



**CIVL PLENARY 2020 (Lausanne) – ANNEXE 35  
CIVL FINANCIAL SECRETARY CIVL 2021 Budget (draft) – V1**

2021

A budget is required for 2021 that will be presented to the FAI Financial Director during 2020, for inclusion in the 'roll-up' of the overall FAI accounts.

The first summary draft budget compiled for the purposes of my presentation to the Plenary, is attached at Appendix A. More detailed breakdowns of the anticipated income and expenditure are shown in the Appendices B,C and D respectively. Please refer to the right-hand column of these tables.

The 2021 budget cannot be fully completed on the Bureau's behalf until further evidence of the quantity and types of events to be held in 2021 and the expenditure planning has been established. Once these figures are better defined and consolidated, they will be checked and agreed by the CIVL Bureau and forwarded to FAI Head Office in (approximately) five months' time.

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Andrew GR Cowley

CIVL Financial Secretary (Treasurer)

31.01.2020

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Appendices:

A: 2021 (Draft) Summary Budget Submission

B: 2021 B: 2021 (Draft) Budget Submission

C: 2021 (Draft) Revenue (Income)

D: 2021 (Draft) Expenditure (Outgoings)

D:

| SUMMARY BUDGET BALANCE SHEET - PROPOSED 2021 (at 2020 CIVL Plenary - V1) (Costs in €) |  |               |   |
|---|--|---------------|---|
| Serial  |  |               | Notes   |
| <b>A INCOME</b>   |  |               |   |
| 1.1   | <b>Income from Members</b>   | 0             |   |
| 1.2   | <b>Competition Revenues</b>  | 85400         | cat1 & 2 Sanction Fees Protest Fees   |
| 1.3   | <b>Financial Income</b>  | 0             |   |
| 1.4   | <b>Commercial Revenues</b>   | 14550         | CIVL badges ASC proficiency Cards etc   |
| 1.5   | <b>Other Income</b>  | 0             |   |
|   | <b>Total Income</b>  | <b>99,950</b> |   |
| <b>B EXPENDITURE</b>  |  |               |   |
| 2.1   | <b>Administration Expenses</b><br>Administration - fees, post etc    | 31180         |   |
| 2.2   | <b>Operating Expenses</b> (Travel, Acc'n & Subs, Representation etc) | 105900        | Includes IT Systems - 30,000€<br>ExecBoard, Bureau Meetings, Plenary Stock: Championship Medals<br>Events, Org Meetings, Representation Travel and Meetings |
| 2.3   | <b>Marketing / Communication</b>                                     | 3500          | training; add'n airport medals, judge certificates etc.   |
| 2.4   | <b>Financial Costs</b>   | 0             |   |
| 2.5   | <b>Others</b>  | 1000          | Contingency for exceptional charges (FAI !!! ?)   |
|   | <b>Total Expenditure</b>   | <b>141580</b> | Tech & Safety development   |
| <b>C OPERATING BALANCE (Income versus Expenditure)</b>                                |  |               |   |
| 9   | <b>TOTALS</b>  | <b>99,950</b> | <b>141580</b>   |
| 10  | Provisional 2019 BALANCE   |               | <b>-41630 €</b>   |
| <b>D ASC 'Special' Reserve Account</b>  |  |               |   |
| 11  | B/F 31.12.19   |               | 117007  |
| 12  | Income from CIVL ASC account   |               | <b>-41630</b>   |
| 13  | Initial C/F 31.12.20   |               | <b>75377 €</b>  |
|   | Add'n Capital Expenditure  |               | <b>0</b>  |
| 14  | <b>Assets</b>  |               | 8000 (IPPI Cards sales value estimate, badges and pins)   |
| 15  | <b>Liabilities</b><br>(C/F from 2020)                                |               | 7000 Late payments  |

Appendix A: 2021 (Draft) Summary Budget Submission

**FAI AIR SPORT COMMISSIONS - BUDGET SUBMISSION FORM - 2020**

| Name of Commission : CIVL |  | ACTUAL        | BUDGET        | BUDGET         | BUDGET         | BUDGET          |
|---------------------------|--|---------------|---------------|----------------|----------------|-----------------|
| Currency : EUR (€)        |  | 2019          | 2019 V3/5     | 2020 V2        | 2020 V3 likely | 2021 V1 Plenary |
| <b>INCOME :</b>           |  |               |               |                |                |                 |
| <b>1.</b>                 | <b>TOTAL INCOME</b>                            | <b>92,634</b> | <b>67,850</b> | <b>64,150</b>  | <b>85,550</b>  | <b>99,950</b>   |
| <b>1.1</b>                | <b>Income from Members</b>                     | <b>0</b>      | <b>0</b>      | <b>0</b>       | <b>0</b>       | <b>0</b>        |
|                           | Subscriptions                                  | 0             | 0             | 0              | 0              | 0               |
|                           | Arrears Subscriptions                          | 0             | 0             | 0              | 0              | 0               |
| <b>1.2</b>                | <b>Competition Revenues</b>                    | <b>65,034</b> | <b>55,600</b> | <b>49,600</b>  | <b>71,000</b>  | <b>85,400</b>   |
|                           | Sanction Fee - Asian Games                     | 0             | 0             | 0              | 0              | 0               |
|                           | Sanction Fee - World Champ                     | 14,206        | 13,500        | 4,500          | 10,200         | 15,300          |
|                           | Sanction Fee - Continental Champ               | 0             | 0             | 0              | 35,700         | 35,000          |
|                           | Sanction Fee - ASC Challenge                   | 50,828        | 42,000        | 45,000         | 25,000         | 35,000          |
|                           | 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             | 100           | 100            | 100            | 100             |
| <b>1.3</b>                | <b>Commercial Revenues</b>                     | <b>27,600</b> | <b>12,250</b> | <b>14,550</b>  | <b>14,550</b>  | <b>14,550</b>   |
|                           | Merchandising (Textile, badges, pin's etc ...) | 27,600        | 12,250        | 14,550         | 14,550         | 14,550          |
|                           | 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               |
| <b>1.4</b>                | <b>Financial Income</b>                        | <b>0</b>      | <b>0</b>      | <b>0</b>       | <b>0</b>       | <b>0</b>        |
| <b>1.5</b>                | <b>Other Income</b>                            | <b>0</b>      | <b>0</b>      | <b>0</b>       | <b>0</b>       | <b>0</b>        |
| <b>EXPENDITURE:</b>       |  |               |               |                |                |                 |
| <b>2</b>                  | <b>TOTAL EXPENDITURE</b>                       | <b>89888</b>  | <b>78180</b>  | <b>104,380</b> | <b>153,680</b> | <b>141,580</b>  |
| <b>2.1</b>                | <b>Administration Expenses</b>                 | <b>31,746</b> | <b>25,680</b> | <b>26,680</b>  | <b>28,680</b>  | <b>31,180</b>   |
|                           | Salaries & Social Charges                      | 0             | 0             | 0              | 0              | 0               |
|                           | Staff Expenses                                 | 0             | 0             | 0              | 0              | 0               |
|                           | General Administration                         | 480           | 1,680         | 1,680          | 3,680          | 5,180           |
|                           | Management Fees                                | 23,351        | 24,000        | 25,000         | 25,000         | 26,000          |
|                           | Depreciation                                   | 0             | 0             | 0              | 0              | 0               |
|                           | Special Projects                               | 7,915         | 0             | 0              | 0              | 0               |
| <b>2.2</b>                | <b>Operating Expenses</b>                      | <b>55,081</b> | <b>49,100</b> | <b>73,200</b>  | <b>120,500</b> | <b>105,900</b>  |
|                           | General Conference + NAC Meeting               | 2,000         | 2,200         | 2,300          | 2,800          | 4,000           |
|                           | Executive Board + ASCP                         | 3,546         | 1,500         | 1,500          | 1,500          | 1,500           |
|                           | ASC Plenaries, Meetings & WGs                  | 13,319        | 10,000        | 10,000         | 14,700         | 15,500          |
|                           | Expert Groups                                  | 0             | 0             | 0              | 0              | 0               |
|                           | Other FAI Bodies (SWG, FRTF, ...)              | 0             | 0             | 0              | 0              | 0               |
|                           | WAG - World Air Games                          | 0             | 0             | 0              | 0              | 0               |
|                           | World Games & other Multi-Sports Events        | 0             | 0             | 0              | 0              | 0               |
|                           | FAI - World Championships                      | 19,281        | 16,300        | 11,300         | 19,750         | 20,100          |
|                           | FAI - Continental Championships                | 6,240         | 8,100         | 11,100         | 34,250         | 20,300          |
|                           | FAI - World Series                             | 0             | 0             | 0              | 0              | 0               |
|                           | FAI - ASC Challenges                           | 990           | 0             | 0              | 0              | 0               |
|                           | Other Events                                   | 0             | 0             | 0              | 0              | 0               |
|                           | Development Programs                           | 9,705         | 11,000        | 37,000         | 47,500         | 44,500          |
| <b>2.3</b>                | <b>Marketing / Communication</b>               | <b>3,061</b>  | <b>2,400</b>  | <b>3,500</b>   | <b>3,500</b>   | <b>3,500</b>    |
|                           | Merchandising                                  | 3,061         | 1,900         | 3,000          | 3,000          | 3,000           |
|                           | Performance Awards & Diplomas                  | 0             | 0             | 0              | 0              | 0               |
|                           | Subscriptions to Associations                  | 0             | 0             | 0              | 0              | 0               |
|                           | Printing / Advertising / News                  | 0             | 500           | 500            | 500            | 500             |
|                           | Graphic Design                                 | 0             | 0             | 0              | 0              | 0               |
|                           | Public Relations                               | 0             | 0             | 0              | 0              | 0               |
|                           | TV Production                                  | 0             | 0             | 0              | 0              | 0               |
| <b>2.4</b>                | <b>Financial Costs</b>                         | <b>0</b>      | <b>0</b>      | <b>0</b>       | <b>0</b>       | <b>0</b>        |
|                           | 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                            |               |               |                |                |                 |
| <b>2.5</b>                | <b>Others</b>                                  | <b>0</b>      | <b>1,000</b>  | <b>1,000</b>   | <b>1,000</b>   | <b>1,000</b>    |
|                           | Reserves                                       | 0             | 0             | 0              | 0              | 0               |
|                           | Exceptional Charges                            | 0             | 1,000         | 1,000          | 1,000          | 1,000           |
|                           | Loss on Debtors                                | 0             | 0             | 0              | 0              | 0               |
|                           | Income less Expenditure                        | 2,746         | -10,330       | -40,230        | -68,130        | -41,630         |

## BUDGET CALCULATION SPREADSHEET - REVENUES

| PART 1  |  |                          |  | PART 2   |                     |                   |                             |                              |
|---|--|--------------------------|--|--|---------------------|-------------------|-----------------------------|------------------------------|
| This part shows what each "budget line" comprises...  |  |                          |  | This part allows the detailed figures to be directly entered and to generate the Budget Report |                     |                   |                             |                              |
| For instance: "Merchandising" is revenues from textiles, pin's & badges, flags, videos, proficiency cards & certificates, etc ... |  |                          |  |  |                     |                   |                             |                              |
| REVENUES  |  |                          |  | ACTUAL<br>2019   | BUDGET<br>2019 V3/5 | BUDGET<br>2020 V2 | BUDGET<br>2020 V3<br>likely | BUDGET<br>2021 V1<br>Plenary |
| Budget Headings   |  | Detailed Accounting Plan |  | Financial Details  |                     |                   |                             |                              |
|   |  | Account N                | Designation                                  |  |                     |                   |                             |                              |
| <b>1.1</b>  | <b>Income from Members</b>                     |                          |  | 0  | 0                   | 0                 | 0                           | 0                            |
|   | Subscriptions                                  | 300000                   | Subscriptions - VAT 0%                       |  |                     |                   |                             |                              |
|   |  | 300100                   | Subscriptions - VAT 8.0%                     |  |                     |                   |                             |                              |
|   |  | 300200                   | Declassification - Subscriptons              |  |                     |                   |                             |                              |
|   | Arrears Subscriptions                          |                          | Manual Extract of Late Payments              |  |                     |                   |                             |                              |
| <b>1.2</b>  | <b>Competition Revenues</b>                    |                          |  | <b>65034</b>   | <b>55600</b>        | <b>49600</b>      | <b>71000</b>                | <b>85400</b>                 |
|   | Sanction Fee - WAG                             | 310000                   | Asian Games Sanction fees                    |  | 0                   | 0                 | 0                           | 0                            |
|   |  | 310010                   | WAG - Bid fee                                |  |                     |                   |                             |                              |
|   |  | 310020                   | WAG - Non Refundable Deposit                 |  |                     |                   |                             |                              |
|   |  | 310040                   | WAG - reimbursement of expenses              |  |                     |                   |                             |                              |
|   | Sanction Fee - World Champ                     | 310050                   | Sanction Fee - World Champ                   | 14206  | 13500               | 4500              | 10200                       | 15300                        |
|   | Sanction Fee - Continental Champ               | 310060                   | Sanction Fee - Continental Champ             |  |                     |                   | 35700                       | 35000                        |
|   | Sanction Fee - ASC Challenge                   | 310070                   | Sanction Fee - ASC Challenge                 | 50828  | 42000               | 45000             | 25000                       | 35000                        |
|   | 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                                  |  | 100                 | 100               | 100                         | 100                          |
|   |  | 330010                   | Online Contest                               |  |                     |                   |                             |                              |
|   |  | 330020                   | Equipment Rental                             |  |                     |                   |                             |                              |
| <b>1.3</b>  | <b>Commercial Revenues</b>                     |                          |  | <b>27600</b>   | <b>12250</b>        | <b>14550</b>      | <b>14550</b>                | <b>14550</b>                 |
|   | Merchandising (Textile, badges, pin's etc ...) | 350000                   | Sales of Textile                             |  |                     |                   |                             |                              |
|   |  | 350010                   | Sales of Pin's / Badges                      | 250  | 200                 | 500               | 500                         | 500                          |
|   |  | 350020                   | Sales of Flag                                |  |                     |                   |                             |                              |
|   |  | 350030                   | Sales of Videos                              |  |                     |                   |                             |                              |
|   |  | 350040                   | Sales of other items                         | 0  | 50                  | 50                | 50                          | 50                           |
|   |  | 350050                   | Sales of ASC Proficiency Card / Certificates | 27350  | 12000               | 14000             | 14000                       | 14000                        |
|   |  | 350060                   | Sales of Airsport 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                                    |  |                     |                   |                             |                              |
| <b>1.4</b>  | <b>Financial Income</b>                        |                          |  | <b>0</b>   | <b>0</b>            | <b>0</b>          | <b>0</b>                    | <b>0</b>                     |
|   |  | 686000                   | Revenue from Investments                     |  |                     |                   |                             |                              |
|   |  | 687000                   | Revenue from Share                           |  |                     |                   |                             |                              |
|   |  | 688000                   | Revenue from Obligations - Int. Fund         |  |                     |                   |                             |                              |
|   |  | 688500                   | Revenue from Obligations - FAI               |  |                     |                   |                             |                              |
|   |  | 689000                   | Gain of Foreign Exchange                     |  |                     |                   |                             |                              |
|   |  | 685000                   | Interest from Creditors                      |  |                     |                   |                             |                              |
| <b>1.5</b>  | <b>Other Income</b>                            |                          |  | <b>0</b>   | <b>0</b>            | <b>0</b>          | <b>0</b>                    | <b>0</b>                     |
|   | MSI Rental incomes                             | 390000                   | Office rental                                |  |                     |                   |                             |                              |
|   | Records Claims                                 | 385000                   | Homologation of Records                      |  |                     |                   |                             |                              |
|   | Extraordinary Income                           | 395000                   | Extraordinary Income                         |  |                     |                   |                             |                              |
|   |  |                          |  | <b>92,634</b>  | <b>67,850</b>       | <b>64,150</b>     | <b>85,550</b>               | <b>99,950</b>                |

Appendix C: 2021 (Draft) Revenue (Income)

