

Breakdown of income and expenditure to FLexercise Operational (Account held at EMD UK)

All expenditure is approved by FLexercise budget holder before payments are made by EMD UK

FLexercise Operational account is separate from the WLHB Charity account reported in the 2017/18 Financial Report & Accounts

Income

Class memberships * (£23 full year; £15 part year & new teachers with new classes)	£150,411
Teacher affiliations (£60)	£8,956
	£159,367

* includes all money collected by teachers including the teachers' portion from full year fees only

Income for PPL and REPs from teachers is not included as it is not recorded in the FLexercise accounts since it is totally administered by EMD UK

Allocation of the income

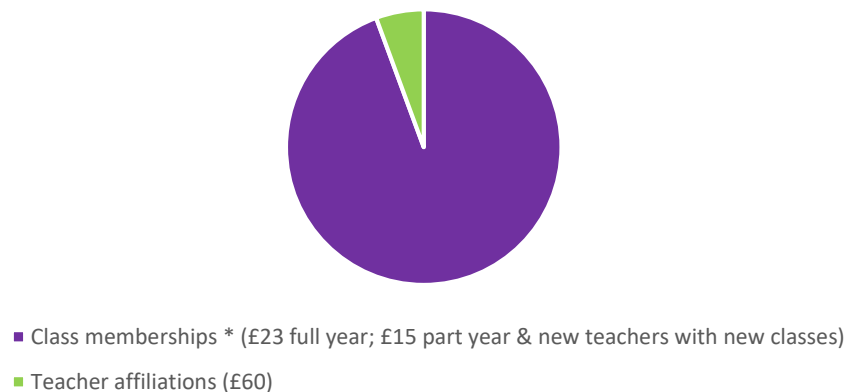
Portion of class membership to WLHB	£16,124
Portion of Teacher affiliation to WLHB	£3,875
Teachers portion (kept by teacher from full year fees only)	£25,812
FLexercise Operational costs (incl FLexercise consultants**)	£113,556
	£159,367

**NB Clerk to Trustees/Company Secretary and Commercial Director's fees paid from WLHB, not included here

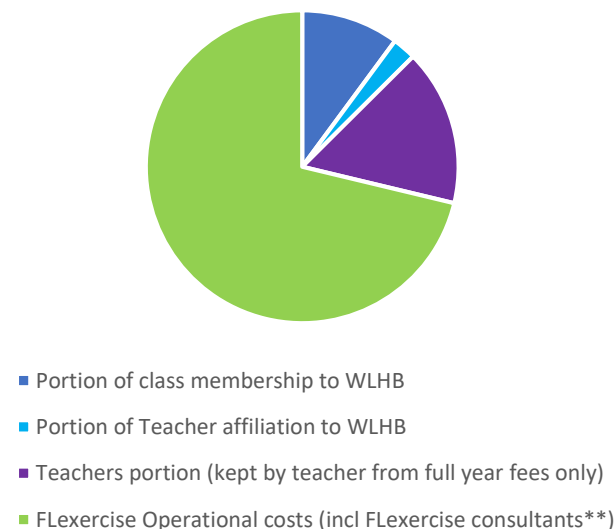
** FLexercise Consultants comprise:

Teachers' & Members' Co-ordinator
 Marketing & Development Co-ordinator
 Social Media Co-ordinator
 Training Manager & Chair
 Training CPD & Quality Assurance Manager
 EMD UK/FLexercise Training Lead

Income - Teacher affiliations and Class memberships



Allocation of income



Expenditure

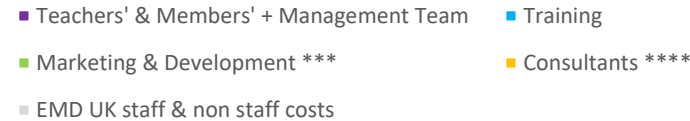
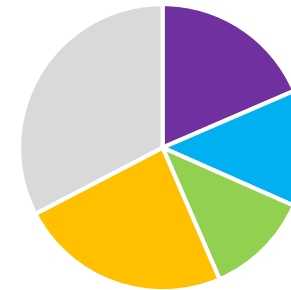
Overall Expenditure

Teachers' & Members' + Management Team	£21,081
Training	£14,929
Marketing & Development ***	£13,520
Consultants ****	£27,172
EMD UK staff & non staff costs	£37,160
	£113,862

***Additional Marketing & Development was paid directly from WLHB Charity

**** Consultants paid from FLexercise Operational on page 1

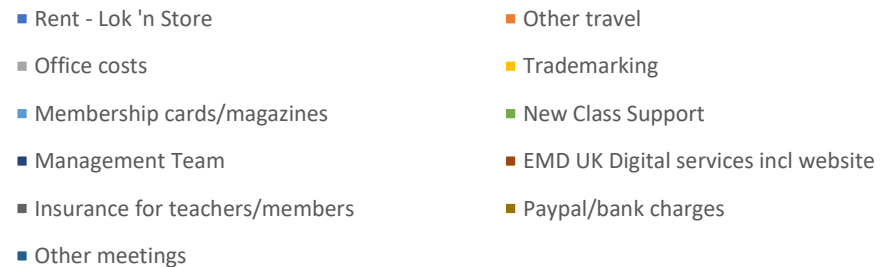
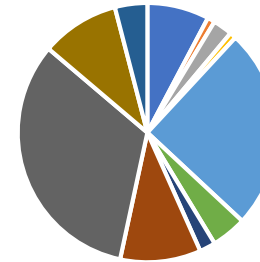
Overall Expenditure



Teachers' & Members' + Management Team

Rent - Lok 'n Store	£1,631
Other travel	£197
Office costs	£510
Trademarking	£170
Membership cards/magazines	£5,279
New Class Support	£924
Management Team	£420
EMD UK Digital services incl website	£2,123
Insurance for teachers/members	£6,917
Paypal/bank charges	£2,058
Other meetings	£853
	£21,081

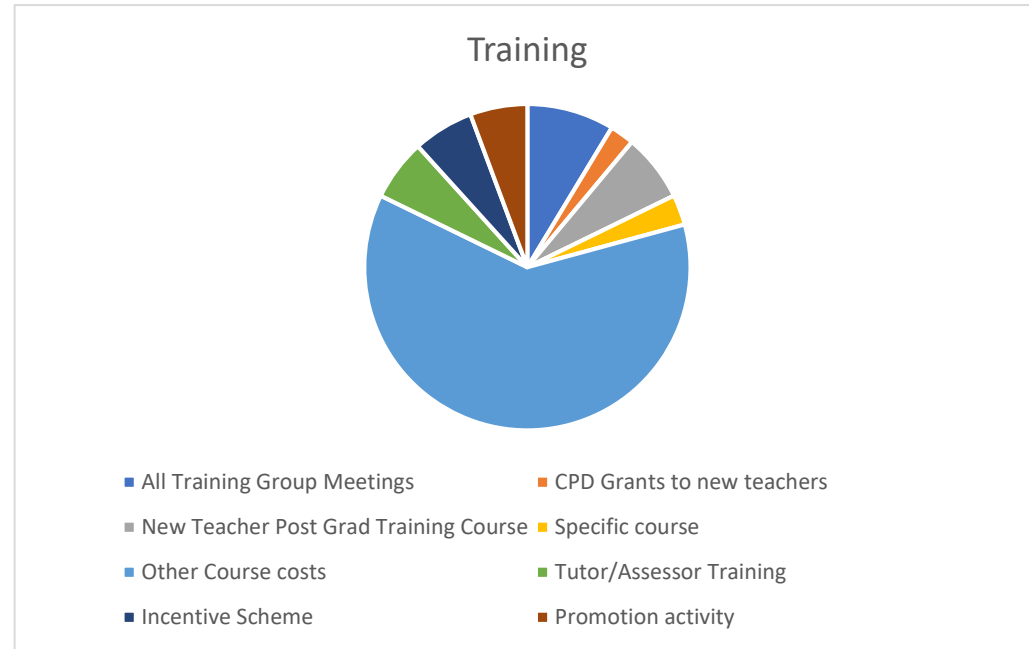
Teachers' & Members' + Management Team



Training

All Training Group Meetings	£1,293
CPD Grants to new teachers	£360
New Teacher Post Grad Training Course	£1,000
Specific course	£449
Other Course costs	£9,172
Tutor/Assessor Training	£907
Incentive Scheme	£900
Promotion activity	£848
TOTAL	£14,929

Additional training expenditure within WLHB Account
 =Grants to those on Teacher Training Courses @ £250 per head



Marketing & Development

Campaigns	£88
Advertising	£144
Website	£426
Marketing PR	£3,167
Collateral = design & print	£2,206
Social Media	£1,908
Events = Elevate May 2018 preparation	£5,581
TOTAL	£13,520

NB considerably more was spent on Marketing & Development but paid by WLHB Charity as one off projects

