

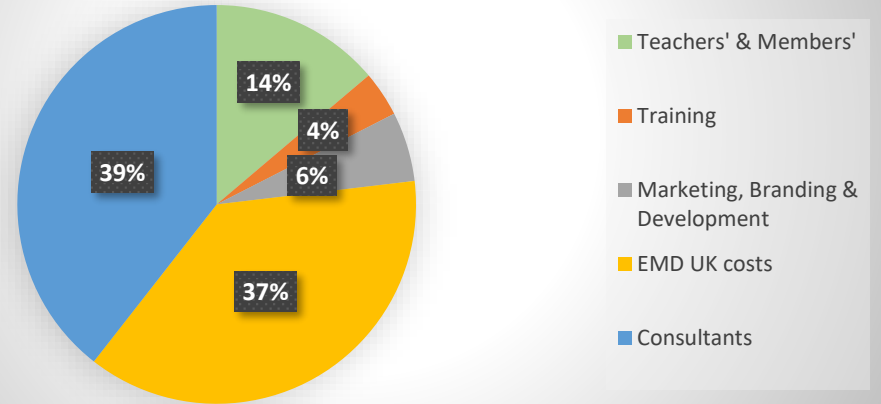
## FLEXercise Operational and WLHB Charity expenditure and income for 2019/20

### FLEXercise Operational

#### FLEXercise Operational Expenditure 2019/20

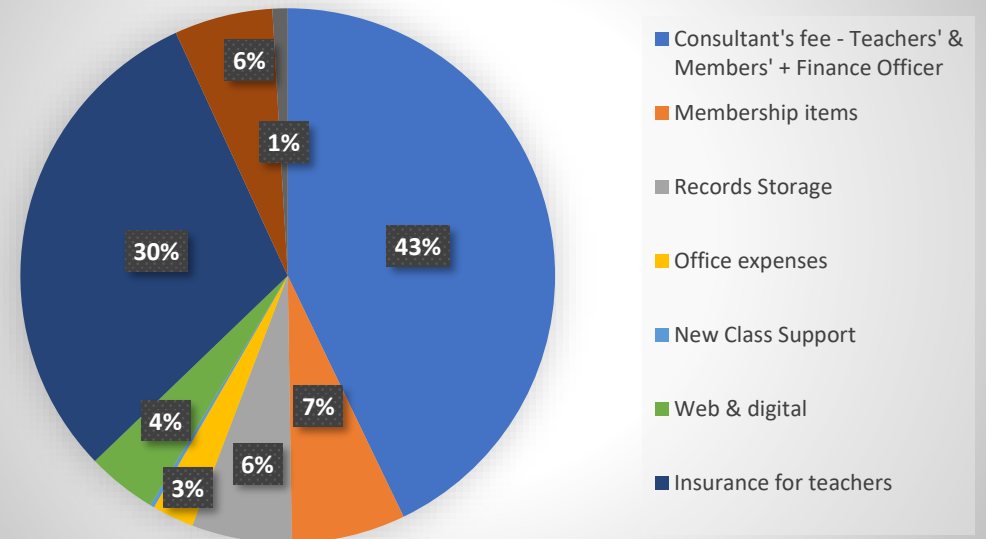
		%	2018/19
Teachers' & Members'	£13,629	13.80	£20,863
Training	£3,636	3.68	£15,619
Marketing, Branding & Development	£5,563	5.63	£23,918
EMD UK costs	£36,972	37.45	£40,425
Consultants	£38,935	39.43	£33,565
	£98,735	100.00	£134,390

### FLEXercise Operational Expenditure 2019/20

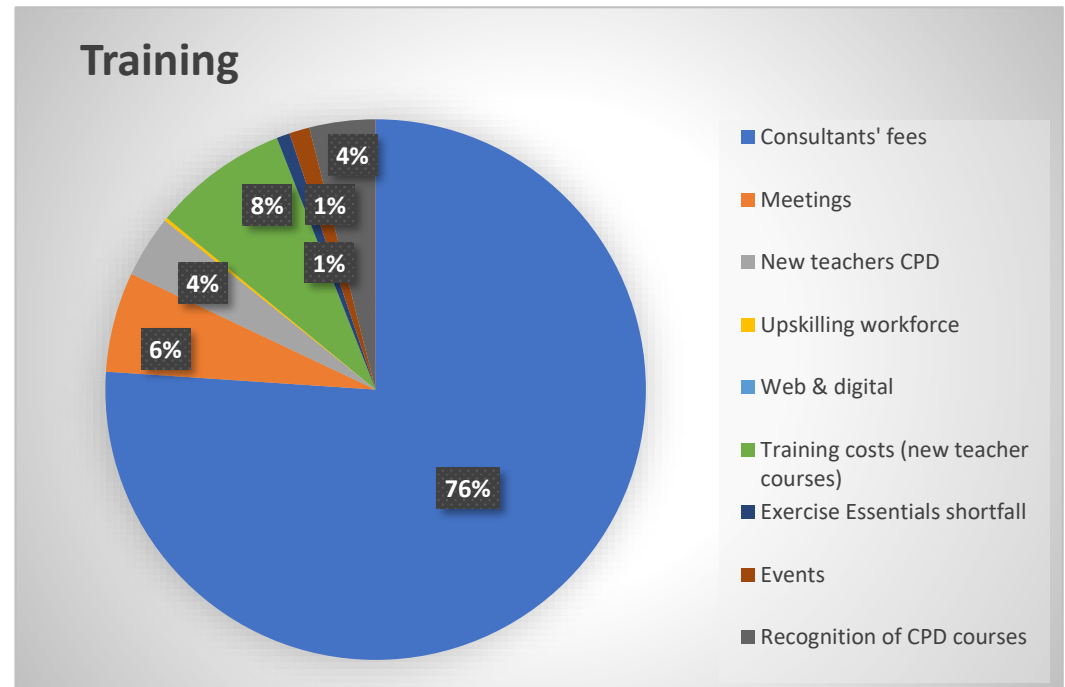


		%	2018/19
Teachers' & Members'			
Consultant's fee - Teachers' & Members' + Finance Officer	£10,225	42.86	£8,225
Membership items	£1,642	6.89	£5,956
Records Storage	£1,444	6.05	£1,641
Office expenses	£605	2.54	£814
New Class Support	£60	0.25	£2,108
Web & digital	£1,008	4.23	£528
Insurance for teachers	£7,230	30.31	£7,067
Bank & Paypal charges	£1,420	5.95	£2,187
Travel	£219	0.92	£562
	£23,854	100.00	£29,088

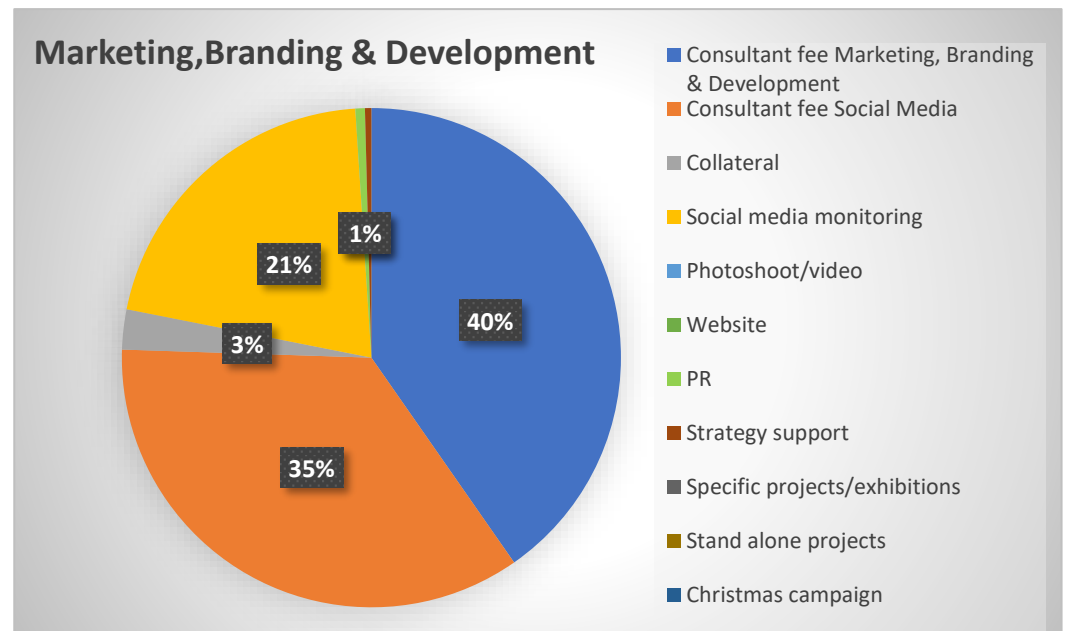
### Teachers' & Members'



		%	2018/19
Training			
Consultants' fees	£11,550	76.06	£10,786
Meetings	£908	5.98	£1,411
New teachers CPD	£564	3.71	£3,660
Upskilling workforce	£30	0.20	£3,227
Web & digital	£0	0.00	£192
Training costs (new teacher courses)	£1,229	8.09	£2,756
Exercise Essentials shortfall	£120	0.79	£14
Events	£185	1.22	£3,059
Recognition of CPD courses	£600	3.95	£1,300
	£15,186	100.00	£26,405



		%	2018/19
Marketing, Branding & Development			
Consultant fee Marketing, Branding & Development	£9,160	40.31	£7,481
Consultant fee Social Media	£8,000	35.21	£7,073
Collateral	£589	2.59	£3,339
Social media monitoring	£4,740	20.86	£5,436
Photoshoot/video	£0	0.00	£4,698
Website	£0	0.00	£1,759
PR	£140	0.62	£1,870
Strategy support	£94	0.41	£2,814
Specific projects/exhibitions	£0	0.00	£1,633
Stand alone projects	£0	0.00	£2,358
Christmas campaign	£0	0.00	£12
Member benefits	£0	0.00	£0
	£22,723	100.00	£38,473



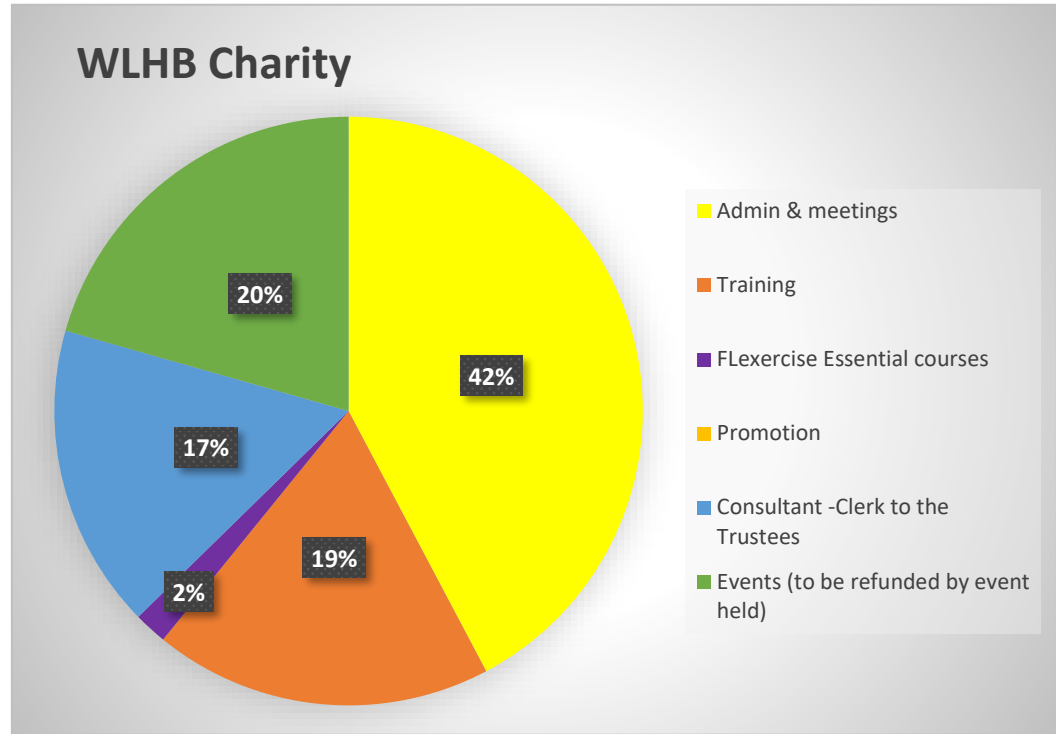
WLHB Charity

		%	2018/19
Admin & meetings	£7,576	42.25	£9,623
Training	£3,336	18.60	£20,547
FLexercise Essential courses	£326	1.82	
Promotion	£0	0.00	£5,582
Consultant -Clerk to the Trustees	£3,000	16.73	£9,450
Events (to be refunded by event held)	£3,693	20.60	£1,935
	£17,931	100.00	£47,137

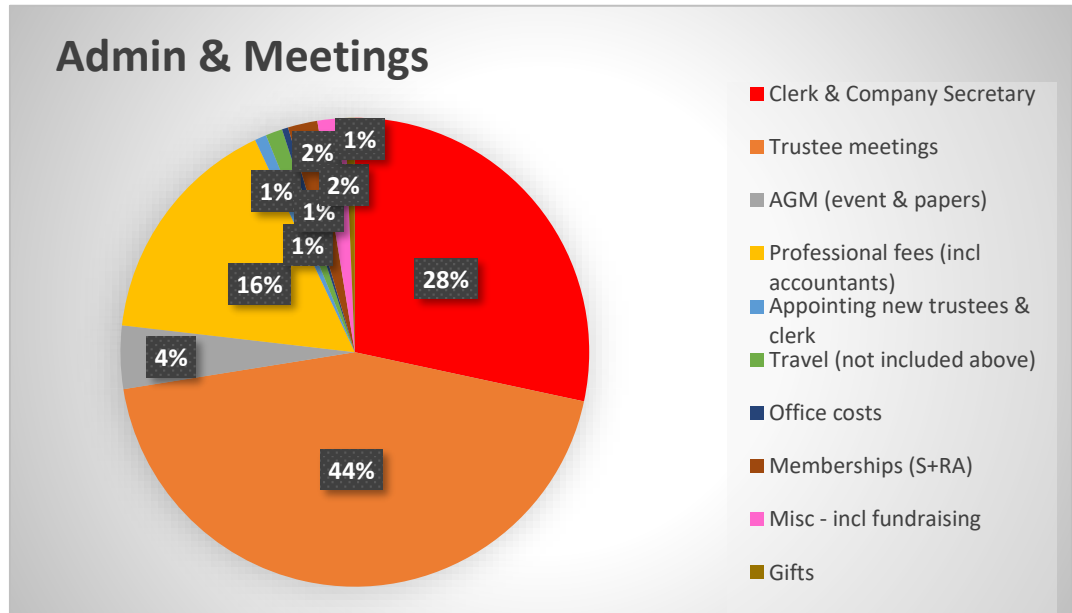
a) Income received for both 90th celebrations which is a charity activity and FLexercise Essentials courses that are run from as far as possible breakeven through the charity has been deducted from expenditure  
 b) Shortfall of FLexercise Operational

expenditure as part of EMD UK financed from memberships & affiliations paid to EMD UK (FLexercise account)	£22,907		£10,565
--	---------	--	---------

c) The 2018/19 figure for consultant included the fee for the Commercial Director who continued in post until June of that FY. The clerk to the Trustees fee for 2018/19 amounted to £2,500 since the post was vacant for 2 months.

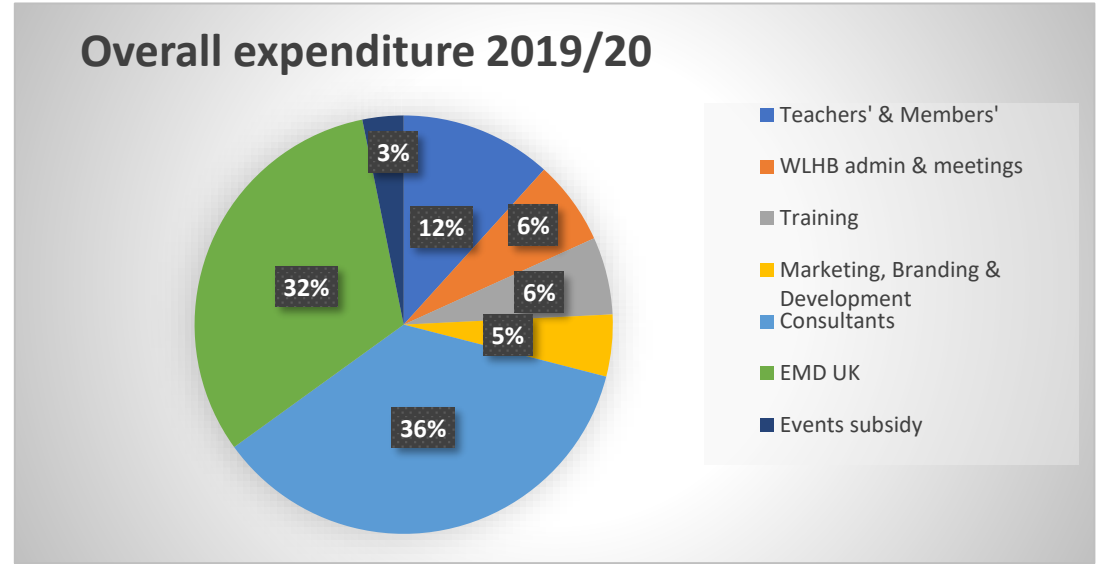


		%	2018/19
Admin & meetings			
Clerk & Company Secretary	£3,000	28.36	£2,250
Trustee meetings	£4,666	44.11	£3,255
AGM (event & papers)	£460	4.35	£1,146
Professional fees (incl accountants)	£1,711	16.18	£1,633
Appointing new trustees & clerk	£85	0.81	£1,867
Travel (not included above)	£122	1.16	£307
Office costs	£45	0.42	£975
Memberships (S+RA)	£216	2.04	£209
Misc - incl fundraising	£201	1.90	£233
Gifts	£70	0.66	
	£10,576	99.34	£11,875



Overall Expenditure 2019/20	£0	%	2018/19
Teachers' & Members'	£13,629	11.71	£20,863
WLHB admin & meetings	£7,576	6.51	£9,625
Training	£6,972	5.99	£36,166
Marketing, Branding & Development	£5,563	4.78	£29,501
Consultants	£41,935	36.04	£43,015
EMD UK	£36,972	31.78	£40,425
Events subsidy	£3,693	3.17	£1,935
	£116,340	100.00	£181,530

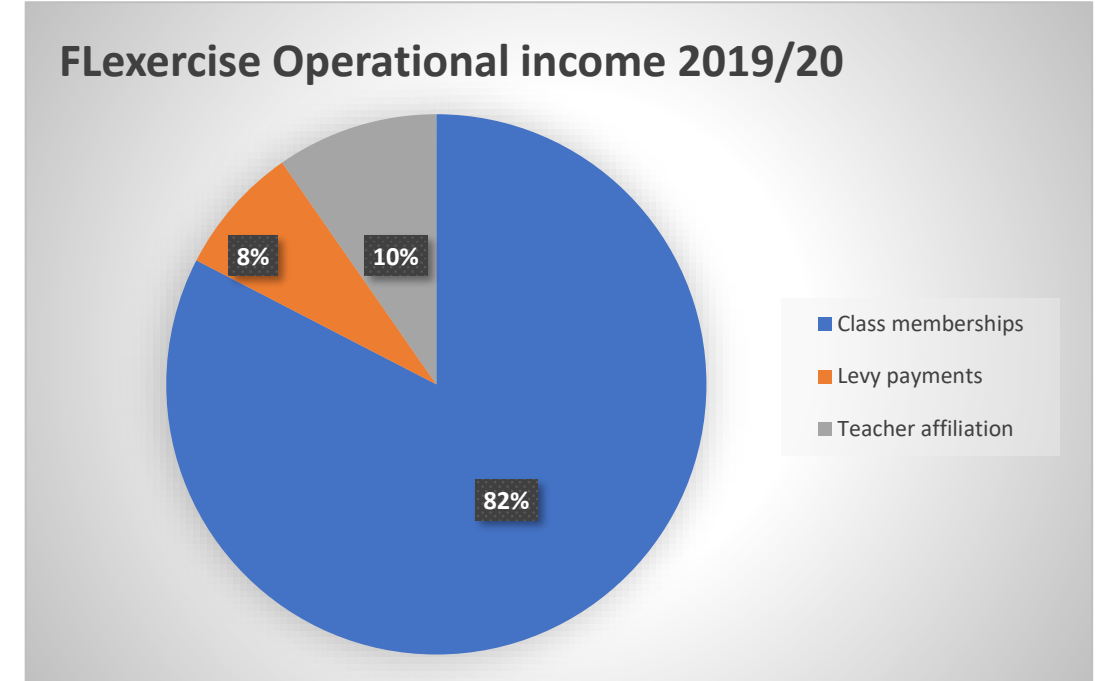
NB Consultants fees are indicated together and not under separate functions



## INCOME

FLEXercise Operational		%	2018/19
Class memberships	£62,493	82.59	£150,411
Levy payments	£5,856	7.74	
Teacher affiliation	£7,320	9.67	£8,996
	£75,669	100.00	£159,407

Levy payments paid to WLHB, but used against FLEXercise Operational expenditure



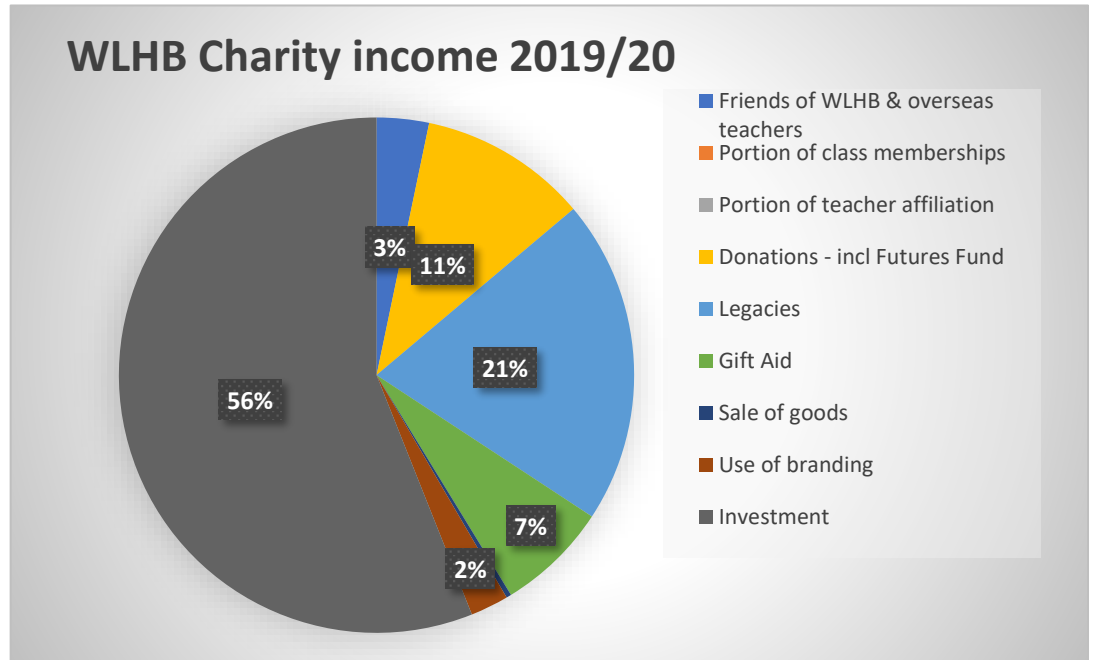
WLHB

		%	2018/19
Friends of WLHB & overseas teachers	£418	3.28	£825
Portion of class memberships	£0	0.00	£15,808
Portion of teacher affiliation	£0	0.00	£3,850
Donations - incl Futures Fund	£1,348	10.57	£652
Legacies	£2,600	20.40	
Gift Aid	£895	7.02	£200
Sale of goods	£40	0.31	£1,597
Use of branding	£305	2.39	£145
Investment	£7,145	56.04	£6,619
	£12,750	100.00	£29,696

NB in 2018/19 a portion of the class memberships and teacher affiliations was paid from EMD UK to WLHB, however then WLHB had to pay EMD UK £10,565 being a shortfall on FLEXercise Operational activity so the net amount received from the memberships and affiliations was:

No portion of these fees was received to WLHB Charity in 2019/20

£9,093



FLEXercise Operational expenditure	£104,590
FLEXercise Operational income	£75,669
WLHB Charity expenditure	£17,931
WLHB Charity income	£12,750
Overall expenditure	£122,522
Overall income	£88,419

