



# **FAI International Skydiving Commission (ISC)**

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Open Meetings 25-26 Jan 2023  
Plenary Meeting 28-29 Jan 2023

Report of FAI Secretary General  
Markus Haggenev



# MAIN TOPICS

## 1. FAI General Conference 2022

1. Elections term 2022-204
2. Finances 2021
3. Finances 2022
4. Budget 2023

## 2. Insurance for Officials

## 3. Statutes, By-Laws, Organiser Agreement

## 4. ISC finances (budgeted/audited: FAI report)



(1)

**FAI GENERAL  
CONFERENCE  
2022**



# FAI GENERAL CONFERENCE 2022

## Website

- <https://www.fai.org/gc2022>

## Highlights

- <https://www.fai.org/news/gc2022-highlights>
- 145 registered participants
- 01-03 November 2022
- Third FAI General Conference consecutively held online
- 78 delegates from 52 members and 12 commissions representatives attended





# FAI GENERAL CONFERENCE 2022



## Awards Ceremony

- <https://www.fai.org/gc2022-awards>
- <https://www.youtube.com/watch?v=Lzecg6yGog8&t=1856s>

## General Conference "main items"

- Accounts 2021 approved
- Discharge of the Executive Board 2021
- Statutes Changes
- Finances 2022 YTD and 2022 YEE
- 2023 Budget and Scale of Membership
- Elections: FAI VPs, CASI, FAI President, FAI Executive Board

# ELECTIONS: PRESIDENT & EB (2022-2024)



David MONKS  
GBR  
(President)

## Elected into Executive Board

David MONKS (2020)  
Andy CHAU (2022)  
Agust GUDMUNDSSON (2016)  
Eric MOZER (2020)  
Patrick NAEGELI (2020)  
Marina VIGORITO (2018)  
Graeme WINDSOR (2020)



Andy CHAU  
HKG



Agust  
GUDMUNDSSON  
ISL  
(Finance)



Eric MOZER  
USA  
(Deputy President)



Patrick NAEGELI  
GBR



Marina VIGORITO  
ITA



Graeme WINDSOR  
AUS



# ELECTIONS: CASI (11 ASC PLUS 11 NAC)

## CASI: FORMALITIES (STATUTES 5.2.3.2.7.1 AND 5.2.3.2.8)

*"The Commission shall consist of:*

*– Eleven Active Members, each with one vote, to be elected by the General Conference. Prior to the election, Active Members shall declare the principal, and if desired alternate representatives who will be designated if the Member is elected...*

*"Annually, on an alternating basis, five or six of the members of the Air Sport General Commission elected under 5.2.3.2.7.1. above shall go out of office, beginning with six members in 2017. Elections shall be by secret ballot, either written or electronic..."*

Elected in 2020 and their two year-term term is ending in 2022:

- **AUS, CZE, ESP, SWE, USA.**

These countries are required to stand-down in GC 2022.

Elected in 2021 and their two year-term term is ending in 2023:

- **BRA, FRA, GBR, GER, HKG, SUI.**

## **CASI 2022-2023**

**Elected 2021: BRA, FRA, GBR, GER, HKG, SUI**

**Elected 2022: AUS, CZE, ESP, SWE, USA**

FAI Member	Representative	Alternate Representative	Votes
Australia (AUS)	Grahame HILL	Ruth WILSON	193 elected
Czech Republic (CZE)	Jiri DODAL	Radka MORAVCOVA	241 elected
Italy (ITA)	Andrea TOMASI	N.A.	166
Spain (ESP)	Alejandra MOORE	Carles AYMAT	217 elected
Sweden (SWE)	Ann-Sophie TERSMEDEN	Narit PIDOKRAJT	258 elected
United States of America (USA)	Art W. GREENFIELD	Greg PRINCIPATO	245 elected



# ELECTIONS: FAI VICE PRESIDENTS



**Commission Presidents = Ex officio**

FAI Amateur-built & Experimental Aircraft Commission	Vice-President	HUBMANN Alfons
FAI Aeromodelling Commission	Vice-President	PAPADOPOULOS Antonis
FAI Microlight & Paramotor Commission	Vice-President	LINTL Wolfgang
FAI Ballooning Commission	Vice-President	SULLIVAN Mark
FAI Rotorcraft Commission	Vice-President	BERLO Jacques
FAI Aerobatics Commission	Vice-President	BUCKENHAM Nicholas Harold
FAI Astronautic Records Commission	Vice-President	AKERSTEDT Henrik
FAI Hang Gliding & Paragliding Commission	Vice-President	MALBOS Stéphane
FAI Air Sport General Commission	Vice-President	PAPADOPOULOS Antonis
FAI Skydiving Commission	Vice-President	RAYNER Gillian
FAI Gliding Commission	Vice-President	ERIKSEN Peter
FAI General Aviation Commission	Vice-President	SCHWEBEL Hans



Eligibility criteria as of FAI Statutes (article 6.3.2):

6.3.2. QUALIFICATIONS REQUIRED TO NOMINATE VICE-PRESIDENT REPRESENTING ACTIVE MEMBERS

6.3.2.1. Active Members nominating individuals to the office of Vice-President shall have been involved in FAI activities for a period of not less than two years and during that period shall have complied with the following conditions:

6.3.2.1.1. - to have satisfied all of their financial obligations to the FAI ;

6.3.2.1.2. - to have contributed nationally or internationally to the aims and objectives of FAI;

6.3.2.1.3. - to have participated in FAI activities whenever possible



## PRESENTATIONS GC 2022

- All documents in dedicated FAI GC 2022 cloud
  - Access credentials via Commission President or NAC
  - Please strictly observe confidentiality
  - For FAI stakeholders. No sharing, no publication through other channels.
- Following slides (extracts) focus on:
  - Report Secretary General [GC 2022 cloud]
  - Financial Year 2021 (results) [GC 2022 cloud]
  - Financial Year 2022 (YTD and YEE) [GC 2022 cloud]
  - Financial Year 2023 (budget proposal) [GC 2022 cloud]

## 8.1 FINANCIAL STATEMENTS 2021

- *Annex-8.1.1-Report-Auditor-Financial-Statements-2021*
- *Annex-8.1.2-Management-letter-Financial-Statements*



Phone +41 21 310 23 23  
Fax +41 21 310 23 24  
www.bdo.ch

BDO Ltd  
Biopôle bât. Metio - Epalinges  
Case postale 7690  
1002 Lausanne

To the General Conference of  
**Fédération Aéronautique Internationale**  
Lausanne

**Report of the Auditor  
on the Financial Statements for the year 2021**

(for the year ended 31.12.2021)



Phone 021 310 23 23  
Fax 021 310 23 24  
www.bdo.ch

BDO SA  
Biopôle bât. Metio - Epalinges  
Case postale 7690  
1002 Lausanne

To the Executive Board of  
**Fédération Aéronautique Internationale**

**Management letter regarding the Financial Statements  
for the year ended 31 December 2021**

25 May 2022  
10615/17064949/21510424/3  
SRI/GCR/mbe

- *Statute 7.5.1 “The FAI accounts shall be audited annually by an Auditor approved by the General Conference. A summary report shall be made available to all FAI Members.”*

# MANAGEMENT LETTER (BDO) OF 25 MAY 2022

- **Audit of 2021**

⇒ No negative observations or identified deficiencies.



- **Follow-up on 2020 audit**

⇒ All observations have been addressed by FAI satisfactorily



## FINANCIAL RESULTS 2021 (INCOME STATEMENT)



Description	BUDGET 2021	ACTUAL 2021 (31.12.2021)
<b>INCOME</b>	<b>1,389,719</b>	<b>1,380,487</b>
INCOME FROM MEMBERS	958,186	903,197
COMMERCIAL REVENUES	0	200,255
COMPETITIONS REVENUES	361,458	229,558
OTHER REVENUES	70,075	47,477
REDUCTION IN EARNINGS	0	- 50,073
<b>OPERATING EXPENSES &amp; NON-OPERATING RESULTS</b>	<b>- 1,375,892</b>	<b>- 975,151</b>
DIRECT EXPENSES	- 308,027	- 126,685
PERSONNEL COSTS	- 716,875	- 562,285
OTHER OPERATING EXPENSES, DEPRECIATION, FINANCIAL RESULTS	- 518,924	- 381,137
EXTRAORDINARY AND NON-OPERATING RESULTS, TAX	167,934	94,956
<i>Allocation (-) / dissolution (+) Special Reserves</i>	<i>126,255</i>	<i>38,970</i>
<b>PROFIT / (LOSS)</b>	<b>13,827</b>	<b>405,336</b>

### Main Explanations

- Slow come back of activities (FAI calendar, meetings) during the second half of the year.
- Adjustment of accounts as per auditor request, i.e. Commercial revenues include now Sponsoring & Partnership that were prior under Other Revenues.
- Provision of doubtful debtors not budgeted.

### Income Increase

+200'255 CHF

- of which 125'000 CHF relates to WCAR
- remaining, IOC subsidy and Partnerships (Noosphere & Leaseweb)

### Expense Reductions/Non-Operating

-112'052 CHF Competition Expenses  
 -154'593 CHF Personnel Expenses  
 -137'787 Other operating expenses  
 +253'832 CHF Income selling stocks, positive effect in Financial Results (revenue from investments)

Allocation/dissolution reserves – for information (included in figures)

### Overall


**Budgeted Profit = 13'827 CHF**

**Actual Profit = 405'336 CHF**

(note: extraordinary effect in cost-cutting and one-off income effect from selling stocks) 13

## SUN & SHADOW 2019-2022

Achievements & Challenges

- Financial Governance re-established ✓
  - Monthly management reporting on finances (EB & CPG)
  - Strict management receivables/payables/cash at banks
- Cost Reductions ✓
  - General & Administration **reduced by CHF 1'500'000 in 3 years**
  - Further projects (IT & workflows) in progress (budget 2022, budget proposal 2023)
- Membership Fees must increase to support current objectives 
  - Past class changes build up to continuing lower income
  - Members continue to ask for class changes
  - Consistent declining income last two decades (this century)
  - *“Members class-changes to a lower membership-class continue to radicate the fee-increase of 10% decided by the 2019 GC from 01 Jan 2020 onwards.” (narrative)*

## EVOLUTION OF INCOME FROM MEMBERS

Year	2000 audited	2020 audited	2021 audited	2022 budget	2023 budget proposal
<b>Income</b>	1'071'000	1'006'663	903'197	918'692	969'054

Assuming an average annual rate of inflation of 1% in the last 20 years, the indexed income should be 1'306'823

Assuming an average annual rate of inflation of 2% in the last 20 years, the indexed income should be 1'591'450

The increase of 10% (GC 2019) from 01 Jan 2020 onwards (+ca 95'000) is offset since 2021.

# INCIDENTAL FACTS (GC DECISIONS) CAUSE AN EFFECT


Year	2015 audited	2016 audited	2017 audited	2018 audited	2019 audited	2020 audited	2021 audited	2022 corr. Budget
<b>Income</b>	1'062'183	1'031'232	990'219	983'321	983'219	1'006'663	903'197	918'692

Members & Income	GC approved class changes	2020	2021	2022	2023
GC decision 2019	USA, BEL	-48'246	-48'246	-48'246	-48'246
GC decision 2020	AUS, CAN, GER, ISR, ITA, TUR		-76'296	-76'296	-76'296
GC decision 2021	BLR, RSA, SWE			-19'074	-19'074
GC decision 2022	GRE				<u>-1'122</u>
Simulation: negative impact w/o increase		<b>-48'246</b>	<b>-124'542</b>	<b>-143'616</b>	<b>-144'738</b>

The increase of 10% (GC 2019) from 01 Jan 2020 onwards (+ca 95'000) is offset since 2021.

The membership fee model is not sustainable. Reported to 2021 GC.

## ITEM 17.1 FAI MEMBERSHIP FEES 2023

- **The General Conference will be invited to approve the scale of Membership Fees for 2023.**
- Proposal is: 
- Increase of 6% per class for 2023
- Increase of a further 6% per class plus Consumer Price Index (CPI) Switzerland for 2024
- Increase of a further 6% per class plus CPI SUI for 2025



## FAI COMMISSIONS BUDGET 2023 (BREAKDOWN PER ASC)

Legal Account	Description	BUDGET 2023	CIA	CIAM	CIG	CIMA	CIVA	CIVL	GAC	IGC	ISC
			BUDGET 2023	BUDGET 2023	BUDGET 2023	BUDGET 2023	BUDGET 2023	BUDGET 2023	BUDGET 2023	BUDGET 2023	BUDGET 2023
	<b>INCOME</b>	<b>337,169</b>	<b>13,800</b>	<b>34,500</b>	<b>800</b>	<b>2,200</b>	<b>17,131</b>	<b>91,625</b>	<b>5,196</b>	<b>65,850</b>	<b>106,068</b>
	30 INCOME FROM MEMBERS	0	0	0	0	0	0	0	0	0	0
	32 COMMERCIAL REVENUES	0	0	0	0	0	0	0	0	0	0
	33 COMPETITIONS REVENUES	318,669	13,800	29,500	800	2,200	17,131	81,625	5,196	62,350	106,068
	34 OTHER REVENUES	18,500	0	5,000	0	0	0	10,000	0	3,500	0
	340 Revenue from Services (non event-related)	11,000	0	0	0	0	0	10,000	0	1,000	0
	360 Records & Other FAI Recognitions	0	0	0	0	0	0	0	0	0	0
	361 MSI Rental Incomes	0	0	0	0	0	0	0	0	0	0
	362 Sponsoring & Partnerships	7,500	0	5,000	0	0	0	0	0	2,500	0
	363 Sports Subsidies	0	0	0	0	0	0	0	0	0	0
	366 Other Income	0	0	0	0	0	0	0	0	0	0
	38 REDUCTION IN EARNINGS	0	0	0	0	0	0	0	0	0	0
	<b>OPERATING EXPENSES &amp; NON-OPERATING RESULTS</b>	<b>-447,371</b>	<b>-35,000</b>	<b>-38,200</b>	<b>-800</b>	<b>-550</b>	<b>-20,283</b>	<b>-142,340</b>	<b>-4,975</b>	<b>-73,050</b>	<b>-132,174</b>
	4 DIRECT EXPENSES	-224,395	0	-13,500	0	-550	-15,663	-57,790	-2,212	-32,650	-102,030
	40 EXPENSES FOR PRODUCTION	0	0	0	0	0	0	0	0	0	0
	42 Expenses Merchandising & Other	-1,000	0	0	0	0	0	0	0	-1,000	0
	46 Expenses for Services	-68,195	0	-13,500	0	-550	-3,753	-42,940	-2,212	-3,150	-2,090
	47 Competition expenses	-155,200	0	0	0	0	-11,910	-14,850	0	-28,500	-99,940
	48 INVENTORY CHANGE LOSS OF MATERIAL	0	0	0	0	0	0	0	0	0	0
	5 PERSONNEL COSTS	-500	0	0	0	0	0	-500	0	0	0
	54 Wage Costs	0	0	0	0	0	0	0	0	0	0
	57 SOCIAL INSURANCE COSTS	0	0	0	0	0	0	0	0	0	0
	58 OTHER PERSONNEL COSTS	0	0	0	0	0	0	0	0	0	0
	59 EXTERNAL SERVICES	-500	0	0	0	0	0	-500	0	0	0
	6 OTHER OPERATING EXPENSES, DEPRECIATION, FINANCIAL RESULTS	-221,976	-35,000	-24,200	-800	0	-4,620	-84,050	-2,763	-40,400	-30,144
	60 HOUSING COSTS	0	0	0	0	0	0	0	0	0	0
	61 MAINTENANCE, REPAIR, REPLACEMENT AND LEASING OF TANGIBLE ASSETS	0	0	0	0	0	0	0	0	0	0
	62 VEHICLE AND TRANSPORTATION EXPENSES	0	0	0	0	0	0	0	0	0	0
	63 INSURANCE	-6,100	0	-2,000	-200	0	0	-1,800	-100	-2,000	0
	64 ENERGY, WASTE	0	0	0	0	0	0	0	0	0	0
	65 ADMINISTRATION AND INFORMATION TECHNOLOGY EXPENSES	-140,214	-21,000	-22,200	-500	0	-4,523	-36,050	-2,163	-35,300	-18,478
	66 MARKETING AND PR EXPENSES	-23,600	-10,000	0	0	0	0	-6,000	0	0	-7,600
	67 OTHER OPERATING EXPENSES	-51,384	-4,000	0	-100	0	-96	-40,200	-500	-1,500	-4,988
	68 DEPRECIATION AND AMORTISATION ON FIXED ASSETS	0	0	0	0	0	0	0	0	0	0
	69 FINANCIAL EXPENSES AND FINANCIAL INCOMES	-679	0	0	0	0	0	0	0	-1,600	922
	8 EXTRAORDINARY AND NON-OPERATING RESULTS, TAX	-500	0	-500	0	0	0	0	0	0	0
	<b>PROFIT / (LOSS)</b>	<b>-110,201</b>	<b>-21,200</b>	<b>-3,700</b>	<b>0</b>	<b>1,650</b>	<b>-3,152</b>	<b>-50,715</b>	<b>222</b>	<b>-7,200</b>	<b>-26,106</b>

## ITEM 17.2 FAI BUDGET 2023

- The General Conference will be invited to vote on approving the Budget for 2023.





(2)

## INSURANCE FOR OFFICIALS



# TRAVEL INSURANCE

## **“FAI Insurance for Officials and Elected Office Holders / Personal Accident and Travel Insurance including Medical Expenses Cover”**

On request of ASCs, mainly voiced by CIVL (from experience), and agreed in Dec 2021:

- FAI have decided to entrust Marsh, a legally authorised broker to transact insurance business to procure an open travel insurance policy to FAI, which the latter makes available the benefit of said policy.
- There is no obligation to use the policy.
- Such insurance covers "Elected Office Holders" (Commission Presidents, Bureau Members, Executive Board members, Staff) while they are travelling 'on duty for FAI' since several years.
- This existing policy has been extended to also cover officials (judges, juries, event director and team etc).
- Until 31 Mar 2023, this scheme is in place for all sanctioned FAI category 1-events; and it includes pre-events/test-events if one mentions the 'main sanctioned event' in the survey.
- A renewal of the policy will be renegotiated prior to 01 Apr 2023.

# TRAVEL INSURANCE

- Travel & Repatriation coverage
  - In place for Executive Board, Commission Presidents, elected Bureau Members, Secretariat staff since years
  - Extended to „event officials“ since 01 April 2022 (test phase one year)
- Mechanism „self-registration via survey“
  - <http://surveys.fai.org/index.php?sid=56876&lang=en>
  - Not mandatory but recommended (to count the travel days, not personal data)
  - Data will support policy renegotiation in Q1 2023
- Cost
  - Policies budgeted in FAI and no extra charge is for individual travellers
  - Note: FAI travel days April to Dec approx 1'500

## TRAVEL INSURANCE (ESTIMATE NOV 2021 ./ X-CHARGE 2022)

### 1. For 'so-called officials'

1. Nov 2021 (initial quote) = 12'500 p.a. (based on 3'247 travel days p.a.)
2. Nov 2022 (renegotiated quote) 2022 = 10'106.25 (reduce overlap)

### 2. ASC-shares (percentages estimated Nov 2021)

- CIAM 25%
- CIVL, IGC, **ISC** each 15%
- CIVA 10%
- CIA, GAC 7.5%
- CIG, CIMA 2.5%

### 3. ASC cost (based on estimated percentage)

- For ISC = 15% of total = 1'516 CHF p.a.

### 4. Admin budget: elected office holders (bureaus) 2'400 p.a.



**(3)**

**STATUTES**

**BY-LAWS**

**ORGANISER  
AGREEMENT**

## BY-LAWS CHANGES – NEW 1.2.7

### 1.2.7 new

*A bid for an FAI category-1 event must provide information on the financing to run the sanctioned event.*

*Under Statute 1.6.2, FAI Commissions set-up bidding guidelines within the parameters of the FAI Statutes, By-Laws, and Sporting Code.*

*To produce the Organiser Agreement the following information is required:*

- *Written statement by the NAC agreeing to the bid, also in case the Sporting Powers have been delegated by the NAC, and that parties will sign the OA within the Commission-stipulated period,*
- *Written statement to stage the event in accordance with applicable FAI Rules, Regulations, Guidelines, and all applicable legal regulations in the country (including without limitation, air traffic regulations, employments and health and safety work regulations),*
- *Organisational structure and contact details of the local organising committee,*
- *Event Venue(s), competition area and relevant details,*
- *Dates of opening and closing ceremony*

**Objective: Confirm and strengthen ASC bid-process / shorten OA-text**



# BY-LAWS CHANGES – IN SUPPORT OF NEW 1.2.7

**Work in progress / to be concluded with EB, ASC, CASI involvement**  
**“... To produce the Organiser Agreement”**

- ⇒ OA protects interests of ASCs & Participants
- ⇒ OA holds all parties (including the host) accountable to deliver according to the bid
- ⇒ OA points at existing documents (Constitution, SCs, ASC-guidelines etc)
- ⇒ Today: essential information missing, incomplete, late

**FAI Organiser Agreement**  
Required information according to FAI By-Laws 1.2.7. See <https://www.fai.org/documents> (By-Laws 1.2.8: An event will not be added to the FAI calendar before the Organiser Agreement has been signed).

Mandatory information (NAC, Holder Sporting Power, Organiser)	
<b>Air Sport Commission</b> <small>(www.fai.org/commissions)</small>	
<b>FAI member (NAC)</b> <small>(www.fai.org/members)</small>	Name eMail
<b>Holder Sporting Powers</b> <small>(if sporting powers delegated by NAC)</small>	Name eMail
<b>Statement</b>	As NAC, we confirm to agree to the presented bid, also in case the Sporting Powers have been delegated by the NAC, and that parties will sign the OA within the Commission-stipulated period.  Date, location, name, signature
<b>Organiser</b>	Name/Entity  Point of Contact  eMail  Phone  Full postal address (no postbox) for shipments (medals, diploma, etc)
<b>Event</b>	Name of event  Event venue, competition area  Opening Ceremony (dd.mm.yyyy)      Closing Ceremony (dd.mm.yyyy)  Website (if known)
<b>Organiser statement</b>	As Organiser we confirm to stage the event in accordance with applicable FAI Rules, Regulations, Guidelines, and all applicable legal regulations in the country (including without limitation, air traffic regulations, employments and health and safety work regulations).  Date, location, name, signature

**FAI Organiser Agreement**  
Required information according to FAI By-Laws 1.2.7. See <https://www.fai.org/documents> (By-Laws 1.2.8: An event will not be added to the FAI calendar before the Organiser Agreement has been signed).

Air Sport Commission instructions	
<b>Commission Contact</b>	Name / function eMail
Please select the fees that apply to be invoiced and specify the amount:	
<input type="checkbox"/> Sanction Fee _____	<input type="checkbox"/> Performance Bond _____
<input type="checkbox"/> Deposit Fee _____	<input type="checkbox"/> Other _____ Detail: _____
By-Laws 1.2.9: Invoices are issued in CHF by Secretariat or by using electronic workflows that are approved by Secretariat. Any exception needs prior written agreement by FAI Secretary General.	
<b>Invoicing</b>	Invoice recipient Date to be sent (dd.mm.yyyy)      Date to be paid (dd.mm.yyyy)
<b>Return, surcharge, corrections</b>	Conditions and dates by which a return of deposits/performance bonds must be initiated: written information (with recipients name and bank details) must be provided by the Commission to <a href="mailto:finance@fai.org">finance@fai.org</a> If invoiced amounts must be adjusted after the event (example: higher/lower number of attendees than invoiced) info to be provided to <a href="mailto:finance@fai.org">finance@fai.org</a>
<b>Organiser Agreement (components)</b>	<input type="checkbox"/> OA cover sheet (this document) <input type="checkbox"/> OA template including ASC-specific annexes <input type="checkbox"/> Bid as approved by the ASC
<b>Workflow</b>	According to By-Law 1.2.1/1.2.2, rights are transferred under restrictions and based on a signed OA FAI Commissions set-up bidding guidelines within the parameters of the FAI Statutes, By-Laws, and Sporting Code (FAI Statute 1.6.2). Information submitted through this form is a mandatory and minimum requirement for secretariat to issue the Organiser Agreement (By-Laws chapter 1.2). Secretariat will issue OA via secure cloud service (adobesign.com) for electronic signature in this sequence: 1. Organiser 2. NAC, respectively the Holder of the Sporting Powers 3. FAI Air Sport Commission President 4. FAI Secretary General Secretariat can monitor the signature-status of the process at any time. The system (adobesign.com) automatically shares the signed document with all signatories. Invoicing, reminding, and dunning overdue payments are functions in place at FAI Secretariat. Document (pages 1 and 2) to be sent to <a href="mailto:christine@fai.org">christine@fai.org</a> , <a href="mailto:finance@fai.org">finance@fai.org</a> , <a href="mailto:copy.commissions@fai.org">copy.commissions@fai.org</a>

**DRAFT**

(data requirements)

For „rights transfer to an organiser“

**Objective: Confirm and strengthen ASC bid-process / shorten OA-text**



## Organiser Agreement - Request (First Category Event)

For additional information: [www.fai.org/event-organisers-space](http://www.fai.org/event-organisers-space)

The 'standard OA form' (template) will be provided on request ([competitions@fai.org](mailto:competitions@fai.org))

NAC, Holder Sporting Power, Organiser	
<b>Air Sport Commission</b>	<a href="http://www.fai.org/commissions">www.fai.org/commissions</a>
<b>Event</b>	<div>Name of event (according to FAI Naming Policy, see <a href="http://www.fai.org/event-organisers-space">www.fai.org/event-organisers-space</a>)</div> <div>Category (e.g., Junior, Women)</div> <div>Event venue, competition area</div> <div> <div>Opening Ceremony (yyyy.mm.dd)</div> <div>Closing Ceremony (yyyy.mm.dd)</div> </div> <div>Website (if known)</div>
<b>FAI member (NAC)</b> <a href="http://www.fai.org/members">www.fai.org/members</a>	<div>Name</div> <div>eMail</div>
<b>Holder Sporting Powers</b> if delegated sporting powers	<div>Name</div> <div>eMail</div>
<b>Statement NAC</b> NAC resp. Holder of Sporting Power	<div>As NAC (respectively the Holder of the Sporting Power, and as assigned by the NAC), we express consent to the presented bid (By-Law 1.2.7).</div> <div>In case the bid is accepted, and the sanction is granted, we will sign the OA with the Commission-stipulated period (By-Law 1.2.7.1).</div> <div>_____</div> <div>Date, location, name, signature</div>
<b>Organiser</b> (if NAC = Organiser state here)	<div>Name/Entity</div> <div>Person signing the OA (Name / email)</div> <div> <div>Organiser email</div> <div>Organiser Phone (with country code)</div> </div> <div>Full postal address for shipments (no post-box)</div>
<b>Statement Organiser</b>	<div>As Organiser we confirm to stage the event as submitted through the bid, and in accordance with applicable FAI Rules, Regulations, Guidelines, and applicable legal regulations in the country (including without limitation, air traffic regulations, employments and health and safety work regulations) (By-Law 1.2.7).</div> <div>We also confirm that we understand that the execution of the OA is an essential condition of the appointment as organiser and the sanction will become moot if the OA is not executed.</div> <div>We accept that Swiss Law is governing this process. In the unlikely event of a dispute, the Court of Arbitration for Sport, acting through a sole arbitrator, will have exclusive jurisdiction to issue a final and binding decision.</div> <div>_____</div> <div>Date, location, name, signature</div>



## Organiser Agreement - Request (First Category Event)

For additional information: [www.fai.org/event-organisers-space](http://www.fai.org/event-organisers-space)

The 'standard OA form' (template) will be provided on request ([competitions@fai.org](mailto:competitions@fai.org))

Air Sport Commission instructions for OA & accounting details		
<b>Air Sport Commission</b>	<a href="http://www.fai.org/commissions">www.fai.org/commissions</a>	
<b>ASC Person of Contact</b> (OA 3.3)	Name / function	eMail
<b>Accounting Details</b> Please confirm the fees that apply to be invoiced and specify the amount		
<input type="checkbox"/> Sanction Fee _____		<input type="checkbox"/> Performance Bond _____
<input type="checkbox"/> Deposit Fee _____		<input type="checkbox"/> Other _____
By-Law 1.2.9: Invoices are issued in CHF by Secretariat or by using electronic workflows that are approved by Secretariat.		
Invoice recipient (Name)		Invoice recipient (Address)
Invoice to be issued (yyyy.mm.dd)		Date of amount to be paid (yyyy.mm.dd)
<b>Return, surcharge, corrections</b>	<div>Conditions and dates by which a return of deposits/performance bonds must be initiated are to be shared in writing by the Air Sport Commission providing the recipient's name and bank details with <a href="mailto:finance@fai.org">finance@fai.org</a></div> <div>If invoiced amounts must be adjusted <u>after</u> the event (example: higher/lower number of attendees than invoiced) info must be provided to <a href="mailto:finance@fai.org">finance@fai.org</a></div>	
<b>Signature Date</b> (By-Law 1.2.7.1)	Date requested by ASC by which the OA must be signed by NAC and/or Holder of Sporting Powers (yyyy.mm.dd)	
For information		
FAI Commissions set-up bidding guidelines within the parameters of the FAI Statutes, By-Laws, and Sporting Code (FAI Statute 1.6.2).		
<b>OA consists of three parts:</b>		<ol style="list-style-type: none"> <li>1. OA cover sheet (this 2-page document)</li> <li>2. FAI standard OA template including ASC-specific annexes</li> <li>3. Bid (sanction application) approved by ASC-plenary/bureau</li> </ol>
According to By-Law 1.2.1/1.2.2, rights are transferred under restrictions and based on a signed OA.		
Secretariat will issue the Organiser Agreement via secure cloud service (adobesign.com) for electronic signature in this sequence:		
<ol style="list-style-type: none"> <li>1. Organiser</li> <li>2. FAI Member (NAC) respectively the Holder of the Sporting Powers</li> <li>3. FAI Air Sport Commission President</li> <li>4. FAI Secretary General</li> </ol>		
Secretariat can monitor the signature-status of all parties.		
The system shares the signed document with all signatories automatically via email once all parties signed.		
Invoicing, reminding, and dunning of overdue payments are functions of FAI Secretariat. ASCs will be informed.		
<p><b>Completed document must be sent by the Air Sport Commission to</b></p> <p><a href="mailto:competitions@fai.org">competitions@fai.org</a></p> <p>(contact: Christine Rousseau <a href="mailto:christine@fai.org">christine@fai.org</a>)</p> <p>OA will be issued usually within 10 working days of receipt of this document.</p>		

## BY-LAWS CHANGES – NEW 1.2.8, 1.2.9, 1.2.10

### 1.2.8 new

*An event will not be added to the FAI calendar before the Organiser Agreement has been signed.*

### 1.2.9 new

*Any decision with a financial implication must be communicated by Commissions to Secretariat without delay, latest within 28 days of the decision.*

*Any invoice is to be issued in FAI currency, that is Swiss Francs.*

*All invoices are issued by Secretariat or by using electronic workflows that are approved by Secretariat.*

*Any exception needs prior, written agreement by FAI Secretary General.*

### 1.2.10 new

*All activities, fees, goods, and services which FAI is charging are listed in a separate document outside Sporting Codes or supporting guidelines.*

*Secretariat maintains and publishes the consolidated list of such cost elements. ("schedule of fees")*

**Objectives: Improved workflows, correct invoicing, no duplication of data (invoicing), secretariat to execute and follow-up on ASC decisions**

## STATUTES CHANGES (GC 2022 DECISIONS)

7.2.3. **Membership subscriptions** shall be invoiced by FAI and **paid by March 31** of each year. However, in case of need, **other terms of settlement** may be authorised at the discretion of the Executive Board. Such terms shall be reported to the General Conference at its next meeting thereafter.

**New 7.4.2.** *Subject to Paragraph 7.2.3., a member whose dues not paid by March 31st will lose all rights listed in Paragraph 2.4.2.1. except for 2.4.2.2.5 which will remain valid for any event already on the FAI calendar for that year. Any valid sporting licence issued by the Member will be suspended.*

**Changed 7.4.3.** *Subject to Paragraph 7.2.3., a Member whose dues are not paid at the latest 14 calendar days prior to the date of the General Conference shall not be admitted to the Conference except as an observer.*

**Remove By-Law 2.4 / 2.4.1** *Members who have not paid their membership fees by March 31 are not in good standing. Payments have to be received on the FAI bank accounts two weeks before the opening of the General Conference.*

# BY-LAWS CHANGES – CHANGES (EXTENDED 3.4.1)

## 3.4.1

### unchanged

*A Commission shall meet when convened by its President or, in his or her absence, the senior ranking Vice-President available.*

### 3.4.1 additional/new

*The regular annual Plenary Meeting of an Air Sport Commission shall take place no later than March 31 each year.*

*Under exceptional circumstances and in agreement with the Executive Board, such date may be waived.*

**Objectives: Support decisions of ASC after GC, between 01 Jan - 31 Mar („payment deadline“), before the financial audit (identification of risk provisions), prior to budgeting phase**

# STATUTES CHANGES (GC 2022 DECISIONS)

**New 7.4.2.** *Subject to Paragraph 7.2.3., a member whose dues not paid by March 31st will **lose all rights** listed in Paragraph 2.4.2.1. except for 2.4.2.2.5 which will remain valid for any event already on the FAI calendar for that year. Any valid sporting licence issued by the Member will be suspended.*

## **2.4.2. RIGHTS AND DUTIES OF ACTIVE MEMBERS**

**2.4.2.1.** Active Members shall be entitled to administer Sporting Powers delegated by FAI, to organise FAI international competitions, to assist in the homologation of aeronautic and space records in their respective Countries, to participate in FAI sporting events and the work of the specialised FAI Air Sport Commissions and Technical Commissions, to attend FAI meetings, to nominate a Vice-President to represent the Active Member, a Regional Vice-President, if required, and delegates to other FAI bodies as provided for in FAI By-Laws, to represent their respective Countries in FAI matters and to exercise such voting rights as prescribed by the Statutes, the FAI By-Laws and the Sporting Code.

**2.4.2.2.5.** - To submit for registration in the FAI International Sporting Calendar all the international aeronautical events to be organised in their respective Countries; and wherever possible to send participants to appropriate FAI Events in other countries.

**Not paying by 31 Mar, unless other terms of settlement were authorised, seriously impacts on Members' rights (including appointing delegates, attending meetings)**



## BY-LAWS CHANGES – CHANGES (EXTENDED 3.4.4)

### 3.4.4 unchanged

*A detailed Agenda for each Commission meeting shall be prepared at the direction of the President and shall be sent to the FAI Secretariat in time to allow the distribution to all approved Commission Delegates and the FAI Members by the FAI Secretariat not later than forty-five days before the date fixed for the meeting. The Commission's plenary meeting cannot make final decisions on items that do not appear on the agenda. For new items to be added to the agenda, at least two-thirds of the voting Delegates present must agree.*

*A Commission shall meet when convened by its President or, in his or her absence, the senior ranking Vice-President available.*

### 3.4.4 additional/new

*The FAI Finance Report will be provided by FAI Secretary General.*

# BY-LAWS CHANGES – CHANGES (MODIFIED 5.2.1)

## 5.2 Distribution of Revenue

### Old text 5.2.1 (removed)

*The distribution of revenue from sporting events shall be specified in the Organizer Agreement for the event.*

### New text 5.2.1

*The distribution of revenue from business activities shall be specified in the Organizer Agreement.*

Because of the 'new text' the following chapter 7.1 in the OA can now be shortened/removed.

The distribution of revenues (according to FAI By-laws 5.2.1) must be specified in the bid document. Upon specific request, the FAI shall be entitled to receive a share of the commercial rights revenues. If the FAI exercises the right to receive such share, this shall be communicated and the conditions notified to the ORGANISER as part of the bid conditions.

**Objective: Address long-standing negative remarks from ASCs and LOCs**





**(4)  
FINANCES**

**2022  
ACTUALS  
(PRE AUDIT)**

**2023 BUDGET**



# ISC Financial Report and GC-approved Budget

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ISC Plenary  
Malmö SWE, 24-29 January 2023

*FAI By-Laws 3.4.4: The FAI Finance Report will be provided by FAI Secretary General*

# FINANCIAL SITUATION AS OF 31 DEC 2022 (ISC)

\* All figures shown in CHF

Legal Account	Description	BUDGET 2022	ACTUAL 2022 31.12.2022
	<b>INCOME</b>	<b>144,100</b>	<b>113,986</b>
30	INCOME FROM MEMBERS	0	0
32	COMMERCIAL REVENUES	0	0
33	COMPETITIONS REVENUES	133,100	113,986
34	OTHER REVENUES	11,000	0
340	Revenue from Services (non event-related)	0	0
360	Records & Other FAI Recognitions	0	0
361	MSI Rental Incomes	0	0
362	Sponsoring & Partnerships	11,000	0
363	Sports Subsidies	0	0
366	Other Income	0	0
38	REDUCTION IN EARNINGS	0	0
	<b>OPERATING EXPENSES &amp; NON-OPERATING RESULTS</b>	<b>-158,070</b>	<b>-98,756</b>
4	DIRECT EXPENSES	-122,320	-83,251
40	EXPENSES FOR PRODUCTION	0	0
42	Expenses Merchandising & Other	0	0
46	Expenses for Services	-11,660	-3,450
47	Competition expenses	-110,660	-79,801
48	INVENTORY CHANGE LOSS OF MATERIAL	0	0
5	PERSONNEL COSTS	0	0
59	EXTERNAL SERVICES	0	0
6	OTHER OPERATING EXPENSES, DEPRECIATION, FINANCIAL RESULTS	-35,750	-15,505
63	INSURANCE	0	-1,516
64	ENERGY, WASTE	0	0
65	ADMINISTRATION AND INFORMATION TECHNOLOGY EXPENSES	-21,450	-5,784
66	MARKETING AND PR EXPENSES	-8,800	-7,472
67	OTHER OPERATING EXPENSES	-5,500	-898
68	DEPRECIATION AND AMORTISATION ON FIXED ASSETS	0	0
69	FINANCIAL EXPENSES AND FINANCIAL INCOMES	0	165
8	EXTRAORDINARY AND NON-OPERATING RESULTS, TAX	0	0
8191	Allocation / dissolution Special Reserves	0	0
	<b>PROFIT / (LOSS)</b>	<b>-13,970</b>	<b>15,231</b>

2022 = pre-audited figures  
Audit for FY 2022 scheduled 24-28 Apr 2023.

# GC APPROVED BUDGET 2023 - INCOME

\* All figures shown in CHF

Legal Account	Description	BUDGET 2021	ACTUAL 2021	BUDGET 2022	ACTUAL 2022 31.12.2022	BUDGET 2023
	<b>INCOME</b>	<b>127,710</b>	<b>79,197</b>	<b>144,100</b>	<b>113,986</b>	<b>106,068</b>
<b>30</b>	<b>INCOME FROM MEMBERS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>32</b>	<b>COMMERCIAL REVENUES</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>33</b>	<b>COMPETITIONS REVENUES</b>	<b>127,710</b>	<b>79,197</b>	<b>133,100</b>	<b>113,986</b>	<b>106,068</b>
<b>330</b>	<b>Sanction Fees</b>	<b>127,710</b>	<b>78,922</b>	<b>133,100</b>	<b>113,538</b>	<b>106,068</b>
3300	Sanction Fees	127,710	67,211	133,100	113,538	106,068
3301	Bid Fees	0	0	0	0	0
3302	Deposit/Performance Bond	0	11,711	0	0	0
<b>332</b>	<b>Sales of Medals</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
3320	FAI medals (production/services)	0	0	0	0	0
3321	Commission Medals (production/services)	0	0	0	0	0
<b>334</b>	<b>Other Fees</b>	<b>0</b>	<b>275</b>	<b>0</b>	<b>448</b>	<b>0</b>
3340	Protest Fees / Appeals Fees	0	275	0	448	0
3341	Online Contests / Ranking Lists	0	0	0	0	0
3342	Logger / Tracker rentals	0	0	0	0	0
<b>34</b>	<b>OTHER REVENUES</b>	<b>0</b>	<b>0</b>	<b>11,000</b>	<b>0</b>	<b>0</b>
<b>38</b>	<b>REDUCTION IN EARNINGS</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

All Commission Budgets were taken as submitted to the GC and approved ,as such' on

# GC APPROVED BUDGET 2023 - EXPENSES

\* All figures shown in CHF

Legal Account	Description	BUDGET 2021	ACTUAL 2021	BUDGET 2022	ACTUAL 2022 31.12.2022	BUDGET 2023
	OPERATING EXPENSES & NON-OPERATING RESULTS	-159,638	-78,370	-158,070	-98,756	-132,174
4	DIRECT EXPENSES	-127,280	-39,879	-122,320	-83,251	-102,030
40	EXPENSES FOR PRODUCTION	0	0	0	0	0
42	Expenses Merchandising & Other	0	0	0	0	0
46	Expenses for Services	-11,825	0	-11,660	-3,450	-2,090
47	Competition expenses	-115,455	-39,879	-110,660	-79,801	-99,940
48	INVENTORY CHANGE LOSS OF MATERIAL	0	0	0	0	0
5	PERSONNEL COSTS	0	0	0	0	0
6	OTHER OPERATING EXPENSES, DEPRECIATION, FINANCIAL RESULTS	-32,358	-21,000	-35,750	-15,505	-30,144
60	HOUSING COSTS	0	0	0	0	0
61	MAINTENANCE, REPAIR, REPLACEMENT AND LEASING OF TANGIBLE ASSETS	0	0	0	0	0
62	VEHICLE AND TRANSPORTATION EXPENSES	0	0	0	0	0
63	INSURANCE	0	0	0	-1,516	0
64	ENERGY, WASTE	0	0	0	0	0
65	ADMINISTRATION AND INFORMATION TECHNOLOGY EXPENSES	-12,470	-13,476	-21,450	-5,784	-18,478
66	MARKETING AND PR EXPENSES	-9,138	-7,169	-8,800	-7,472	-7,600
67	OTHER OPERATING EXPENSES	-10,750	0	-5,500	-898	-4,988
68	DEPRECIATION AND AMORTISATION ON FIXED ASSETS	0	0	0	0	0
69	FINANCIAL EXPENSES AND FINANCIAL INCOMES	0	-355	0	165	922
8	EXTRAORDINARY AND NON-OPERATING RESULTS, TAX	0	-17,491	0	0	0
8191	Allocation / dissolution Special Reserves		0	0	0	0
	PROFIT / (LOSS)	-31,928	827	-13,970	15,231	-26,106



**FAI  
SECRETARIAT**

**PLEASED TO  
SUPPORT YOU!**

# FAI Secretariat Staff Lausanne SUI (Jan 2023)

