



LAUSANNE 2017
111th FAI
GENERAL CONFERENCE



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Finances 2016



FAI - INCOME AND EXPENDITURE OVERVIEW

Fédération Aéronautique Internationale, Lausanne

Statement of Income and Expenditure
for the year ended December 31
(in Swiss Francs, CHF)

Notes	2016			2015		
	Sports Operations	HO Operations	FAI	Sports Operations	HO Operations	FAI
Net results for the year	100,928	(117,864)	(16,936)	20,422	4,836	25,258
Net results for the year	100,928	(117,864)	(16,936)	20,422	4,836	25,258
Allocation to Airsport Commissions reserves	(100,928)		(100,928)	(20,422)		(20,422)
Allocation to Development and Innovation Fund	5	-	133	-	641	641
Allocation to Operating Fund of the year	-	(117,864)	(117,864)	-	5,477	5,477
Statement of change in operating fund balance						
Operating Fund Balances at beginning of year		619,958				614,481
Allocation to Operating Fund of the year		(117,864)				5,477
Operating Fund Balances at end of year		502,227				619,958

Note: This is a shortened overview

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2016: MAIN DEVIATIONS

Sports Operations (ASCs) Income and Expenditure

	Sports (budg.)	Sports (eff.)	Difference (CHF)
INCOME	250,576	443,829	193,253
1.2 Competition Revenues	236,384	404,552	168,168
Sanction Fee / Reimbursement Expenditure – WAG	-	70,000	70,000
Sanction Fee - World Champ	128,046	184,215	56,169
Sanction Fee - Continental Champ	22,605	16,561	(6,044)
Sanction Fee - ASC Challenge / Cat 2 Events	64,815	83,993	19,178
Sale of Championship Medals	13,650	34,939	21,289
Other	7,268	14,844	7,576

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2016: MAIN DEVIATIONS

Sports Operations (ASCs) Income and Expenditure

168,000 CHF additional from Competition revenues

- 70,000 CHF from FAI HO Special WAG allocation
- 56,000 CHF income from underestimation of Event sanction fee
- 17,000 CHF income from IPC/CIMA medals not budgeted

23,000 CHF additional from Commercial revenues

- Sales CIVL IPPI cards plus 9,000 CHF and IPC certificates plus 6,000 CHF

The total plus of 193,000 CHF is reduced by net 50,000 CHF additional costs for Operating Expenses (26,000 CHF related to WAG, 50,000 CHF related to WCh)

Instead of a budgeted loss of the Sports Operations of 47,000 CHF a positive result of 100,000 CHF was achieved – a positive deviation of 147,000 CHF.

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FAI HO INCOME



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2016: MAIN DEVIATIONS

Head Office Income

	HO (budg.)	HO (eff.)	Difference (CHF)
INCOME	1,555,970	1,568,578	12,608
1.1 Membership Revenues	1,048,560	1,048,107	(453)
Subscriptions	1,048,560	1,048,107	(453)
1.2 Competition Revenues	108,320	81,949	(26,371)
Sanction Fee / Reimbursement Expenditure – WAG	-	11,975	11,975
Sanction Fee - World Champ	-	-	-
Sanction Fee - Continental Champ	-	-	-
Sanction Fee - ASC Challenge / Cat 2 Events	-	620	620
Sale of Championship Medals	5,000	-	(5,000)
Other	103,320	69,354	(33,966)
1.3 Commercial Revenues	323,250	356,975	33,725
Merchandising (Textile, badges, pin's, etc.)	9,750	5,454	(4,296)
Sponsors / Partners	290,000	326,923	36,923
Licensing – Royalties (incl. Equipment)	-	-	-
Donations	23,500	24,598	1,098
1.4 Financial Income	6,000	7,688	1,688
1.5 Other Income	69,840	98,466	28,626
Other Income	69,840	88,886	19,046
Extraordinary Incomes (GC, Subsidies, Reg. Fees)	-	9,580	9,580

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2016: MAIN DEVIATIONS

Head Office Income

37,000 CHF additional income from Sponsor/Partnership

- Resulting from conservative budgeting and one additional partner in 2016

28,000 CHF additional from Record fees and Other smaller items (postal reimbursements, etc.).

Lower income on FAI Safety Delegate costs (cooperation with Red Bull Air Race), covered through the according expenditure reduction on the FAI Safety Delegate (no budget effect).

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FAI HO EXPENDITURES



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2016: MAIN DEVIATIONS

Head Office Expenditures (Part 1)

	Sports (budg.)	Sports (eff.)	Difference (CHF)
2.2 Operating Expenses	(337,720)	(307,127)	(30,593)
WAG – World Air Games	(64,000)	(79,704)	15,704
World Games & other Multi-Sport Events	(5,000)	(486)	(4,514)
FAI – World Championships	-	(349)	349
FAI – Continental Championships	-	-	-
FAI – ASC Challenges	-	-	-
2.3 Marketing / Communications	(531,500)	(596,657)	(65,157)
Air Games Event Series	(475,000)	(498,640)	23,640

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2016: MAIN DEVIATIONS

Head Office Expenditures (Part 1)

World Air Games

Budget	Actual
64,000 CHF	79,000 CHF

- Costs covered for NACs attending the WAG evaluation workshop not anticipated (19,000 CHF)

Air Games Event Series

Budget	Actual
475,000 CHF	498,000 CHF

- Payment of TV production by FAI at Cat 1 event sponsored by Breitling. LOC failed to organize despite previous information (total 24,000 CHF)
- Additional moderator (2+1) for workshop organisation as number of participants increased (9,845 CHF)

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AIR GAMES EVENT (AGT) SERIES BUDGET

Achievements of 2016

- April 2016 - World Air Games Evaluation Workshop
- WAG Photobook and Bid documents for WAG 2020
- June 2016 - incoming External Workforce for:
 - Marketing related product analysis
 - FAI assessment
 - AGT development
- AGT concept for host venues and agencies
- Presentation of AGT and discussion with ASCs
- FAI visibility build up through the promotion of selected premier Cat 1 events by a dedicated media team for internet/social media (6 in total) and TV (4 events in total) production
- Brand media value analysis on 4 events
- Analysis of air sports from a TV media perspective, comprehensive Media Production and distribution manual for all major FAI disciplines

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2016: MAIN DEVIATIONS

Head Office Expenditures (Part 2)

	HO (budg.)	HO (eff.)	Difference (CHF)
2.1 Administration Expenses	(1,384,470)	(1,401,547)	17,077
Special Projects	(38,000)	(67,005)	29,005
2.2 Operating Expenses	(337,720)	(307,127)	(30,593)
General Conference + NAC Meeting	(34,750)	(58,074)	23,324
2.3 Marketing / Communication	(531,500)	(596,657)	65,157
Air Games Event Series	-	498,640*	498,640
Sponsorship Expenses	-	(46,404)	(46,404)
2.4 Financial Costs	(43,000)	(34,256)	(8,744)
2.5 Others	710,504	653,142	57,362
Reserves	524,000	520,529	3,471
Exceptional Charges	-	(35,017)	35,017
Provisions	186,504	186,504	-

*Audited report see line "Sponsorships expenses, Air Games Event Series" Total: 545,044 CHF

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2016: MAIN DEVIATIONS

Head Office Expenditures (Part 2)

Special Projects

Budget	Actual
- CHF	20,000 CHF

- Non budgeted work on FAI License and Competition Management System due to issues with the system (+ 20,000 CHF)

GC and NAC Presidents' meeting

Budget	Actual
34,750 CHF	58,074 CHF

- Lower budgeted costs for meetings, shipping costs to GC 2016, costs related to GC 2015 and planning for GC 2017

Sponsorship Expenses

Budget	Actual
- CHF	46,000 CHF

- Costs for sponsorship activation at selected events, travel expenses for sponsor/partner acquisition, attendance selected events

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2016: MAIN DEVIATIONS

Head Office Expenditures (Part 2)

Exceptional Charges

Budget	Actual
- CHF	35,000 CHF

- Costs for case at Court of Arbitration for Sports (USPA/J. Hayhurst ./ FAI/National Aeronautical Association)

Use of Reserves and Dissolution of Provisions as planned

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2016: MAIN DEVIATIONS - OVERALL

OVERALL RESULTS			
Sports Operations (ASCs)		Head Office Operations	
Budget	Actual	Budget	Actual
(47,000)	100,900	(30,000)	(117,900)

OVERALL FAI RESULTS (HO + ASCs)	
Budget	Actual
(77,000)	(17,900)

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