

	REVENUE	Budget 2017 oct.16	Variance vs Budget 2016		Forecast 2016	Budget 2016	Audited 2015
1	MEMBERSHIP FEES	73'500	+ 500	+1%	73'000	73'000	100'000
2	TV AND MARKETING RIGHTS	1'250'000	- 635'000	-51%	1'785'000	1'885'000	2'300'362
3	FEES FOR ORGANISATION OF WCH.	25'000	- 5'000	-20%	40'000	30'000	181'739
4	IOC REVENUES	1'270'000	- 12'800'000	-1008%	14'070'000	14'070'000	79'269
5	REIMBURSEMENTS OF ADVANCED COSTS	30'000	- 215'000	-717%	385'000	245'000	32'609
6	ANTI-DOPING REVENUES	167'500	+ 42'500	+25%	575'000	125'000	415'402
7	IWF TECHNOLOGIES (TIS, NCMS, TL)	25'000	+ 0	+0%	25'000	25'000	8'975
8	REFEREE CARDS AND LICENSES	50'000	+ 35'000	+70%	15'000	15'000	13'534
9	IWF SHOP SALES	5'000	+ 4'000	+80%	2'000	1'000	4'721
10	SUBSCRIPTIONS TO WWMM	0	+ 0	-	0	0	1'122
12	OTHERS	30'000	+ 0	+0%	30'000	30'000	0
	<b>TOTAL</b>	<b>2'926'000</b>	<b>- 13'573'000</b>	<b>-464%</b>	<b>17'000'000</b>	<b>16'499'000</b>	<b>3'137'733</b>
	EXPENSES	Budget 2017 oct.16	Variance vs Budget 2016		Forecast 2016	Budget 2016	Audited 2015
1	DEVELOPMENT & EDUCATION	1'775'000	+ 0	+0%	1'325'000	1'775'000	1'260'569
2	MEETINGS	430'000	+ 0	+0%	320'000	430'000	70'177
3	PARTICIPATION IN MEETINGS	50'000	+ 0	+0%	50'000	50'000	34'135
4	COSTS RELATED TO COMPETITIONS	200'000	+ 1'000'000	+500%	850'000	1'200'000	343'258
5	ANTI-DOPING ACTIVITY	1'000'000	+ 450'000	+45%	1'150'000	1'450'000	866'167
6	PUBLICATIONS / PR	350'000	- 20'000	-6%	100'000	330'000	92'277
7	IWF LOGO ITEMS (Diplomas, etc.)	30'000	+ 0	+0%	30'000	30'000	100'656
8	IWF TECHNOLOGIES (TIS, NCMS, TL)	40'000	+ 0	+0%	40'000	40'000	16'584
9	CONTRIBUTION TO IWF OFFICIALS	600'000	+ 0	+0%	600'000	600'000	575'000
10	OPERATION COSTS OF SECRETARIAT - BUD	1'100'000	- 75'000	-7%	900'000	1'025'000	741'885
17	OPERATION COSTS OF SECRETARIAT - LSN	610'000	- 140'000	-23%	260'000	470'000	216'167
11	OPERATION COSTS OF GS OFFICE	150'000	+ 0	+0%	150'000	150'000	153'047
12	LEGAL AND ADMINISTRATIVE ASSISTANCE	220'000	- 40'000	-18%	140'000	180'000	96'021
13	MEMBERSHIP AND SUBSCRIPTION FEES	15'000	- 5'000	-33%	15'000	10'000	16'707
15	IWF MARKETING	60'000	- 10'000	-17%	50'000	50'000	70'119
16	OTHERS, MISCELLANEOUS	30'000	+ 0	+0%	30'000	30'000	40'824
	<b>TOTAL</b>	<b>6'660'000</b>	<b>+ 1'160'000</b>	<b>+17%</b>	<b>6'010'000</b>	<b>7'820'000</b>	<b>4'693'593</b>
	SUMMARY	Budget 2017 oct.16	Variance vs Budget 2016		Forecast 2016	Budget 2016	Audited 2015
	TOTAL REVENUES	2'926'000	- 13'573'000	-464%	17'000'000	16'499'000	3'137'733
	TOTAL EXPENSES	-6'660'000	+ 1'160'000	-17%	-6'010'000	-7'820'000	-4'693'593
	<b>OPERATING RESULT</b>	<b>-3'734'000</b>	<b>- 12'413'000</b>	<b>-332%</b>	<b>10'990'000</b>	<b>8'679'000</b>	<b>-1'555'860</b>
11	FINANCIAL REVENUE (NET)	0	+ 0	-	0	0	52'806
14	BANK CHARGES	-30'000	- 5'000	+17%	-30'000	-25'000	-72'456
	FINANCIAL PROFIT / - LOSS (NET)	-30'000	- 5'000	+17%	-30'000	-25'000	-19'650
	<b>NET SURPLUS OF REVENUES (- EXPENSES)</b>	<b>-3'764'000</b>	<b>- 12'418'000</b>	<b>-330%</b>	<b>10'960'000</b>	<b>8'654'000</b>	<b>-1'575'510</b>

	REVENUE	Budget 2017 (Oct. 2016)			Forecast 2016		Budget 2016		Audited 2015	
		Breakdown	Total	Comments	Breakdown	Total	Breakdown	Total	Breakdown	Total
1	<b>MEMBERSHIP FEES</b>		<b>73'500</b>			<b>73'000</b>		<b>73'000</b>		<b>100'000</b>
	number of members 147									
	annual fee 500									
	total 73'500									
	unpayment (estimation)									
	net total 73'500									
2	<b>TV AND MARKETING RIGHTS</b>		<b>1'250'000</b>			<b>1'785'000</b>		<b>1'885'000</b>		<b>2'300'362</b>
2.1	<b>World Championships</b>	330'000			25'000		25'000		1'275'560	
	senior Penang 300'000									
	junior Tokyo 25'000									
	youth Bangkok 5'000									
	total 330'000									
2.2	<b>Barbell companies</b>	460'000			1'300'000		1'400'000		564'828	
	ELEIKO 80'000									
	UESAKA 80'000									
	WERK-SAN 80'000									
	ZKC 80'000									
	DHS 80'000									
	Additional contribution from events providers 60'000			incl. 60 k\$ for additional contribution by WC providers						
	Equipment Co -									
	total 460'000									
2.3	<b>Others</b>	460'000			460'000		460'000		60'000	
	Zhen-Ao 60'000			last year of the 3 years contract with KMG Inter'l					399'974	
	KMG Int'l (marketing commission) 400'000									
	total 460'000									
3	<b>FEES FOR ORGANISATION OF WCH.</b>		<b>25'000</b>			<b>40'000</b>		<b>30'000</b>		<b>181'739</b>
3.1	<b>World Championships</b>	20'000			35'000		15'000		181'583	
	senior -									
	junior 10'000									
	youth 10'000									
	total 20'000									
3.2	<b>Masters World Championships</b>	5'000			5'000		15'000		156	
	masters WL 5'000									
4	<b>IOC REVENUES</b>		<b>1'270'000</b>	Based on London 3rd and last instalment		<b>14'070'000</b>		<b>14'070'000</b>		<b>79'269</b>
4.1	<b>Olympic Games / YOG</b>	1'200'000			14'000'000		14'000'000		9'269	
4.1	<b>Less cancellation insurance premium</b>									
4.2	<b>IF Development Program</b>	70'000			70'000		70'000		70'000	
5	<b>REIMBURSEMENTS OF ADVANCED COSTS</b>		<b>30'000</b>			<b>385'000</b>		<b>245'000</b>		<b>32'609</b>
5.1	<b>Olympic Games / YOG</b>	0			340'000		200'000		4'670	
5.2	<b>World Championships</b>	20'000			30'000		30'000		3'875	
5.3	<b>Others (qualification events)</b>	10'000			15'000		15'000		24'064	
6	<b>ANTI-DOPING REVENUES</b>		<b>167'500</b>			<b>575'000</b>		<b>125'000</b>		<b>415'402</b>
6.1	<b>Anti-Doping Fund / World Championships</b> 1000 @ 100 \$	100'000		Only AD funds (regitration fees)	50'000		50'000		88'900	
6.2	<b>Anti-Doping Fund / Qualification Events</b> 450 @ 150 \$	67'500		AD fines : budget 0 as previous years	75'000		75'000		4'370	
6.3	<b>Anti-Doping Fines</b>	0			450'000		0		322'132	
7	<b>IWF TECHNOLOGIES (TIS, NCMS, TL)</b>		<b>25'000</b>			<b>25'000</b>		<b>25'000</b>		<b>8'975</b>

	REVENUE	Budget 2017 (Oct. 2016)			Forecast 2016		Budget 2016		Audited 2015	
		Breakdown	Total	Comments	Breakdown	Total	Breakdown	Total	Breakdown	Total
8	TO CARDS AND LICENSES		50'000			15'000		15'000		13'534
9	IWF SHOP SALES		5'000			2'000		1'000		4'721
10	SUBSCRIPTIONS TO WWM		0			0		0		1'122
11	FINANCIAL REVENUE		0			0		0		52'806
11.1	UBP, Geneva	0			0		0		48'412	
11.2	UBS, Zurich								-9'626	
11.3	NSB, Budapest								14'020	
12	OTHERS		30'000			30'000		30'000		0
	TOTAL		2'926'000			17'000'000		16'499'000		3'190'539

	EXPENSES	Budget 2017 (Oct. 2016)			Forecast 2016		Budget 2016		Audited 2015	
		Breakdown	Total	Comments	Breakdown	Total	Breakdown	Total	Breakdown	Total
1	DEVELOPMENT & EDUCATION		1'775'000			1'325'000		1'775'000		1'260'569
1.1	Development program	350'000			350'000		350'000		513'572	
1.2	Continental Federations - annual contribution	250'000		Contribution for administration 5*50 kUSD	250'000		250'000		725'536	
1.2x	Continental Federations - projects	625'000		Based on IWF DP application process	625'000		625'000			
1.5	IWF - special development projects	550'000			100'000		550'000		21'461	
2	MEETINGS		430'000			320'000		430'000		70'177
2.1	Congresses	100'000			50'000		100'000		6'903	
2.2	Executive Board	200'000			200'000		200'000		10'877	
2.3	Committees & Comissions	100'000			40'000		100'000		33'430	
2.4	Others	30'000			30'000		30'000		18'967	
3	PARTICIPATION IN MEETINGS		50'000			50'000		50'000		34'135
3.1	IF meetings organised by IOC	20'000			20'000		20'000		11'061	
3.4	Others (WADA, ASOIF, SportAccord, etc.)	30'000			30'000		30'000		23'074	
4	COSTS RELATED TO COMPETITIONS		200'000			850'000		1'200'000		343'258
4.1	Olympic Games / YOG	0			650'000		1'000'000		15'232	
4.2	World Championships	150'000			100'000		100'000		261'605	
4.5	Others (incl. qualification events)	50'000			100'000		100'000		66'421	
5	ANTI-DOPING ACTIVITY		1'000'000	Reduced compared to 2016 budget - No OG, targeted control program		1'150'000		1'450'000		866'167
5.1	Anti-Doping controls	400'000			450'000		500'000		370'997	
5.2	Analysis costs	400'000			500'000		725'000		345'332	
5.3	Accessories & Special Delivery	80'000			80'000		85'000		60'455	
5.4	Others and Anti-doping commission	120'000			120'000		140'000		89'383	
6	PUBLICATIONS / PR		350'000	increased media exposition		100'000		330'000		92'277
6.1	World Weightlifting	50'000		new website (not realised in 2016)	50'000		80'000		40'390	
6.2	Others (Website, etc.)	300'000			50'000		250'000		51'887	
7	IWF LOGO ITEMS (Diplomas, etc.)		30'000			30'000		30'000		100'656
8	IWF TECHNOLOGIES (TIS, NCMS, TL)		40'000			40'000		40'000		16'584
9	CONTRIBUTION TO IWF OFFICIALS		600'000			600'000		600'000		575'000

	EXPENSES	Budget 2017 (Oct. 2016)			Forecast 2016		Budget 2016		Audited 2015	
		Breakdown	Total	Comments	Breakdown	Total	Breakdown	Total	Breakdown	Total
10	OPERATION COSTS OF IWF SECRETARIAT - BUDAPEST		1'100'000			900'000		1'025'000		741'885
10.1	Salary and own costs	800'000		salary adjustments, headcount + 1 secretariat assistant + replacements	620'000		650'000		516'939	
10.2	Rent and maintenance	60'000			50'000		75'000		46'998	
10.3	Telecommunications	50'000			40'000		60'000		23'427	
10.4	Office supplies	30'000			30'000		30'000		9'340	
10.5	Equipment	30'000			30'000		30'000		24'263	
10.6	Mailing costs	30'000			30'000		50'000		23'975	
10.7	Transportation costs & Cargo	40'000			40'000		70'000		31'836	
10.8	Other operational costs	60'000			60'000		60'000		65'107	
17	OPERATION COSTS OF IWF SECRETARIAT - LAUSANNE		610'000	2 additional staff in Lausanne (not realised in 2016) + related costs (accommodation, offices, travel, etc.)		260'000		470'000		216'167
17.1	Salary and own costs	500'000			190'000		360'000		187'730	
17.2	Rent and maintenance	60'000			40'000		60'000		26'849	
17.3-5	Others	50'000			30'000		50'000		1'588	
11	OPERATION COSTS OF GS OFFICE		150'000			150'000		150'000		153'047
12	LEGAL AND ADMINISTRATIVE ASSISTANCE		220'000			140'000		180'000		96'021
12.1	Legal costs	100'000		legal assistance for Electoral Congress + changes in the constitution	50'000		50'000		13'398	
12.2	External Audits	60'000			60'000		70'000		50'948	
12.3	Others, Contingency	60'000			30'000		60'000		31'675	
13	MEMBERSHIP AND SUBSCRIPTION FEES		15'000			15'000		10'000		16'707
14	BANK CHARGES		30'000			30'000		25'000		72'456
15	IWF MARKETING		60'000	including study/assessment by an external partner		50'000		50'000		70'119
16	OTHERS, MISCELLANEOUS		30'000			30'000		30'000		40'824
16.1	Others	30'000			30'000		30'000		40'824	
	TOTAL		6'690'000			6'040'000		7'845'000		4'766'049
	SURPLUS OF REVENUE (- EXPENSES) OF THE YEAR		-3'764'000			10'960'000		8'654'000		-1'575'510