Annual Report 2008



The John Muir Trust is the leading wild land conservation charity in the UK. Working with people and communities to conserve, campaign and inspire, the John Muir Trust is a membership organisation that seeks to ensure that wild land is protected and that wild places are valued by and for everyone.

www.jmt.org

It gives me great pleasure to present, on behalf of the Trustees, the Annual Report of the John Muir Trust for 2008.

Welcome

This is my final report as Chairman as I retire from this post in May, 2009.

Change is a theme that has dominated international news change and the current recession are also significant factors for our Trust. We cannot be complacent but I am very pleased to report that we have weathered the initial adverse impacts of the economic downturn thanks to the consistent hard work of all members of staff and a management team who have deployed our resources extremely effectively and competently in difficult circumstances. A detailed financial report appears elsewhere in this document.

The most dramatic change occurring within the Trust is that Nigel Hawkins, our Chief Executive Officer, is standing down with effect from 1 March 2009 to become Director of the John Muir Trust Anniversary Foundation, a separate trust which raises funds solely for the John Muir Trust. Nigel, who was a founder member of the Trust in 1983, is, has been, and always will be the voice and passion behind our organisation. His sterling efforts over these 26 years have resulted in a living legacy of wild land conservation that he and we are extremely proud of.

Stuart Brooks, Director of Conservation at the Scottish Wildlife Trust, has been appointed to succeed Nigel as Chief Executive Officer and took up his post on 1 March 2009. Stuart's 15 years' experience with the Scottish Wildlife Trust, including management responsibilities for people and property, have provided him with the confidence and qualifications to undertake this very challenging post with the John Muir Trust.

With my departure at the 2009 AGM we warmly welcome our new Chairman, John Hutchison. John has already proved himself as a very valuable Trustee and has all the credentials required to meet the demands of an uncertain future. In a previous life he managed the Lochaber Area a wild and beautiful part of Scotland - for Highland Council. He has chaired the Gaelic Names Liaison Committee and has competed in the Mod Gold Medal final. He is also a keen mountain walker and is experienced in safeguarding wild land. His involvement in the community buy-outs of Knoydart and Eigg (he is currently Chairman of the Isle of Eigg Heritage Trust) together with work in the Nevis Partnership demonstrate a high level of commitment to wild places. Since being appointed Chairman-elect by Trustees in September 2008, John has demonstrated his management

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**Dick Balharry** Chairman



abilities and prowess as a leader. His quiet, thoughtful and constructive comments are highly respected. I am very confident that under John's leadership the John Muir Trust will prosper as an organisation and that its aims and objectives will be delivered.

There are a number of changes to report among our Trustees.

Keith Griffiths served as a Trustee from 2001 to 2008 and for six of those years was a distinguished Honorary Treasurer. Keith was also Deputy Chairman and we as a Trust owe Keith a huge vote of thanks for his loyal work not only in financial and management aspects but also in taking up the role of voluntary fund raiser. His strength of purpose as a Trustee will be sorely missed. Walter Semple has taken over the role of Honorary Treasurer and we thank and welcome him to this important position. Walter is a solicitor based in Glasgow and he has already been of tremendous help to the Trust on a number of issues including presenting a very strong case on behalf of the Beauly-Denny Landscape Group to the major public inquiry into the proposed electricity transmission upgrade.

John Donohoe (Trustee 2003-2009). John's wisdom and sage advice on many issues relating to people-management have been crucial to the development of the Trust. In times of need his humour was much appreciated. Despite a 'dodgy' ankle he participated willingly on wild land duties, sharing his formidable knowledge.

Alison McGachy (Trustee 2006-2008). Alison resigned to undertake foreign travel. A former member of the Trust's staff, Alison was a valued Trustee. Her feisty attitude and experience of organisational funding and development is a loss to the Trust.

Robin Noble (Trustee 2006-2009). Robin's home is in the rugged mountainous and spectacular scenery of West Sutherland. He has not been able to attend as many Trustee meetings as he and we would have wished. Due to other commitments and excessive travelling he has decided to stand down as a Trustee.

Will Williams (Trustee 2000-2009). A resident of the Lake District, Will is now employed in the top echelons of Natural England . He has contributed to the successes of the Trust and the John Muir Award through his focused and inspirational policy work in the fields of economics, social issues and education. His talents extend far beyond nature conservation, as might be witnessed at the AGM.

The drive to mitigate carbon release to the atmosphere remains high on the agenda of both the Scottish and UK governments. The John Muir Trust is actively pursuing

len Slinachar

Golden eagle

energy savings and publicly supporting renewable energy production where it is not impacting adversely on highly valued wild land with its rich carbon-storing peat deposits.

On a global scale wild land is shrinking, biodiversity suffers accordingly, and we learn all too regularly of habitat destruction and landscape degradation in other areas of the world. How are we progressing to safeguard wild land in the UK? On 12 December 2008 the European Parliament's Environment Committee adopted a draft report on Wilderness in Europe. Although aimed at strengthening existing wilderness zones, the report called for the Commission to:

- Define 'Wilderness' Map Europe's remaining wilderness areas
- Establish a study on the value/benefits of wilderness protection
- Develop wilderness guidelines for the Natura 2000 network including a European wilderness strategy

While in the UK we have international, European, national, and local designated sites, primarily for biodiversity, there is not a specific designation for wild land and significant areas of wild land remain outside all existing designations.

At the heart of our Trust's reason for being is the goal of ensuring that core wild lands are managed to permit future generations the opportunity to investigate their importance and enjoy their magnificence. The intrinsic and utility values of wild land are incalculable for the benefit of mankind and all other life that depends on such sites. John Muir himself captured it so well when he wrote:

# "When we try to pick out anything by itself, we find it hitched to everything else in the universe".

By the power and passion of his writing John Muir was able to influence politicians and decision makers and to safeguard large areas of wild land.

A strategic approach is urgently required to define the gaps in present legislation and enable constructive and positive measures that will consider both the need to protect and nurture wild land and the desperate need to curb carbon emissions to the atmosphere. Such plans will include using nature's gifts of water, wind, wave, tides, sun, and combinations of them, for our energy needs.

First we need an acceptance by all stakeholders of what we mean by wild land, swiftly followed by establishing where these precious lands exist. A scientific paper by Steven Carver and Stefan Fritz will assist our planned proposals. This relevant work discusses the need to map and define wild land and the difficulties involved. Under the heading 'Evaluation of Existing Protected Areas' the authors write: "As long as land management practices are responsible and sympathetic to the environment then these wild areas will be protected without the need for formal policy. However... the landscapes mosaic of Britain is constantly changing, so some form of vigilance is required concerning land use pressures affecting the wilder parts of the country."

Information from this paper will help guide an important John Muir Trust initiative on setting up a wild land management accreditation scheme. This is in its early stages and combined with assistance from private landowners will help define standards for all areas of this kind within and without designated sites, to guide, encourage and, where necessary, cajole responsible land management. This work is at the core of the Trust's stated objectives. The intrinsic value of wild land as a place where our five senses can be honed and tuned is appreciated by all who visit it. However, measuring the same lands and their contents for human needs is a difficult proposition. With probably the best legislation for access, Scotland is ahead of the rest of the UK and it is imperative our future plans for managing wild land ensure the inclusion of human use. Forbidden access is no longer an option.

Under our own biodiversity project, funded by the Tubney Charitable Trust, Esmée Fairbairn Foundation, Peter De Haan Charitable Trust and Scottish Natural Heritage, we have established baselines to measure the success or failure of our management. The quality of wild land is variable but the richness and success of all life forms can be vital in assessing impacts that require to be managed.

Most of the recognised wild land in the UK is owned by private landowners and we all depend on their responsible stewardship to safeguard future management. Engaging and encouraging them while not appearing to be interfering will pose challenges. The economic, social and environmental rewards are potentially very attractive for all those who value and respect remote country.

The Trust has an increasingly important educational role in which the John Muir Award and its outreach to all members of society is an important part. But all our activities are educational – both to those we reach out to and to ourselves.

Finally, on behalf of the membership I give warm thanks to all Trustees past and present for all their loyal support and unstinting time during my term of office. I also extend this thanks to Donald Thomas, our Company Secretary, who will be providing essential support as a Returning Officer for the forthcoming Trustee election in May. Others to whom I wish to extend warm thanks include David Stevenson (minute taker) and Keith and Jane Anderson who achieve a huge amount of beneficial work in a quiet manner. From the staff reports you will learn of the wide diversity of challenges met and successes achieved.

On behalf of all who are supportive of the John Muir Trust I extend my sincerest thanks to all past and present staff for their sterling service, companionship and strong support during my term as a Trustee. I have been impressed by their buoyant belief that their work is important and essential. Everyone shows willingness, energy and skills that deserve our appreciation.

Although I am standing down as a Trustee I remain a staunch and loyal member and offer my best wishes for a future that will bear the fruits of all your aspirations.



Overview of 2008

# Nigel Hawkins Chief Executive



2008 was a year of steady progress for the Trust rather than a year in which spectacular leaps forward were made.

Our financial position improved during the year and, given the precarious state of the national economy and the pernicious impacts of the credit crunch, the year can be considered a good one for the Trust. However, there is no room for complacency as the downturn may well be protracted and it is simply bound to affect some of the Trust's funding sources in the years ahead.

Having said that, our support remains very robust. Our members are very loyal and although we haven't yet exceeded 10,000 members we remain tantalisingly close to that special milestone. We have a very encouraging retention rate but must always stay on our mettle to show that the Trust is a cause worth supporting.

In Ongoing Activities we report on the work of the Trust in the key areas of land, awareness and policy. I would like to highlight some major areas of our work.

Members responded magnificently to our biodiversity appeal contributing £49,000 to support this very important area of activity. The funding will enable us to support the continuation of our wide-ranging biodiversity work. By doing so the Trust is increasing the natural biodiversity on its lands leading to a greater variety of animals, birds, plants, insects and fungi. The project involves carefully recording and monitoring what is happening on the ground and measuring the impacts of reducing the grazing pressure. This means reducing red deer numbers but only to levels which enable natural regeneration of vegetation to occur. Red deer, of course, have a valuable role to play and, as our largest wild mammals, are a glorious sight in our wild landscapes. The project is being carried out on all the Trust's land with the help of three Wild Land Conserver/Rangers and a Biodiversity Officer recording all the data. We plan to make the results available widely so they can be of help to other land managers wishing to increase biodiversity.

The Trust is also developing a wild land management accreditation scheme which is a self-assessment of the management of wild land. Several owners of wild land have asked the Trust for their help and advice in managing their land. Such an accreditation scheme will mean they can make an assessment of the qualities of their land and management which will enable them to take appropriate actions to enhance and extend the area of wild land. The John Muir Trust itself can only acquire and conserve certain areas and recognises that this is an opportunity to support and influence other guardians of wild land. The Trust greatly appreciates the support of the Peter De Haan Charitable Trust for the development of the wild land management accreditation scheme and policy work and the support of the Peter De Haan Charitable Trust, the Tubney Charitable Trust, the Esmée Fairbairn Foundation and Scottish Natural Heritage for the wild land biodiversity project.

We are very grateful to Arcadia for their three-year commitment towards the appointment of our Chief. Scientific Officer, Mike Daniels, and the development, implementation and presentation of policy relating to the science of wild land both in relation to our own land and work and to that at Corrour Estate, a wonderful area of wild land which is under enlightened private ownership and management.

We wish to contribute to the development of national policies that affect wild land and have been pleased to play a part in four government stakeholder groups dealing with deer, uplands, moorlands and biodiversity.

We were pleased to have a visit from Mike Russell MSP, the then Environment Minister, who showed great interest in the work of the Trust.

We share government concerns about climate change and have made great progress with our new climate change and sustainable communities project aimed at giving support to communities living on and near Trust land who want to respond positively to climate change issues. This work will continue into 2009.

We know that most of our members have joined us because they love and value the wild landscapes of Scotland. We have been deploying funds raised in our successful wild landscapes appeal in 2007 to the defence of some of the finest wild land in this country.

The greatest threat to wild land comes from the impacts of climate change – but that very change is driving a headlong rush to provide renewable energy from wind turbines which by their very nature impact severely on our wild landscapes. We have called on government to have a national renewable energy strategy as it seems to us this is vital to ensure recognition that some areas of the finest wild land are simply not appropriate for large-scale wind turbine industrial developments or major new transmissions lines. We much prefer to engage in dialogue on securing a policy that safeguards key areas of wild land rather than having to go 'fire fighting' in defence of specific areas. However, we also have to do that.

Considerable resources were provided to oppose 53 large turbines at Muaitheabhal near Loch Seaforth in South Lewis. These would have a devastating visual impact on a superb area of wild landscape much of it classified as a National Scenic Area. Ably led by Helen McDade, our Head of Policy, supported by Mick Blunt, our Area Manager based in the Western Isles, the Trust put up a strong case at an inquiry called by the government in May 2008. The outcome is still awaited but it will be a touchstone of whether the government is serious about valuing the landscapes which are so much a part of the character of Scotland.

Another outcome which is awaited is that relating to the major upgrade of the electricity transmission lines between Beauly and Denny. This will also have huge impacts on landscape and tourism, the number one economic activity in the Highlands and Islands. The Trust does not wish to be negative in its stance and instead argued that if the upgrade was judged to be in the national interest, alternatives be sought such as sub-sea cabling down the west or east coasts, or carrying out a major upgrade of the present on-land east coast route via Aberdeen. More than 18,000 people have objected to the Beauly-Denny line and the inquiry, held by three reporters, was the biggest seen in Scotland on a planning issue. The Trust's stance has been widely supported by our members. A decision is expected in 2009.

The John Muir Award, our main educational initiative, goes from strength to strength with 18,000 people taking part throughout the UK and 630 organisations involved in delivering the Award. We are developing new partnerships with some large organisations to help take the Award forward in the future.

A study carried out by researchers at the University of Glasgow has highlighted the health benefits which come from participation in the Award alongside the creation of new horizons for participants, many of whom come from disadvantaged backgrounds.

An important moment for the Trust occurred with the presentation at the Dundee Mountain Film Festival of the Trust's Lifetime Achievement Award to the mountaineer, photographer and writer, Irvine Butterfield. Irvine is member No 5 of the Trust and has given tremendous personal support to the Trust, serving as a Trustee for several years. He is also a stalwart of the Mountaineering Council for Scotland and the Munro Society. The award is not given on an annual basis but only when truly merited. Irvine joins Tom Weir, Adam Watson and Doug Scott as the fourth member of a very special group of people.

I would like to thank all the Trust's dedicated staff for their unstinting efforts on behalf of wild land during the year. We have seen some new recruits in 2008. Richard Hill joined as Policy Officer and Fran Loots as Communities Officer. We also saw the departure of Becky Govier from the development team and the arrival of Sara McCarter. Vicky Fraser succeeded Keira Murray as the John Muir Award administrator, and Caroline Standring joined the Award team to manage activity in England. Clair Robertson joined as finance assistant, replacing Frances Logan.

I would personally like to thank my PA and Trust Co-ordinator, Linda Coupar, for being an anchor and for tackling so many duties with great professionalism and dedication – and always with a smile.

We also greatly appreciate the support of our army of volunteers. I am sure our other volunteers who do such a great job for the Trust in so many areas of activity will not mind me singling out David Stevenson and Cathy Marshall for special mention. David takes the minutes of our Trustees' meetings so assiduously, not an easy task, and is a regular volunteer in our Leith Office, while Cathy has helped us with a wide range of personnel and other issues. I would like to thank our quite exceptional Chairman, Dick Balharry, for his constant support and encouragement to me and the whole staff team throughout the year. Dick is stepping down as chairman at the 2009 AGM at Birnam when we will wish him well and welcome our new chairman, the extremely able John Hutchison who joined the board of Trustees in 2007.

Many thanks are also due to Keith Griffiths who stood down as our Honorary Treasurer and Trustee after several years of service. As well as putting an enormous amount of work and time into the management of our finances and accounts, Keith also carried out several personal initiatives such as recruiting new members from the pages of Who's Who in Scotland, a brilliant and very successful move. Keith has been succeeded as Honorary Treasurer by the very able Walter Semple who is tackling his new responsibilities with great diligence and is supporting the work of our finance team headed by Alison Russell.

One of our best-known Trustees, Maude Tiso, stood down after serving 16 years. Maude brought with her a great knowledge of business and staffing issues and made a truly outstanding contribution to guiding the policy and strategic direction of the Trust. She has been a wonderful ambassador and doughty champion for the Trust at all kinds of meetings and events and has given many talks on the Trust to a very wide range of audiences. Her personal commitment to the Trust and its cause shines through in everything she has done for us.

Two other Trustees left the board in 2008 after serving with distinction. Alison McGachy was formerly our development manager and Neil Birnie, who runs Wilderness Scotland, brought great knowledge of engaging people with adventure in wild places both in this country and overseas.

Two new Trustees joined the board after the May elections. Bob Aitken is one of the earliest members of the John Muir Trust and has considerable experience in campaigning on countryside and environmental issues. Deirdre Wilson brings deep insights into many aspects of wild land conservation and management.

Thanks are due to all our Trustees who give so much of their time, and of themselves, on a purely voluntary basis. We are grateful also to our Company Secretary, Donald Thomas, who is also our webmaster.

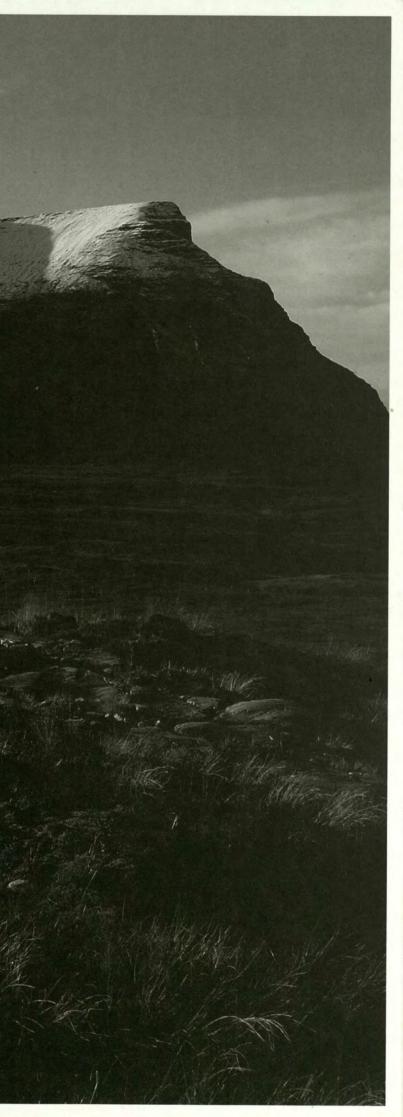
Capturing the skills and the passions of our Trustees has been very important to the Trust and a new programme of all-day meetings covering the committees and working groups of the Trust, initiated by Walter Semple, has been enthusiastically adopted by Trustees and is giving tremendous support and encouragement to staff.

After more than 12 years as director/chief executive I am stepping down in 2009 and handing over to Stuart Brooks, formerly Director of Conservation with the Scottish Wildlife Trust. I am sure Stuart will take the Trust forward with great skill, aplomb and enthusiasm and I wish him the very best in his task. I am sure everyone will give him their full support.

Finally, I would like to pay tribute to all our members for the tremendous support and inspiration you have given to the Trust, and to me personally, over the years. Nothing could have been achieved without you. Two words say it: THANK YOU **Ongoing Activities** 

The Trust has three main operational areas: LAND AWARENESS POLICY

with supporting areas creating resources and meeting financial and legal requirements. In this section we look at ongoing work within each of the operational areas. This is followed by a report on membership. The management of the Trust's finances and fundraising is covered in the report from the Honorary Treasurer.



# LAND

During 2008 the Trust continued its work to ensure that the management of our own land can be seen as an exemplar, now, throughout 2009, and beyond, particularly in relation to having a positive impact on Biodiversity Action Plan species and habitats.

The work of the wild land biodiversity project aims to enhance the biodiversity of our properties, largely through the control of grazing pressures. Over the initial 18 months of the project we have gathered a significant amount of baseline data across all Trust properties and have established the Pitlochry office as the ecological records centre for the Trust with over 10,000 records on Adit-Site, the Trust's biological records data-base. We are now able to share much of the information we have with other organisations, agencies and individuals. Although we are in the early days of the project, the information we are now receiving is showing significant improvements in habitat condition in many areas. In order to achieve biodiversity enhancement there was a significant input by staff into managing the impacts of deer across all properties, an input that will be maintained throughout the project period. During the 2007/2008 stalking season the Trust culled 377 red deer and five roe deer, a considerable increase on previous average annual culls. This culling of deer has created some lively debate with neighbouring estates, within deer management groups and with other interested groups/organisations. With the installation of a new deer larder on Skye and arrangements for carcass transportation direct to game dealers and/or neighbouring estate larders, the majority of carcasses from our properties are now being sold into the food-chain and the associated revenue is being earmarked for funding our continued work in this area.

At Quinag we have formalised a Section 7 Control Agreement with the neighbouring Ardvar estate and the Deer Commission for Scotland in order to support an ambitious woodland plan put forward by Ardvar estate which aims to protect and enhance the Ardvar Woodlands Site of Special Scientific Interest (SSSI) and Special Area of Conservation (SAC). Volunteers continue to play a crucial role in achieving our land management programmes by participating in an increased number of general work parties throughout the year as well as developing a range of special projects including an extra tree planting session on Skye, the building of two dry-stone seats at Schiehallion, replacing the wooden superstructure of a bridge in Glen Nevis and even the redecorating of the former Trust office on Skye.

One quarter of the total the time donated by volunteers was spent on monitoring species across all our properties in support of the wild land biodiversity project. The 2009 volunteer work party programme is continuing along similar lines and a similar scale to the 2008 programme.

Our involvement with the Nevis Partnership, North Harris Trust, Knoydart Foundation, Assynt Foundation and the Galson Trust has continued throughout 2008 with support from Fran Lockhart and Mick Blunt (John Muir Trust Area Managers) on many aspects of their work including inputting to ranger services, monitoring, footpath issues on Ben Nevis, management planning and supporting staff and partnership boards.

One significant and highly visible change on Skye has been the felling of approximately 20ha of mature conifers on Strathaird estate. This was part of our overall woodland restructuring proposals for the area (2003-2013) and produced a substantial income to the Trust during the year. Much of the timber was taken by sea to Southern Ireland (sawlogs) and to Finland (small roundwood). A substantial amount of timber has been retained by the Trust which will continue to provide a fuel wood supply to the local communities for the next few years. In 2009 we will continue our discussions with Elgol Grazing Committee and Strathaird Community Association on the future of Strathaird Farm.

# CORROUR

2008 was the first year of a three-year partnership between the Trust and Corrour Estate. The partnership has worked well with mutual benefits for both participants. From the Trust's perspective the link provides useful insights into private wild land management. From a Corrour perspective, the information from other areas of the Trust's work has helped ensure relevant advice.

During the year the Trust has provided advice to estate staff and the environmental management board on a wide range of issues, most notably deer management, species and habitat monitoring, and research and rural development funding. Corrour is leading the way in many aspects of sustainable land management, for example in implementing a wholeestate biodiversity plan and developing on-estate wood fuel heating and hydroelectricity for estate buildings. The Trust was also actively involved in setting up baseline habitat monitoring on the estate with staff, providing training in collating and analysing the data collected.

It is envisaged that this synergy between the Trust and Corrour estate can be built on in the coming years. 2009 will see Trust involvement in re-monitoring the baseline habitats, developing a deer management plan and setting up systems for species recording.

# WILD LAND MANAGEMENT ACCREDITATION SCHEME

The Trust's land management principles are well established on the land that it manages through ownership and partnership. The Trust also has a responsibility to try and influence land managed by others to the benefit of wild land. One way of doing this is through providing a practical but detailed description of what wild land management is (or should be), in the shape of a robust and credible accreditation scheme. Such a scheme would allow estates both to practice sustainable management for the benefit of wild land while at the same time giving that management formal recognition.

During 2008 the Trust secured funding for a six-month pilot project to develop and test such a scheme. The pilot project aims to develop clear guidance on minimum standards, best practice and accreditation criteria for the management of biodiversity, carbon, deer, forestry and woodland, livestock, recreation, etc. Once guidance has been 'road tested' on the land the Trust manages, the aim is to encourage other NGO, private and publicly owned estates to test it. The pilot project will identify costs and suggest ways of funding a full-scale roll out.

The plan for 2009 is to finalise what 'sustainable wild land management' actually means (and looks like on the ground) and then to see how far the scheme can be applied on land the Trust manages as well as private land. The pilot project will also identify costs and suggest ways of funding wider roll out.

Andrew CampbellMike DanielsHead of Land ManagementChief Scientific Officer

LEFT AND PREVIOUS IMAGE Quinag

# AWARENESS

"The John Muir Award, it's been great for getting them off the housing estates and doing something positive in their own countryside. The sense of achievement they get from it - it's there right away, they can see what they've achieved. A lot of the time they are out working and they get positive comments from other people, not negative like they normally get. It adds value to anything we're doing - an excellent scheme for the community".

Joe Bell, Youthworks Egremont project manager



An independent study over a three-year period carried out by researchers at the University of Glasgow confirmed what we've been hearing anecdotally for years: about 92%

of John Muir Award participants felt that they had achieved something and 95% said that most of the time they were enjoying themselves. Getting involved made them want to visit more natural places - even 18 months after they had finished their Award.

Year on year, at least a quarter of Awards are achieved by people from excluded backgrounds. The importance of this focus was emphasised by the finding that about 23% of Award participants from the poorest circumstances had no previous experience of wild places, compared with about 4% of the rest.

Overall we had a slight drop (5%) in the number of John Muir Awards gained in 2008, the first time we've seen an annual reduction. Among the 18,000 individuals and 630 organisations involved in Award delivery we have seen more 'repeat business' and increased use of the Award to link activity to school curricula, biodiversity plans. sustainability education, health agendas and community involvement. In 2009 we aim to capture examples of this 'on the ground' work in a range of case studies.

We were delighted to present mountain writer and conservationist Irvine Butterfield with the John Muir Trust Lifetime Achievement Award. Irvine, the fifth person to join the Trust, is well known for his books on the mountains of Scotland and his assiduous support of the Mountaineering Council of Scotland, the Mountain Bothies Association and the Munro Society.

'Like John Muir, his influence and his inspiration have brought many of us to share his commitment to Britain's mountains,' commented the Trust's Chief Executive, Nigel Hawkins.

2009 promises to see a number of new and exciting partnerships come to fruition with the aim of expanding the capacity of the John Muir Award (and profile of the John Muir Trust) across the UK as host organisations make use of it to help meet their own aims. As 'the environment' gains prominence in the varied arenas of schools and youth work, health, climate change and volunteering, it will increasingly be seen as the context in which everything happens, rather than as a separate sector or topic.

The ability of a scheme such as the John Muir Award to address a diversity of agendas aligns it with wider political imperatives. As Dr Richard Mitchell, author of the University of Glasgow report commented:

'We believe that the John Muir Award can make a contribution to Scotland's ambitions to be Healthier, Greener and Smarter.'

**Rob Bushby** John Muir Award Manager

John Muir Award participant

Irvine Butterfield receiving Lifetime Achievement Award

# POLICY

As well as seeking to employ best practice in managing wild land on our own properties (and in partnership with others) the Trust is also working to influence strategic policies which can protect such areas. Otherwise, while we may be achieving excellent results on wild land within our own care, the country may be losing irreplaceable heritage elsewhere.

For that reason the Trust is working at government, local authority and public agency level (depending upon resources available) to enhance understanding of the importance of wild land and wild places among politicians, civil servants and others. Often such work is done through networks of like-minded organisations and individuals, including Scottish Environment Link, the umbrella body for such work in Scotland.

The Trust has been involved in a number of Scottish Environment Link task forces, including those on biodiversity and deer. Both task forces have been very active in debating, lobbying and developing policy in their areas. The biodiversity task force is about to launch a booklet highlighting the huge input by NGOs into biodiversity activity in Scotland, with the Trust's wild land biodiversity project used as a case study. The deer task force is currently pushing government to adopt radical changes to the way deer are managed across the country, changes that the Trust believes are essential to improving biodiversity. The Trust is also involved in the landscape and planning task forces with Trust staff convening both groups. Planning continues to be a key area for the Trust because the Planning (Scotland) Act 2006 and subsequent legislation are bringing forward sweeping changes to how planning decisions are made. While much of this is welcome, with the emphasis on a plan-led system and the National Planning Framework 2 setting out welcome aspirations for sustainable development, the Trust is concerned that the opportunity for the public to make representation has been diminished. The Trust continues to work to help ensure that democratic rights are enshrined.

Although the Trust tries not to become involved in many individual planning applications, preferring to work at the strategic level, the Trust will continue to do so, if necessary. The Trust made a significant contribution to the evidence, at Public Local Inquiry, against a major wind power development at Muaitheabhal in South Lewis. This is a proposal for 53 turbines, 125 metres high - almost twice the height of the Scott Monument in Edinburgh. Half of these turbines would be in a National Scenic Area and very visible to travellers on the road from Stornoway to Tarbert. The Trust's evidence on why this is not economically worthwhile was given significant weight by the voluntary services of Professor Andrew Bain, professor of economics. A decision on this is awaited. If it goes ahead, it will be the first major wind development in a National Scenic Area.

Through representation on four Scottish government stakeholder groups - the Deer Management Round Table, the Upland Ecosystems Group, the Biodiversity Science Group and the Moorland Forum - the Trust hopes to ensure that wild land and associated biodiversity and landscape issues are taken into account. Participation in the Moorland Forum is bearing fruit with the Trust recently being asked to lead a task group looking at the impacts of renewable energy on moorland.

During the year, a staff / Trustee Science Working Group was initiated to discuss strategic science-based issues ranging from species re-introductions to wild land mapping. Science and land management based policies on species re-introductions and deer management were developed. A paper on 'sustainable development of wild land and wild land mapping' was presented to an international sustainable development conference in November 2008.

A new climate change and sustainable communities project has enabled the Trust to run a facilitated workshop on energy issues for communities around Trust properties, or with whom we are in partnership. The workshop gave representatives the chance to take a holistic view of their communities' needs on energy and how they might gain through both energy conservation and community-based generation projects. The various community representatives went away enthused, with plans to move energy discussions within the communities forward. Trust staff are keen to assist with this. This initiative is part of a wider aim of the Trust to enhance wild land by contributing to a vision for truly sustainable development in such sensitive landscapes. This work will continue into 2009 with Fran Loots enabling networking between communities for support and shared expertise.

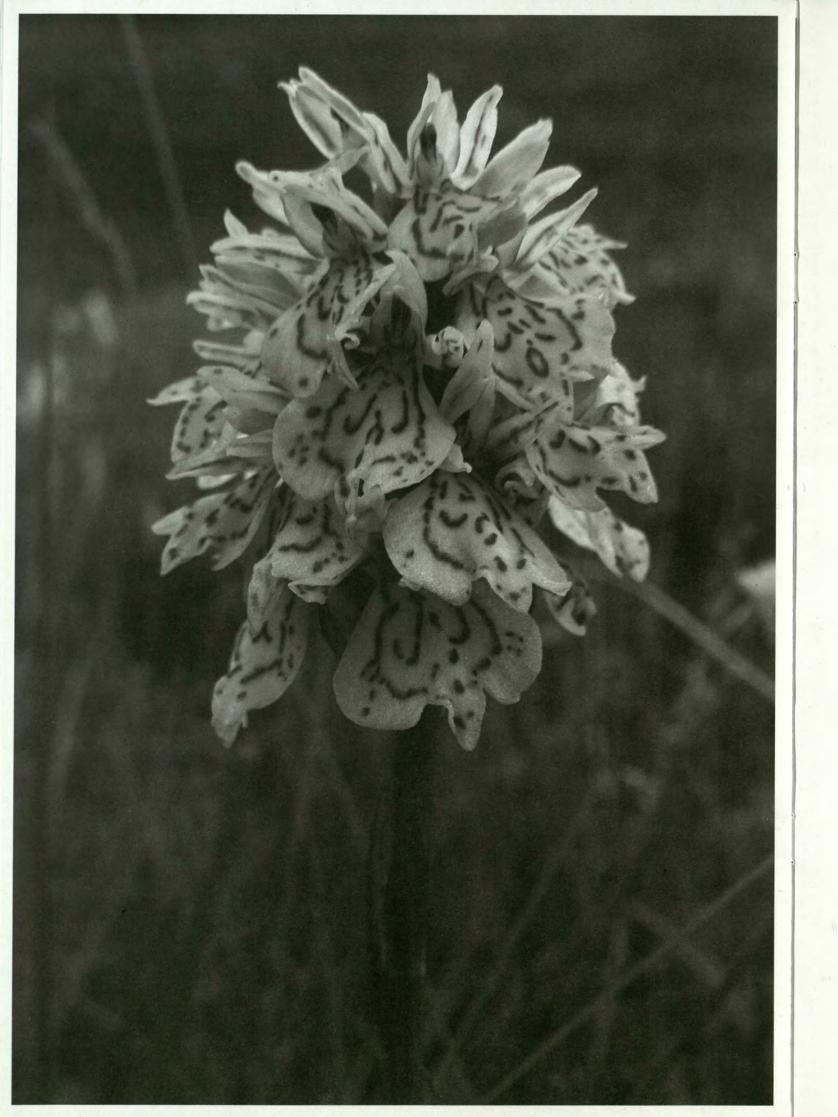
During 2009 the Trust will also increase its research base, aware of the importance of science-based policies. One project, for instance, is to look at impacts on peatlands which are a crucial store of carbon. If these areas are inappropriately managed, carbon will be released, increasing emissions. The Trust recently researched and published a paper on "The Impacts of Windfarms on Upland Habitats". This showed that an inappropriately-sited wind farm can do as much harm to the local environment as any other large scale development, such as a factory. The Trust calls on the Scottish government to develop a national energy strategy to help protect Scotland's upland habitats from poorly-sited wind farms and believes that brownfield sites should be favoured for such large-scale developments.

Landscape does not have the regulatory protection of any European designation but there are moves within the European Parliament to further protect wilderness areas. The Trust is looking increasingly towards European moves to enhance landscape protection and will be involved in developing the evidence and discussions on this. We will also be looking at how wild land is defined and whether a wild land designation is required to protect it.

Helen McDade Head of Policy

**Mike Daniels Chief Scientific Officer** 

Bla Bheinn





# RESOURCES

The Trust depends totally on our human and financial resources in order to carry out our operational work. Our members are our most important resource and the Trust must always be able to demonstrate to our members that their support is totally justified and that the Trust is delivering the work the members wish it to undertake.

This trust in our work has been reflected in the fact that we received 21 legacies totalling £335,000. The generosity of the people who remember the Trust in their wills is inspirational. Our special thanks go to all those people and their families who have supported the Trust. We have listed all legacy-givers later in the report, however legacies of more than £40,000 each were bequeathed by John Watson, Janet Meikle, Shelagh Pocklington, Thomas Martin, Lex Watson and John Todd.

At the same time we must also show to our funders and other supporters that their faith in us is justified and that we are making a real difference in safeguarding and enhancing wild land and in raising the public's awareness and generating support for our cause.

Fundraising is an important task for the Development Team and we are very grateful to everyone who supported our work during the year. Kate Barclay has done an excellent job in securing funding from charitable trusts. Full details of fundraising are included in the Honorary Treasurer's report and listed on page 16.

# MEMBERS

The membership of the Trust at the end of 2008 was 9940. We welcomed 906 new members, the highest number joining us in one year since the mid 1990s. Most of the new members were recruited at events and talks. However, through death, resignation and lapses we lost 600 members. This still gives an impressive 94% retention rate in our membership.

In December we asked individual members to consider converting to life membership before the new subscription rates came into effect on 1 January 2009. We were very pleased at the level of support this received with 32 individuals and 24 couples converting to life membership. The number of group members was greatly increased by the John Muir Award team with 36 new groups signed up.

The AGM and members' day at Dynamic Earth in Edinburgh was well attended. Attendees were privileged to listen to Jamie Andrew's alpine experience in the first of our 'spirit of wild places' lectures. Local members groups have been active through out the UK.

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The new membership team of Sam Baumber and Hannah Stace have built a strong platform for membership growth and developed relationships with members. This included a comprehensive membership survey, brand redesign and a three-year plan.

In 2009 we aim to build stronger relationships with the membership to maintain loyalty and a renewal rate of 95%. This will be achieved through quality publications and more opportunities to get involved with the Trust. In addition, recruiting new members and reactivating lost members is a priority with the aim of increasing the membership to 11,500 by the end of the year.

After long and excellent service Mike Merchant completed his last journal in February 2008. Mike Brown has taken over this important role as Journal and Members' News editor communicating with members and the wider public. The website is continually being developed and upgraded by key volunteers Donald Thomas and Charlotte Moon, supported by Image Scotland.

# **BILL WALLACE GRANTS**

The second year of Bill Wallace Grants enabled Tom Pendrey to kayak the length of the Western Isles, Ilya Maclean to train local people in bird monitoring in Tanzania and Ben Sutton to lead a climbing expedition to Tien Shan, Kyrgyzstan.

**David Picken** Development Manager

Orchid LESTER STANDEN ABOVE LEFT Work Party on Ben Nevis ALISON AUSTIN

ABOVE RIGHT John Muir Award Gathering JAMIE GRAU

### TREASURER'S REPORT

# Walter Semple Honorary Treasurer

As your newly appointed Treasurer I have pleasure in presenting my first report to the members. This Annual Report includes those extracts from the full Statutory Accounts which should be of most interest to you. The Trustees have approved this Annual Report.

In view of the increasing financial activities and resources of the Trust, the presentation of our accounts has been modified to show the overall summary as well as more detailed financial information, particularly on the sources of income and the charitable activities. Copies of the Full Accounts are available from the Pitlochry Office.

Another important change has been made to the Consolidated Accounts. The Trustees set up an Anniversary Foundation in 2004 to provide long-term financial support to the Trust thereby promoting, supporting and advancing the Trust's charitable activities and projects. The Trustees have been advised that the accounts of the Anniversary Foundation should be consolidated with those of the Trust and this has been done. In order to show comparative figures for 2007, the comparative income for that year has been restated to include an extremely generous donation to the Anniversary Foundation in 2007. The gross income figure for 2007 is now stated at £1,952,629 replacing the previous figure of £1,547,616. The JMT Trading Company accounts have been consolidated in line with previous years.

In 2008 the Trust has received further strong financial support from members and donors in addition to its success in raising grant funding.

This has resulted in gross income of £1,932,732 and an overall surplus of £ 547,653. This is prior to a reduction in the market value of our investments of £117,582 and gains realised from investment sales of £6,575. At the year-end, there were outstanding expenditure commitments that will be incurred during 2009 of £183,000 which relate directly to grants received during 2008. The net effect of these future commitments would reduce the overall surplus in 2008 from £436,646 to £253,646.

Donations from individuals amounted to £230,452 and legacies amounted to £335,211.

The **Sources of Income table (1)** opposite, shows the breakdown of income received by the Trust (including the Trading Company and the Anniversary Foundation).

The arrow indicates the total voluntary income received from our supporters for our general work. In 2008, over half of our income ( $\pounds$ 1,037,691) came from subscriptions, gifts and legacies. Charitable activity income in 2008 was  $\pounds$ 616,919.

A huge 'thank you' is due to the Development Team staff, led by Dave Picken, for their sterling efforts towards raising this money.

This level of support gives real encouragement to the Trustees and allows them to maintain and extend the Trust's work.

Expenditure has been carefully controlled with an overall spend of £1,385k (less than 3% higher than 2007). At the year end there were outstanding expenditure commitments that will be incurred during 2009 amounting to £183k which relate directly to grants received during 2008.

The **Expenditure table (2)** shows where the Trust spent the money received from members, supporters and funders. We make every effort to put as much of the income you provide into charitable activities.

"Membership" includes all costs associated with recruiting, administering and communicating with Trust members, including staff and publications (Journal, Members' News).

The average number of staff employed by the Trust has also increased in the year from 25 to 28 – see **Staff table (3)**. There were 29 employees at the end of the 2008. This does not include either volunteers (including Trustees) or contract workers on whom the Trust relies enormously. Of those 29 staff, 21 work directly on our charitable activities. The remaining staff deal with fundraising, membership and finance and thereby support all of the Trust's work.

The Trustees have a detailed reserves policy and monitor the level of reserves held by the Trust in the form of cash and bank balances, quoted investments and freehold buildings. These reserves are intended to cover:

- short-term peaks and troughs in income and expenditure in a year (current financial reserve)
- possible future income deficits and restricted funds (long-term financial reserve)
- possible land purchases (capital reserve of up to £500k)

Against a total desired reserve balance of £2,015,000 the Trust held £1,988,000 at the end of the year.

The total reserves (which include all other assets and liabilities including Heritage Properties) for the Trust 'group' are broken down as follows – see **Total Reserves (4a) and Property table (4b)**:

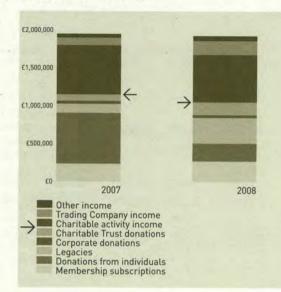
Of the £4.9 million total reserves, only 21% (£1,043,000) are available as general funds. Heritage Properties i.e. land purchases made through the generosity of supporters and funders over the years, represent over 50% with a value of £2.6 million. These land assets were acquired for long-term retention with the aim of conserving them for future generations.

The Trust's investments have suffered losses in common with others, but the scale of these is under the careful eye of our advisers, Rossie House Investment Management. Our investment policy is conservative and not speculative. Rossie House's objective is to maximize return consistent with an acceptable level of risk and they have discretion in deciding on investments that meet that objective. Alison Russell and I met with them in January and were satisfied as to the way in which they were working for us.

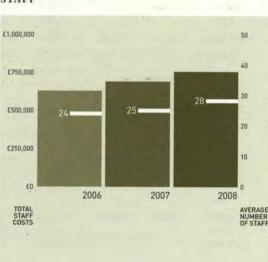
The function of managing and reporting the finances of the Trust is a challenging one. The activities of the Trust are many and varied and the legislative requirements imposed by both OSCR, the Scottish charity regulator, and the Companies Act are detailed and stringent. This work is carried out with dedication, effectiveness and much goodwill by Alison Russell and her assistant Clair Robertson. I thank them sincerely on your behalf.

I also warmly thank Keith Griffiths, my predecessor as Treasurer. I know that he faced considerable challenges during his term of office. He dealt with them in a highly effective way and has left the finances and their management in an excellent state.

**1** SOURCES OF INCOME



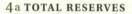
3 STAFF

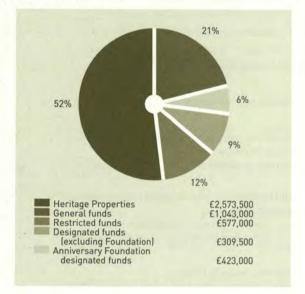


#### THE JOHN MUIR TRUST ANNUAL REPORT 2008

**2** EXPENDITURE







# 4b PROPERTY

Property	Year of acquisition	Cost/Value(£)
Li and Coire Dhorrcail	1988	102,000
Torrin, Isle of Skye	1991	179,000
Sandwood	1993	105,000
Strathaird, Isle of Skye	1994/95	661,000
Sconser, Isle of Skye	1997	109,000
Strathaird woodlands	1997	111,000
Schiehallion	1999	153,000
Ben Nevis	2000	460,000
Glen Lude	2004	80,000
Quinag	2005	613,000
TOTAL		2,573,000

# **Consolidated Statement of Financial Activities** (incorporating Income & Expenditure Account) for the year ended 31 December 2008

	Notes		icted Funds Designated	Restricted Funds	TOTAL 2008	Restated 2007
and the second		£	£	£	£	f
INCOMING RESOURCES						
Incoming resources from generated funds Voluntary income from supporters Income from activities for generating funds		809,141	11,688	216,862	1,037,691	1,148,925
Fundraising activities Income from trading activities		9,351 200,374	-		9,351 200,374	16,966 113,945
Investment income and interest received		30,959	19,493	15,736	66,188	37,925
Incoming resources from charitable activities		9,840	19,140	587,939	616,919	629,942
Other incoming resources		-	2,209	-	2,209	4,926
Total incoming resources		1,059,665	52,530	820,537	1,932,732	1,952,629
RESOURCES EXPENDED					•	
Costs of generating funds						
Membership		175,214	-	907	176,121	143,685
Fundraising		98,758	-	863	99,621	96,520
Costs of trading activities		125,384	1 E	-	125,384	97,599
Investment management costs		5,891	-	-	5,891	6,734
Charitable activities		273,956	59,384	589,442	922,782	958,852
Governance Costs		54,838	-	442	55,280	42,962
Other resources expended		-	-			1,414
Total resources expended		734,041	59,384	591,654	1,385,079	1,347,766
Net incoming/(outgoing) resources before						
unds transfers Funds transfers		325,624	(6,854) 30,273	<b>228,883</b> (30,273)	547,653	604,863
Net incoming resources before other recognised						
ains and losses		325,624	23,419	198,610	547,653	604,863
Realised gains on investments		6,575		-	6,575	5,766
Unrealised (losses)/gains on investments		(117,582)	-	1	(117,582)	4,937
let movement in funds		214,617	23,419	198,610	436,646	615,566
und balances brought forward 1 January 2008 Heritage properties			2,573,442		2,573,442	2 572 442
Other funds		828,772	709,312	378,120	2,573,442 1,916,204	2,573,442 1,300,638

There are no other gains and losses other than those included in the Consolidated Statement of Financial Activities. All activities of the Company relate to continuing operations.

# Consolidated and Parent Company Balance sheet as at 31 December 2008

# FIXED ASSETS

# Heritage properties Tangible assets Partnership investment

# INVESTMENTS

**Ouoted** investments Trading subsidiary

# LOANS

Crofting communities CURRENT ASSETS Stock Debtors & prepayments Cash at bank and in hand

# CREDITORS: Amounts falling due within one year Creditors and Accruals Loans: general funds

# NET CURRENT ASSETS

NET ASSETS **Unrestricted Funds:** 

General Designated Designated: Heritage properties

# **Restricted Funds**

Approved by the Trustees on 09 March 2009 and signed on their behalf by:

# **R** Balharry

The full audited accounts were approved by the Board of Trustees on 09 March 2009 and, together with this Annual Report, have been submitted to the Office of the Scottish Charity Regulator (OSCR). The opinion of the auditors was unqualified. These summarised accounts may not contain sufficient information to allow for a full understanding of the financial affairs of the charity. For further information, the full accounts, the auditors' report on those accounts and the Trustees' Report should be consulted. Copies can be obtained from the Head of Finance & Administration, The John Muir Trust, Tower House, Station Road, Pitlochry PH16 5AN

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		GROUP	
2007	2000	Restated	2008
	2008 £	2007 £	2008 £
	-		
2,573,442	2,573,442	2,573,442	2,573,442
	268,826	255,698	272,030
	-	260	260
2,826,881	2,842,268	2,829,400	2,845,732
544,538	431,480	544,538	431,480
. 819	35,728		-
545,357	467,208	544,538	431,480
5,000	5,000	5,000	5,000
	-	15,204	8,075
97,320	318,000	89,349	357,200
677,321	942,672	1,088,133	1,370,246
779,641	1,265,672	1,197,686	1,740,521
67,443	73,927	81,810	91,441
168	-	168	-
67,611	73,927	81,978	91,441
712,030	1,191,745	1,115,708	1,649,080
4,084,268	4,501,221	4,489,646	4,926,292
827,186	1,041,603	828,772	1,043,389
305,520	309,446	709,312	732,731
2,573,442	2,573,442	2,573,442	2,573,442
3,706,148	3,924,491	4,111,526	4,349,562
378,120	576,730	378,120	576,730

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Independent Auditors' Statement to the members of The John Muir Trust

We have audited the summary Consolidated financial statements which comprise the Consolidated Statement of Financial Activities and Consolidated Balance Sheet set out on pages 18 to 19.

### **RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS**

The directors are responsible for preparing the Annual Report in accordance with United Kingdom law. Our responsibility is to report to you our opinion on the consistency of the summary Consolidated financial statements within the Annual Report with the full annual Consolidated financial statements, and their compliance with the relevant requirements of section 251 of the Companies Act 1985 and the regulations made thereunder. We also read the other information contained in the Annual Report and consider the implications for our report if we become aware of any apparent mis-statements or material inconsistencies with the summary Consolidated financial statements.

**BASIS OF OPINION** 

We conducted out work in accordance with Bulletin 1999/6 "The auditor' statement on the summary financial statement" issued by the Auditing Practices Board. Our report on the Company's full annual Consolidated financial statements describes the basis of our audit opinion on those Consolidated financial statements.

# **OPINION**

In our opinion the summary Consolidated financial statements are consistent with the full annual Consolidated financial statements of The John Muir Trust for the year ended 31 December 2008 and comply with the applicable requirements of section 251 of the Companies Act 1985, and the regulations made thereunder.

**Scott-Moncrieff Registered Auditors** 17 Melville Street, Edinburgh EH3 7PH

09 March 2009

John Muir Trust Tower House Station Road Pitlochry PH16 5AN 01796 470080 / admin@jmt.org

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THIS ANNUAL REPORT WAS SUPPORTED BY SCOTTISH NATURAL HERITAGE

WI ANA Scottish Natural Heritage Dualchas Nàdair na h-Alba Scottish Charity No: **Company Number: Registered Office:** 

Ben Nevis

SC002061 SC81620 Limited by Guarantee Tower House Station Road Pitlochry PH16 5AN

INSIDE BACK COVER BACK COVER Sandwood IAIN ROY

# **SUPPORTERS IN 2008**

We are extremely grateful to all of those people and organisations that supported the John Muir Trust in 2008.

# MEMBER AND SUPPORTERS

Members and supporters are vitally important to the success and growth of the Trust. They support the Trust financially through their subscriptions, by making unsolicited donations, by responding to appeals, and through active fundraising. Also many volunteer their time to be active on the land, deliver the John Muir Award, to campaign, provide office support, co-ordinate local groups and in serving as Trustees. The Trust could not achieve so much without this voluntary input.

### LEGACIES

Legacies play a major part in enabling the Trust to achieve its objectives. Leaving a gift in your will allows the Trust to fulfill its current commitments and plan long-term projects. In 2008 we received 21 legacies of varying amounts from £500 to £86,000. We would like to remember all those that left a gift for the Trust in their will:

K.Martin Watson Dr. D. Chrystall Janet Margaret Sutcliffe Jennifer Jane Roberts Alice Butterworth Malcolm Slesser Ivy Valerie Thackara Rev George T Jamieson John Reid Watson David Harrison-Hall Nigel Murray Freida Muir Shelagh Mary Pocklington Thomas Wilfred Marti Victoria Melody Wrench Ryle John Russell Todd George Lamb Lex Watson Ruth Wellesle Janet Meikle

## CHARITABLE TRUSTS, FOUNDATIONS, STATUTORY AND PUBLIC BODIES

We are grateful for the support and funding received from:

A & N Daniell Charitable Trust A M Pilkington Charitable Trust Alan & Karen Grieve Charitable Trust Anthony Walker Charitable Trust **Applegreen Trust** Arcadia Fund

Austin & Hope Pilkington Trust **BP** Foundation **Charities Trust Cairngorms National Park Authority** Copley Charitable Trust Craignish Trust **Cruden Foundation Limited** Countryside Council for Wales Cumbria Youth Alliance **Dulverton Trust** Dunard Fund Durham LEA **EEFP Trust** Elizabeth Frankland Moore & Star

Foundation EOG Association for Conversation Esmée Fairbairn Foundation **Evelyn Drysdale Charitable Trust** Fargher-Noble Trust **Forestry Commission** Friends of the Lake District Garfield Weston Foundation Gatliff Trust Golden Bottle Trust Gordon Fraser Charitable Trust Gunter Charitable Trust

Charitable Trust Helen & Geoffrey de Freitas **Charitable Trust** 

J & JR Wilson Charitable Trust John Laing Charitable Trust John Muir Birthplace Trust John Muir Trust Anniversary Foundation

**Kepplewray Trust** Lake District National Park Authority Leach No.14 Trust Leslie & Helen Duff Charitable Trust Linley Wightman Shaw Foundation MacRobert Trust MacTaggart Third Fund Marie Curie Cancer Care Martin Connell Charitable Trust Martin Wills Wildlife Maintenance Trust

Mercers Company Millennium Stadium Charitable Trust Miss E C Hendry's Charitable Trust Miss K M Harbinson's Charitable Trust Moffat Charitable T N M Rothschild & Sons Limited **Charities Commission Nevis Partnership** Northern Rock Foundation Northwood Charitable Trust **Oakdale Trust Outward Bound** Scottish Community Foundation Scottish Government Scottish Natural Heritage P H Holt Foundation Peter De Haan Charitable Trust Rannoch School Trust **Richard Fraser Charitable Trust** 

H J Heinz Company Limited

Mary Andrew Charitable Trust

Miss W H S Wallace's Settlement Trust

**Robertson Trust** Rothschild & Sons Ltd Russell Trust **RV & RH Simons Trust** Scottish Mountaineering Trust Snowdonia National Park Stichting Teuntjeanna (TA Fund) Talteg Limited Tay Charitable Trust **Tubney Charitable Trust** W F Southall Trust Whitley Trust Whitlingham Charitable Trust YHA (England & Wales) YouthLink Scotland

# COMPANIES AND BUSINESS SUPPORTERS

We would like to acknowledge the support of the following businesses through our Corporate membership scheme and wider support:

**Gold Corporate Members** Anatom Ltd Berghaus Haggis Adventures **HF Holidays** Image Scotland Mackies of Scotland Scottish & Newcastle Tiso Toast

Silver Corporate Members Ben Nevis Distillery D M H Baird Lumsden Fergus Macfarlane Pharmacy Profitmaster Systems Ltd

**Bronze Corporate Members** Avendris Dewar's World of Whisky Edinburgh Mountain Film Festival Hay Nisbet Press Ltd Heart of the Lakes Highland Adventure Safari Jane Street Printing Panda Print Scotland Calling Scottish Enterprise Edinburgh and Lothians Surfline The Watermill Ultimate Outdoors Webducate

Supporters Chalice Charters, CNDo Scotland, tenment Med Everyclick, Financial Advice & Services Limited, Fort William Mountain Festival, Iain Roy, John Lewis Partnership, Keith Brame, Knoydart Lamb, Laurie Campbell, Legal & General, Lochend Llamas, Mitsubishi Electronic, Mountain Coffee Company, Natural Collection, Northern Light, Northern Mountain Sport, Northshots, Pacerpoles, Scottish Field, TGO, Union, Various Creative, Wilderness Journeys

