



**AWTE Annual General Meeting
26 April 2017
Board Directors Reports**

Chair report – Debbie Dale

This past year has been about how we extend the good work of AWTE to reach other parts of the world that could benefit from the collaboration and networking of our Association. My focus has been on looking at possible partners and people in and outside of the UK to help our growth. As well as all of the other things that AWTE require I have focused on helping events (we lost one Director this year) and at the end of the term concentrating on Membership too (as our Director was on a short sabbatical). Solidifying the structure, process, procedure and having everything documented for a salient handover for the new chair and board.

We have worked hard to our strategic themes that were to: Grow our membership and communications. Develop interesting events focusing on development, inspiration, recognition and networking. Help our members through introductions, promoting business to business and opening up to the wider audience with partnerships as well as increasing awareness of the Benevolent, a great benefit available to all of our members. All of this will then give us a blueprint for taking the Association to other countries whether that is online or with AWTE Chapters. Get all of our paperwork (By-Laws) processes and procedures in place in readiness for the new board/chair to take over in 2017 and relaunch the website.

Although there is still plenty to do and these themes are recurring we are happy that we achieved what we set out to do for 2016/17. We have increased the AWTE reach, we have a really healthy financial position to help us deliver even more and we have received great feedback and recognition as an Association that supports and is active in the industry. Over the past few months we have gone Global with membership and opened our first chapter outside the UK with AWTE Ireland. Couple that with the increase in membership, 18 strong events and engagement with our members we have had a very busy 12 months.

Each of our Directors shows huge commitment and each has a voice, a necessity for a voluntary board. Many of our ideas are born from a “why don’t we...” conversation with our members and within the board of Directors and then we make it happen. We meet once a month as a board and have been really focused to deliver on each activity. Our Directors deliver a board report each month so that all of us are up to date, even if our Director cannot make a board meeting that month. We have had some challenges within our board this past year, with new jobs, personal issues and time away that impacts our Board Members ability to attend these meetings; however we sustained amazing drive and determination throughout these challenging times. Process and procedure have helped us to be more effective and really focus on the initiatives we feel are right for our members. Our secretary has been spot on with the recording and administration of our notes, minute and reports and keeping us all in check with forwarding dates and deadlines.

Our Web and Coms Directors have done a wonderful job on social and our regular communication not to mention that fact that we have been concentrating on the new AWTE Website that will go live

at the end of April, with another launching in Ireland at the same time. Our weekly updates became more focused and again this allowed us to reach more people, with member emails as well as the wider audience of people who have shown an interest in the AWTE. Our Coms Director told us we were going “live” on social (Facebook) and had thousands of hits, extending our reach and brand values even more. Our PR Director moved forward with the travel media to give them ideas on how we could better work together; we looked at stories that would be good for their readership as well as our members. She has also pushed us out to a wide media audience that are not all travel focused, but have an interest in the Women’s agenda.

The strong relationship that our Partnership has with UEL (University of East London) that lead to us being able to publish our very first AWTE report “AWTE Women in Travel Empowerment Index” in 2016 has increased tenfold for the new report due out in 2017 and supported by the travel media that has meant PR getting involved with the partnership too. Management Today magazine “Inspiring Women” conferences were also attended by AWTE – giving us pride of place within the wider realms of women in business. Our collaboration with Global, the media and entertainment group has remained and they also supported us at our Christmas lunch by giving us Aled Jones who was a joy to work and sing with! We have brand new partnerships with TDM (Travel Daily Media) for Global coverage, WTTC (World Travel & Tourism Council) are interested in working with us in the future and CLIA (Cruise Line International Association) in Ireland. Everywoman have been in touch about what we can do together too, so partnerships are strong and have been nurtured and pursued with great vigour.

We have had to look at our finances closely and one of my aims was to be able to leave the future board and chair with some funds for expenses and collateral that we can use in the UK and overseas and I am really delighted and proud to say we have never had so much to invest and spend on our members to enjoy and benefit from. So, my “tight fisted” approach will benefit the future board and members. Our Finance Director watched our P&L closely and by changing some processes we have a far better and more transparent structure with our bookkeeper, accountant and board.

We have been really dedicated to promoting our wonderful benevolent benefit to all of our members and the committee has also started their own campaign of communication to touch our members during the year as well as reward them with an AWTE Benevolent gift that is awarded at the Chair Awards and will be an annual feature at this event. The Benevolent celebrates 50 years of helping our members this year and I hope to see many of our members support them at the House of Lords on the 22nd June.

We were delighted to induct 5 more women to our AWTE influential women in travel, tourism and hospitality list that we began at our 60th anniversary celebration. Lorraine Barnes Burton, Sarah Johnson, Carol Dray, Simone Buckley and Deirdre Wells were nominated by you to join the prestigious list. On the night our winners were The Brighter Group - AWTE Company Award, Kirsty Sando – AWTE Business Impact Award, and Lindsay Garvey Jones – AWTE Honorary Award. These are annual awards and will take place this September for everyone to nominate the women they feel should have their spotlight.

The Christmas lunch last year gave us some amazing feedback. We supported a charity very dear to me, the Alzheimer’s Society and with the money raised from the auction and my head shave we gave them a whopping £20k to help people with this awful disease that has effected so many of our friends, colleagues and families. The Christmas lunch this year promises to be amazing, with another new venue (The Connaught Rooms 4th Dec 2017) and we will be giving more details as the year progresses.

The AWTE needs support to host some of our larger events during the year and we would like to sincerely thank Attraction World Seaborn, FEEFO, Beyond Certainty, Pinpoint Britain and Pinpoint communications, British Travel Awards and Hill Dickinson and who gave us the opportunity to make the most of our events last year. Our sponsorship details are on the website now and we are delighted today that 50% have already been confirmed. You still have a chance to sponsor and support, talk to us now. Also a HUGE personal thanks to Avis, Silversea and BTA for being so amazing and sponsoring the Chair farewell this year – it promises to be a great night (9th May 2017).

From January, I really wanted to ensure that we have as much booked into the event calendar as possible and our Event Director has been fantastic in putting together an amazing diary of social, development and different events for the UK. She is determined to get some fabulous venues for us and look at something a bit different both in terms of development and social sessions. Jess Bain has worked so hard this in the past year, as we lost out other events director fairly early on, but she didn't waiver at all and with more events in a year than I have known at AWTE really did rise to the challenge – so now with her new board member about to come on and help I know that the events will just get better and bigger.

After a lot of consideration (as it costs a lot to have a room at WTM) we decided to go for it and launch AWTE Global membership. All came from our Web Director and incoming chair Sarah Clayton Turner saying, let's go for it! We did and now we are focused on the year ahead to get some real PR and awareness all over the World. Travel Daily Media will focus on our members; feature them and AWTE which will help us enormously. Avis are sponsoring a drinks reception for AWTE hosted with an ex chair in Dubai at the ATM – we hope that AWTE Middle East will be our next chapter in the Global story. We will continue to look for the opportunities and increase our Global offering.

We opened AWTE Ireland on the 11th of April, the very 1st Chapter of AWTE outside of the UK. A proud moment for us all as the women of Ireland are really engaged and with a fantastic committee looking after 4 events booked already for their members. We know that by next AGM they will, with the support of AWTE UK have formed their own Board of Directors and will be running a wonderful Association, linked closely to the UK, but on their own feet.

So, it's been an exciting and prosperous couple of years. We hope that you are pleased and remain involved and supportive of the Association. I would like to say a huge thank you to all of our Board members who give their time, energy and dedication to making a difference for AWTE. Some of our board decided not to stand for election this year as they need to focus on their business, it's a big commitment and we had to review the chair position for the year ahead, however with every challenge there is always a solution and we believe we have a brilliant line up on the board of Directors with a fantastic chair leading that team.

Together they will strive to deliver even more and ensure that the AWTE continues its momentum as a supporting worthy Association focused on the development, networking and promotion of its members in our industry, here in the UK and all over the globe.

Finally, thank you our members, for your support of me in the position of Chair and before that as Vice Chair. I have been very driven and persistent in our vision for the future, but it all happens with team work and I know you will support our new chair and her new board as they continue with our new initiatives, ensure the main pillars of success are still at the very core of what we do and move forward with even more in the future. I am looking forward to enjoying being a member of AWTE, rather than the host and will deliver as much support and help as the new chair and board requires.

Secretary report – Susan Byrne

The secretary has attended all but 3 Board meetings in the last year.

Alternative arrangements were made for another member of the board to take minutes on these occasions.

Draft minutes have been checked by the Chair and distributed to the Board within 5 working days of Board meetings. The Secretary has arranged the Board and ad-hoc meetings throughout the last year, and has been available for providing general assistance to the Board at all times.

The secretary had been the “time keeper” for all of the board members, reminding us of deadlines, administering structure and process for all of our reports and keeping transparent records.

Finance report – Lorraine Barnes Burton

This year the Association had a healthy profit that will now be reinvested in our members, projects and events.

A huge thank you to our sponsors and everyone who supported our programme of events, this allows us to make further investments in enhancing our members experience with the AWTE.

Membership has seen a shift from individual members to company membership which represents better value and generated a majority in our annual subscriptions.

Our administration costs have increased due to

- A much needed upgrade to our website that requires on-going investment. In fact we are rebuilding it and one for our first chapter in Ireland
- Smoother payment protocols have helped to streamline our administration and this mission will continue
- Investment in communication and campaigns
- New collateral for AWTE and relaunch of AWTE Benevolent
- Investment in Global and AWTE Chapters outside of the UK

We were delighted to raise £20k for the Alzheimer’s Society at the Christmas Lunch.

Personally, I thank the members and board for voting me onto the AWTE directorate for finance after the fact – essentially taking up position in June 2016. Since taking the position of Finance Director I accepted a healthy financial position with acceptable expected expenditure as budgeted for events planned between June 2016 to April 2017.

During the summer holiday months I met with the new events team and with Lisa Morton, our bookkeeper. We agreed on a format for P&L systems for all events and a Friday update from our bookkeeper to ensure we were all updated on sales; costs and breakeven/profit scenarios for all events.

SUMMARY/FINAL WORDS FROM OUTGOING FINANCE DIRECTOR 2016/17

My final month has been concentrated on watching new membership revenues and renewables – thanks largely to the efforts earlier in the year of Deb Merrifield and the constant website and communications efforts of Lindsey Garvey-Jones and Sarah Clayton-Turner – plus the constant chase up from our Admin Exec and Secretary, Amanda Churchill and Susan Byrne respectively. We are on track to keeping the AWTE a viable ongoing concern – refer to the Chair’s report for full details and ongoing plans in place. Our other board members are ensuring our position in business for women with our partnership directorship and of course our PR and media board director makes sure that we always have a voice to the trade. With the exciting and unique events that Jess Bain has planned for the AWTE membership in 2017 and beyond, and everything that has been overseen and managed for further development by our current/outgoing Chair, including the international chapters – Debbie Dale, the AWTE can only continue to grow.

It has been an absolute pleasure to serve on the AWTE board again (this has actually been my third term as a board member; having been a board director under Karen Ramirez, Barbro McAusland and latterly Debbie Dale) – and I may yet return – but until then, I hope you, as members will all continue to support the AWTE and all that it strives to bring you – after all, you always need a friendly place to work out your business ideas!

Membership report – Deb Merrifield

2016/17 has been another great membership year for the AWTE and we have seen an increased awareness and a growth in members. The company membership continues to be a popular option, providing the opportunity for colleagues to attend events and get involved with AWTE.

We are currently in renewal phase for 2017 and waiting for payments from members. So far we know of 5 members who are not renewing this year and the early indication is that the majority of our members are looking to renew and enjoy all of the benefits of membership in 2017/18.

With the activity on our website, weekly Email update and Social Media (Facebook, LinkedIn & Twitter) we have raised the awareness of AWTE, along with delivering a suite of events including networking which have helped to drive membership. Some of our events have even sold out, such as the general industry awareness we now have and with a timetable of events already available to book online for this year, we anticipate this to drive further growth in membership.

We have a total of 350 named members; this includes our Company members, individual and Honorary and Associate members.

We have gone through our needs and wants with the website and are pleased that by the end of the month we will have had a more robust, fit for purpose, dynamic website that will be easier for our members to navigate.

Although we only have 5 International members right now, we have really been waiting for the new website launch to really exploit this tier of membership. The reason being that the Global women will mostly interact with us through the website and we wanted it to be far better. We will host member offers, development session and networking “snippets” on the member are and this will really help drive our Global Membership.

Our Ireland membership (49) surpassed our modest target of 35 in order to open the chapter in April of this year. We are certain that more will join and although it may always remain a modest number, it is so far a membership of truly engaged women who are being led by a wonderful committee that I am looking forward to working with this year.

I am certain that this will be another successful year for AWTE.

Web and Coms report – Sarah Clayton Turner and Lindsey Garvey Jones

A communication schedule was created for 2016/17, which incorporated newsletter subjects and social media, which gave the Website and Comm's Directors' focus on the events throughout the year and the subsequent promotion of them. A social schedule was set up each month for 2016/17 which incorporated all of our special events throughout the year. We focused on women in business to inspire and generate motivation. People's favourites turned out to be the fun stuff such as Throwback Thursdays and Wednesday Wisdom where tweets could be retweeted, liked and commented on to generate the promotion of AWTE.

Weekly Friday Round Up's were sent out. The open rates average at 24% from April 2016 to 2017. An industry average according to mailchimp is 21%. Our CTR averages during the same period are 14% opposed to 3.41% last financial year. A significant increase.

The website is regularly updated with news events and kept up to date. However, throughout the year, it became apparent that the website was not suited to our needs and not mobile responsive. Equally each time we needed to make a significant amend it was costing more money, particularly with regards to International issues and payment. In March, the board gave the go ahead to have a new website built for the UK and also for Ireland.

Both social media platforms continue to grow, and as at 14th April had 523 likes on Facebook (+21% year on year) and 1977 followers on Twitter. Once again social media saw a lot of promotion for events throughout the year, particularly for the Christmas Lunch. Throughout 2016/17, some facebook boosts were purchased and we went live on facebook at key events with very encouraging results.

Further promotion via email and social media has also taken place for the Simply Networking events, and ad-hoc events such as the AWTE Women in Travel Empowerment Index with UEL.

For the first time we had a members lounge at WTM, which proved to be a huge success and will be continued for 2017.

PR report – Louise Hodges

Public Relations for the AWTE for the past twelve months has comprised of media coverage around key events but success was achieved in going beyond just events and take an issues-based approach to PR talking about challenges facing women in travel.

Releases were issued on the following: The new board of AWTE (May 2016), (June and August 2016) Networking events, the ITT Odyssey Cocktails (June 2016), the initial exploratory mission to Ireland to look at starting an AWTE Irish Chapter (September 2016), the Chair Awards (September 2016), AWTE at World Travel Market/ AWTE goes international (November 2016), the AWTE Christmas lunch (December 2016), International Women's Day (March 2017) and the launch of the AWTE Irish Chapter (April 2017).

In addition to press releases we met with trade media including Lucy Huxley of Travel Weekly and Sophie Griffiths and Pippa Jacks of TTG to explore working directly with them on feature-based ideas to communicate the values and mission of the AWTE through talking about issues women face in progressing with their careers. The Women in Travel Empowerment Index project was launched again in partnership with the University of East London and TTG agreed to help further the reach of the survey by issuing a link to the survey to TTG readers. As a result we have more than doubled the number of responses, added men's responses to the survey and ensured the survey reaches a broader section of the travel industry. TTG will work with AWTE on at least one feature looking at the results of the survey and this is expected to launch in May 2017.

For the first time we issued a release on International Women's Day to remind media of our mission to develop women's careers in the travel industry. We issued this to mainstream media in addition to travel trade and reminded media of the importance of women in supporting the travel industry especially in developing nations.

The Irish Chapter launch marked a highlight in the calendar for the AWTE's PR efforts with coverage in Travel Weekly, TTG, TravelMole, and Traveledailymedia in the UK.

In Ireland we hosted three journalists from the travel trade and received coverage before and after the event in Travelbiz.ie (Facebook pages and main publication), TravelExtra, ITAA.ie.

PR for the next 12 months will build on the 'issues-based' approach we have started to develop and the top priorities will be 1) to communicate our global expansion and 2) to broaden awareness within the travel and business community that we are supporting the development of women in travel. We will profile new members from our international community to position the AWTE as a vibrant community of like-minded professionals who wish to support each other and celebrate our success as women in industry. The next significant project will be the launch of the Empowerment Index report and we hope to gain both extensive trade coverage and ideally coverage in the wider business media circle.

I hope to strengthen the support for the AWTE – it is only when you hear the surprising numbers such as 'just 2 of the world's airlines have a female CEO' that you realise there is still much work to be done to reset the gender imbalance in our industry and the AWTE's role in mobilising change

should not be underestimated. I hope to communicate our role in this in order to build our membership and amplify our voice both here in the UK and internationally.

Partnership report – Kylie Mather

It has been another successful year in terms of developing new relationships and maximising the potential of existing partnerships. Work has continued with the University of East London in setting up our annual survey and benchmarking data publication, and the Travel Trade Gazette have supported our campaign which led to a very high rate of engagement. We have been able to secure many favourable offers and discounts with our partners, and to provide members with a wide array of exciting events with high profile speakers.

Key partnerships

University of East London

Work has continued following the launch of the Status of Women report in partnership with the University of East London in March 2016. Another survey has taken place with a wider reach, assisted by the TTG who helped to raise awareness of the survey. The data is currently being analysed by the UEL in readiness for a second publication later this year, which is due to provide data on a wider range of sectors within the travel industry.

The long term aim is to position AWTE as a key provider of data and research relating to the position and status of Women within the UK travel industry, in the various sectors.

CLIA, CIMTIG and ITT all continue to support the association, working in partnership on events and in some cases offering cross-membership benefits.

Management Today

Since 2015 we have been working closely with the publication Management Today, and their Inspiring Women brand continues to be very relevant for our members. We have been able to secure discounted rates for their conferences and events and we there are continued discussions to work with them more closely at future national roadshows.

Global – Media and Entertainment Group

We were pleased to continue working with Global throughout 2016/17 and to have access to high profile speakers. It has helped greatly in raising the profile of the association.

It has been a fantastic three years on the board and I will be handing over to my successor at the AGM this year. Project and Partnerships was a new board position created in 2014 and I was proud to be the first director to take on the role and shape it. I am excited to see the UEL project continue in the future and look forward to reading future published research as part of the AWTE joint partnership with the University. There is so much scope to continue to build on the fantastic partnerships that exist, to strengthen the AWTE brand and provide ongoing benefits for our members. On a personal note I have gained some fantastic friends, greatly expanded my business network, and developed my skill set through my involvement with the association both as a board member and through all of the diverse and valuable development sessions. I will continue to be an ambassador for the AWTE and look forward to what the future holds in terms of overseas expansion and further modernisation.

Events report – Jessica Bain

We have had a busy year in Events for 2016/17. New to the calendar, we introduced a lounge at WTM for our members that we hope to expand on for the coming years and highlight the AWTE internationally.

We also had the official launch in April of AWTE Ireland which was hugely successful and a very exciting chapter for the AWTE. Our 2016 to date events highlighted below:

27 April 2016- An Audience with the Entrepreneurs held in Moorgate with Karen Hanton MBE and Sarah Burns talking about their business set ups, the highs and lows and moderated by Jo Rzymowska

06 June 2016 – Our Sunset Cocktails was held on the Terrace in the Hilton Hotel as the opening event to ITT's conference in Tel Aviv. Sponsored by long term members and massive supporter of the AWTE Tricia Hanley Hughes at *Pinpoint Britain and Pinpoint Communications*, we had approximately 70 people attend the drinks reception by invitation only.

21 June 2016 – Simply Networking, held at Tiger Tiger in Piccadilly, we had a small gathering of 30 and it was good to try another venue. We did a little competition on who we would sing carols with at our Christmas Lunch and several women won the new Aled Jones album for guessing it would be him joining us.

07 July 2016 – AWTE Benevolent Summer lunch. A great gathering of about 45 with many of our associate members joining us for the annual event.

01 August 2016 – The Summer Simply Networking evening was held at the Devonshire Terrace. A great success with about 70 guests joining us. We actually went LIVE on facebook for the first time that gave us over 1000 hits and likes, shares and a little AWTE social frenzy. This venue is perfect for a summer time event, and is already booked for August this year.

13 September 2016 – The 2016 Chairs Awards, At the Cavendish Hotel in Mayfair we were supported by the British Travel Awards who welcomed us with a glass of bubbly. It was a sell out event of fun, dinner and drinks as well as celebrating the winners of our awards and introduction of the AWTE Benevolent gift.

28 September 2016 – AWTE Talks Conflict Management, a super development session from the author of 2 conflict at work books Hoda Lacy. Our small gathering had the opportunity to bring real situations to the facilitator for some great insight and tools to use in a practical way.

28 September 2016 – Networking at the Brazilian Embassy, a small intimate way to end a development session over some very fine Brazilian wine and good company.

06 October 2016 – AWTE Talks shop – yes you can have that job! A great discussion from Carol Dray and Kylie Mather who took a massive career leap and shared their story with us. Moderated by Ian Brooks on behalf of Gail Kenny it was a very open, insightful and interesting piece of development for our members.

26 October 2016 – Simply Networking in Dublin. Held at the fantastic Platinum suit at Dublin Airport and supported by Dublin Airport this was our opportunity to find out what the appetite is for AWTE to open in Ireland. It was a very successful evening with 50 guests all supporting an AWTE Irish chapter.

01 November 2016 - AWTE Influential women in travel honours list drinks reception with Travel Daily Media High Fliers. A small & intimate gathering held at the M restaurant in Victoria for the women recognised by this annually growing list.

08 November 2016 – AWTE at WTM. The soft launch of our Global membership and the first time AWTE have had a room at WTM that our members could use to have meetings, come and speak with us etc. It's also where our first 3 members signed up to AWTE Global Membership.

16 November 2016 – Management Today Inspiring Women conference. A great discount was given to AWTE members to attend this great inspirational day. With AWTE represented with their own stand to network with all attendees in London.

07 December 2016 – AWTE Christmas Lunch. We were delighted with the support of our sponsors *Attraction World* who headlined the lunch at the Grange Tower Hill Seaborn, FEEFO as well as Beyond Certainty were fantastic in lending their sponsorship support too. Our chosen charity was the Alzheimer's Society, brought to us by our Chair Debbie Dale and our guest speaker was Sally Lindsay who is a champion with the charity after losing her gran Nellie. We were then wowed by a sing song with Aled Jones from Global the Media and Entertainment Group. Our generous guests, with the help the Nick Hughes as auctioneer and Debbie Dale's hair shave two months before raised £20,000 for the Alzheimer's Society and £3,665 was raised for AWTE Benevolent.

This year's Christmas Lunch is being held in the refurbished Connaught Rooms, a change from previous the year's venue. With a new format, venue and treats in store we already have some sponsors secured and will be telling you more as the year progresses. This promises to be yet another "most talked about" Christmas lunch and you can book it on our website now.

30 January 2017 – Simply Networking evening was held at the Gem in Soho, which is a great location. About 30 members joined us in this quirky bar for a few drinks and nibbles as we caught up for the New Year ahead.

01 March 2017 – AWTE Talks shop – Making digital work for you Hosted by Travelzoo who know their digital stuff we were joined by AWTE members NUDGE digital who gave us practical and easy steps to improve our digital communications to improve our businesses.

22 March 2017 – Simply Networking evening was held at Archer cocktail bar in Soho, which is a great location. About 35 members joined us and enjoyed the signing waiters and flowing wine.

11 April – AWTE Ireland launch. A first for the Association as we opened our 1st chapter outside of the UK. We have a committee of 5 and just under 50 brand new members who will be known as our AWTE Ireland founding members enjoyed diner and drinks on this joyous evening sponsored by Aer Lingus.

26 April AGM

As per our annual accounts these events contributed to our overall profit and help give us more money to invest in different events, venues and collaborations as well as free events for our members for the year ahead.

Events for 17/18

For 2017/18 we have a busy calendar of events already in the diary which include the Chairs farewell dinner, a Development session with Global, a Panel session in June on Crisis Management, ITT Networking at the ITT conference, Summer Networking in August, The Chairs Awards in September, and of course the Christmas Party.

New to the AWTE for 2017/18, we are hosting our first ever Summer BBQ at the Sky Bar at the Grange Holborn on the 27th June which is set to be an exciting event, and one we hope will become a large annual summer event.

With a few more events and development sessions to go in the diary, 2017/18 is set to be the busiest and most exciting yet, both socially and through professional development.

On a personal note, I have really enjoyed the year as Events Director and am looking forward to the forthcoming year as I have a clear idea of what I want to do and how I can achieve this. I want to use exciting new venues this year to attract more members to come to the event and attract new members.

I hope to make the new summer BBQ a real success so that this becomes a signature AWTE event.

Benevolent report – Aphrodite Burton

The AWTE BENEVOLENT supports AWTE members through life's ups and downs, professionally or personally – when times are hard, when members need assistance.

The Benevolent supports all members of AWTE when times are hard, when we hear that any of our members need our assistance and when good news is received - We are on hand to help in many different ways, it could be a visit, a call, a card or financially.

A dedicated committee of six active AWTE members spend time raising funds at our large Events – our Christmas Lunch and our Benevolent Summer Lunch with Raffle prize draws. We are also very fortunate to receive donations from members - every penny we raise goes directly towards helping and supporting our members.

Many members have benefited from gifts and subsidies that have helped them through job losses, illness and bereavement. We have also introduced the AWTE Benevolent Gift that is given at the Chair Awards event and will now be delivered annually at the award ceremony. Members nominate an AWTE Member who could benefit from a cash gift to help their development in business.

Any financial assistance is given in absolute confidence; recipients' names are never disclosed to anyone other than the Trustees and Committee who take the decisions.

Funds are also raised through the 100 Club Lucky Numbers - unique numbers are purchased at £10 each – every month a draw is held where the winner receives £30.00 and each year, at the AGM the lucky winner receives £100.00.

Important Message:

This year is the 50th Anniversary of our Benevolent and we are celebrating with a very special Summer Lunch at the House of Lords on Thursday 22nd June – all members and guests are welcome - booking details are on the website.

AWTE Benevolent 100 Club Lucky Numbers 2016/2017

<u>Winners</u>	<u>Month</u>	<u>Ticket No</u>
Barbro McAusland	April	42
Jane Peirce	May	25
Barbara Conroy	June	33
Phil Boccaro	July	67 (Donated back to the fund)
Teresa Brain	August	41
Audrey Ladeveze	September	29
Maggie Dobson	October	15
Teresa Brain	November	75
M Bowers-Clark	December	69
Audrey Chassell	January	71
Iris Tolley	February	45
Jo Rzymowska	March	35 (Donated back to the fund)