

**BUDGET 2011**

	<b>ACTUAL 12 MONTHS 31/12/10</b>	<b>2010 BUDGET</b>	<b>2011 BUDGET</b>
	<b>£</b>	<b>£</b>	<b>£</b>
<b><u>Income</u></b>			
Normal Income	1,483,663	826,000	896,000
<b>TOTAL Income</b>	<b>1,483,663</b>	<b>826,000</b>	<b>896,000</b>
<b><u>Expenditure</u></b>			
Direct costs	1,378,514	925,000	1,142,000
Olympics	203,373	165,000	199,000
Administration	1,054,611	1,036,000	1,087,000
<b>TOTAL Expenditure</b>	<b>2,636,498</b>	<b>2,126,000</b>	<b>2,428,000</b>
<b>Operational Deficit</b>	<b>(1,152,835)</b>	<b>(1,300,000)</b>	<b>(1,532,000)</b>

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<b><u>INCOME</u></b>	<b>ACTUAL 12 MONTHS 31/12/10</b>	<b>2010 BUDGET</b>	<b>2011 BUDGET</b>
	<b>£</b>	<b>£</b>	<b>£</b>
MNA and Associate Member Subscriptions	206,781	200,000	200,000
Affiliated Member Subscriptions	2,044	2,000	2,000
ICA Subscriptions	15,527	15,000	15,000
New Class Application Fees	3,300	2,000	3,000
Licensed Builder Fees	5,305	15,000	15,000
In House Certification	14,741	5,000	10,000
Fees on New Boats Built	264,466	190,000	190,000
Olympic Solidarity	45,881	0	5,000
Publications	1,716	2,000	4,000
Technical specifications	3,677	5,000	5,000
ISAF Merchandise	5,493	10,000	10,000
ISAF Race Officials Clothing	0	0	5,000
Umpire and Judges Payments	273,659	50,000	60,000
Special Events & Approval Fees	198,051	140,000	150,000
Sponsorship	175,937	160,000	100,000
ITO Travel Youth Olympics	73,374	0	0
World Sailor of the Year	12,616	0	0
Television Production and Distribution	122,004	0	91,000
Copyright Fees	523	0	0
Advertising Income	6,200	0	0
Technical Services Income	9,088	5,000	5,000
IOC Development Programme	39,705	15,000	25,000
ISAF Recognised Training Programme	1,468	10,000	1,000
Other Income Received	2,107	0	0
<b>TOTAL INCOME</b>	<b>1,483,663</b>	<b>826,000</b>	<b>896,000</b>

## BUDGET 2011

<b><u>EXPENDITURE</u></b>	<b>ACTUAL 12 MONTHS 31/12/10</b>	<b>2010 BUDGET</b>	<b>2011 BUDGET</b>
	<b>£</b>	<b>£</b>	<b>£</b>
<b><u>Direct costs</u></b>			
ISAF Meetings	158,864	175,000	180,000
Executive Committee Meetings	61,755	45,000	50,000
ISAF Review Board	7,496	5,000	5,000
Executive Expenses	23,888	30,000	35,000
Committees' Activities	57,259	40,000	55,000
Sailor Classification	0	0	50,000
World Cup	45,137	35,000	48,000
Race Officials Programme	71,411	120,000	120,000
Athletes Participation Programme	14,236	16,000	17,000
Umpires/Judges Payments	313,098	50,000	60,000
ISAF Events	99,871	85,000	25,000
Special Events Anti Doping	574	15,000	0
World Sailor of the Year	17,390	0	0
Marketing/Media & Awards Presentations	10,653	30,000	30,000
Connect to Sailing	31,021	30,000	30,000
Website & IT Development	47,714	40,000	40,000
Insurance	47,490	45,000	50,000
Building Fees - Class & Designer Share	51,086	58,000	50,000
Plaques Purchased	6,204	5,000	5,000
Technical Specifications/In House Certification	7,242	8,000	8,000
Olympic Solidarity/ISAF Training	72,554	3,000	25,000
ISAF Goods	8,087	20,000	10,000
Race Officials Clothing	0	0	25,000
Publications	5,946	10,000	10,000
International subscription fees	3,874	5,000	5,000
Bad debts	(8,573)	5,000	5,000
Legal Fees Sport	22,291	20,000	20,000
Television Production and Distribution	158,004	0	139,000
Anti Doping Program AC	8,425	0	0
ISAF Recognised Training Programme	2,044	15,000	20,000
IOC Development Programme	33,473	15,000	25,000
<b>TOTAL Direct costs</b>	<b>1,378,514</b>	<b>925,000</b>	<b>1,142,000</b>

**BUDGET 2011**

<b><u>EXPENDITURE</u></b>	<b>ACTUAL 12 MONTHS 31/12/10</b>	<b>2010 BUDGET</b>	<b>2011 BUDGET</b>
	<b>£</b>	<b>£</b>	<b>£</b>
<b><u>Olympics</u></b>			
Staff Salaries	75,000	75,000	110,000
IOC Meetings	8,579	25,000	25,000
Olympic 2012	9,082	5,000	10,000
Youth Olympics 2010	65,644	15,000	4,000
Anti Doping Program	45,068	45,000	50,000
<b>TOTAL Olympics</b>	<b>203,373</b>	<b>165,000</b>	<b>199,000</b>

**BUDGET 2011**

<b><u>EXPENDITURE</u></b>	<b>ACTUAL 12 MONTHS 31/12/10</b>	<b>2010 BUDGET</b>	<b>2011 BUDGET</b>
	<b>£</b>	<b>£</b>	<b>£</b>
<b><u>Administration</u></b>			
Salaries	593,616	570,000	610,000
Employment costs	147,569	160,000	170,000
Other staff costs	7,877	10,000	10,000
Office rent & rates	123,768	125,000	125,000
Office running costs (inc. heat, light & power)	25,581	27,000	27,000
Equipment rental & renewals	23,467	25,000	25,000
Travelling	4,897	5,000	5,000
Telecommunications	11,808	12,000	12,000
Printing & stationery	11,398	10,000	10,000
Postage	12,568	25,000	20,000
Legal & professional fees	35	10,000	10,000
Audit & accountancy fees	24,235	22,000	28,000
Bank charges, interest & currency fluctuations	55,507	20,000	20,000
Depreciation	12,285	15,000	15,000
<b>TOTAL Administration</b>	<b>1,054,611</b>	<b>1,036,000</b>	<b>1,087,000</b>