value of Unfunded Liabilities       | (185)         | (175)        |
| Fair Value of Employer Assets               | 20,605        | 18,692       |
| (Deficit)                                   | (1,929)       | 224          |
| Experience gains / (losses) on assets       | 1,134         | 797          |
| Experience gains / (losses) on liabilities  | 4             | (2,489)      |

Under the Transfer Agreement entered into between the Trust and West Dunbartonshire Council, the Council has undertaken to guarantee the pension scheme should the liability crystallise and insufficient funds be held by the Trust to settle their obligation.

# 10. Intangible Fixed Assets

|                                 | Software | Total                 |
|---------------------------------|----------|-----------------------|
|                                 | £        | £                     |
| Cost at 1 April 2018            | 19,432   | 19,432                |
| Additions                       | 6,000    | 6,000                 |
| Disposals                       | 0        | //////0               |
| As at 31 March 2019             | 25,432   | 25,432                |
|                                 |          | /////////             |
| Depreciation at 1 April 2018    | 0        | ///////////////////// |
| Charge for the year             | 3,886    | 3,886                 |
| On disposals                    | 0        | 0                     |
| As at 31 March 2019             | 0        | 0                     |
|                                 |          |                       |
| Net Book Value at 31 March 2018 | 19,432   | 19,432                |
| Net Book Value at 31 March 2019 | 21,546   | 21,546                |

# 11. Tangible Fixed Assets

|                                 | Furniture &<br>Equipment | Total          |
|---------------------------------|--------------------------|----------------|
|                                 | 3                        | £              |
| Cost at 1 April 2018            | 385,263                  | 385,263        |
| Additions                       | 237,616                  | 237,616        |
| Disposals                       | (176,037)                | (176,037)      |
| As at 31 March 2019             | 446,842                  | 446,842        |
|                                 |                          |                |
| Depreciation at 1 April 2018    | 270,466                  | 270,466        |
| Charge for the year             | 66,567                   | 66,567         |
| On disposals                    | (176,037)                | (176,037)      |
| As at 31 March 2019             | <u>160,996</u>           | <u>160,996</u> |
|                                 |                          |                |
| Net Book Value at 31 March 2018 | 114,797                  | <u>114,797</u> |
| Net Book Value at 31 March 2019 | 285,846                  | <u>285,846</u> |

At 31 March 2019 all fixed assets are used for charitable purposes.

## 12. Stock

|                                                           | 2019          | 2018          |
|-----------------------------------------------------------|---------------|---------------|
|                                                           | £             | £             |
| Cleaning materials, first aid materials and uniform stock | <u>17,273</u> | <u>29,756</u> |

#### 13. Debtors

|                                             | 2019    | 2018           |
|---------------------------------------------|---------|----------------|
|                                             | £       | £              |
| Trade Debtors                               | 60,464  | 30,429         |
| Amounts owed by West Dunbartonshire Council | 231,487 | 292,793        |
| Other debtors and prepayments               | 228,523 | 249,424        |
|                                             | 520,474 | <u>572,646</u> |

# 14. Investment

|                                                                                       | 2019           | 2018           |
|---------------------------------------------------------------------------------------|----------------|----------------|
|                                                                                       | £              | 3              |
| Fixed Term 1 year Investment with West Dunbartonshire Council until 22 February 2019. | 506,182        | 500,000        |
| Fixed term 6 months Investment with West Dunbartonshire Council on a rolling basis.   | 250,000        | 0              |
| Total Investment                                                                      | <u>756,182</u> | <u>500,000</u> |

# 15. Creditors: Amounts falling due within one year

|                                             | 2019      | 20183     |
|---------------------------------------------|-----------|-----------|
|                                             | £         | £         |
| Trade Creditors                             | 3,714     | 2,246     |
| Tax and Social Security Creditors           | 179,183   | 110,262   |
| Amounts owed to West Dunbartonshire Council | 613,569   | 642,743   |
| Other Creditors                             | 207,925   | 228,554   |
| Accruals and Deferred Income (note 16)      | 741,599   | 642,438   |
|                                             | 1,745,990 | 1,626,243 |

#### 16. Deferred Income

Included in the Accruals and deferred income figure in note 15 is deferred income of:

|                  | 2019          | 2018          |
|------------------|---------------|---------------|
|                  | £             | £             |
| Balance b/f      | 84,963        | 108,997       |
| Released in year | (84,963)      | (108,997)     |
| Deferred in year | <u>89,104</u> | <u>84,963</u> |
|                  | <u>89,104</u> | <u>84,963</u> |

The items deferred comprises Income for memberships of £51,100, direct debits £15,329 and £22,675 of additional income received in advance for services being provided in financial year 2019-2020.

# 17. Operating Leases

The Trust has acquired photocopiers by entering into operating leases. The Trust was committed to making the following payments in the year to 31 March 2019:

|                            | 2019         | 2018         |
|----------------------------|--------------|--------------|
|                            | £            | £            |
| Payable less than 1 year   | 3,749        | 6,214        |
| Payable > 1 year < 5 years | 2,609        | <u>6,358</u> |
| Total Payable              | <u>6,358</u> | 12,572       |

# 18. Share Capital

The charitable company is limited by guarantees of £1 per member and has no share capital.

# 19. Company Limited by Guarantee

The company is limited by guarantee, the Special member being West Dunbartonshire Council (entitled to 3 votes at a general meeting).

## 20. Funds

| Unrestricted Funds              | Balance at<br>31 March 2018<br>£ | Incoming<br>Resources<br>£ | Resources<br>Expended<br>£ | Transfers<br>£ | Balance at<br>31 March 2019<br>£ |
|---------------------------------|----------------------------------|----------------------------|----------------------------|----------------|----------------------------------|
| Unrestricted - general          | 880,000                          | 7,652,775                  | (7,148,787)                | (503,988)      | 880,000                          |
|                                 |                                  |                            |                            |                |                                  |
| Designated                      |                                  |                            |                            |                |                                  |
| Small Projects                  | 90,641                           | 6,000                      | (10,716)                   | (20,000)       | 65,925                           |
| Equipment Replacement           | 586,720                          | 0                          | (225,428)                  | 220,000        | 581,292                          |
| Service Development<br>Projects | 312,014                          | 0                          | (43,757)                   | 60,372         | 328,629                          |
| Fixed Assets                    | 134,229                          | 0                          | (70,453)                   | 243,616        | 307,392                          |
| Total Designated                | <u>1,123,604</u>                 | <u>6,000</u>               | (350,354)                  | 503,988        | 1,283,238                        |
| Total unrestricted              | 2,003,604                        | 7,658,775                  | (7,499,141)                | 0              | 2,163,238                        |
| Restricted                      | 0                                | 0                          | 0                          | 0              | 0                                |
| Total                           | <u>2,003,604</u>                 | <u>7,658,775</u>           | <u>(7,499,141)</u>         | 0              | <u>2,163,238</u>                 |

In 2018/2019 the Trustees have designated funds of £2,163,238 which comprises tangible fixed assets (£307,392), other small projects to deliver sporting activities (£65,925), future equipment replacement (£581,292) and Service Development Projects (£328,629).



The **Small Projects** fund consists of a number of partially completed projects which are likely to be completed during the next financial year. The fund has been increased in previous years to fund a number of minor upgrade projects to Community Halls and Main Site Leisure Facilities. A number of projects were completed in 2018/19 including the engagement of a mystery shopper service to test our sales processes and our customer journey at main sites. The fund was increased by £40,000 last financial year to fund expected legal costs in relation to finalising lease agreements but this work has been almost fully completed at a much lower expenditure than anticipated. The fund has therefore been reduced by £20,000 to reflect this reduced spend. No additional funds have been designated from the 2018/19 surplus and the total available is now £65,925.

The **Equipment Replacement** fund is being built up to fund the replacement of the gym equipment at the main sites on a rolling basis. Cardio Vascular (CV) equipment is recommended to be replaced every 5-6 years and resistance equipment every 7-9 years. As planned a major equipment replacement project was completed in 2018/19 with CV equipment being replaced at the Vale Pool and Meadow Centre. The resistance equipment at these two sites is therefore due to replacement in 2020/2021 and this will be the next large spend from this fund. The new Clydebank Leisure Centre opened in 2017 equipped with all new gym equipment which will therefore be due for replacement from 2022/23. Additional funds of £220,000 have been designated from the surplus created in 2018/19 and this leaves a balance in the fund of £581,292. There are a number of projects planned for 2019/20 including the replacement of the spin bikes at the Vale Pool which forms part of a larger project of refurbishment of the Spin Studio which is being funded from the Service Development Funds.

**Service Development Projects** fund has been built up to be used for larger projects within the service as per our charitable objectives that will improve the service and/or generate additional income. A number of projects have been completed in 2018/19 including installing a ticket kiosk and refurbing the Dance Studio at the Meadow Centre, additional training and equipment for the interactive floor at the Clydebank Leisure Centre and installation of Wi-Fi at main sites and Trust HQ. Additional funds of £74,098 have been added to this fund from the surplus created in 2018/19 leaving the balance of this fund at £328,629.



#### Analysis of Net Assets Over Funds

| Funds Balance at 31 March 2019<br>Represented by: | Unrestricted<br>Funds<br>£ | Restricted<br>Funds<br>£ | Pension<br>Reserve<br>£ | 2019 Total<br>£  |
|---------------------------------------------------|----------------------------|--------------------------|-------------------------|------------------|
| Fixed assets                                      | 307,392                    | 0                        | 0                       | 307,392          |
|                                                   |                            |                          |                         |                  |
| Current Assets                                    |                            |                          |                         |                  |
| Stock                                             | 17,273                     | 0                        | 0                       | 17,273           |
| Debtors                                           | 520,474                    | 0                        | 0                       | 520,474          |
| Investment                                        | 756,182                    | 0                        | 0                       | 756,182          |
| Cash                                              | 2,307,907                  | <u>0</u>                 | <u>0</u>                | <u>2,307,907</u> |
| Total Current Assets                              | 3,601,836                  |                          |                         | 3,601,836        |
|                                                   |                            |                          |                         |                  |
| Creditors                                         |                            |                          |                         |                  |
| Amounts falling due within one year               | (1,745,990)                | 0                        | 0                       | (1,745,990)      |
| Net Current Assets                                | <u>1,855,846</u>           | 0                        | 0                       | <u>1,855,846</u> |
| Total Assets less Current Liabilities             | 2,163,238                  | 0                        | 0                       | <u>2,163,238</u> |
| Retirement benefit scheme deficit                 | 0                          | 0                        | (1,929,000)             | (1,929,000)      |
| Total                                             | 2,163,238                  | 0                        | (1,929,000)             | 234,238          |

## 21. Notes to the cash flow statement

Reconciliation of operating surplus to net cash inflow from operating activities

|                                                       | 2019      | 2018             |
|-------------------------------------------------------|-----------|------------------|
|                                                       | £         | 3                |
| Net (outgoing)/incoming resources                     | (812,366) | (319,034)        |
| Investment income                                     | (16,883)  | (7,608)          |
| Depreciation                                          | (10,266)  | 0                |
| Loss on disposal of fixed assets                      | 70,453    | 64,698           |
| Net Pension charge                                    | 972,000   | 591,000          |
| (Increase) in stock                                   | 12,483    | (18,209)         |
| (Increase)/Decrease in debtors                        | 52,172    | (22,943)         |
| Increase/(Decrease) in creditors                      | 119,747   | <u>130,471</u>   |
| Net cash (used in) / provided by operating activities | 387,340   | <u>(418,375)</u> |

# 22. Cash at bank and in hand

|                          | /:::::::::::::::::::::::::::::::::::::: |                  | 31 March 2019    | 1 April 2018 |
|--------------------------|-----------------------------------------|------------------|------------------|--------------|
| / //                     | ///:::::::::::::::::::::::::::::::::::: | 7                | £                | £            |
| Cash at bank and in hand |                                         | <u>2,307,907</u> | <u>2,393,216</u> |              |

# 23. Trustees Interests and related party transactions

Due to the nature of the charity's operations and composition of its Board, being comprised of individual public sector and commercial organisations, it is inevitable that transactions will take place with companies and organisations in which a Board member of the Trust has an interest. The charity works in partnership with West Dunbartonshire Council with which transactions have been undertaken during the period. The following is a list of members of the Board (Committee of Management) who held potentially connected positions during the period.

Table showing potential for Trustee's connected interests:

| Trustee         | Company                     | Occupation | Joined   | Resigned |
|-----------------|-----------------------------|------------|----------|----------|
| David McBride   | West Dunbartonshire Council | Councillor | 11/01/12 | N/A      |
| Jim Finn        | West Dunbartonshire Council | Councillor | 09/12/14 | N/A      |
| Kathleen Ryall  | West Dunbartonshire Council | Councillor | 12/06/12 | 25/05/17 |
| William Hendrie | West Dunbartonshire Council | Councillor | 25/05/17 | N/A      |

West Dunbartonshire Leisure Trust is a body incorporated under the Companies Act 2006.

All transactions involving organisations in which a member of the Board of Management may have a material interest are conducted at arm's length and in accordance with normal project and procurement procedures.

During the year the Trust entered into purchase transactions with Admin Design and Print Ltd, a related party, totalling £3,094, (2018 £19,138). A brother of Kevin Murphy, Business Development Co-ordinator, is a Director of Admin Design & Print. The balance owed to Admin Design and Print at 31 March 2019 is £0, (2018 £0).

West Dunbartonshire Leisure Trust had transactions during the year as follows:

|                                                  | 2018-2019  | 2018-2019 2017-2018 |  |
|--------------------------------------------------|------------|---------------------|--|
|                                                  | £          | £                   |  |
| Income received from West Dunbartonshire Council | £5,052,351 | £5,319,110          |  |
| Expenditure paid to West Dunbartonshire Council  | £147,530   | £150,381            |  |

|                                      | 2018-2019 | 2017-2018<br>£ |  |
|--------------------------------------|-----------|----------------|--|
|                                      | £         |                |  |
| Due from West Dunbartonshire Council | £231,487  | £292,793       |  |
| Due to West Dunbartonshire Council   | £613,569  | £642,743       |  |









# **West Dunbartonshire Leisure Trust**

(Company Limited by Guarantee)

Alexandria Community Centre Main Street, Alexandria, G83 ONU

Tel: 01389 757806 Fax: 01389 751557

Email: leisureservicesadmin@west-dunbarton.gov.uk



West Dunbartonshire Leisure Trust is a recognised Scottish Charity: SC 042999; VAT Registered: GB 129 7502; and Company Registered: SC413707 Delivering services on behalf of West Dunbartonshire Council

www.wdleisure.net