



## CIVL PLENARY 2022 (Belgrade) CIVL FINANCIAL SECRETARY REPORT

First note that as this Plenary is in mid January 2022, audited financials are not yet available. Therefore all results below are preliminary results, and the final numbers may change, though they should not change significantly. Many thanks to Paola at FAI for providing these provisional results and for excellent assistance throughout the year. All numbers below are in CHF unless specified otherwise.

### 2021

The provisional 2021 results indicate a significant increase in revenue over 2020. 74,742 in 2021 vs 40,296 in 2020. This is primarily due to a large increase in Sanction Fees due to the larger number of Category 2 competitions held in 2021. However, as COVID was still impacting many parts of the world, the Sanction Fee revenue (61,353.62) was less than the 2021 budget of 78,561.

Fortunately, the provisional 2021 results indicate that expenses (78,238) were also significantly lower than 2020 (98,341) and lower than the 2021 plan, which was 107,178. This is primarily due to lower than planned expenses in Sports Development and Judges Training.

The net result is a deficit of 3,495 vs a planned deficit of 21,360. Remember that these numbers are provisional and may change slightly.

As a consequence, in 2021 the CIVL ASC Special Reserve Account decreased less than actually budgeted nominally from **€212.7k** to approximately **€209k**. It should be noted that the CIVL reserve account funds are held by the FAI and maintained within the global FAI finances.

### 2022

The budget for 2022 is largely based on the following assumptions

- The 6 planned Category 1 events
  - No change in the fee structure for CIVL/Organizers
  - No change in expense structure on the CIVL side (Jury, Judges, Stewards)
- A conservative number of Category 2 events that is still less than “pre-COVID”
  - 80 Paragliding XC events
  - 2 Paragliding Aerobatics events
  - 30 Paragliding Accuracy events
  - 30 Hang Gliding XC events
  - No change in the fee structure for Category 2 sanction fees
- Increased travel and meeting expenses due to an assumed return to largely in-person rather than purely virtual meetings
- Ongoing development and maintenance costs for EMS and Aircore (€22.5k between the two)
- A budget for PGA judge training (€6k)

The net result of this budget is a planned deficit of €35,500.

Category 2 events are the major swing factor that could impact the financial result positively or negatively in 2022. If category 2 events exceed the conservative plan, the result could increase significantly.

## Summary

Over several years, CIVL built up substantial, healthy reserves that we continue to expend for the development of the sport. At our current run-rate, our reserves are adequate for the near future.

However, our financial model is not sustainable long term should the number of Category 2 events not rise to pre-COVID levels, and beyond. CIVL costs are already fairly modest beyond the basics of running the organization and managing Category 1 events, so cost reduction options are limited. The profitability of Category 1 events is a place where significant improvement can and should be made.

I strongly urge the Bureau and Plenary to evaluate and implement changes that will lead to better financial performance of Category 1 events. An attached presentation outlines some ideas for how this could be accomplished.

William J Hughes Jr.



CIVL Treasurer

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Appendix A  
Sanction Fee Proposal



# 2022 CIVL Plenary

## New Sanction Fee Proposal

Bill Hughes  
CIVL Treasurer



# Appendix B

## Detailed 2022 Budget Assumptions

### 2022 CIVL Budget Input

CIVL Steward / Jury President daily payment: 300  
 CIVL Juror daily payment: 50

Category 1 Events	Income							Event Expenses				
	Happening in 2022?	# of days for fee	# of days for Steward	# of jurors	2022 median fee multiplier	Sanction Fee	Use CIVL Tracker?	Steward	Jury	Judges	Experts	Media
<b>Paragliding XC</b>												
World Championship	n	11	14	150	4.5	€ -		€ -	€ -			
European	y	11	14	150	4.5	€ 7,425	y	€ 1,400	€ 2,300			€ 1,300
Pan-American	y	7	9	130	4.5	€ 6,085	n	€ 900	€ 1,400			€ 1,300
Asian	n	7	9	130	4.5	€ -		€ -	€ -			
<b>Paragliding Aerobatics</b>												
World Championship	n	20		40	6.5	€ -		€ -	€ -			
<b>Paragliding Acrobatic</b>												
World Championship	n	7	10	130	4.5	€ -		€ -	€ -			
European	y	6	8	120	4.5	€ 3,240	n	€ 800	€ 1,200			€ 1,000
Pan-American	n	7	9	120	4.5	€ -		€ -	€ -			
Asian	y	7	9	130	4.5	€ 4,095	n	€ 900	€ 1,400			€ 1,000
<b>Hang Gliding XC</b>												
World Championship class 1	n	11	14	130	4.5	€ -		€ -	€ -			
European class 1	y	11	14	130	4.5	€ 6,435	y	€ 1,400	€ 2,300			€ 1,300
Pan-American class 1	y	11	14	130	4.5	€ 6,435	n	€ 1,400	€ 2,300			€ 1,300
Asian class 1	n	11	14	130	4.5	€ -		€ -	€ -			
World class 2	n	11	14	120	4.5	€ -		€ -	€ -			
World class 5	n	11	14	120	4.5	€ -		€ -	€ -			
Women's World Championship	n	11	14	120	4.5	€ -		€ -	€ -			
World class 3 expert	n	11	14	120	4.5	€ -		€ -	€ -			
<b>Test Events</b>												
World PG XC Test	y	7	9	120				€ 900	€ -			
World PGA Test	y	7	9	120				€ 900	€ -			
World PG Aero Test	y	7	9	120				€ 900	€ -			
World HGXC Test	y	7	9	120				€ 900	€ -			
PG XC European Test	n	7	9	120				€ -	€ -			
PG XC Asian Test	n	7	9	120				€ -	€ -			
PG XC Pan-Am Test	n	7	9	120				€ -	€ -			
HG XC European Test	n	7	9	120				€ -	€ -			
HG XC Asian Test	n	7	9	120				€ -	€ -			
HG XC Pan-Am Test	n	7	9	120				€ -	€ -			
PGA European Test	n	7	9	120				€ -	€ -			

Included in CAT 2 Sanction Fees

## Appendix C

## Preliminary 2021 Budget vs Actuals Highlights

<b>2021 Budget vs Actuals Summary (CHF)</b>				
		<b>Budget</b>	<b>Actual</b>	<b>Delta</b>
<b>Income</b>				
	Sanction Fees	78,561	61,354	(17,207)
	Sales of Medals	5,590	-	(5,590)
	Other Revenue	1,613	-	(1,613)
<b>Expenses</b>				
	Competition Expenses	26,875	29,020	2,145
	External Services / Cont	26,875	25,936	(939)
	Marketing & PR	3,225	-	(3,225)
	Sports Development	32,250	13,356	(18,894)
	Judge Training	5,375	534	(4,841)
<b>Net Profit / (Loss)</b>		<b>(21,360)</b>	<b>(3,495)</b>	<b>17,865</b>