



CIVL PLENARY 2018 – ANNEXE 8a CIVL FINANCIAL SECRETARY REPORT

Andrew Cowley

2017

From the provisional accounts in 2017, it would appear at first sight that CIVL as an FAI Commission has exceeded its projected budget, by almost €10k. This is accounted for by achieving more income than projected (approx. £4.7k) and spending less than anticipated (approx. €5.3k). From the provisional end of year figures, this suggests that we achieved an overall revenue of some **€20.6k** increasing the CIVL ASC Special Reserve Account from **€174k to €194k**. However, there are still some outstanding liabilities / accruals where there are some outstanding accounts due to recently received belated bills from the previous CIVL competition coordinator and some CIVL official expenses that amounts to approximately €10k.

The provisional 2017 summary accounts are shown at Annexe 8b with the breakdown of income and expenditure.

Please be aware that the Annexe 8b is presented in the FAI accounting format whereas the Treasurer's presentation (Annexe 8c) is simplified with the breakdown reflecting the prime factors which CIVL considered most appropriate.

2018

The budget for 2018 was set pessimistically with a deficit balance of some €8.5k; this is accounted for with an income of €54.2k and an expenditure of €62.8k. However, whilst this projection has been achieved using base-up 'clinical' and historical analysis, including what appears to be 'flattening' trend lines, we are quietly confident that we should exceed that projected overall income.

Part of the projected increase in budget expenditure from overall years, was where it was expected that we would have additional CIVL administrative support consultancy services, as well as our in-house competition coordinator, however, we have parted with the latter and the roles of Coordinator and Administrator have been rolled into one function.

In addition to the budget shown, there is now a provision where CIVL is investing in some capital equipment to promote the progress and support of all competition disciplines in the form of some flight trackers for XC (€17k), a PG accuracy target (€10k) and an aerobatics raft (€1k). Funding for this will be accounted from the ASC special reserve account. This expenditure will need to be approved by FAI Head Office to comply with current accounting and signatory procedures.

2019

A budget will be required for 2019, which will be forwarded to the FAI for inclusion in the 'roll-up' of their overall accounts. This is currently being compiled, but the first draft is attached at Annexe 8b.

Obviously, revenue is very important to both CIVL and the FAI that enables both to function. Currently, the majority of the CIVL income comes from Cat 2 event sanction fees, but these comprise a large number of unpredictable 'small' amounts, which in turn then involves a considerable amount of administration at FAI Head Office and CIVL. The main challenge that we have is that every event has a different sanction fee based on a single competition entry fee, so there is no consistency. Looking ahead, I intend to review this year (2018) the makeup of the fees with (possibly) a Bureau proposal next year to construct a more simple, 'sliding-scale' structure of fees in order to make our income more robust and that reflects more the size of the event (number of competitors). At the same time I am acutely conscious that we should encourage rather than suppress the organisation of those grass roots competitions.

A handwritten signature in black ink, appearing to read "Andrew GR Cowley", written over a horizontal dotted line.

Andrew GR Cowley

CIVL Treasurer

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FAI AIR SPORT COMMISSION - CIVL BUDGET (Plenary 2018)

Name of Commission : CIVL		BUDGET 2016	ACTUAL 2016	BUDGET 2017	ACTUAL 2017 (provisional)	BUDGET 2018
Currency : Euro (€)						
INCOME :						
1. TOTAL INCOME		45,400	62,805	60,500	65,168	54,250
1.1 Income from Members		0	0	0	0	0
Subscriptions		0	0	0	0	0
Arrears Subscriptions		0	0	0	0	0
1.2 Competition Revenues		35,800	44,153	42,900	53,718	44,500
Sanction Fee - WAG		0	6,237	0	0	5,000
Sanction Fee - World Champ		1,900	4,253	11,900	11,314	0
Sanction Fee - Continental Champ		9,900	4,656	0	0	15,500
Sanction Fee - ASC Challenge		24,000	28,957	31,000	42,404	24,000
Host City Fee - World Series		0	0	0	0	0
Sale of Championship Medals		0	0	0	0	0
Other: Protest Fees, Online Contest		0	50	0	0	0
1.3 Commercial Revenues		9,600	18,591	17,500	11,450	9,650
Merchandising (Textile, badges, pin's etc ...)		9,600	18,591	17,500	11,450	9,650
Sponsors		0	0	0	0	0
TV / Media Rights		0	0	0	0	0
Licensing - Royalties (Incl Equipment)		0	0	0	0	0
Donations		0	0	0	0	0
1.4 Financial Income		0	0	0	0	0
1.5 Other Income		0	61	100	0	100
EXPENDITURE						
2. TOTAL EXPENDITURE		57386.66	57386	49,800	44,514	62,764
						Provision: 27700
2.1 Administration Expenses		17,854	11,600	19,600	13,085	25,980
Salaries & Social Charges		0	0	0	0	0
Staff Expenses		0	0	0	0	0
General Administration		0	600	600	179	980
Management Fees		12,835	11,000	18,000	12,292	25,000
Depreciation		1,422	0	1,000	0	0
Special Projects		3,597	0	0	614	0
2.2 Operating Expenses		37,173	45,786	26,100	28,804	32,284
General Conference + NAC Meeting		1,863	0	1,500	741	1,000
Executive Board + ASCP		1,254	0	800	700	500
ASC Plenaries, Meetings & WGs		9,573	14,711	12,000	11,332	4,950
Expert Groups		0	0	0	0	0
Other FAI Bodies (SWG, FRTF, ...)		0	0	0	0	0
WAG - World Air Games		0	0	0	2,646	0
World Games & other Multi-Sports Events		0	0	0	0	0
FAI - World Championships		4,129	18,415	6,000	8,981	0
FAI - Continental Championships		16,765	0	2,000	3,004	15,334
FAI - World Series		0	0	0	0	6,200
FAI - ASC Challenges		0	0	800	850	800
Other Events		0	300	0	0	0
Development Programs		3,588	12,360	3,000	549	3,500
2.3 Marketing / Communication		0	0	2,600	0	4,500
Merchandising		0	0	2,600	0	3,100
Performance Awards & Diplomas		0	0	0	0	0
Subscriptions to Associations		0	0	0	0	0
Printing / Advertising / News		0	0	0	0	500
Graphic Design		0	0	0	0	0
Public Relations Representation		0	0	0	0	900
TV Production		0	0	0	0	0
2.4 Financial Costs		0	0	0	0	0
Bank Charges		0	0	0	0	0
Investment Management Charges		0	0	0	0	0
Interest on Bank Loan (MSI Office)		0	0	0	0	0
VAT non recoverable		0	0	0	0	0
2.5 Others		2,360	0	1,500	2,625	0
Reserves		0	0	0	0	0
Exceptional Charges		2,360	0	1,500	2,625	0
Loss on Debtors		0	0	0	0	0
Total Annual Revenue		45400	62805	60500	65168	54250
Total Annual Expenditure		57387	57386	49800	44514	62764
Annual Balance		-11987	5419	10700	20654	-8514

Cowley:
(Flight trackers,
Target, aero eqpt
etc.):.

CIVL BUDGET - REVENUE ((Plenary 2018))								
REVENUE								
REVENUE				BUDGET 2016	ACTUAL 2016	BUDGET 2017	ACTUAL 2017	BUDGET 2018
Budget Headings	Detailed Accounting Plan			Financial Details				
	Account N°	Designation	TOTALS:	45400	62805	60500	65168	54250
1	Income from Members			0	0	0	0	0
	Subscriptions	300000	Subscriptions - VAT 0%					
		300100	Subscriptions - VAT 8.0%					
		300200	Declassification - Subscriptions					
	Arrears Subscriptions							
1.2	Competition Revenues			35800	44153	42900	53718	44500
	Sanction Fee - WAG	310000	WAG - Sanction fees (Asian 2018)					5000
		310010	WAG - Bid fee					
		310020	WAG - Non Refundable Deposit					
		310040	WAG - reimbursement of expenses		6237			
	Sanction Fee - World Champ	310050	Sanction Fee - World Champ	1900	4253	11900	11314	
	Sanction Fee - Continental Champ	310060	Sanction Fee - Continental Champ	9900	4656			15500
	Sanction Fee - ASC Challenge	310070	Sanction Fee - ASC Challenge	24000	28957	31000	42404	24000
	Host City Fee - World Series	310080	Host Fee - World Series					
	Sale of Medals	320000	Championship Medals					
		320010	World Cup Medals					
		320020	Other Medals					
	Other: Protest Fees, Online Contest	330000	Protest Fee		50			
		330010	Online Contest					
		330020	Equipment Rental					
1.3	Commercial Revenues			9600	18591	17500	11450	9650
	Merchandising (Textile, badges, pin's etc ...)	350000	Sales of Textile		347			
		350010	Sales of Pin's / Badges	100	864	500	56	
		350020	Sales of Flag					
		350030	Sales of Videos					
		350040	Sales of other items					
		350050	Sales of ASC Proficiency Card / Certificates	9500	17380	17000	11395	9650
		350060	Sales of Airport Medals					
	Sponsors (Incl VIK)	360000	Sponsoring Rights					
		360010	Corporate Patron programme					
	TV / Media Rights	370000	TV Rights					
	Licensing - Royalties (Incl Equipment)	375000	Licensing / Certification Fees					
	Donations	380000	Donations					
1.4	Financial Income	686000	Revenue from Investments	0	0	0	0	0
		687000	Revenue from Share					
		688000	Revenue from Obligations - Int. Fund					
		688500	Revenue from Obligations - FAI					
		689000	Gain of Foreign Exchange					
		685000	Interest from Creditors					
1.5	Other Income			0	61	100	0	100
	MSI Rental incomes	390000	Office rental					
	Records Claims	385000	Homologation of Records					
	Extraordinary Income	395000	Extraordinary Income		61	100	0	100

Appendix 8B: 2017 Provisional Revenue

CIVL BUDGET - EXPENDITURE (Plenary 2018)

EXPENDITURE				ACTUAL 2016	BUDGET 2016	BUDGET 2017
Budget Headings	Detailed Accounting Plan			Financial Data		
	Account N°	Designation	TOTALS:	57387	57386	4980
2.1	Administration Expenses			17854	11600	19600
	Salaries & Social Charges	500000 Gross Salaries 500500 Social Charges				
	Staff Expenses	500600 Other Staff Expenses 500800 Training				
	General Administration	600000 Office Rent 601000 Building Service Costs (Electricity, Maintenance, Cleaning) 601100 PPE Costs (Building Service - MSI) 601200 Insurance (Fire, 3rd Party) 601300 Office supply 601400 Telephone / Fax 601500 Internet Access / Line 601600 Postage - Bulk Mailing 601700 Postage 601800 Copy Machine 601900 IT Computing Cost (Maintenance + Hardware) 601950 VAT not Refundable			600	600
	Management Fees	602000 Professional Services (Auditors, Legal) 602100 External Consultant	12835	11000		18000
	Depreciation	603000 Depreciation on Admin Buiding 603100 Depreciation Office Furniture & Equipement 603200 Depreciation Computer Equipment	1422			1000
	Office Projects	604000 Doping programme 604100 Europe Air Sports 604200 IT Development - Generic (Sporting Licences) 604300 Technology Development	3597			
2.2	Operating Expenses		37173	45786	26100	
	General Conference + NAC	620000 GC - General Expenses 620100 GC - Expenses of FAI Officers 620200 GC - Expenses of FAI Staff	1863			1500
	Executive Board + ASCP	621000 EB & ASCP - General Expenses 621100 EB & ASCP - Expenses of FAI Officers 621200 EB & ASCP - Expenses of FAI Staff	462 792			800
	ASC Plenaries, Meetings & V	622000 General Expenses ASC Plenaries, Meetings & WGs 622100 Expenses of ASC Officers 622200 Expenses of FAI Officers (ASC President or EB Members) 622300 Expenses of FAI Staff (ASCPres)	9573	1860 8111 4740		1500 1500 9000
	Expert Groups	623000 General Expenses 623100 Expenses of Experts 623200 Expenses of FAI Officers (EB Members) 623300 Expenses of FAI Staff				
	Other FAI Bodies	624000 General Expenses 624100 Expenses of Experts 624200 Expenses of FAI Officers (EB Members) 624300 Expenses of FAI Staff				
	WAG	630000 WAG - General Expenses 630100 WAG - General Expenses - test events 630200 WAG - Provision on debtor 630300 WAG - Expenses of FAI Officers 630300 WAG - Expenses of FAI Staff 630400 WG - Expenses for ASC Officials (Pre-Asian)				
	World Games & other Event	631000 General Expenses 631100 Expenses - test events 631200 Expenses of FAI Officials 631300 Expenses of FAI Staff				
	World Championships	632000 WC - General Expenses 632100 WC - Champ Medals 632200 WC - Expenses of FAI Officials - Jury/ Steward 632300 WC - Expenses of FAI Judges 632400 WC - Technical Support / Logistics (eg: Trackers IGC)	102 3189 838	4040 5375		2000 4000
	Continental Championships	633000 CC - General Expenses 633100 CC - Champ Medals 633200 CC - Expenses of FAI Officials - Jury/ Steward 633300 CC - Expenses of FAI Judges 633400 CC - Technical Support / Logistics (eg: Trackers IGC)	956 3771 7671			2000
	World Series	634000 WS - General Administration (incl Medals) 634100 WS - Marketing / Communication (incl. TV) 634200 WS - TD / Judges Costs / Officials 634300 WS - Transportation & Logistics 634400 WS - Technical Support (IT, Services)				
	ASC Challenges	635000 ASC Ch - General Administration (incl Medals) 635100 ASC Ch - Marketing / Communication (incl. TV) 635200 ASC Ch - TD / Judges Costs / Officials 635300 ASC Ch - Transportation & Logistics 635400 ASC Ch - Technical Support (IT, Services)				800
	Other Events	640000 RBAR - Servicing Costs 640100 RBAR - Servicing Costs		300		
	Development Programs	650000 Judges Training 650100 IT Development - Specific (eg. Ranking Systems) 650200 Technology Development 650300 Safety Development	1913 1675	5100 5000		2000 1000
2.3	Marketing / Communication		0	0	2600	
	Merchandising	660000 Purchase of Textiles 660100 Purchase of Pin's / Badges 660200 Purchase of Flags 660300 Purchase of Videos 660400 Purchase of other items (PC for Prez) 660500 Purchase of ASC Proficiency Card / Certificates 660600 Purchase of Airsport Medals				2600
	Performance Awards & Dipl	661000 Purchase of GC Medals 661100 Purchase of S. Gökçen Medals 661200 Purchase of Diplomas				
	Subscriptions to Association	662000 Expenses to Attend Association AGM				

FAI AIR SPORT COMMISSIONS - BUDGET SUBMISSION FOR

Name of Commission : CIVL		ACTUAL	BUDG
Currency : EUR		2017	201
INCOME :			
1.	TOTAL INCOME	65,168	54
1.1	Income from Members	0	
	Subscriptions	0	
	Arrears Subscriptions	0	
1.2	Competition Revenues	53,718	4
	Sanction Fee - Asian	0	
	Sanction Fee - World Champ	11,314	
	Sanction Fee - Continental Champ	0	1
	Sanction Fee - ASC Challenge	42,404	2
	Host City Fee - World Series	0	
	Sale of Championship Medals	0	
	Other: Protest Fees, Online Contest	0	
1.3	Commercial Revenues	11,450	9
	Merchandising (Textile, badges, pin's etc ...)	11,450	
	Sponsors	0	
	TV / Media Rights	0	
	Licensing - Royalties (Incl Equipment)	0	
	Donations	0	
1.4	Financial Income	0	
1.5	Other Income	0	
EXPENDITURES			
2	TOTAL EXPENDITURE	44514	6
2.1	Administration Expenses	12,292	2
	Salaries & Social Charges	0	
	Staff Expenses	0	
	General Administration	0	
	Management Fees	12,292	2
	Depreciation	0	
	Special Projects	0	
2.2	Operating Expenses	29,596	3
	General Conference + NAC Meeting	1,838	
	Executive Board + ASCP	700	
	ASC Plenaries, Meetings & WGs	10,413	
	Expert Groups	0	
	Other FAI Bodies (SWG, FRTF, ...)	0	
	WAG - World Air Games	800	
	World Games & other Multi-Sports Events	0	
	FAI - World Championships	10,828	
	FAI - Continental Championships	4,403	1
	FAI - World Series	0	
	FAI - ASC Challenges	0	
	Other Events	0	
	Development Programs	614	
2.3	Marketing / Communication	0	5
	Merchandising	0	
	Performance Awards & Diplomas	0	
	Subscriptions to Associations	0	
	Printing / Advertising / News	0	
	Graphic Design	0	
	Public Relations	0	
	TV Production	0	