REPORT AND FINANCIAL STATEMENTS

for the year ended 31 October 2022

Charity Number SC046920

WHITELAW WELLS

Chartered Accountants 9 Ainslie Place Edinburgh EH3 6AT

FINANCIAL STATEMENTS

YEAR ENDED 31 OCTOBER 2022

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TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

The Trustees have pleasure in presenting their report for the year ended 31 October 2022. 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 constitution, the Charities and Trustees Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 (as amended) 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 FRS102.

CHAIR'S STATEMENT

I would like to begin by thanking all the staff, including our Executive Director, Senior Management Team, office staff, Directors and volunteers who have contributed to the continued success of BSLM in 2022. This has been an exciting year for the BSLM, culminating with an exceptionally successful conference in London, at the Tottenham Hotspur Football Stadium. The choice of venue this year was a clear indicator of the direction of travel for the BSLM as a growing and successful charity. This year saw the recruitment of technical and academic staff to our Learning Academy function, with permanent course writers now developing the BSLM's education offering. When we purchased our Learning Management System in 2021, the charity had clear aspirations to become a world class provider of Lifestyle Medicine education, training and CPD for all those employed in the health sector. I am delighted to announce that early in the next financial year our Core Accreditation in Lifestyle Medicine will be launched as a global Lifestyle Medicine resource. This will prove to be a significant income generator for BSLM throughout 2023 and beyond.

It has been another successful year for the BSLM, with an increase in membership, in Certified Lifestyle Medicine Diplomates, also the imminent launch of our Core Accreditation and ongoing online educational and networking events. Internationally, the BSLM continues to play a key role in global affairs, being members of the Lifestyle Medicine Global Alliance, and the European Lifestyle Medicine Council, for which it provides administrative support. The BSLM will be at the forefront of the development of World Lifestyle Medicine movements in 2023/24.

The reach and influence of the BSLM continues to grow, and as such BSLM must develop and grow in 2023 to enable us to capitalise on the excellent work of the charity this year. We are now two years into the development of a Head Office function in East Lothian, Scotland. This was clearly a vital step for the Board to take if we want to grow and become the aspirational organisation that the BSLM clearly is. Since that decision was taken the income of the charity has doubled from £419,044 in 2019/20 to £879,212 in 2021/22 and we are forecasting a further increase in income in 2022/23 as a result of the launch of our educational portfolio. Whilst this is a blunt measure of success, it is an indicator that the charity is growing, and at a rate which far outstrips average growth rates in the sector. However, we are also very aware that we must grow sustainably and aim for a prudent growth strategy, which is reflected in our budget, supported by the appropriate staff levels at the BSLM Headquarters. We are confident that we are not overstretching ourselves, whilst maintaining ambitious plans for 2022/23.

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

This is supported by an increasing and continued interest and focus on Lifestyle Medicine at both Governmental and grass roots primary care levels. We have great ambitions for the BSLM in 2023, which will be discussed further in the body of this report, but is perhaps best exemplified by our new allegiances with other Health related organisations such as RCGP (General Practice), RCS (Surgeons), RCP (Physicians), and EPHA (Public Health), RCN (Nursing) and WONCA at an international level. These partnerships will be crucial in the development of the Lifestyle Medicine message nationally and internationally, as well as providing significant business and developmental opportunities for the BSLM.

With a membership of over 2,000; 200 IBLM Diplomates qualifying in 2022, and over 1,000 attendees at our Tottenham conference, we continue to reach out to new cohorts and stakeholders. Through our new Diplomates and expanding membership, we now have the opportunity to talk to many more new patients about Lifestyle Medicine. The reach of Lifestyle Medicine is now potentially in the millions, and this is something we must capitalise on moving forwards. To that end we are working with external partners and developing internal "Forum" based systems to speak to those who do not traditionally engage with Healthcare systems, thus recognising the need to address the upstream determinants of health, such as postcode, environment, income, education, and so on.

What has been particularly pleasing is the response to our activities from our members, stakeholders and the public. Below are a selection of comments that confirm that the BSLM is on the right path, and is indeed an essential part of the healthcare landscape moving forwards.

"Lifestyle Medicine is the future of General Practice". Martin Marshall, former President of the RCGP, Annual Conference 2022.

'I would also like to take this opporrtunity to thank BSLM for all your support for me and the clinic so far'.

Nerys Frater, BSLM Regional Lead, 2022.

"Yet another brilliant conference from BSLM. Thank you so much".

Conference delegate, 2022

The year 2022 has been one of real organisational growth and development for BSLM, particularly in terms of outreach to other organisations involved in the Healthcare System, and internally in terms of the support we offer our membership. Next year, however, will be a very significant year in the development of the charity, particularly in the need to develop additional capital for the charity. I am confident that with the leadership team in place, and with our vibrant membership, the charity will continue to thrive, and continue to grow into a mature and sustainable charity.

Dr Rob Lawson, FRCGP, FBSLM, Dip BSLM/IBLM Chair of Board of Trustees.

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

OBJECTIVES AND ACTIVITIES

Our Vision

Is to advance health by facilitating early positive lifestyle changes for those with and without chronic disease to support living well for longer.

Our Mission

Is to equip and inspire all regulated healthcare professionals and health and wellbeing practitioners with the knowledge and skills to promote long term successful lifestyle behaviour changes. This will support the global movement to bring about change in health and healthcare through creative inspiration combined with personal development. Our aim is to generate sustainable positive lifestyle changes over a life span.

Our Values

Our core values are healthy living, inspiration, collaboration, inclusion, empowerment, health equity, social justice, and environmental sustainability.

Our Activities

- BSLM will collect and share evidence-based research and case studies and provide support and a networking platform for all regulated health professionals and other health and wellbeing practitioners.
- The society will disseminate relevant scientific and educational information in easily understandable language to enable health professionals and practitioners to communicate more easily when discussing with patients and the public about making informed lifestyle choices.
- The society will advocate for and promote adoption of healthy lifestyles by all sections of the population, particularly those who may be affected by mental health issues, disability or disassociation for whatever reason thus aiding general wellbeing and the prevention of illness.
- The society will facilitate educational meetings and gatherings in all walks of British life.
- The society will provide and facilitate on-line discussion forums on lifestyle medicine related matters by publishing regular newsletters for the exchange of ideas and information.
- The society will also provide educational and networking opportunities for professionals, practitioners and the public to further the aims of the society and co-ordinate the society's objectives nationwide.

The main goals of BSLM in 2022 were:

- Expand on the work commenced by the new staff team to ensure further growth for BSLM.
- Increase member engagement and allow members the voice to influence BSLM direction of travel.
- Launch the BSLM Learning Academy.

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

Objectives and Activities contd

- Build on successes to further expand the reach of the organisation, increasing awareness of
 of Lifestyle Medicine as mainstream through flourishing existing and new partnerships with
 organisations that align with our values and are placed in a position to aid our growth.
- Maintain and create good working relationships in all health sectors across the UK with:
 - Local GP Surgeries, commissioning groups, other health, and care partnerships social prescribing and physiotherapists.
 - Health Care leaders determining evolution of chronic disease management, e.g.
 Realistic Medicine, GIRFT, Future proofing outpatients.
 - Secondary care
 - o Third and voluntary sector groups supporting those with chronic disease/disability
 - Local Disaffected/Disability Groups including Isolation and drug/alcohol teams
- Develop substantial online learning in Lifestyle Medicine presented as practical professional development modules, including the development of our own qualification programme, through our BSLM Learning Academy
- Reinvigorate our national Lifestyle Medicine student body and continue our initiative to advocate for Lifestyle Medicine to be included in medicine and allied health courses.
- Continue to promote our #1change campaign.
- Maintain an independent stance within a LM Global Alliance. Contribute to its development and also to the European LM Council.
- Establish, develop and expand income generating streams for improved sustainability.

All of these key objectives were delivered in 2022. However, the launch of our own qualification occurred in January 2023 to ensure the required quality of the content was achieved.

Whilst great inroads have been made in creating relationships and partnerships with our healthcare colleagues, much work is needed to formalise these relationships, to provide the transparency and direction that will allow BSLM to achieve its goals in this area. To that end a review of all partnership and stakeholder agreements started in 2021 and continued throughout 2022, resulting in a new engagement and sponsorship policy. This will continue to be the basis of the charities future work in this area.

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

ACHIEVEMENTS AND PERFORMANCE

BSLM has continued to increase its reach in terms of membership, education, and in the coordination of Lifestyle Medicine events and resources, such as Webinars, Newsletters and other events, such as the Kernow Lifestyle Medicine conference.

Certification Diploma

Healthcare Physicians, Professionals and Practitioners who have undertaken the Diploma and are now certified in Lifestyle Medicine, and this activity has shown continued expansion form its inception in the UK via BSLM, generating just over £300k income in 2022. A comparison with other Lifestyle Medicine organisations Internationally, shows continued growth, which we aim to sustain and expand on in 2023 with the addition of our own Lifestyle Medicine Core Accreditation.

Diploma sales were slightly up in 2022, there were some who opted to defer until 2023 and, it is anticipated, will eventually transfer to the BSLM Core Accreditation programme.

Year	Diploma Candidates		
	UK	USA	Aus & NZ
2018	40	279	38
2019	103	456	30
2020	313	785	131
2021	185	605	34
2022	200	700	21

UK IBLM Diploma Income Growth

Year	Numbers	Income
2018	40	No data
2019	103	£ 169,350
2020	313	£ 303,115
2021	190	£ 296,898
2022	227	£ 321,637

Conference and Events

BSLM has had a presence, and presented at, events (including international events) such as the RCGP conference, and organised both major and minor educational events held around the UK, principally aimed at health professionals but open to the public.

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

ACHIEVEMENTS AND PERFORMANCE (cont)

BSLM delivers an annual 3-day conference for anyone interested in Lifestyle Medicine, to get the latest scientific evidence and thinking from a broad range of medical disciplines and schools of thought. Attracting a growing number of delegates (including patients), the conference brings together world leading experts in Lifestyle Medicine, from across the globe, to discuss topics including exercise and physical activity, mental health, diet and nutrition, and sleep. The conference allows delegates to share their knowledge and experiences with each other. Since 2021 we have made this a hybrid event affording the opportunity for those to attend who cannot make it in person.

This year BSLM managed to secure Tottenham Hotspurs Stadium as our 2022 venue. The stadium is a genuinely world class conference venue, which was universally applauded by our membership and sponsors, and is a clear sign of the charity maturing and displaying real ambition for the future.

Conference attendance number have increased year on year, as has income generated:

Year	Number of delegates	Income
2017	100	No data
2018	300	No data
2019	450	£79,425
2020	750	£75,110
2021	850	£141,951
2022	1,100	£251,257

^{*}a pandemic affected conference, being the first such in person event in Scotland.

Annual Conference Sponsorship Income

Year	Income	
2020	£ 9,600	
2021	£ 16,495	
2022	£ 33,750	

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

ACHIEVEMENTS AND PERFORMANCE (cont)

The 2022 Annual Conference was held both in person and online as a hybrid event, attracting 1,108 delegates, and whilst this activity made a small loss, this had been anticipated and planned for. The loss-making element of this project was all in the use of new technology to make it a Hybrid event, i.e. both in person and live streamed, and in the evening dinner, which failed to attract a sponsor. These have been valuable lessons as we move towards our 2023 conference in Manchester.

well organised Invigorating
positive Educational optimistic energetic
empowering interesting informative Amazing
encouraging hopeful Inspiring motivating
Friendly exciting fun engaging great Busy
Impressive good energising Inspirational topics
useful inclusive thought-provoking uplifting

- First of all, I had a great time at the conference, and I just want to say a big thank you for the smooth running of the entire event!
- Congratulations on a great conference. You all clearly worked so hard, it is appreciated
- I just wanted to say a huge THANK YOU for such a wonderful, interesting and inspiring conference. I learned so much I wish I had a week off to digest and plan how to use my new knowledge sadly it's back to it.
- I had a fantastic time at conference, thank you so much!
- Thanks to everyone in the office for your hard work in organising and running the conference this year. It was superb! I'm very inspired by it and had a lot of fun there too.

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

MEMBERSHIP

BSLM have added a new lease of life to my NHS clinical practice
BSLM is great for education / resource / introducing LM into local areas / help connecting with
other Im physicians in my area

Membership has shown sustained growth from 2017 (the first full year of the BSLM charity) with a strong growth rate for the last three years. There is no reason not to anticipate a similar growth rate in 2023, it is likely that with Covid 19 now more or less a part of the fabric of society, there may be an increase in growth of membership.

An important aim this year is to understand how many members we lost in 2021/22, and why, and take steps to remediate the causes of lapsed membership.

A key challenge for the new office and IT systems, will therefore, be to retain members, which will bolster overall membership numbers, rather than solely relying on large numbers of new members joining BSLM. We will invest in a sophisticated CRM system to provide us with more robust data to monitor engagement and improve communication with members.

Membership growth has, however, been impressive and is an extremely important source of income that should be expanded on. In 2022, over £100k in income was generated from membership. Whilst we continue to build up a more accurate picture of membership and develop our retention strategy we have decided not to set absolute targets for member growth.

Year	Number of new members	Total	% Increase	£ Value	£% Increase
2017	196	196	0%	No data	N/A
2018	447	643	228%	No data	N/A
2019	374	1017	58%	£ 41,618	N/A
2020	514	1531	51%	£ 85,897	106%
2021	554	2085	36%	£ 102,516	19%
2022	510	2595	24%	£ 137,548	34%

"Just wonderful. Speedy responses. I have found my "tribe". I love learning more and sharing my knowledge with others I speak with on a daily basis"

"I engaged with BSLM with millions of questions before signing up for the course and they always responded."

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

FINANCIAL REVIEW

During the financial period total income amounted to £879,212 (2021: £578,583) and total expenditure £890,885 (2021: £717,724). As we expanded our staff team, held an in person conference and invested heavily into the Learning Academy the Society suffered a deficit of £11,673 for the year (2021: £139,141 deficit). At the end of the period the Charity held total funds of £156,880 (2021: £168,553). All income and expenditure in the period was unrestricted.

Reserves Policy

The free reserves, being total unrestricted funds not tied up in fixed assets, are £140,772 (2021: £148,616). Trustees have elected to maintain reserves in future which will be sufficient to allow 12 months operation and include an annual conference. This policy will be reviewed this year as BSLM has not yet achieved this target.

Risk management

The three key risks facing the charity in 2022/2023 are summarised below. The risk register is reviewed on a regular basis by trustees and new strategic plans have been implemented to minimise risk.

Risk Description – Financial

Lack of income generation to support development.

Strategy to Manage Risk – In partnership with the Board of Directors, the BSLM Senior Team continually reassess the financial and development needs of the Charity. Across all areas of the business we have seen significant growth and the launch of the BSLM Learning Academy will provide another income stream. The Senior Team are extremely responsive to increased costs and increased pressure on cash flow, and so able adjust accordingly.

Risk Description – Reputational

Reputational damage due to actions of BSLM Trustees, employees, members, external directors, other Lifestyle Medicine agencies.

Strategy to Manage Risk

A Trustee day will be held in January 2023 to discuss all aspects of the Trustee role with a focus on responsibilities and good governance. Recognising that Social Media presents additional risks to reputation we have a carefully constructed SM policy and use a scheduling system to ensure we are sighted on the messages we are promoting. All potential new partnerships are carefully vetted and, if the SMT deem necessary, are discussed at Board level to ensure we are not working with those who do not share our goals.

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

Risk management (cont)

Risk Description – Competition

Competitors usurping BSLM's position in the marketplace.

Strategy to Manage Risk

We continue to use our network of members to gain insight into the wider marketplace and have been proactive in the promotion of the BSLM brand and message. We will build on existing and new partnerships to further embed BSLM as the trusted brand for Lifestyle Medicine.

PLANS FOR FUTURE PERIODS

The future for BSLM remains bright, with clear opportunities to expand all aspects of operational activity, to open up new ventures, both alone and in partnership with other groups, and to increase income from funds raised on a charitable basis (grants and trust, donations, campaigns and events). The key areas for organisational development will be achieved by delivering:

- A world class Learning Academy, which launched in September 2022, and associated revenue from course sales. This includes a UK specific Lifestyle Medicine Core Accreditation
- An HQ capable of supporting a modern, growing charity.
- A focus on Business Development, particularly around partnerships with the corporate sector.
- An evolving Fundraising Strategy to enable the above.
- Increasing support for the activities of our membership and diplomates.
- An outward looking business model with a view to placing BSLM at the heart of World Lifestyle Medicine and LM education.

Learning Academy

A key long term strategic objective for 2022 and beyond, is the successful development of a Learning Academy, which in turn is a key vehicle for delivering the Society's Vision and Mission. To that end a Learning Management System, based on the Brightspace platform, was purchased in 2021 at a cost of circa £40K. This will ultimately generate income through sales of exclusive BSLM courses, but will also help to expand membership, support Regional activities and Local delivery of Lifestyle Medicine by enabling clinicians and health practitioners at all levels. It will also support our longer-term aim of delivering a BSLM Lifestyle Medicine Core Accreditation in 2023.

This is a key objective for BSLM, and our stand alone qualification programme will launch in January 2023. Advance sales of the course are strong, and reviewer response and market research has been very positive, which leads us to believe this will be an important income stream for 2023 and beyond. We are currently exploring international partnerships to sell this product worldwide.

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

Plans For Future Periods cont'd

The Learning Academy will also aim to develop and deliver a qualification for Health and Allied Services Practitioners and other programmes based on specific job roles. Ultimately, we will seek to deliver one, or more, Masters courses and will seek to partner with appropriate Higher Education institutions to further this objective. The Learning Academy will eventually also provide a public resource for all those interested in the principles of Lifestyle Medicine. The expansion of our "offer" to the public, through easily accessible resources, will be a key goal for 2023-24.

BSLM will become world leaders in Lifestyle Medicine Education through its Learning Academy. This will allow the Society to consolidate its place as a member of a cohesive global network of multidisciplinary societies and medical colleges, working to establish Lifestyle Medicine as a central aspect of Medicine, healthcare and health policy. The Business Case for the Learning Academy is a compelling one, and whilst opportunities exist to generate revenue through existing education, membership and conferences, the need for external funding to develop the Academy is clear.

Now that we have a clearer indication of the place of the Learning Academy within BSLM work will now be able to commence on the required Governance fir the Learning Academy and a decision taken as to whether or not it sits within BSLM, is a new charity in its own right, or a wholly owned subsidiary of BSLM. This work will commence early in 2023.

The creation of a Fellowship programme will further enhance the community of Lifestyle Medicine practitioners and the promotion of BSLM's Mission. This will be implemented in 2022 at the Annual Conference in September with our first Honorary Fellows appointed by the Board, with a roll out to the wider membership planned for April 2023.

BSLM Head Office

Dr Fraser Quin has now been in post for 1 year, 11 months. This appointment followed a realisation that the administrative function of BSLM must be developed in order to effectively service our growing stakeholder groups. As part of the office function development, reviews have been taking place of all operational matters, including:

- Internal HR.
- Organisational and structural.
- Policies, Procedures and Systems.
- IT and Web.
- Financial.
- International developments.

This work resulted in the re-writing of policies and strategies throughout the year, including a review of the constitution, which resulted in amendments being confirmed at the AGM in 2022.

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

Plans For Future Periods cont'd

Business Development

The creation of a "professional HQ" function has allowed for the expansion of Business Development, as a strategic activity within BSLM. A large exercise has been undertaken by the Senior Team, to create a new strategy and policy for dealing with external organisations. This brings clarity internally to who we will and will not work with, but also externally in allowing potential partners to clearly see the benefits of working with BSLM. We have attracted several initial sign ups to our new "Organisational Member" category of membership, which is aimed at attracting corporate partners (sponsorship), we will seek to add further partners through out the year as we gain a greater understanding of the value that this membership brings to organisations. Whilst we achieved some success in developing income from new streams further growth will be sought, particularly as we introduce our Leaning Academy products. We are seeking to appoint a new post to facilitate a new CRM system and it is likely that this recruitment will take place early in 2023.

The Learning Academy will be at the fore of business development in 2023 both at home and abroad, with a strong appetite emerging from around the world to adopt the BSLM model.

STRUCTURE GOVERNANCE AND MANAGEMENT

Governing document

The charity, a Scottish Charitable Incorporated Organisation (SCIO) registered charity number SC046920, was incorporated on 21 October 2016 and is administered in accordance with the terms of its Constitution.

Recruitment and Appointment of Trustees

We currently have 11 Trustees from a medical background, with Dr Rob Lawson elected as Chair and Dr Laurence Stewart as Treasurer. Our aim remains to increase professional diversity within the Board, whilst maintaining a core medical presence. A strategic review of the composition of the Board and the future areas for Trustee recruitment, including Patient representation, was agreed at the January 2023 Board Away Day.

Our current Board is based throughout the UK and we will seek to recruit across the country using a mixture of existing networks and advertising on our website and digital channels.

In line with good governance practice we will provide tailored Trustee training to new members of the Board and plan to host an annual refresher day for existing Board members.

New Trustees are initially appointed by the executive and then put forward for election at the AGM. There are currently 11 trustees serving on the board but with an option for a further two plus coopted Board members. Trustees are now appointed for a period of three years, we re-election possible for a further and final three year period.

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

Organisational Structure

BSLM has a board of up to twelve trustees, who take responsibility for the governing of the Organisation and delivering on its aims and missions as per its constitution. Currently we 11 trustees in post.

BSLM also has 30 volunteers 'directors' based regionally around the UK some of whom bear special responsibilities according to their particular skill sets. This includes Public Health, Mental Health, Nutrition, Physical Activity, Secondary Care, Group Consultations and Digital Medicine.

Structure, Governance and Management cont

The role is an honorary one and these individuals have no Executive or Non-Executive function. This function was reviewed in early 2022 and we are formulating plans as to how this role can become more supportive and effective for BSLM in 2023.

The Trustees provide their time and services to the charity in a voluntary capacity. Consequently, this helps ensure that all monies received from donors are efficiently applied in meeting the objectives of the charity.

Decision Making

The Trustees' maintain the overall responsibility for decision making concerning the overall strategic direction of the charity, ensuring that it meets both its charitable objectives and the Vision, Mission and Values as outlined within its governing document.

The day to day running of the charity is delegated to the Senior Management Team, headed up by the Executive Director, as outlined above.

SMT Remuneration

The pay and remuneration of the Senior Management Team is approved by the Board as part of the annual budget setting process to ensure value for money for the charity and acknowledging the need for staff retention in a competitive market.

Pay awards are benchmarked against other charitable organisations, private sector companies and are also referenced against the experience and knowledge of the postholders. The Senior Management of the Society are recognised as:

- Dr Fraser Quin
- Emma Mulligan
- Andrew Howie

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

REFERENCE AND ADMINISTRATIVE DETAILS

Charity Number

SC046920

Trustees

Dr Rob Lawson (Chair) Mr Laurence Stewart (Treasurer)

Dr Yasmin Ohlsson Dr Michael Boyle Dr Barbara Phipps Dr Tommy Wood Dr John Sykes Dr Punam Krishan Dr Jodie Blackadder Dr Frances Elliot

Edward Kunonga (Appointed on 26 October 2022)

President Dr Alex Maxwell (appointed 25 May 2022)
Vice President Dr Ellen Fallows (appointed 25 May 2022)

Key Management Personnel

Fraser Quin Executive Director Emma Mulligan Head of Operations

Andrew Howie Head of Growth and Development

Principal Office

Suite 12, 28 Sidegate

Haddington East Lothian EH41 4BU

Independent Auditors

Whitelaw Wells

Chartered Accountants

9 Ainslie Place Edinburgh EH3 6AT

Bankers

TSB Bank Plc Edinburgh EH12 7SD

TRUSTEES' REPORT

YEAR ENDED 31 OCTOBER 2022

Responsibilities of the Trustees

The charity trustees are responsible for preparing a trustees' annual report and financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

The law applicable to charities in Scotland 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 Trust at the end of the year and of the profit or loss for the year then ended. In preparing those 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 judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Association will continue in business.

The trustees are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the Association and to enable them to ensure that the financial statements comply with the Charities and Trustee Investment (Scotland) Act 2005 and Charities Accounts (Scotland) Regulations 2006 (as amended) and the provisions of the Associations constitution. They are also responsible for safeguarding the assets of the Association 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 trust and financial information included on the trust's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

Statement as to Disclosure of Information to Auditors

So far as the Trustees are aware, there is no relevant audit information of which the charity's auditors are unaware, and each trustee has taken all the steps they ought to have taken as a trustee in order to make themselves aware of any relevant audit information and to establish that the charity's auditors are aware of that information.

Auditors

The auditors, Whitelaw Wells, will be proposed for re-appointment at the forthcoming Annual General Meeting.

Approved by the trustees on 30 March 2023 and signed on their behalf by:-

Dr Rob Lawson

INDEPENDENT AUDITORS' REPORT TO THE TRUSTEES OF BRITISH SOCIETY OF LIFESTYLE MEDICINE

YEAR ENDED 31 OCTOBER 2022

Opinion

We have audited the financial statements of the British Society of Lifestyle Medicine SCIO for the year ended 31 October 2022, which comprise the Statement of Financial Activities (incorporating the Income and Expenditure Account), the Balance Sheet and 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 FRS102 ' 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 October 2022 and of its incoming resources and application of the resources for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the 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 Auditors' 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 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

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charity's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

INDEPENDENT AUDITORS' REPORT TO THE TRUSTEES OF BRITISH SOCIETY OF LIFESTYLE MEDICINE

YEAR ENDED 31 OCTOBER 2022

Other information

The other information comprises the information in the annual report, 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 we do not express any form of assurance conclusion thereon. 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. 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.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters in relation to which the Charities Act 2011, the Charities and Trustees Investment (Scotland) Act 2005 and the Charities Accounts (Scotland) Regulations 2006 (as amended) requires us to report to you if, in our opinion:

- the information given in the financial statements is inconsistent in any material respect with the Trustees' annual report;
- proper accounting records have not been kept; or
- the financial statements are not in agreement with the accounting records; or
- we have not received all the information and explanations we require for our audit

Responsibilities of trustees

As explained more fully in the Statement of Trustees' Responsibilities set out on page 14, the trustees are responsible for the preparation of the financial statements which give a true and fair view, and for such internal control as the directors 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 directors 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 report in accordance with regulations made under that Act and relevant regulations made or having effect thereunder.

INDEPENDENT AUDITORS' REPORT TO THE TRUSTEES OF BRITISH SOCIETY OF LIFESTYLE MEDICINE

YEAR ENDED 31 OCTOBER 2022

Our objectives are to obtain reasonable assurance about whether 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.

The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

Irregularities that result from fraud are inherently more difficult to detect than irregularities that result from error.

From enquiries of those charged with governance, it was determined that the risk of material misstatement from fraud was low with little scope for fraud to occur. Our audit testing is designed to detect material misstatements from fraud where there is not high level collusion.

Our audit testing was designed to detect material misstatements from other irregularities that result from error where there is not high level concealment of the error. In this regard the following audit work was undertaken: applicable laws and regulations were reviewed and discussed with management; senior management meeting minutes were reviewed; internal controls were reviewed; and journals were reviewed. From this audit testing it was determined that the risk of material misstatement in this regard was low.

We tested a sample of income and expenditure transactions designed to identify any irregularities as a result of simple mistakes or human error. From this audit testing it was determined that the risk of material misstatement in this regard was low.

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 Report of the Auditors.

INDEPENDENT AUDITORS' REPORT TO THE TRUSTEES OF BRITISH SOCIETY OF LIFESTYLE MEDICINE

YEAR ENDED 31 OCTOBER 2022

Use of our report

This report is made solely to the charity's members and trustees, as a body, in accordance with section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005, regulation 10 of the Charities Accounts (Scotland) Regulations 2006 (as amended). Our audit work has been undertaken so that we might state to the charity's members 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 charity and the charity's members as a body, for our audit work, for this report, or for the opinions we have formed.

Whitelaw Wells

Statutory Auditor 9 Ainslie Place Edinburgh EH3 6AT

30 March 2023

Whitelaw Wells is eligible to act as an auditor in terms of section 1212 of the Companies Act 2006.

STATEMENT OF FINANCIAL ACTIVITIES

YEAR ENDED 31 OCTOBER 2022

	Notes	2022 £	2021 £
Income and endowments from:			
Donations	2	29,554	10,763
Charitable activities Investments:	3	844,730	562,497
Interest Received		1,382	1,285
Other		3,546	4,038
Total		879,212	578,583
Expenditure on: Raising Funds:			
Consultancy fees		72,370	99,349
Fundraising fees		3,840	29,064
Charitable activities	4	814,675	589,311
Total		890,885	717,724
Net expenditure		(11,673)	(139,141)
Reconciliation of funds			
Total funds brought forward		168,553	307,694
Total funds carried forward		156,880	168,553

The charity has no recognised gains or losses other than the results for the year set out above.

All activities of the charity are classed as continuing and are unrestricted.

The notes on pages 25 to 34 are an integral part of this statement of financial activities.

BALANCE SHEET

YEAR ENDED 31 OCTOBER 2022

	Notes	2022 £	2022 £	2021 £
FIXED ASSETS				
Tangible assets	10		2,087	3,665
Intangible assets	11		14,021	16,272
			16,108	19,937
CURRENT ASSETS				
Debtors	12	28,929		2,170
Cash at bank		341,854		402,400
		370,783		404,570
CREDITORS		•		·
Amounts falling due within one year	13	(230,011)		(255,954)
NET CURRENT ASSETS			140,772	148,616
TOTAL NET ASSETS			156,880	168,553
FUNDS				
Unrestricted funds			156,880	168,553
TOTAL FUNDS			156,880	168,553

These accounts were approved by the Trustees on 30 March 2023 and signed on their behalf by:

Dr Rob Lawson

STATEMENT OF CASH FLOWS

YEAR ENDED 31 OCTOBER 2022

	Note	2022 £	2021 £
Cash flows from operating activities: Net cash (used in)/provided by operating activities below		(53,839)	49,280
Cash flows from investing activities: Purchase of fixed assets Interest received		(8,089) 1,382	(24,565) 1,285
Net cash provided by/(used in) investing activities		(6,707)	(23,280)
Cash flows from financing activities:			
Net cash (used in) investing activities		-	-
Change in cash and cash equivalents in the year		(60,546)	26,000
Cash and cash equivalents at the beginning of the year		402,400	376,400
Cash and cash equivalents at the end of the year		341,854	402,400

The notes on pages 25 to 34 form part of these Financial Statements

STATEMENT OF CASH FLOWS

YEAR ENDED 31 OCTOBER 2022

Reconciliation of net income to net cash flow from operating activities

	2022 £	2021 £
Net income/(expenditure) for the year (as per Statement of Financial Activities)	(11,673)	(139,141)
Adjusted for:		
Depreciation charge	11,349	6,319
Loss on disposal	569	-
Interest received	(1,382)	(1,285)
(Increase)/ decrease in debtors	(26,759)	28,054
(Decrease)/ increase in creditors	(25,943)	155,333
Net cash (used in)/ provided by operating activities	(53,839)	49,280

NOTES TO THE ACCOUNTS

YEAR ENDED 31 OCTOBER 2022

1. Accounting Policies

1.1 Accounting convention

The financial statements have been prepared under the historical cost convention with items recognised at cost or transaction value unless otherwise stated in the relevant note(s) to these accounts. The financial statements have been prepared in accordance with the Statement of Recommended Practice: Accounting and Reporting by Charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS102) issued on 16 July 2014 and the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS102), the Charities and Trustee Investment (Scotland) Act 2005 and the Charities Accounts (Scotland) Regulations 2006 (as amended).

The charity has taken advantage of the exemption from the requirement to prepare a Statement of Cash Flows as permitted under FRS 102 and the Charities FRS 102 SORP.

British Society of Lifestyle Medicine constitutes a public benefit entity as defined by FRS102.

The trustees consider there are no material uncertainties about the charity's ability to continue as a going concern. Accordingly, the financial statements have been prepared on a going concern basis. This assessment of going concern includes the expected impact of COVID-19.

1.2 Income recognition

All income is recognised once the charity has entitlement to the resources, it is certain that the resources will be received and the monetary value of the resource can be measured with sufficient reliability.

Membership fees are recognised in the year in which they relate. Events income is included in the accounts in the year in which they are receivable. Diploma certification income is recognised in the year that the cut off for examination for that year is set.

1.3 Expenditure recognition

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that settlement will be required and the amount of the obligation can be measured reliably.

Expenditure is recognised on an accruals basis. All expenses including support costs and governance cost are allocated or apportioned to the applicable expenditure headings. For more information on this attribution refer to note 4 below. The charity is not registered for VAT and accordingly expenditure is shown gross of irrecoverable VAT.

NOTES TO THE ACCOUNTS

YEAR ENDED 31 OCTOBER 2022

1. Accounting Policies (cont.)

1.4 Tangible fixed assets and depreciation

Depreciation

Fixed assets are initially recorded at cost and amounts in excess of £500 are capitalised. Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follow:-

Computer Equipment- 33.3% straight line Fixture and Fittings – 20% straight line

1.5 Intangible fixed assets and amortisation

Amortisation

Intangible fixed assets are initially recorded at cost and amounts in excess of £500 are capitalised. Amortisation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follow:-

Computer Software- 33.3% straight line

1.6 Allocation of support costs

Support costs are those functions that assist the work of the charity but do not directly undertake charitable activities. Support costs include governance costs which support the trust's activities. These costs have been allocated to expenditure on charitable activities.

1.7 Funds

Unrestricted Funds: Funds freely available for the activities of the charity.

1.8 Financial instruments

The charity 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 at their settlement value.

1.9 Taxation

The charity is exempt from corporation tax on its charitable activities.

1.10 Operating lease agreements

Rentals applicable to operating leases, where substantially all of the benefits and risks of ownership remain with the lessor, are charged against income on a straight line basis over the period of the lease.

NOTES TO THE ACCOUNTS

YEAR ENDED 31 OCTOBER 2022

1. Accounting Policies (cont.)

1.11 Critical judgements and estimates

In preparing the financial statements, directors make estimates and assumptions which affect reporting results, financial position and disclosure of contingencies. Use of available information and application of judgement are inherent in the formation of the estimates, together with past experience and expectations of future events that are believed to be reasonable under the circumstances. Actual results in the future could differ from such estimates. Critical judgements are made in the timing of the recognition of income in accordance with the Charities SORP (FRS 102).

2. Donations

	2022 £	2021 £
East Lothian Cardio Pulmonary Rehabilitation Group Other donations	27,253 2,301	- 10,763
	29,554	10,763

During the year, BSLM has incorporated a net asset of £27,253 of East Lothian Cardio Pulmonary Rehabilitation Group and continues to deliver projects of East Lothian Cardio Pulmonary Rehabilitation Group within BSLM.

3. Income from Charitable Activities

	2022	2021
	£	£
Membership fees	126,600	129,848
Diploma certification	358,392	220,727
Conference income	287,351	164,516
LMBRC course income	41,526	47,406
ELCRG class income	8,301	-
Educational certification	22,560	-
	844,730	562,497

NOTES TO THE ACCOUNTS

YEAR ENDED 31 OCTOBER 2022

4. Expenditure on Charitable Activities

	Education		Membership	Central	2022	2021
	£	£	£	£	£	£
Diploma certification						
expenditure	96,986	<u>-</u>	-	=	96,986	88,845
Events expenditure	-	262,196	-	-	262,196	252,885
Education expenditure	-	18,886	-	-	18,886	-
Printing and stationery	205	205	-	205	615	1,980
Website fees	3,531	3,531	3,531	3,532	14,125	-
Staff costs (Note 7)	51,403	35,170	18,938	165,030	270,541	184,530
Advertising and promotio	ns 3,196	3,196	3,197	-	9,589	6,918
Donations	5,000	-	-	108	5,108	-
Premises expenditure	-	-	-	17,257	17,257	7,918
Insurance	-	-	-	3,448	3,448	548
Computer costs	15,058	-	-	-	15,058	11,232
Subscriptions	-	-	-	7,730	7,730	2,371
Sundry	-	=	-	472	472	1,257
Card fees	4,081	4,082	4,082	-	12,245	6,893
Bookkeeping	-	=	-	12,110	12,110	1,482
Bank charges	851	851	852	-	2,554	162
Professional fee	-	-	-	-	-	170
Travel and subsistence	8,418	25,254	-	8,418	42,090	2,057
Depreciation	-	-	-	11,349	11,349	6,319
Loss on disposal	-	-	-	569	569	-
Bad debt	-	4,925	-	-	4,925	-
Governance costs:						
Audit fee	-	-	-	6,000	6,000	4,800
Accountancy	-	-	-	822	822	-
	188,729	358,296	30,600	237,050	814,675	589,311

Basis of apportionment

Costs are allocated to areas of the business where they have a direct link.

Staffing costs have been allocated to where the staff member believes that they spend the most time – the split was agreed at the time of the budget setting process for 2022/23.

Where no particular basis for charging is apparent they have been allocated centrally.

Where a good/service impacts on more than one area they have been split evenly.

NOTES TO THE ACCOUNTS

YEAR ENDED 31 OCTOBER 2022

4. Expenditure on Charitable Activities (cont)

Staff Allocation		
Education	19%	51,403
Events	13%	35,170
Membership	7%	18,938
Central	61%	165,030
	100%	270,541

5. Summary analysis of expenditure and related income for activities

This table shows the cost of the main activities and the sources of income that support these activities.

	Education £	Events £	Membership £	Central £	2022 £	2021 £
Costs	(188,729)	(358,296)	(30,600)	(237,050)	(814,675)	(589,311)
Membership fees	-	-	126,600	-	126,600	129,848
Diploma certification	358,392	-	-	-	358,392	220,727
Conference income	-	287,351	-	-	287,351	164,516
LMBRC course income	41,526	-	-	-	41,526	47,406
ELCRG class income	8,301	-	-	-	8,301	-
Educational certification	on 22,560	-	-	-	22,560	-
	242,050	(70,945)	96,000	(237,050)	30,055	(26,814)

6. Net Income/(Expenditure) for the Year

This is stated after charging:	2022 £	2021 £
Depreciation – owned assets Auditors' remuneration:	11,349	6,319
- Audit fee	6,000	3,600
- Non-audit	822	1,200
Operating lease costs	13,932	7,747

NOTES TO THE ACCOUNTS

YEAR ENDED 31 OCTOBER 2022

7. Staff Costs and Numbers

	2022	2021
	£	£
Wages and salaries	241,974	167,501
Social security costs	20,695	12,802
Pension costs	7,872	4,227
	270,541	184,530

8. Staff Costs and Numbers (cont)

The average monthly number of employees, on a head count basis, during the year was as follows:-

	2022	2021
	£	£
Administration staff	7	5

The key management personnel of the charity comprise the Trustees, the Executive Director, Head of Operations and Head of Growth and Development. The total employment benefits of the key management personnel during the period were £178,626 (2021: £136,363) including employer pension contributions.

One employee (2021: no employees) received emoluments in excess of £60,000.

9. Trustees' Remuneration and Expenses

In the year, no Trustees (2021: two) were paid for work provided to the charity on a freelance basis (2021: £19,259). One trustee (2021: One) was reimbursed expenses of £2,085 (2021: £236)

Four trustees (2021: No) paid membership fees and registration fees for the conference in the year totalling £740 and £1,550 respectively (2021: £nil). Two trustees (2021: No) paid IBLM Diploma certification fee in the year totalling £60 (2021: £nil), none in the previous year.

All transactions are on normal commercial terms.

NOTES TO THE ACCOUNTS

YEAR ENDED 31 OCTOBER 2022

10.	Tangible Fixed Assets	Computer Equipment	Fixture & Fittings	Total
		£	£	£
	COST			
	At 1 November 2021	6,760	-	6,760
	Additions	679	630	1,309
	Disposal	(854)	-	(854)
	At 31 October 2022	6,585	630	7,215
	DEPRECIATION			
	At 1 November 2021	3,095	-	3,095
	Charge for the year	2,192	126	2,318
	Disposal	(285)	-	(285)
	At 31 October 2022	5,002	126	5,128
	NET BOOK VALUE			
	At 31 October 2022	1,583	504	2,087
	At 31 October 2021	3,665	-	3,665
				

NOTES TO THE ACCOUNTS

YEAR ENDED 31 OCTOBER 2022

11. Intangible Fixed Assets

				mputer oftware £
	COST At 1 November 2021 Additions			20,340 6,780
	At 31 October 2022			27,120
	DEPRECIATION At 1 November 2021 Charge for the year			4,068 9,031
	At 31 October 2022			13,099
	NET BOOK VALUE At 31 October 2022			14,021
	At 31 October 2021			16,272
12.	Debtors	20)22 £	2021 £
	Trade debtors Prepayments Other debtors	22,3	640 613 976	2,170 - -
		28,9)29 	2,170

NOTES TO THE ACCOUNTS

YEAR ENDED 31 OCTOBER 2022

13. Creditors

G. CG. (C)		
	2022	2021
	£	£
Accruals	98,298	85,988
Deferred income	118,965	149,623
Trade creditors	-	9,391
Other creditors	12,748	10,952
	230,011	255,954

Other creditors include funds 2022: £nil (2021: £4,633) held on behalf of European Lifestyle Medicine Council, charity registration number SC049653, prior to this charity opening a bank account.

- 4	Membership Subscriptions £	Diploma Fees £	2022 £	2021 £
Deferred income				
Balance at 1 November 2021	66,062	83,561	149,623	92,075
Released to Statement of				
Financial Activities	(66,062)	(83,561)	(149,623)	(80,684)
Amounts received and	, , ,	, , ,	, , ,	, , ,
deferred during the year	69,160	49,805	118,965	138,232
deferred daring the year	05,100	13,003	110,505	130,232
		·		
Balance at 31 October 2022	60.160	40.005	110.065	140 622
balance at 31 October 2022	69,160	49,805	118,965	149,623

Deferred income represents membership subscriptions and diploma fees paid in advance.

14. Related Parties

The charity manages receipts and payments on behalf of a related party, European Lifestyle Medicine Council (ELMC). At the year end BSLM was due £976 (2021: £4,633 to ELMC) from ELMC. In addition, ELMC is due a donation of £5,000 from BSLM.

NOTES TO THE ACCOUNTS

YEAR ENDED 31 OCTOBER 2022

15. Commitments Under Operating Leases

At 31 October 2022, the charity had total commitments under operating leases, payable as set out below:

	Land & Buildings	2022 Total	2021 Total
	£	£	£
Within one year	3,680	3,680	650

16. Contingent Liabilities

As at the year end the Charity had signed contracts for the hire of the conference centres for the 2023 conferences, which include maximum penalty of £86,420 should the conferences be cancelled.