

<i>SUBJECT:</i>	Finance Report for 2025 ISC Plenary	<i>AGENDA #</i>	5
<i>AUTHOR:</i>	Natasha Higman, ISC Finance Secretary and Chair of the Finance Working Group		
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FINANCE REPORT – 24 November 2024

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Introduction

Dear ISC Plenary,

I am pleased to present the 2024 forecast annual financial statements for ISC as part of the agenda papers for the plenary in Rome. The 2024 results remain forecasts as not all expense claims have been received and some year-end entries from FAI will only be available in January.

The numbers and appendices to this will be updated in January and I will provide an updated version in the cloud at the Plenary in Rome.

I will ask you to accept the January version of the results for the year at the plenary before the 2024 accounts are audited by FAI's auditors next April.

This document also provides an update on the budget for 2025 and a draft for 2026 following developments in the year. The final version of the budget will only be available for you to approve at the end of the Plenary meeting.

During 2024 it became apparent that some finance processes would benefit from being updated. The explanation is in the main document, with the proposed rule changes in the familiar format in an Appendix.

Tash Higman
ISC Finance Secretary
ISC Delegate - Germany

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Review of 2024 Summary Income and Expenditure

Overall, our income was higher because of higher than estimated competition participants. In particular, the number of entrants in the Indoor World Cup, and the Asian and European Championships in Macau was higher than expected. The number of competitors at the World Championships in Style & Accuracy was higher than estimated by more than 80 competitors.

	Estimates		Actual	
	CHF	ENTRIES	ENTRIES	CHF
Competition Income	87,745	763	903	104,420
Sale of Merchandise - CoPs	0			4,610
SCE Licence income	0			1,260
Protest Fees	0			150
Total Income	87,745			110,440

Expenditure was also lower than estimated. No ISC Bureau Members needed to travel to competitions explicitly to represent the Bureau and not all the investment spend approved for Committees was spent.

Overall Juries cost slightly more than anticipated and the judging panels slightly less. The excellent number of records which were set at FCEs meant ISC spent more than planned on record processing.

	Budget	Forecast
	CHF	CHF
EXPENDITURE:		
Sub-Total ISC Bureau	-18,000	-6,683
<u>ISC Committees and WGs</u>		
Sub-Total Committees	-7,850	-4,356
FAI for Comp'n Records Processing	3,000	4,200
FAI Jury	12,800	16,646
FAI Judges	91,900	90,204
Licences/Updates	350	177
Hosting and maintenance	550	472
IT Development	2,000	2,000
Media & Promotion	8,500	7,000
Internal Cost - ISC Insurance Costs	1,777	
Bank and FX	500	332
Sub-Total Officials & Other	-121,377	-121,124
Total Expense incl Sport Development	-147,227	-132,163

In our budget for 2024, we expected to use CHF 52,921 of the 2023 surplus, in fact, we only used CHF 19,725.

	Budget	Forecast
	CHF	CHF
Total Income	87,745	110,440
Total Expenditure	-140,627	-132,163
Carry forward surplus from 2023	52,921	21,723
Net surplus for the year	40	0

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Review of the 2024 processes

Reimbursements and Invoices

Judges and Jury members submitted over 90 expense reimbursement claims in 2024 and we received around 15 invoices and refunds for fees, services and hardware.

The changes to the Secretariat in Lausanne combined with a need for financial control mean recipients of funds can wait up to a month from sending in their claim or invoice. In addition to my review, there is a review by the FAI Finance Officer, bookkeeping by the outsourced accounting function, and the banking approval process which requires two authorisers. At one point during 2024 there were eight concurrent FCEs across all ASCs. If they all had approximately 30 judges as we had, that would be a total of 240 claims having to be processed at the same time.

Although there is some dissatisfaction among some judges with this timing, in practice most judges received their payment within 24 hours of sending their complaint about a perceived delay to me. Unless FAI can increase its headcount to in-source its accounting function, the timelines for reimbursements will not change.

Application Fees

The process described in the FCEAD is no longer aligned with the finance processes at FAI. Organisers cannot be expected to transfer funds before submitting their bid, as they need an invoice number to make the payment.

I propose that bids be submitted to the President and Finance Secretary at the same time. The Finance Secretary then arranges the invoice to the organiser, due on presentation. The invoice needs to be paid before the bid can be included in the agenda.

Deposits and Sanction Fees

The purpose of the deposit paid by an organiser of an FCE is to have financial leverage if the organiser breaches the Organiser Agreement made between FAI and the Organiser. It is currently due to be paid 30 days before the event's Opening Ceremony.

This protection should be granted to our competitors close to the time at which they make the financial commitment to take part in the event. This can be achieved by invoicing the deposit on the day the organiser can expect to have received registration fees. Per S5 4.4.1 the latest date for this is 45 days before the beginning of the competition. If the day of final registration per Bulletin 1 is earlier than this, the deposit should be invoiced on that day. The deposit invoice will be due to be paid within 7 days.

Competitors pay the Sanction fee to organisers with their registration. The current process is that about two weeks before the event, the Finance Secretary receives the number of expected participants from the FAI Controller. An invoice is then requested from FAI and should be paid by the organiser before the event starts. If there are adjustments to the number invoiced, a second invoice can be generated and paid during the event, or a refund can be arranged.

The timing of this process does not match the timing of when organisers receive the Sanction Fees and is at a very stressful time for the organiser and FAI Controller. I propose moving the timing of the initial invoicing for the Sanction Fee to being 7 days after the deposit invoice. This would be 7 days after the final registration per Bulletin 1 or 38 days before the competition, whichever is earlier. This invoice will be due to be paid within 7 days. This gives the organiser time to collect the Sanction Fees and allows for the invoicing and money transfer of the bulk of the sanction fees at a less stressful time for all involved. Being closer to the date of receipt, the extent of currency fluctuations between receiving

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CHF 100 and paying CHF 100 is likely to be lower. A final adjustment to account for last-minute changes would still be needed on or just after the start of the competition.

In summary:

Deposits, dependent on the number of FCEs being held would be due 7 days after final registration or 38 days before the competition, whichever is earlier.

Sanctions Fees, dependent on the number of registered participants would be due 14 days after final registration or 31 days before the competition, whichever is earlier.

The proposed new wording for these is in Appendix B.

Special Reserves

The thorny topic of Special Reserves was tackled by FAI in 2024 and a draft policy was prepared. Although this policy has not been formally adopted, the FAI Secretariat recommended we apply the policy to the budget we submit to the General Conference.

The draft policy is that Air Sports Commissions which have accumulated Special Reserves can spend this on investment in the development of their sport. This is always subject to cash flow considerations at FAI, we cannot spend all the money accumulated at once!

Following the guidance from the FAI Secretariat, our president invited the Extended Bureau to submit budget requests for investments in our sport. The sum of these requests was submitted in our budget submission to FAI General Conference. The General Conference approved the budget as submitted, including the CHF 64'700 requested for sports development.

The Chairs of the committees who made requests will present their request to the Plenary. Every request needs to be individually approved by the Plenary, up to CHF 64'700. Not all requests need to be approved, however, the Plenary cannot approve MORE than this.

- Canopy Piloting	20,000
- Judges	7,000
- Para Ski	1,200
- Style & Accuracy	500
- Skydiving for the disabled	21,500
- Wingsuit Flying	2,500
IT Development	12,000
Total Development Expense	-64,700

The budgets will from now on include a separate column for Sport Development costs. Committee Chairs remain invited to consider sports development suggestions.

The balance in our Special Reserves at the time of the last audit was CHF 235'479. Our forecast use of the Special Reserves (see page 3 above) would reduce the available amount to CHF 213'756.

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Annual budget for 2025

The timing of our plenary means that we agree on the budget for a calendar year after it has started. The timing of the FAI General Conference means that we need to submit financial estimates for the subsequent year too. We therefore need to consider Budgets for two years, 2025 and 2026, although we may not have very much information for 2026.

In our normal annual activities, ISC needs to break even each year. The annual Sanction Fee adjustment should allow us to do this. The Bureau is however keen to find a way to smooth this adjustment and will continue discussions with FAI to enable this.

Please refer to Appendix B for the detailed income and expenses in the Proposed Budget for 2025. Competition Income is based on a Sanction fee of CHF 100 and expected participant numbers. We never budget for protest fees or merchandising income, this is therefore our only budgeted income.

Sanction Fee (TBA in 2025):		ENTRIES	100
INCOME:		Estimate	
AE	Teuge	55	5,500
CP/CPFS	SDAZ	75	7,500
FS	Teuge	280	28,000
IS - FS	Ræford	220	22,000
IS - AE	Charleroi	180	18,000
PS	Bids to come	40	4,000
SP	Hohenems	60	6,000
ST/AL	Bids to come	300	30,000
WS	Bids to come	75	7,500
Cat 2 Licence Fees			420
Sale of Merchandise			0
Protest Fees			0
Total Income		1285	128,920

Competition costs are based on 2 Jury members on-site at each FCE and the number of judges required by the 2024 rules.

The average cost per Jury Member during 2024 was CHF 1'990 which has been used to estimate Jury costs. In 2024, some FCEs took place at the same location, so overall we only needed 8 Jury on-site jury members. In 2025, we will have events in 8 different locations, so we need to pay for twice as many Jury members.

The average cost per Judge during 2024 was CHF 1'020, I have kept the cost estimate at CHF 1'000.

Based on this, I anticipate that our competition costs will be covered by the Sanction fees:

FAI for Comp'n Records Processing	2,500	
FAI Jury	27,860	
FAI Judges	84,900	
Sub-total Competition Expenses		-115,260

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The remaining annual costs are based on past experience with a small inflationary uplift. Our expenses would therefore be

EXPENDITURE:

Sub-total Competition Expenses	-115,260
Sub-Total Officials	-4,800
Sub-Total Committees	-1,250
Sub-Total Other	-13,637
Total Expense	-134,947

Which would give rise to an annual operating deficit of CHF 4'027. There is a reasonable chance that our competition costs could be lower than estimated because there could be less intercontinental travel for our officials. I am therefore not significantly concerned by this 3% deficit in our annual operating position.

Total Income	1285	130,920
Total Expenditure		-134,947
Result for the year		-4,027

The full annual budget for 2025 is presented in Appendix C.

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Annual Budget for 2026

The draft budget for 2026 in Appendix D uses the same assumptions and gives rise to the following overall operating position.

Draft BUDGET 2026	Plenary Meeting	Feb 2025		
<i>All amounts shown in Swiss Francs (CHF)</i>			Sanction Fee	
Competition Income		ENTRIES	100	Sports Dev't
INCOME:		Estimate		
AE	Bids to come	55	5,500	
CP/CPFS	Bids to come	75	7,500	
FS	Bids to come	280	28,000	
IS - FS	Bids to come	220	22,000	
IS - AE	Bids to come	180	18,000	
PS	Bids to come	40	4,000	
SP	Bids to come	60	6,000	
ST/AL	Bids to come	300	30,000	
WS	Bids to come	75	7,500	
CF	Bids to come	70	7,000	
Cat 2 Licence Fees			420	
Sale of Merchandise			2,000	
Protest Fees			0	
Total Income		1355	137,920	0
Total Expenditure			-145,927	0
Result for the year			-8,007	0
EXPENDITURE:				
Sub-total Competition Expenses			-126,240	
Sub-Total Officials			-4,800	
Sub-Total Committees			-1,250	0
Sub-Total Other			-13,637	0
Total Expense			-145,927	0

Fees Schedule

A draft of the 2025 Fees Schedule is presented as Appendix E to this document. I do not propose any changes to the amounts to be paid apart from the Sanction Fee. This will be agreed at the Plenary and the final Fees Schedule updated to reflect that.

I am proposing some wording changes to clarify when the Plenary Application Fee is due and who is invoiced for continental records.

The continuation of paper CoPs sold as Merchandising depends on the outcome of the investment being made by the Technical and Safety Committee on the eCoP.

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Proposals during Plenary Meeting

Proposal 1: Accept the 2024 Actual results as presented, allowing small future amendments for late claims and the April 2025 audit by FAI.

Proposal 2: Updates to the FCEAD for Application Fee, Deposit and Sanction Fee processes

Proposals at end of Plenary Meeting:

Proposal 3: Modify the Sanction Fee to make the 2025, 2026 and future Budgets balance.

Proposal 4: Consider each of the Sport Development request made by Committees and approve up to CHF 64'700 of these

Proposal 5: Accept 2025 Proposed Budget

Proposal 6: Accept 2026 Draft Budget

Proposal 7: Accept the ISC Fees Schedule

Finance Working Group composition

The FWG comprised Doris Merz, Albert Berchtold and Gail Bradley remained available for any questions. We have had no meetings or discussions.

The FWG has not seen this Report as at 24 November 2024. The FWG therefore is not to be held responsible for my errors, omissions, ideas and proposals.

I shall rewrite this report with updated figures in January 2025 when I receive year-end financials from FAI.

Tash Higman
ISC Finance Secretary
24 November 2024

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APPENDIX A: ISC 2024 Approved Budget versus Forecast

BUDGET V FORECAST	Plenary Meeting		Feb 2025		Actual/Forecast		Use of reserves
	Estimates			ENTRIES	Entries	CHF	
Sanction Fee (TBA in 2024):	115						
INCOME:							
AE - Artistic Events 15th WSC	USA	4,715	41		41	4,715	
CF - Canopy Formation 21st WSC	Czech Rep.	4,715	41		70	8,050	
CP/CPFS - Canopy Piloting 10th WSC/4th WSC	RSA	7,015	61		57	6,555	
FS - Formation Skydiving 26th WSC	USA	20,700	180		154	17,710	
IS - Indoor Skydiving 5th WC/3rd EC	Macau	24,150	210		248	28,520	
PS - Parachute-Ski 18th WSC	no host yet	0				-	
SP - Speed Skydiving 5th WSC	USA	4,025	35		48	5,520	
ST/AL - Style and Accuracy 38th WSC	Czech Rep.	17,250	150		232	26,680	
WS - Wingsuit Flying 5th WSC	USA	5,175	45		58	6,670	
Sale of Merchandise		0				4,610	
SCE Licence income		0				1,260	
Protest Fees		0				150	
Carry forward profit from 2023 - TBC							
Total Income		87,745	763		908	110,440	0
Total Operating Expenditure		-140,627				-128,580	
Result for the year		-52,882				-18,140	
Sports Development Expenditure		0				-3,583	
Total Use of Special Reserves		-52,882				-21,723	0
EXPENDITURE:							
Plenary 2024 - Extended Bureau		2,500				1,980	
Plenary 2024 - Facilities		3,000				1,555	
Plenary 2024 - President Travel		2,500				640	
FAI General Conference & CASI		1,500				300	
ASC and other ISC President		3,500				1,468	
ISC Midyear Bureau Meeting		0					
Officer Expenses		1,500				740	
ISC Bureau Representation		3,500					
Sub-Total ISC Bureau		-18,000				-6,683	0
ISC Committees and WGs							
- Artistic Events							
- Canopy Formation							
- Canopy Piloting							
- Dynamic							
- Finance WG							
- Formation Skydiving							
- Indoor Skydiving		1,000					
- Judges		250					
- Para Ski							
- Rules & Regulations							
- Speed Skydiving							
- Style & Accuracy							
- Technical & Safety						773	3,583
- Wingsuit Flying							
Sub-Total Committees		-1,250				-773	-3,583
FAI for Comp'n Records Processing		3,000				4200	
FAI Jury		12,800				16,646	
FAI Judges		91,900				90,204	
World Games (to be deleted on approval)		0					
Licences/Updates		350				177	
Hosting and maintenance		550				472	
IT Development		2,000				2,000	
Media & Promotion		8,500				7,000	
Internal Cost - ISC Insurance Costs		1,777					
Bank and FX		500				425	
Sub-Total Officials & Other		-121,377				-121,124	0
Total Expense		-140,627				-128,580	-3,583

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APPENDIX B: FCEAD Process change proposals

Updated wording on timing of Application fee payment

Current text within 2.1.1

The application must be submitted by a NAC, an ISC recognized National Parachuting Authority or a potential Organiser to the ISC President together with proof of timely payment to FAI of the relevant Application Fee (2.2.1. and 2.2.4).

[...]

An application must contain all the information indicated in Annex 2 “FCE Bid Document Format” and the Application Fee as described in 2.2.1 below must be paid by FAI invoice to the FAI the time the application is submitted.

Proposed change:

The application must be submitted by a NAC, an ISC recognized National Parachuting Authority or a potential Organiser to the ISC President ~~together with proof of timely payment to FAI of the relevant Application Fee (2.2.1. and 2.2.4).~~ and the ISC Finance Secretary. The ISC Finance Secretary will request an invoice for the relevant Application Fee (2.2.1 and 2.2.4) which will be due on presentation.

[...]

An application must contain all the information indicated in Annex 2 “FCE Bid Document Format” and the Application Fee as described in 2.2.1 below must be paid by FAI invoice to the FAI ~~the time the application is submitted~~ on presentation of the invoice.

Rationale:

It is impossible for a bidder to receive and pay an invoice in advance of the invoice being requested by the Finance Secretary. The Finance Secretary is only aware of the invoice being needed when a bid is received.

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Update change to the timing of deposit payment

Current text:

2.2.3 Deposit or Guarantee

The Organiser will either pay a Deposit as per FAI Fees Schedule or provide a Guarantee (e.g. letter of credit, certificate of deposit) to the FAI/ISC no later than 30 days before the starting date of the Sporting Event, in a manner acceptable to the ISC.

Proposed Change:

The Organiser will either pay a Deposit as per FAI Fees Schedule or provide a Guarantee (e.g. letter of credit, certificate of deposit) to the FAI/ISC no later than ~~30 days before the starting date~~, 7 days after the final registration date published in Bulletin 1 or 38 days before the start of the Sporting Event, in a manner acceptable to the ISC. The invoice for the deposit will be raised on the final registration date or 45 days before the start of the Sporting Event, whichever is earlier, for payment within 7 days.

Rationale:

The objective of the deposit is to ensure that after athletes have paid their entry fee, the organiser is incentivised to conduct the event in accordance with the rules. The timing of the deposit payment should therefore be related to the timing of athletes paying their entry fee.

The same update to be made to ANNEX 1 ORGANISER AGREEMENT FINANCE

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Update on timing of payment of Sanction fee

Current text:

2.2.2 Sanction Fee

A Sanction Fee, as per FAI Fees Schedule, is levied by the ISC in respect of only those delegation Members, who are competitors, team videographers, Heads of Delegation, Team Managers and Team Coaches listed on an Official Entry Form. The FAI Controller will establish an estimated total that must be paid by the Organiser to the FAI at least seven (7) days before the published official start date of the competition. The FAI Controller shall then establish the actual number of participants to allow for a final settlement before the Jury declares the event to be valid.

Proposed Change:

A Sanction Fee, as per FAI Fees Schedule, is levied by the ISC in respect of only those delegation Members, who are competitors, team videographers, Heads of Delegation, Team Managers and Team Coaches listed on an Official Entry Form. The FAI Controller will establish an estimated total ~~that must be paid by the Organiser to the FAI at least seven (7) days before the published official start date of the competition.~~ within 7 days of the final registration date given in Bulletin 1 or 45 days before the competition, whichever is earlier. The Finance Secretary will request an invoice for this amount, due within 7 days of issue. At the start of the competition, the FAI Controller shall then establish the actual number of participants to allow for a final settlement before the Jury declares the event to be valid.

Rationale:

Placing the payment of the sanction fee closer to the date of receipt by the organiser reduces the impact of currency fluctuations on the organiser. It is also more closely reflects that the sanction fee is paid by the competitor to FAI ISC to cover the costs they incur for the competition.

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APPENDIX C: ISC 2025 Proposed Budget

Proposed BUDGET 2025		Plenary Meeting Feb 2025	
<i>All amounts shown in Swiss Francs (CHF)</i>			
Competition Income		ENTRIES	Sanction Fee
INCOME:		Estimate	100
			Use of reserves
AE	Teuge	55	5,500
CP/CPFS	SDAZ	75	7,500
FS	Teuge	280	28,000
IS - FS	Raeford	220	22,000
IS - AE	Charleroi	180	18,000
PS	Bids to come	40	4,000
SP	Hohenems	60	6,000
ST/AL	Bids to come	300	30,000
WS	Bids to come	75	7,500
Cat 2 Licence Fees			420
Sale of Merchandise			2,000
Protest Fees			0
Total Income		1285	130,920
Total Expenditure			-134,947
Result for the year			-64,700
EXPENDITURE:			
Competition related expenses			
FAI for Comp'n Records Processing		2,500	
FAI Jury		27,860	
FAI Judges		84,900	
Sub-total Competition Expenses			-115,260
Officer Expenses			
Plenary 2025 - Extended Bureau		2,500	
Plenary 2025 - Facilities		200	
Plenary 2025 - President Travel		500	
FAI General Conference		100	
ASC and other ISC President		500	
ISC Midyear Bureau Meeting		0	
Officer Expenses		500	
ISC Bureau Representation		500	
Sub-Total Officials			-4,800
ISC Committees and WGs			
- Artistic Events			
- Canopy Formation			
- Canopy Piloting			20,000
- Dynamic			
- Finance WG			
- Formation Skydiving			
- Indoor Skydiving		1,000	
- Judges		250	7,000
- Para Ski			1,200
- Rules & Regulations			
- Speed Skydiving			
- Style & Accuracy			500
- Skydiving for the disabled			21,500
- Technical & Safety			
- Wingsuit Flying			2,500
Sub-Total Committees			-1,250
Other annual costs			
Licences/Updates		200	
Hosting and maintenance		600	
IT Development		2,000	12,000
Media & Promotion		8,500	
Internal Cost - ISC Insurance Costs		1,837	
Bank and FX		500	
Sub-Total Other			-13,637
Total Expense			-134,947
			-64,700

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APPENDIX D: ISC 2026 Draft Budget

DRAFT BUDGET 2026		Plenary Meeting Feb 2025	
<i>All amounts shown in Swiss Francs (CHF)</i>			
Competition Income		ENTRIES	Sanction Fee
INCOME:		Estimate	100
			Use of reserves
AE	Bids to come	55	5,500
CP/CPFS	Bids to come	75	7,500
FS	Bids to come	280	28,000
IS - FS	Bids to come	220	22,000
IS - AE	Bids to come	180	18,000
PS	Bids to come	40	4,000
SP	Bids to come	60	6,000
ST/AL	Bids to come	300	30,000
WS	Bids to come	75	7,500
CF	Bids to come	45	4,500
Cat 2 Licence Fees			420
Sale of Merchandise			0
Protest Fees			0
Total Income		1330	133,420
Total Operating Expenditure			-145,927
Result for the year			-12,507
Sports Development Expenditure			0
Total Use of Special Reserves			-12,507
EXPENDITURE:			
Competition related expenses			
FAI for Comp'n Records Processing		2,500	
FAI Jury		31,840	
FAI Judges		91,900	
Sub-total Competition Expenses			-126,240
Officer Expenses			
Plenary 2025 - Extended Bureau		2,500	
Plenary 2025 - Facilities		200	
Plenary 2025 - President Travel		500	
FAI General Conference		100	
ASC and other ISC President		500	
ISC Midyear Bureau Meeting		0	
Officer Expenses		500	
ISC Bureau Representation		500	
Sub-Total Officials			-4,800
ISC Committees and WGs			
- Artistic Events			
- Canopy Formation			
- Canopy Piloting			
- Dynamic			
- Finance WG			
- Formation Skydiving			
- Indoor Skydiving		1,000	
- Judges		250	
- Para Ski			
- Rules & Regulations			
- Speed Skydiving			
- Style & Accuracy			
- Skydiving for the disabled			
- Technical & Safety			
- Wingsuit Flying			
Sub-Total Committees			-1,250
Other annual costs			
Licences/Updates		200	
Hosting and maintenance		600	
IT Development		2,000	
Media & Promotion		8,500	
Internal Cost - ISC Insurance Costs		1,837	
Bank and FX		500	
Sub-Total Other			-13,637
Total Expense			-145,927

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APPENDIX E: Draft Fees Schedule

Fee	Amount 2024 (CHF)	Amount 2025 (CHF)	Notes
Sanction Fee	115	100	According to point 2.2.2 <i>Sanction Fee</i> of the First Category Event Application Document
Bid Application Fee	800	800	Per Bid, regardless of the number of First Category Events being bid for
Deposit or Performance Bond 1) An FCE in Freefall Style and Accuracy Landing is regarded as one discipline for the purpose of the Deposit payment. (2) The Deposit is based on the number of disciplines included, regardless of the status of the FCE.	5'000	5'000	One Discipline
	9'000	9'000	Two Disciplines
	12'000	12'000	Three Disciplines
	14'000	14'000	Four Disciplines
	15'000	15'000	Five or more Disciplines
Plenary Host Application Fee	500	500	ISC Plenary Host Deposit To be paid once Plenary has been awarded to Host
Protest fee	150	150	
Challenge Fee	50	50	CP, ST/AL
CAT 2 Event Licence Fee	70	70	
Continental Record	300	300	Claim fee invoiced to NAC of competitor
Merchandising			
Certificate of Proficiency	7		1 to 100 per piece Ordered and invoiced by Secretariat
	6		101 to 500 per piece Ordered and invoiced by Secretariat
	5		501 or more per piece Ordered and invoiced by Secretariat
CoP Stickers	2		Ordered and Invoiced by Secretariat
Postage	-	-	All postage to be added after order. Cost depending on weight and destination.

All fees are based on the latest Commission policies.

The fees schedule is **subject to change** during Commission plenaries.

All payments must be preceded by an FAI-generated invoice.

Billing details of the payer (name, address, contact details, amount of the invoice) must be provided to the **ISC Finance Secretary, isc-finance@fai.org**

Each FAI invoice will state the payment and the banking details.

For questions on invoicing and payment process, please contact finance@fai.org.

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APPENDIX F: Other Financial Information of Interest

The information presented here is a sub-set or re-analysis of the Actual/Forecast 2024 financial position.

DISCIPLINE FINANCIALS 2024 as at 24 November										
Location	Disc.	C Competitors plus the relevant proportion of "Other"	D Judges (# paid by ISC)	E Income (C x CHF115)	F Judge Cost	G Jury Cost	Profitable ? (E - F - G)	Av Cost per Judge Travel (F/D)	Av Cost per Jury Travel (G/2)	Sanction Fee per discipline - if ever. (Cost of (F + G)/ C)
Macau	IS	248	26	28,520	31,971	3,544	-6,995	1,230	1,772	143
Prostejov	CF	70	7	8,050	7,564	835	-349	1,081	835	120
Prostejov	ST&AL	232	15	26,680	5,639	835	20,206	376	835	28
Pretoria	CP	57	9	6,555	13,247	4,283	-10,975	1,472	4,283	308
Beaufort	AE	41	7	4,715	5,792	1,787	-2,864	827	447	185
Beaufort	WS	58	7	6,670	6,065	1,787	-1,182	866	447	135
Beaufort	FS	154	13	17,710	14,365	1,787	1,558	1,105	447	105
Beaufort	SP	48	4	5,520	5,561	1,787	-1,828	1,390	447	153
TOTALS		908	88	104,420	90,204	16,646	-2,430	1,025	2,081	