

FIR Council Meeting, Zoom, 25th April 2023, 20.00 – 21.15

Council Members present:

Amke Fischer (AF), Kresten Hougaard (KH), Kirsten Kaptein (KK), James Pope (JP), Duncan Stahl (DS), Adarsh Vikram (AV), Graham King (GK)

Council Members excused:

Anna-Klara Ahlmer (AKA), Jean Michot (JM), Marcel Weigl (MW), Myriam Enmer (ME), Poku Salu (PS)

The meeting commenced at 20:05 CET

Introduction:

DS thanked everyone for being able to join the meeting at short notice.

DS confirmed that the meeting would only discuss and vote on the financials from 2022 and the budget for 2023 (details of which had been sent to all council members by AF 3 weeks previously).

DS asked GK to give a brief summary as to why the council needed to approve the financials. GK explained that the council needed to collectively be sure that the FIR was financially secure and making sound financial decisions in order to maintain its stability. GK also explained that Swiss tax law also required the FIR financials to be officially approved by the council.

AF first presented the slides for the 2022 financials (attached to these minutes).

AV asked why the Marketing Contribution Fee (MCF) total for 2022 was low. AF answered that we had lost 3 tournaments in early 2022 due to covid + also there was no SWT in 2022 and that the MCF from the world championships in 2022 was low due to the reduced entry fees on offer (as MCF is calculated as a % of total entry fee income).

KH made the point that if tournaments lowered entry fees (normally made possible by funding / subsidies secured by the tournament) then the FIR should not as a result receive less MCF (as FIR's marketing costs stay the same).

KH suggested that MCF should be calculated as a % of the normal, standard entry fees (and not reduced if a tournament is able to lower entry fees). As this would cover the FIR from any shortcomings.

DS said he was OK with KH's proposal in principal, but that there could be some cases in some countries where entry fees have to be much lower because of the local economic

conditions (for example India has entry fees of about EUR5)...and to then charge MCF as a % of normal entry fees would not be fair or realistic.

It was agreed that KH's proposal would be looked at in more detail by GK and in such a way that certain exceptions for how MCF was calculated in certain countries could be made.

MW had emailed a question about why there was no sponsorship or fundraising income for 2022.

DS explained that securing financial sponsorship for an international federation (which oversees multiple tournaments in different countries) was notoriously hard. Much greater opportunities existed for financial sponsorship on a more local or national level for particular tournaments in particular areas. But for the international federation it was far harder to secure such sponsorship, but he welcomed any suggestions for what the FIR might be able to do differently.

DS also explained that no fundraising efforts were undertaken in 2022 as we had previously gone very hard (and very successfully) on fundraising efforts with the Racketlon community in 2020 and 2021 when such funds were desperately needed because of covid. And it was not wise to continually go to the community with more fundraising requests.

GK agreed that 'fundraising fatigue' was a real danger and that we should be careful about how often we should undertake such fundraising efforts.

The 2022 financials were approved unanimously by the council.

AF then presented the slides for the 2023 Budget (attached to these minutes).

AF explained that much of the budget from tournament income was based on figures from the 2019 tour and the 2019 world championships (as this was the best equivalent tournament with just singles and teams – whereas 2021 WC's was just singles and 2022 WC's were teams, singles and doubles all together but with junior and seniors across a different weekend to the open categories).

AF pointed out extra income to the budget from the website and from new merchandise. DS explained website income would be from selling imbedded, paid for links on certain articles on the racketlon.net (made more valuable by increased website traffic) – KH was helping to look into this as a possible source of new income.

DS said that some new FIR World Tour merchandise would be launched in the 2nd half of 2023 with an aim to make a small profit.

AV suggested that the date the budget was set should be stated to give a better understanding of what tournaments etc were confirmed at the time the budget was set. DS and AF agreed that would be a good idea.

MW (via email) proposed that all future budgets should be set in December of the previous year.

AF pointed out that currently the budget was very rarely referred to during the year and so why was there a need to complete it in December. AF also made the point that completing it in December would be before the actuals for that year have even been completed and assessed – and so setting a budget for the following year would involve far more guess work if done in December.

GK agreed that we did not use or refer to the budget during the year but that we should try to more in future.

DS suggested setting the budget in January would be easier and more effective than December – as it is a quieter month and gives us the opportunity to first assess the finished financials from the previous year. This was unanimously agreed by the council.

MW (via email) asked about why no budget for a WC's magazine.

JP, DS, KH and GK all made the point that an online/digital version of the WC's magazine was actually far more effective than a physical version. As a digital version could include links (very valuable to sponsors) and also allow us to get the magazine to far more people. As well as also being far more environmentally friendly than a physical version.

MW (via email) asked about the FIR Development Fund in the budget (EUR5000).

DS explained that this would be a fund which member countries could apply for funding for certain projects in their countries aimed at developing Racketlon. Detailed criteria would be published as to what type of projects would be given priority (DS explained he had almost completed this), but that we would need to set up a committee which would decide where the funding was granted.

GK, AV and JP all agreed to form a working group which would aim to set up such a Development Fund committee. DS hoped all details about the FIR Development Fund would be sent to all member countries within the next 2 months, latest by end June 2023.

The 2023 Budget was unanimously approved by the Council.

Minutes completed by Duncan Stahl and approved by Graham King and Amke Fischer

ACTUALS 2022, in EUR

PROFIT & LOSS STATEMENT	Actuals	Budget	Variance
Tournament Status Fees, WC, Open	2.538	2.000	538
Tournament Status Fees, WC, Junior, Senior	3.169	1.700	1.469
Tournament Status Fees, WC, Team	860	650	210
Tournament Status Fees, SWT	0	0	0
Tournament Status Fees, IWT	2.871	4.500	-1.629
Tournament Status Fees, CHA	322	500	-178
Tournament Status Fees, Champions League	0	0	0
Players licences	19.084	14.000	5.084
Country Membership Fees	5.950	6.130	-180
Tournament Planner licences	774	975	-201
Marketing Fund	5.970	12.500	-6.530
Sponsors	0	0	0
Other revenues and services	2.713	7.000	-4.287
Fund Raising, Merchandise	0	0	0
Fund Raising Racketlon Angels	0	0	0
Income	44.251	49.955	-5.704

INCOME

- **Players licence fees** 5k above budget due to high participation WCs
- **MCF 6.5k** under budget due to lower income from WCs (reduced entry fees) and no SWT
- **Other revenues (-4.3k)** contains WC marketing/ media sponsorship deal with RFA/ERU of which only 3k was invoiced (incl. 2k within BoA)

ACTUALS 2022, in EUR

	Actuals	Budget	Variance
Marketing fees	-7.524	-12.000	4.476
Marketing expenses	-1.686	-5.000	3.314
Social Media Advertising		-2.000	2.000
Web site	-225	-500	275
Climat Change Initiative	0	-750	750
FundRaising costs, T-shirts	0	0	0
FundRaising costs, Racketlon Angels	0	-500	500
Tournament Software, website	-1.378	-1.333	-45
Tournament Software, Player DB	-2.758	-2.667	-91
Tournament Software, World Ranking	-1.378	-1.283	-96
Tournament Software, World Tour Race	0	-1.283	1.283
Tournament Software, licence fees	-1.143	-1.125	-18
Tournament Software, professional services and development	-1.816	-845	-971
World Tour Race trophies	0	-250	250
World Championships magazine	-1.000	0	-1.000
Provision for Bad Debtors	-2.093	0	-2.093
New country development	0	-355	355
Personnel costs, President	-12.000	-12.000	0
Travel expenses, President	-512	-2.500	1.988
Travel expenses, other	-266	-400	134
Tournament entry fees, Council members	-2.050	-4.000	1.950
Printing material	0	-100	100
AGM	0	0	0
Office supplies	0	-100	100
Postal charges	0	-50	50
Book-keeping fees	-113	0	-113
Consumables	0	-350	350
Other costs	-370	0	-370
Financial costs	-29	0	-29
Bank charges, paypal costs	-1.386	-1.250	-136
Exchange rate loss	-1.056	0	-1.056
Exchange rate profit	33	0	33
Expenses	-38.749	-48.641	9.892
Profit / (Loss)	5.502	1.314	4.188

EXPENSES

- Costs for marketing lower (9.7k) according to lower marketing income
- **+1k** No expenses for **World Tour Race**
- **-1k WC magazine** not budgetted
- **-2k provision** for disputed WC invoice
- **+2k travel costs**
- **-1k FX loss**

RESULT for 2022:

+5.502 EUR

ACTUALS 2022, in EUR

BALANCE SHEET

Cash	2.608	Equity transfer from FIR Austria	-13.767
PayPal-Switzerland, EUR	3.961	(Profit) /Loss carried forward	-3.614
PayPal-Switzerland, CHF	653	(Profit) / Loss for the year	-5.502
Post Finance - CHF	3.091		
Post Finance - EUR	4.134		
TransferWise - CH	12.415		
Clients or Debtors	4.549		
Provision for Doubtful Debts	-2.093		
Accrued expenses	-3.497		
Advance payments future years	-783		
Advance licence payments future years	-2.155		

Cash/ bank accounts total

- **As of 31.12.2021: 16.355 EUR**
- **As of 31.12.2022: 26.862 EUR**

Budget 2023, in EUR

PROFIT & LOSS STATEMENT	Actuals 2022	BUDGET 2023	Variance
Tournament Status Fees, WC, Open	2.538	2.691	153
Tournament Status Fees, WC, Junior, Senior	3.169	1.696	-1.473
Tournament Status Fees, WC, Team	860	630	-230
Tournament Status Fees, SWT	0	1.000	1.000
Tournament Status Fees, IWT	2.871	3.589	718
Tournament Status Fees, CHA	322	322	0
Tournament Status Fees, Champions League	0	-	0
Players licences	19.084	18.090	-994
Country Membership Fees	5.950	5.720	-230
Tournament Planner licences	774	1.080	306
Marketing Fund	5.970	9.450	3.480
Sponsors	0	-	0
Other revenues and services	2.713	1.000	-1.713
Fund Raising, Merchandise	0	2.500	2.500
Fund Raising Racketlon Angels	0	-	0
Income	44.251	47.768	3.517

INCOME BUDGET 2023 vs ACTUALS 2022

- Slightly less players than 2022 expected mainly due to smaller WC venues, but 20% more than pre COVID (2018)
- Marketing Fund higher (+3k) due to 2 more IWTs and 1 SWT and normal WC entry fees
- No RFA/ ERU WC sponsorship deal but website paid content (-2k) and fundraising merchandise sale (+2.5k) in budget

Budget 2023, in EUR

	Actuals 2022	BUDGET 2023	Variance
Marketing fees	-7.524	-7.500	24
Marketing expenses	-1.686	-2.500	-814
Web site	-225	-225	0
Climat Change Initiative	0	-770	-770
FundRaising costs, T-shirts	0	-1.000	-1.000
Tournament Software, website	-1.378	-1.575	-197
Tournament Software, Player DB	-2.758	-3.152	-394
Tournament Software, World Ranking	-1.378	-1.575	-197
Tournament Software, World Tour Race	0	0	0
Tournament Software, licence fees	-1.143	-1.254	-111
Tournament Software, professional services and de	-1.816	-1.816	0
World Tour Race trophies	0	0	0
World Championships magazine	-1.000	0	1.000
Provision for Bad Debtors	-2.093	0	2.093
Personnel costs, President	-12.000	-12.000	0
Travel expenses, President	-512	-1.000	-488
Travel expenses, other	-266	-300	-34
Tournament entry fees, Council members	-2.050	-2.050	0
Printing material	0	0	0
Office supplies	0	-680	-680
Postal charges	0	-50	-50
Book-keeping fees	-113	0	113
Other costs	-370	-370	0
Financial costs	-29	-29	0
Bank charges, paypal costs	-1.386	-1.386	0
Exchange rate loss	-1.056	-1.056	0
Exchange rate profit	33	0	-33
FIR Project & Development Fund	0	-5.000	-5.000
WC trophies	0	-610	-610
Expenses	-38.749	-45.897	-7.148
Profit / (Loss)	5.502	1.871	-3.632

EXPENSES BUDGET 2023 VS ACTUALS 2022:

- Climate change initiative (-1K)
- Costs for merchandise (-1K)
- no WC magazine (+1K)
- No Provision for disputed invoice (+2K)
- Office supplies: 2*tripods, 1* tablet (-1K)
- Introduction of FIR Project & Development Fund (-5K)
- Introduction of perennial WC trophies (-1K)

RESULT for 2023:

+1.871 EUR

Finances – auditors report