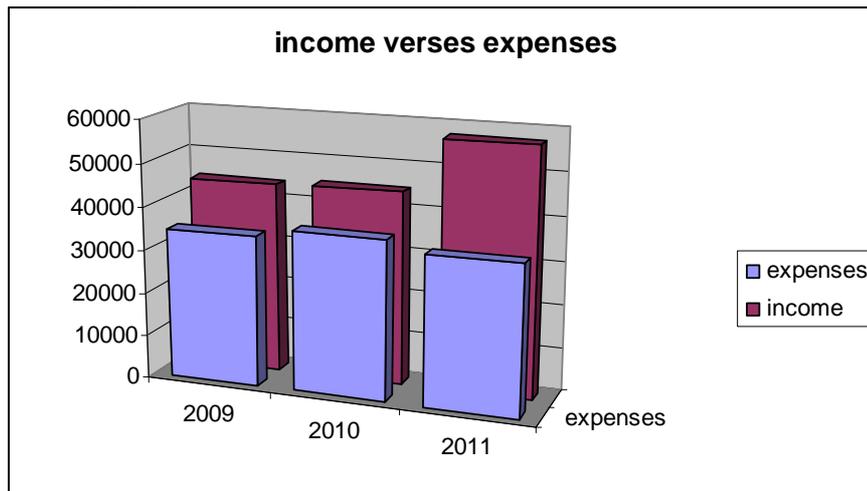


Annex 21 CIVL 2012 Plenary – Financial Report 2011

Introduction:

The 'Summary' figures on the accompanying spreadsheet cover the actual expenditure and income, year from January to December 2011, compared to the budget set at the February 2011 Plenary. The sheet also shows, for comparison purposes, the summary figures for 2009 and 2010. On a separate tab of the same file is: the Sanction Fee analysis.

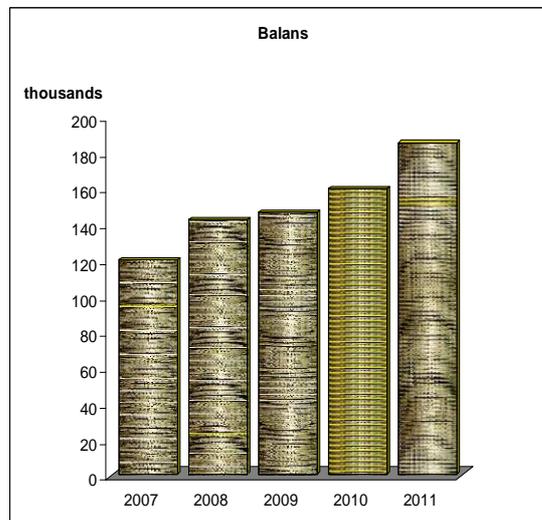
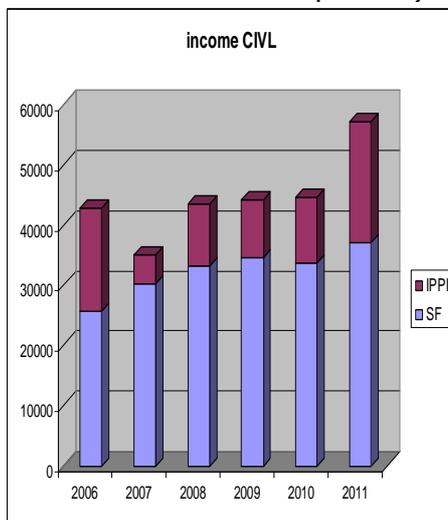
1. The big picture:



CIVL finished the year again with an excess of income over expenditure, of € 24.857, increasing CIVL's current bank balance to € 182.338. However, not all the expenditure for the year has been paid out. Liabilities include outstanding payments to software developers, costs of the October Bureau meeting, late claims for Steward fees and other miscellaneous expenditure. On the other hand every year there are liabilities from an earlier year.

2. Budget vs Actual:

The additional income over budget is explained by a single item: Unexpectedly higher than budgeted income from IPPI card sales, (€10.000- more than expected).

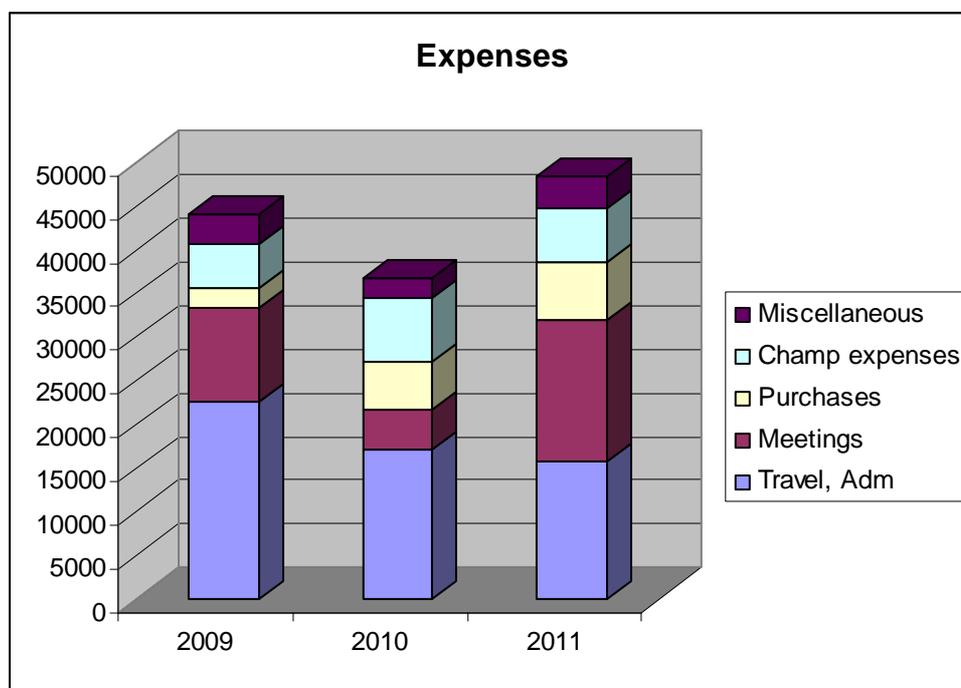


When comparing 2011 actual expenditure against budget, a significant under-spend can be seen. Once again, this was primarily due to the

Software budget (€11,000) that was not spent in this calendar year, but also includes under spend on Judging training and safety equipment.

3. Some details:

- Bureau/admin costs: stayed within budget even with extra travelling to the PWC meeting.
- The large sum €11,000 budgeted for various software developments has not been spent in 2011. Although we have largely been working with volunteers again this year, several of the principle developers have been partially compensated for their work. These will only show in 2012 figures.
- Judging Training expenditure covers Seminars for Paragliding Accuracy and Aerobatics. We trained fewer people than expected in both disciplines. Claims for 2011 amounted to just €705 (10% of budget). The grant from ARISF covers 50%, resulting in a cost to CIVL of just €354. There is one outstanding claim that will be carried over to next year.
- Costs for the Plenary and the Bureau Meeting were less than anticipated, although some Bureau meeting costs are not yet paid.
- We spent less on the Sprog Measurement team (€883) nor have we yet bought the sprog measuring devices for the team leaders and pilots for the next Cat 1 events.
- Under other safety matters we allocated €3000 for a technical expert for Piedrahita, but instead covered the travel costs of two FAI Officials to be trained on PG inspection by an expert, and towards buying a pilot weighing scale (€967).
- Another €3000 was allocated for travel costs for a CIVL Official to Cali, Colombia for preparation for the World Games, but this has been deferred to 2012.



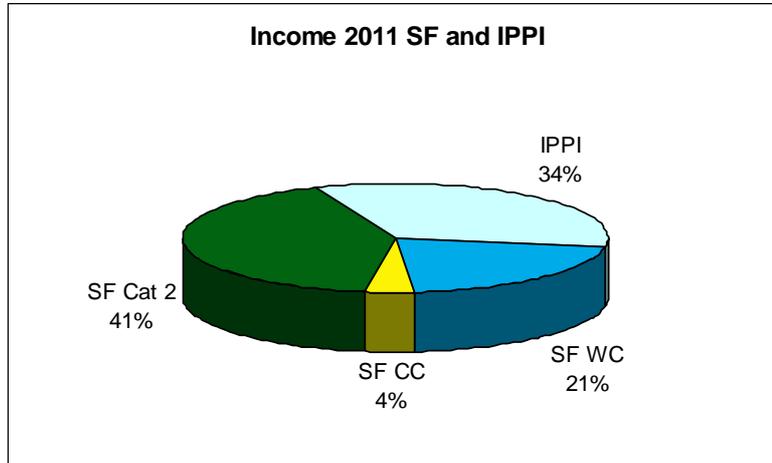
4. Sanction Fee analysis:

These are split by type of event (Cat 1W, Cat 1C and Cat 2) and by discipline (HG, PG, Accuracy & Aerobatics).

Bid fees, Team entry deposits and organiser refunds have been completely separated from the income and expenditure accounts,

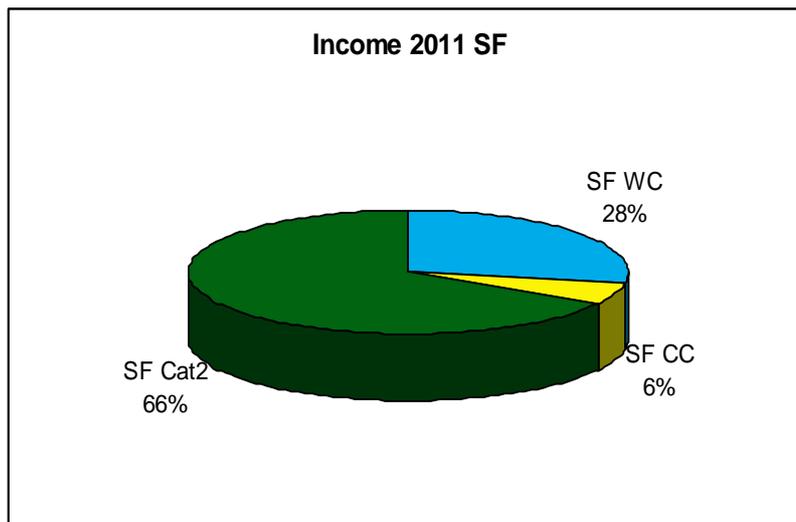
providing a true picture of Sanction Fee income, by discipline and by type of event.

- Sanction fee income from all type of events represented 65% of the total income in 2011. If adjusted for the unexpected, one-off income from the IPPI card sales, Sanction Fees represent 79% of CIVL's

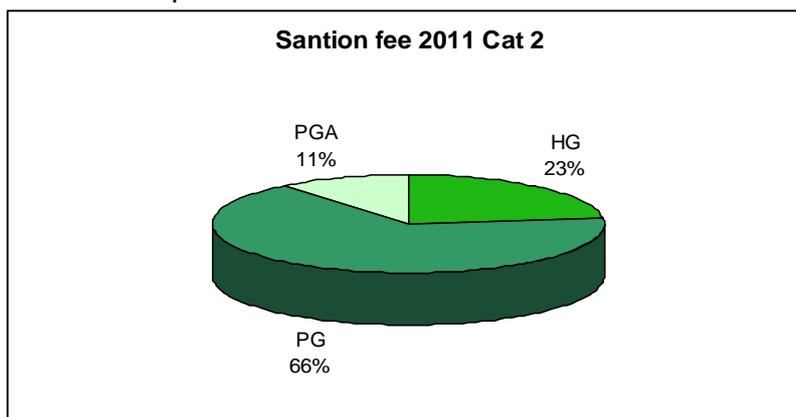


income.

- Income from Category 2 events has grown again after the perceived decline in 2010, and now represents 66% of sanction fee income and 43% of CIVL total income in 2011.



- PG is, at 66%, the biggest contributor to the Cat 2 income. With 175 events compared to 94 HG and 51 for PGA.



- A Paypal facility for paying Cat 2 Sanction Fees was introduced in mid 2011. Already 38 SFs were paid with Paypal (38/194=20%). A small amount has been debited to cover transfer costs (€160) and will rise as Paypal is more widely used. We may need to budget for this in the future.

5. 2012 and 2013 Budgets

New FAI practices to consolidate the overall financial report for FAI means that CIVL is required to prepare its 2013 budget halfway through 2012. That's why there is a budget for 2013 included in this report package. It will not be easy to foresee and budget for unexpected costs such as those related to PG safety (travel and meeting costs), for example. However, earlier budgeting should provide a worthwhile incentive for forward planning on longer term projects. There are also a few proposals on the 2012 agenda which, if agreed, will have a substantial impact on our expenses.

Special expenditure items are likely to include:

- Budget for Secretary work (proposal, budget?)?
- Budget for PR work (proposal 6000,-)?

The format of the budget file is new as you can see. All airports commissions are using the same format now.

The budget figures for 2012 and especially 2013 shown on the summary sheet are provisional. They will be reviewed further by the Bureau prior to their presentation at the Plenary Meeting in February.

Treasurer's comments

- We depend on just 2 income sources: IPPI cards and Sanction fees. IPPI cards have greater revenue potential than they currently realise, and with some attention this could be expanded. SF income from Cat 2 events is tightly linked to CIVL's WPRS points system and the Calendar. Let's be careful not to lose it.

Report produced by Koos de Keijzer, CIVL Treasurer, 27 January 2012