



WDSF PROFESSIONAL DIVISION'S BUDGET REPORT

WDSF PD BUDGET 2014 AND PROVISIONAL BUDGET 2015

**To the delegates to the AGM of the Professional Division of WDSF
in Bucharest, Romania, June 14, 2014**

Dear Delegates, Ladies and Gentlemen,

Although the Professional Division Finances are an integral part of the WDSF finances, PD is autonomous in budgeting and carrying out its financial activities. Of course, PD is bound to follow the same transparent procedures of financial reporting as set up and practised by WDSF.

PD strategy of building up a solid capital base follows the strategy of WDSF, of course on much lower scale. Let me express the goal of such strategy in quantitative terms: PD is aiming to build up the capital base to the level of the two-year genuine income and we are now almost two thirds way to the goal.

Looking at the income of the 2014 Budget and 2015 Provisional Budget let me point out 2 items:

1. The drop in income from Competition Fees in 2014 that is due to the decision of the PD Management Board to waive the competition fees for all the PD Open Competitions in 2014. The decision has been adopted on the initiative of the Athlete's Commission representative with the argumentation that PD athletes need more Open Competitions and the temporary waiving of the fees should increase the number of such competitions in 2014.
2. The remarkable budgeted amount granted by WDSF to sponsor Prize Money for WDSF World Super Grand Prix, Championships and Cups. This is to help the organisers of such competitions to meet relatively high Minimum Prize Money requirement in order to keep Professional Division attractive for WDSF top couples to continue their competition careers in WDSF when giving way to new upcoming WDSF amateur champions.

PD budgeted expenses try to reflect as much as possible two important priorities regarding PD athletes and competitions:

1. To increase the activities in promoting PD competitions and to pay more attention to promote best PD athletes in media and in communication addressed to PD members and to the DanceSport community worldwide.
2. To pay special attention to the promotion of WDSF PD outside Europe. The very important step will be done in 2014 with the first PD event in Peoples Republic of China – the PD World Championship Standard will be held in Nanjing combined with a PD Open Latin Competition at the beginning of November. We do hope that in 2015 a similar step will be made in Canada and/or USA and it can be easily anticipated that this will not be possible without the active engagement of PD in the promotion activities.

Please find below the table presenting the 2014 PD Budget and 2015 PD Provisional Budget, in comparison with the 2013 Budget and 2013 Results (not audited yet), followed by the detailed Explanations.

WDSF PD BUDGET 2014 & PROVISIONAL BUDGET 2015 IN CHF	See Explanation	Budget WDSF PD 2013 CHF	Result WDSF PD 2013 (Non-audited) CHF	Budget WDSF PD 2014 CHF	Ratio Budg 14 /Resul 13 (%)	Provis. Budget WDSF PD 2015 CHF
Income and Expenses						
Operating income						
Adjudicator's License Fees	1	30.800	34.053	37.400	110%	39.600
Athlete's Fees	2	1.529	3.263	4.000	123%	4.000
PD Competition Fees	3	30.410	47.470	39.500	83%	55.500
Membership Fees	4	31.700	31.703	33.100	104%	33.100
WDSF Prize Mones Contribution		-	79.950	79.500		79.500
Other Income		600	100	500	500%	500
Total Operating Income		95.039	196.539	194.000	99%	212.200
Operating Expenses						
Administration	5	- 8.000	- 11.445	- 12.000	105%	- 12.000
Advertisement and Promotion	6	-	- 100	- 3.000	3000%	- 3.000
Bank Charges		- 500	- 473	- 500	106%	- 500
Communications	7	- 8.000	- 1.899	- 12.000	632%	- 12.000
Contingency		- 1.000	-	- 4.000		- 4.000
Education	8	- 2.500	-	- 2.000		- 2.000
General Meeting	9	- 13.000	- 17.497	- 13.000	74%	- 13.000
Managing Committee Meetings		- 12.000	- 123	-	0%	-
Management Board Meetings	10	- 20.000	- 11.551	- 18.000	156%	- 18.000
Prize Money at WSGP, Champ and Cups	11	- 13.000	- 92.250	- 113.900	123%	- 113.900
Strategic Development (PD Projects)	12		-	- 3.000		- 17.000
Travelling, Acommod. & Hospitality Other	13	- 7.000	- 11.934	- 11.000	92%	- 12.000
Total Operating Expenses		- 85.000	- 147.272	- 192.400	131%	- 207.400
Operating Surplus/(Deficiency)		10.039	49.267	1.600	3%	4.800
Non-operating Income and Expenses						
Bank interest		70	52	70	135%	80
Non-operating Income						
Non-operating expenses		- 70	- 594	- 70		- 80
Surplus/(Deficiency)		10.039	48.725	1.600	3%	4.800

EXPLANATIONS TO WDSF PD BUDGETS		Budget 2014 CHF	Provis. Budget 2015 CHF
1 PD Adjudicator's Licence Fees			
340 licensees in 2014 and 360 in 2015 at CHF 110/licence		37.400	39.600
Total PD Adjudicator's Licence Fees		37.400	39.600
2 PD Athlete's Licence Fees			
400 licensees in 2014 and 400 in 2015 at CHF 10/licence		4.000	4.000
Total PD Athlete's Licence Fees		4.000	4.000
3 WDSF PD Granted Competition Fees			
PD World Championships		11.750	11.750
PD Continental Championships		5.000	5.000
PD Open Competitions: no fees in 2014		-	11.800
PD World Cups		6.000	6.000
PD Continental Cups		1.750	1.750
PD Granted Opens MasterClass: no fees in 2014		-	1.200
PD World Super Grand Prix		15.000	18.000
Total WDSF PD Granted Competition Fees		39.500	55.500
4 Membership Fees			
Full Memb Fees: 2014 - 45 Full/4 Provis; 2014 - 45 Full/4 Provis		33.100	33.100
Total Membership Fees		33.100	33.100
5 Administration			
Expenses for administr., telecommunic. and outsourced services	-	12.000	- 12.000
Total Administration	-	12.000	- 12.000
6 Advertisement and Promotion			
Expenses for promotional materials and/or services	-	3.000	- 3.000
Total Advertisement and promotion	-	3.000	- 3.000
Bank Charges			
	-	500	- 500
7 Communications			
Communic. techn. support (videos, photos, internet uploading)	-	12.000	- 12.000
Total Communications	-	12.000	- 12.000
8 Education			
Expenses for the coordination with the WDSF Academy	-	2.000	- 2.000
Total Education	-	2.000	- 2.000
9 General Meeting			
Dinner for PD Delegates of the Annual General Meeting	-	4.000	- 4.000
Accommodation and hospitality for PD Man. Board Members	-	3.000	- 3.000
AGM package including light lunch and drinks	-	4.000	- 4.000
Technical facilities and support	-	2.000	- 2.000
Total General Meeting	-	13.000	- 13.000

10 Management Board Meetings

Two stand-alone PD Management Board Meetings	-	13.000	-	13.000
PD MB Meeting in conjunction with AGM (only trav. expenses)	-	5.000	-	5.000
Total Management Board Meetings	-	18.000	-	18.000

11 Prize Money Contributions for PD WSGP, Champ. and Cups

PD World Championships		23.616		23.616
PD Continental Championships		12.300		12.300
PD World Cups		2.952		2.952
PD Continental Cups		1.230		1.230
PD World Super Grand Prix		73.800		73.800

* CHF 79'500 in the below total amount comes from WDSF
and CHF 34'398 from PD funds

Total Prize Money Contrib. for PD WSGP, Champ. and Cups		113.898		113.898
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12 Strategic Development

Projects for PD Development outside Europe	-	3.000	-	17.000
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Total Strategic Development	-	3.000	-	17.000
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13 Travelling Accommodation and Hospitality Other

Various meetings and represent. at PD events not covered by organisers	-	11.000	-	12.000
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Total Travelling Other	-	11.000	-	12.000
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Yours Sincerely,

Verena Sulek
WDSF PD Director