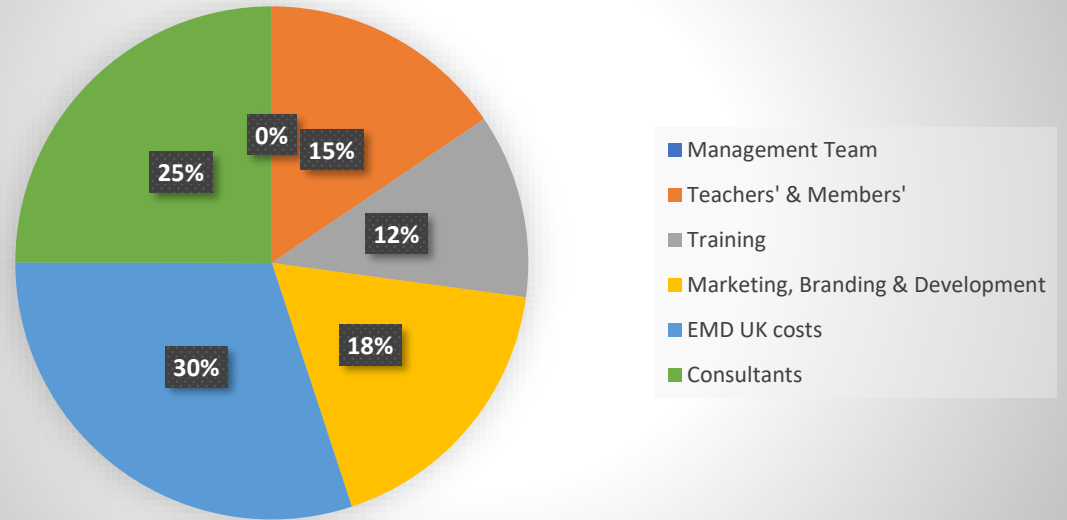


## FLexercise Operational and WLHB Charity expenditure and income for 2018/19

### FLexercise Operational

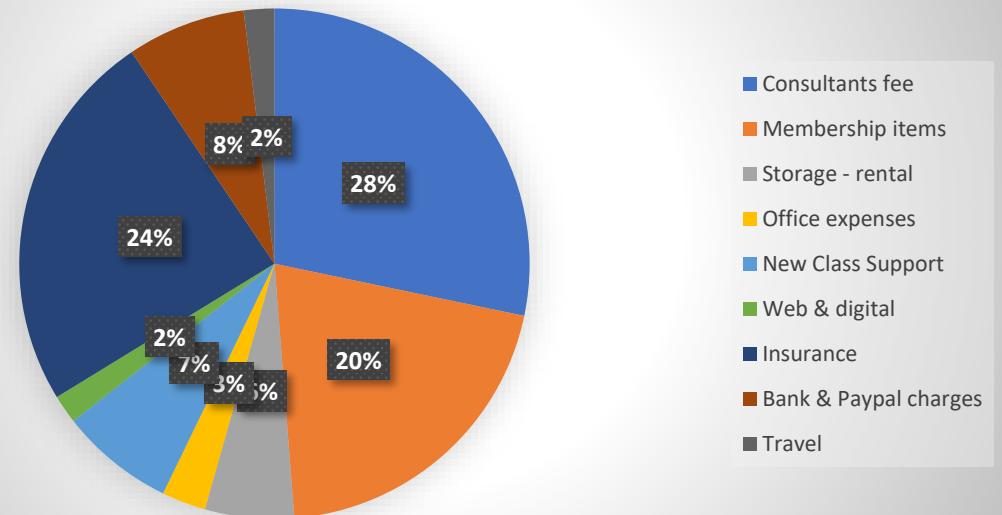
<b>FLexercise Operational Expenditure 2018/19</b>	<b>£134,389</b>	
		%
Management Team	£0	0.00
Teachers' & Members'	£20,863	15.52
Training	£15,619	11.62
Marketing, Branding & Development	£23,918	17.80
EMD UK costs	£40,425	30.08
Consultants	£33,565	24.98
	<b>£134,390</b>	<b>100.00</b>

### FLexercise Operational Expenditure 2018/19

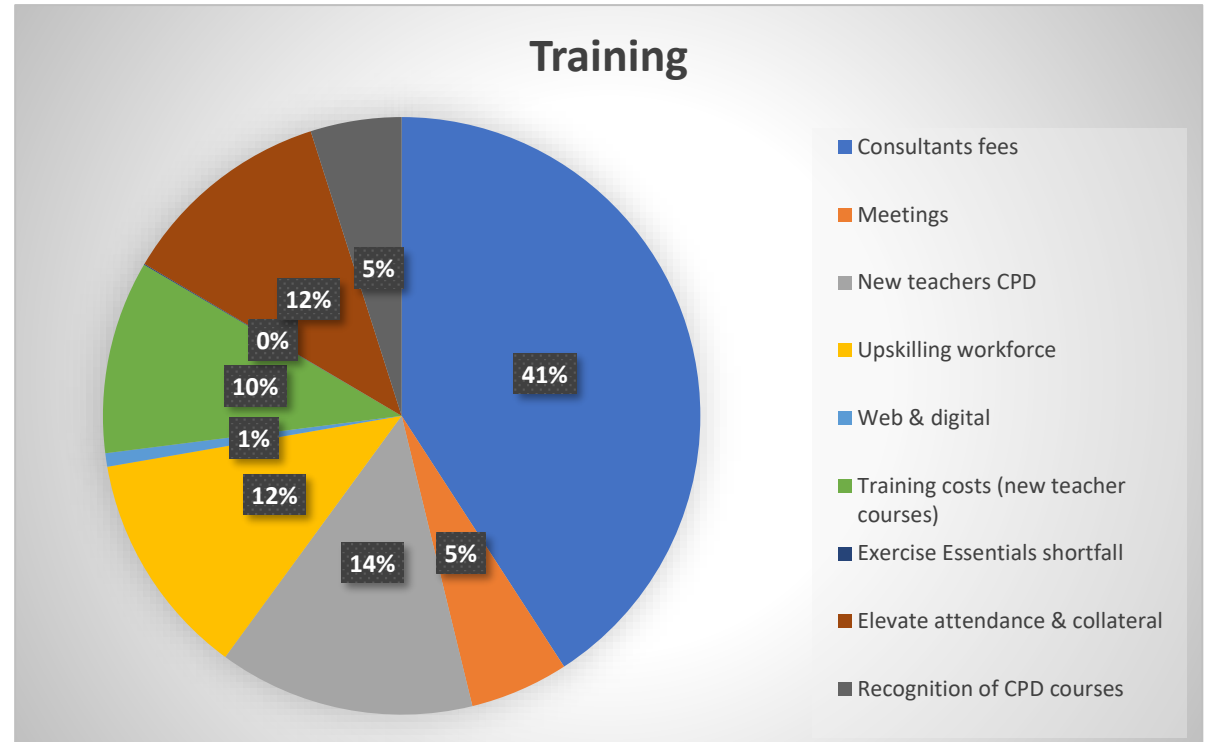


<b>Teachers' &amp; Members'</b>	<b>£29,088</b>	
		%
Consultants fee	£8,225	28.28
Membership items	£5,956	20.48
Storage - rental	£1,641	5.64
Office expenses	£814	2.80
New Class Support	£2,108	7.25
Web & digital	£528	1.82
Insurance	£7,067	24.30
Bank & Paypal charges	£2,187	7.52
Travel	£562	1.93
	<b>£29,088</b>	<b>100.00</b>

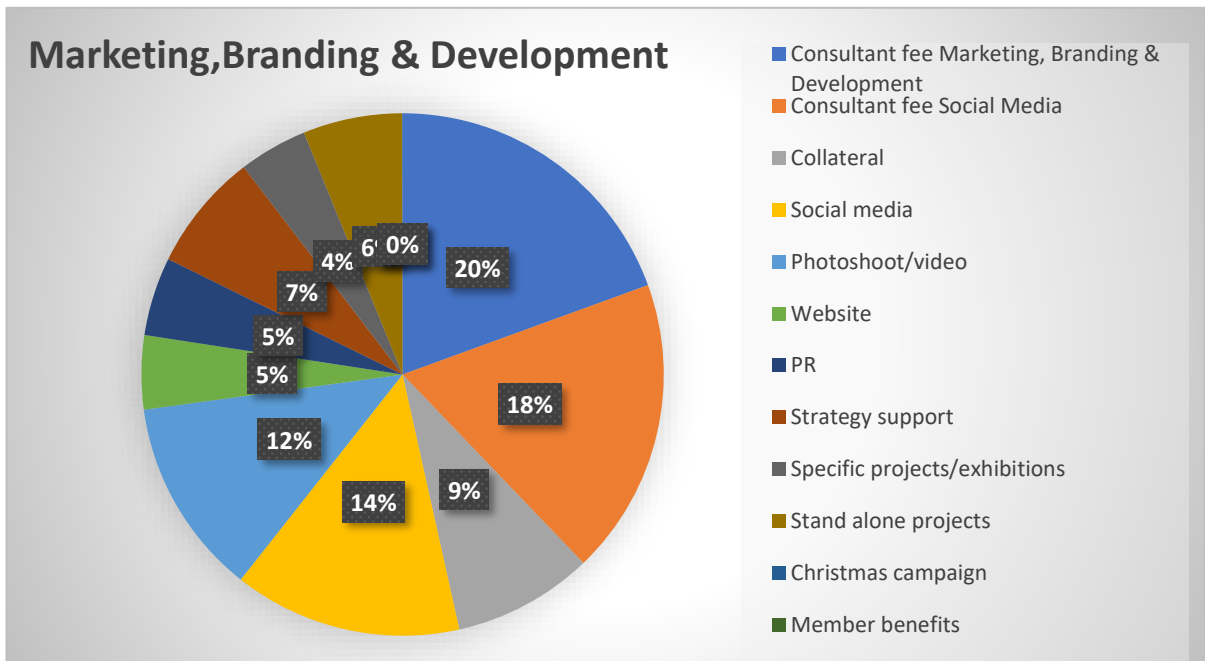
### Teachers' & Members'



<b>Training</b>	<b>£26,405</b>	<b>%</b>
Consultants fees	£10,786	40.85
Meetings	£1,411	5.34
New teachers CPD	£3,660	13.86
Upskilling workforce	£3,227	12.22
Web & digital	£192	0.73
Training costs (new teacher courses)	£2,756	10.44
Exercise Essentials shortfall	£14	0.05
Elevate attendance & collateral	£3,059	11.58
Recognition of CPD courses	£1,300	4.92
<b>£26,405</b>	<b>100.00</b>	



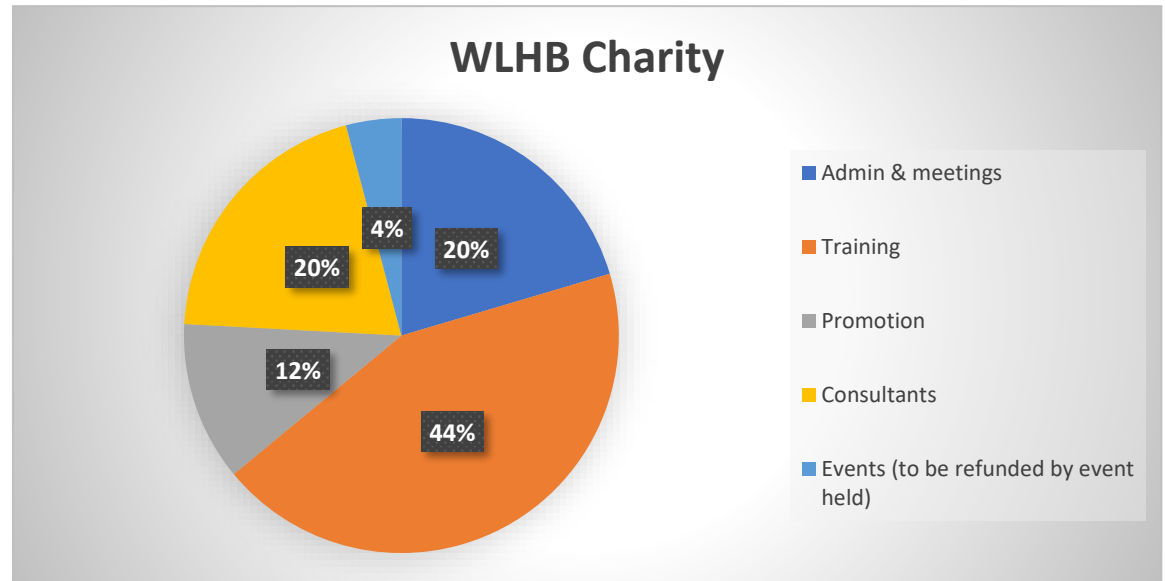
<b>Marketing, Branding &amp; Development</b>	<b>£38,472</b>	<b>%</b>
Consultant fee Marketing, Branding & Development	£7,481	19.45
Consultant fee Social Media	£7,073	18.38
Collateral	£3,339	8.68
Social media	£5,436	14.13
Photoshoot/video	£4,698	12.21
Website	£1,759	4.57
PR	£1,870	4.86
Strategy support	£2,814	7.31
Specific projects/exhibitions	£1,633	4.24
Stand alone projects	£2,358	6.13
Christmas campaign	£12	0.03
Member benefits	£0	0.00
<b>£38,473</b>	<b>100.00</b>	



## WLHB Charity

**£47,136**

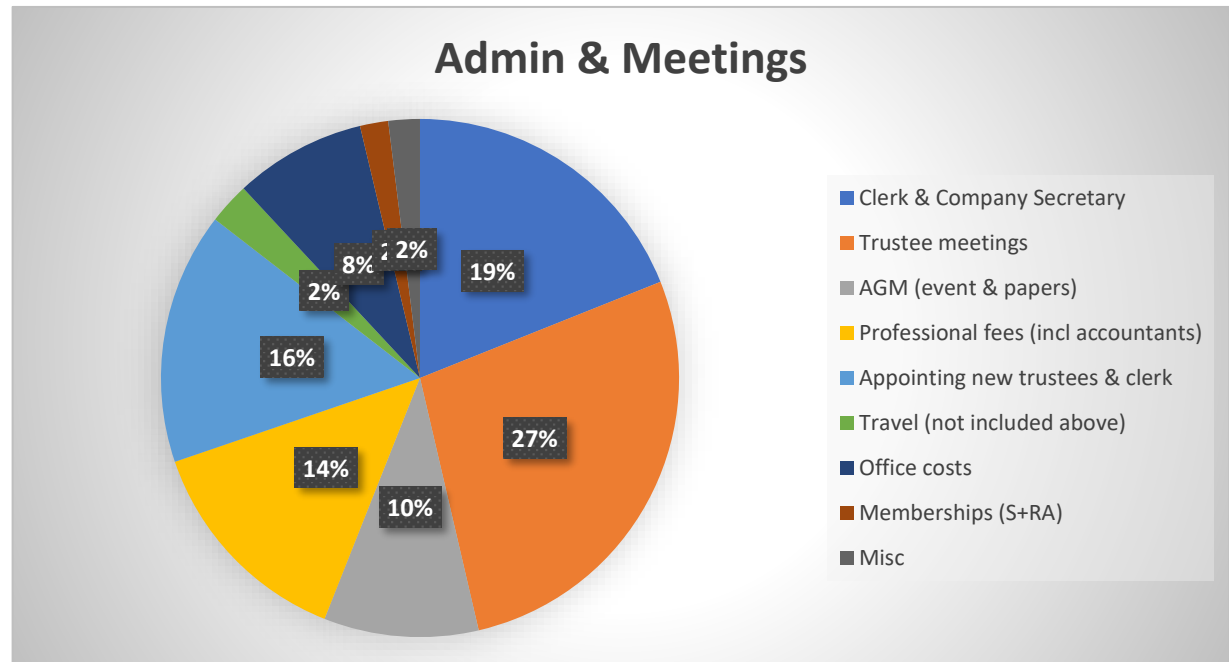
		%
Admin & meetings	£9,623	20.42
Training	£20,547	43.59
Promotion	£5,582	11.84
Consultants	£9,450	20.05
Events (to be refunded by event held)	£1,935	4.11
	<b>£47,137</b>	<b>100.00</b>



## Admin & meetings

**£11,873**

		%
Clerk & Company Secretary	£2,250	18.95
Trustee meetings	£3,255	27.42
AGM (event & papers)	£1,146	9.65
Professional fees (incl accountants)	£1,633	13.75
Appointing new trustees & clerk	£1,867	15.72
Travel (not included above)	£307	2.59
Office costs	£975	8.21
Memberships (S+RA)	£209	1.76
Misc	£233	1.96
	<b>£11,875</b>	<b>100.02</b>



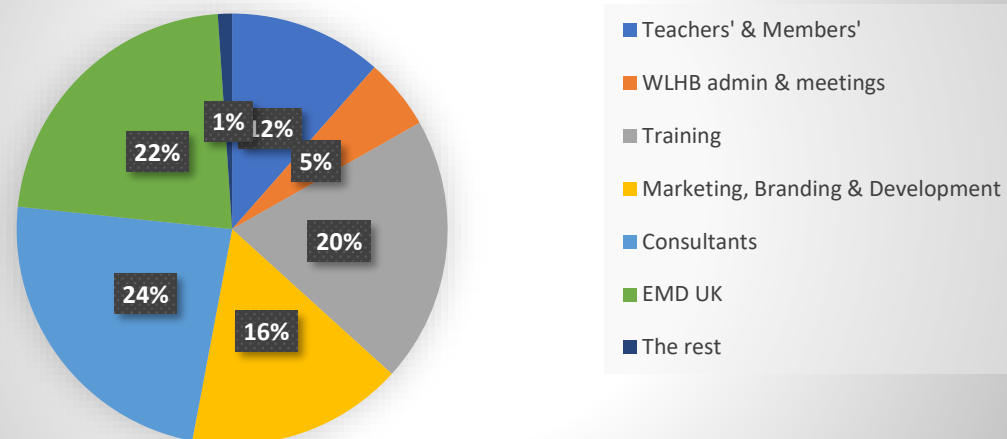
## Overall Expenditure 2018/19

£181,525

		%
Teachers' & Members'	£20,863	11.49
WLHB admin & meetings	£9,623	5.30
Training	£36,166	19.92
Marketing, Branding & Development	£29,500	16.25
Consultants	£43,015	23.70
EMD UK	£40,425	22.27
The rest	£1,935	1.07
	£181,527	100.00

NB Consultants fees are indicated together and not under separate functions

## Overall expenditure 2018/19



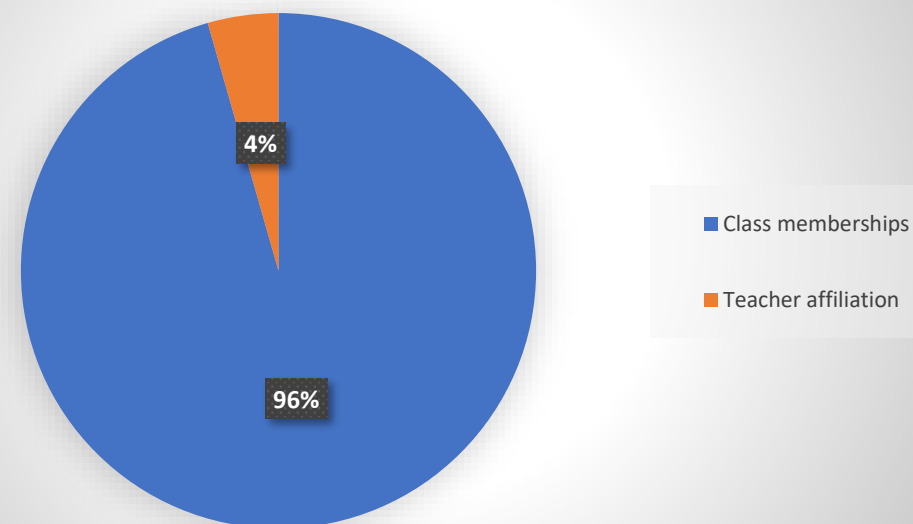
## INCOME

### FLexercice Operational

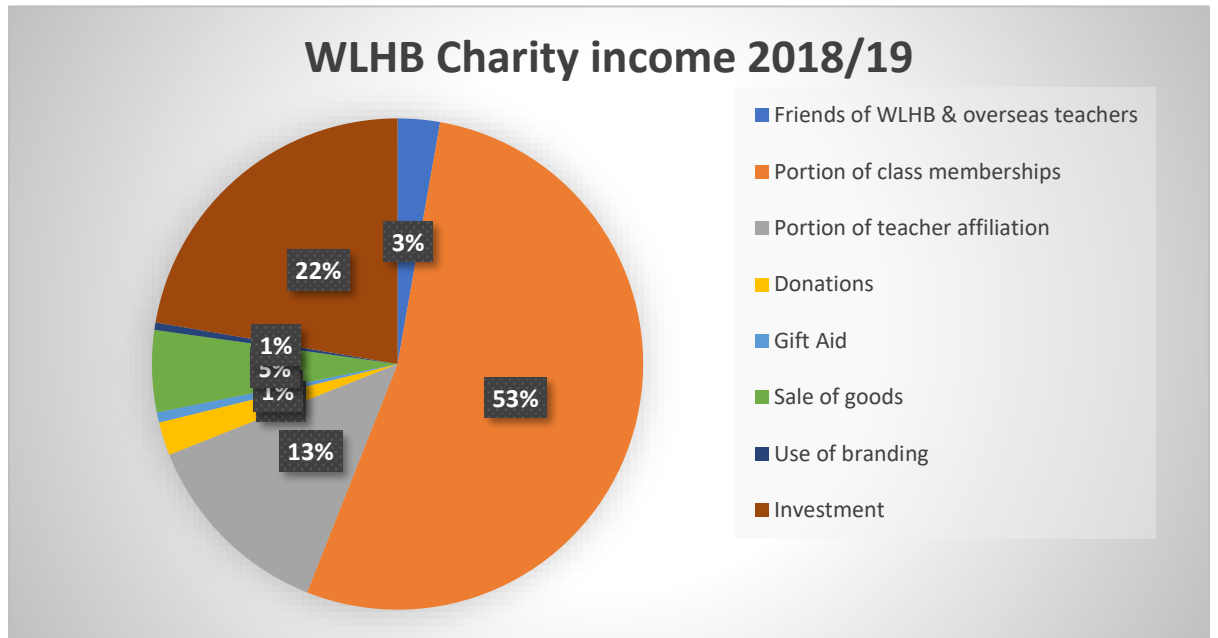
£106,761

		%
Class memberships	£102,030	95.57
Teacher affiliation	£4,730	4.43
	£106,760	100.00

## FLexercice Operational income 2018/19



WLHB	£29,696	%
Friends of WLHB & overseas teachers	£825	2.78
Portion of class memberships	£15,808	53.23
Portion of teacher affiliation	£3,850	12.96
Donations	£652	2.20
Gift Aid	£200	0.67
Sale of goods	£1,597	5.38
Use of branding	£145	0.49
Investment	£6,619	22.29
	£29,696	100.00



FLexercise Operational expenditure	£134,389
FLexercise Operational income	£106,761
WLHB Charity expenditure	£47,136
WLHB Charity income	£29,696
Overall expenditure	£181,525
Overall income	£136,457

