



10th EBL NBO Officers' Seminar

EBL and your money

Eric Laurant

EBL treasurer



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Income and costs	2019	2018	2017	2016	2015
Membership fee	309.093	302.666	298.619	296.797	296.468
Championships	<u>488.097</u>	<u>306.673</u>	<u>542.286</u>	<u>305.974</u>	<u>535.980</u>
Total	797.190	609.339	840.905	602.771	832.448
Recurring costs	317.602	329.250	371.950	345.462	352.001
Variable costs	<u>321.986</u>	<u>222.137</u>	<u>575.999</u>	<u>488.143</u>	<u>502.308</u>
Total	639.588	551.387	947.949	833.605	854.309
Result	157.602	57.952	-107.043	-230.834	-21.861



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Balance sheet	2019	2018	2017	2016	2015
Cash and bank	774.836	541.456	423.621	481.883	669.293
Investments	0	46.851	107.698	267.416	299.003
Other	<u>44.307</u>	<u>50.841</u>	<u>115.879</u>	<u>54.426</u>	<u>27.432</u>
Total	819.143	639.147	647.198	803.725	995.728
Equity	644.902	487.300	429.348	536.391	767.225
Assigned reserves	125.500	100.500	72.566	88.239	88.239
Other	<u>48.741</u>	<u>51.347</u>	<u>145.284</u>	<u>179.095</u>	<u>140.264</u>
Total	819.143	639.147	647.198	803.725	995.728
Solvability	94%	92%	78%	78%	86%



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Realized cost savings	2020	2019	2018
Officers	15.000	15.000	7.000
Meetings	12.500	10.000	7.500
Travel	12.500	10.000	7.500
Ceremonies	5.000	5.000	5.000
Other	<u>10.000</u>	<u>5.000</u>	<u>3.000</u>
Total	55.000	45.000	30.000



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Budget 2020	Income
Membership fees	310.000
ENTC Madeira	<u>343.000</u>
Total income	653.000



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Budget 2020 recurring costs part 1

Office rent Lausanne	15.000
Salaries	75.000
Insurance	18.000
IT	10.000
Operations director	10.000
Officers	47.000
Executive meetings	20.000
Management committee	<u>5.000</u>
Total recurring costs part 1	200.000



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Budget 2020 Recurring costs part 2

Other committees	10.000
Officers costs	20.000
Legal	5.000
Audit & accounting	11.000
Storage	8.000
Bank charges	3.000
International relations	10.000
Other	<u>28.000</u>
Total Recurring costs part 2	95.000



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Budget 2020 variable costs

ENTC Madeira	173.000
Youth EC	20.000
Champions cup	15.000
TD course/workshop	10.000
NBO seminar	40.000
Other	<u>15.000</u>
Total variable costs	273.000



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Budget 2020 recap	
Income membership fees	310.000
Income ENTC Madeira	345.000
Total recurring costs part 1	- 200.000
Total recurring costs part 2	- 95.000
Total variable costs	<u>- 273.000</u>
Result	85.000



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Budget 2020 highlight 1:

Income membership fees

310.000

Total recurring costs

- 295.000



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Budget 2020 highlight 2:

Income ENTC Madeira

345.000

Costs ENTC Madeira

173.000

Result

172.000

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Supported initiatives:

NBO marketing	18.000	2016
NBO marketing	30.000	2017
Junior Nordic champs	3.000	2018
Alzheimer conference	1.500	2018
Keep bridge alive	6.000	2018
Bridge to success	2.000	2019
Bridge to the people	5.000	2019
Youth under 16	27.000	2019
Discount Madeira	60.000	2020
Freeze membership fee	5.000	2020



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Membership fees

1	500	€ 500
501	300000	€ 1,03
30001	600000	€ 0,52
60001	900000	€ 0,28
90001		€ 0,16



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BOSNIA&HERZEG.	27	500	18,52
SAN MARINO	38	500	13,16
GEORGIA	46	500	10,87
LUXEMBOURG	49	500	10,20
MALTA	82	500	6,10
LITHUANIA	102	500	4,90
UKRAINE	130	500	3,85
FAROE ISLANDS	150	500	3,33
MONACO	150	500	3,33
ALBANIA	160	500	3,13
SERBIA	237	500	2,11
SLOVAKIA	255	500	1,96
SLOVENIA	291	500	1,72
LATVIA	312	500	1,60
CYPRUS	322	500	1,55



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ICELAND	777	862	1,11
HUNGARY	608	655	1,08
CROATIA	625	669	1,07
WALES	2.320	2.455	1,06
RUSSIA	1.000	1.056	1,06
SWITZERLAND	3.287	3.455	1,05
FINLAND	1.408	1.479	1,05
SCOTLAND	5.717	5.939	1,04
BELGIUM	6.909	7.176	1,04
SPAIN	5.091	5.266	1,03
DENMARK	21.656	22.384	1,03
AUSTRIA	2.716	2.807	1,03
GERMANY	23.452	24.148	1,03
SWEDEN	22.079	22.641	1,03
ISRAEL	8.139	8.304	1,02
NORWAY	8.739	8.800	1,01
GREECE	4.310	4.299	1,00



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IRELAND	4.923	4.892	0,99
ESTONIA	505	500	0,99
ROMANIA	506	500	0,99
TURKEY	6.094	5.900	0,97
ITALY	22.350	21.544	0,96
CZECH REP	522	500	0,96
ENGLAND	36.523	34.144	0,93
POLAND	5.960	5.463	0,92
PORTUGAL	982	856	0,87
BULGARIA	702	605	0,86



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NETHERLANDS	78.822	51.928	0,66
FRANCE	85.662	52.364	0,61
TOTAL	364.735	309.093	0,85



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So players pay

1-2 cents per week

to EBL and WBF



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Thanks to EBL / WBF:

Bridge is taken seriously

Same laws all over world

Continuously innovation

Olympic/Government support

European/World championships



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You have to explain these facts

You have to proclaim & defend

However...

We understand difficulties



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Is current system fair & honest?

Should we reward nbo's that...

It's EBL EC strategy discussion

Input very very very welcome