



# ***PRESIDENTS'*** ***MEETING***

10 SEP - 12 SEP 2021 | **MUNICH** GERMANY

09.08.2021 - Salzburg, AT

# TARGET26

OUR STRATEGY FOR **FOCUSING,**  
**HITTING AND MOVING** - TOGETHER



**EMPOWERING  
OUR  
FEDERATIONS**

**ENHANCING  
OUR  
EVENTS**

**EXTENDING  
OUR  
REACH**

**UPGRADING  
OUR  
GOVERNANCE**

**INNOVATING  
OUR  
FUTURE**

<b>Target 26 Category</b>	<b>Empowering our federations</b>
<b>Target 26 Objective</b>	Establish a more effective financial support system
<b>Target 26 Code</b>	1.2
<b>Project Owner</b>	Secretary General (SG)
<b>Project Mission</b>	<p>Establish a more effective system of financial support for National Federations that</p> <ul style="list-style-type: none"><li>• is tailored to their unique circumstances</li><li>• meets needs of the sport</li><li>• enables NFs to grow the sport in their countries</li><li>• rewards proactivity and impact</li><li>• is transparent with criteria and principles regarding the distribution of support</li></ul>
<b>Stakeholders</b>	<ul style="list-style-type: none"><li>• NFs</li><li>• Athletes</li><li>• OCs</li></ul>

## CURRENT SYSTEM

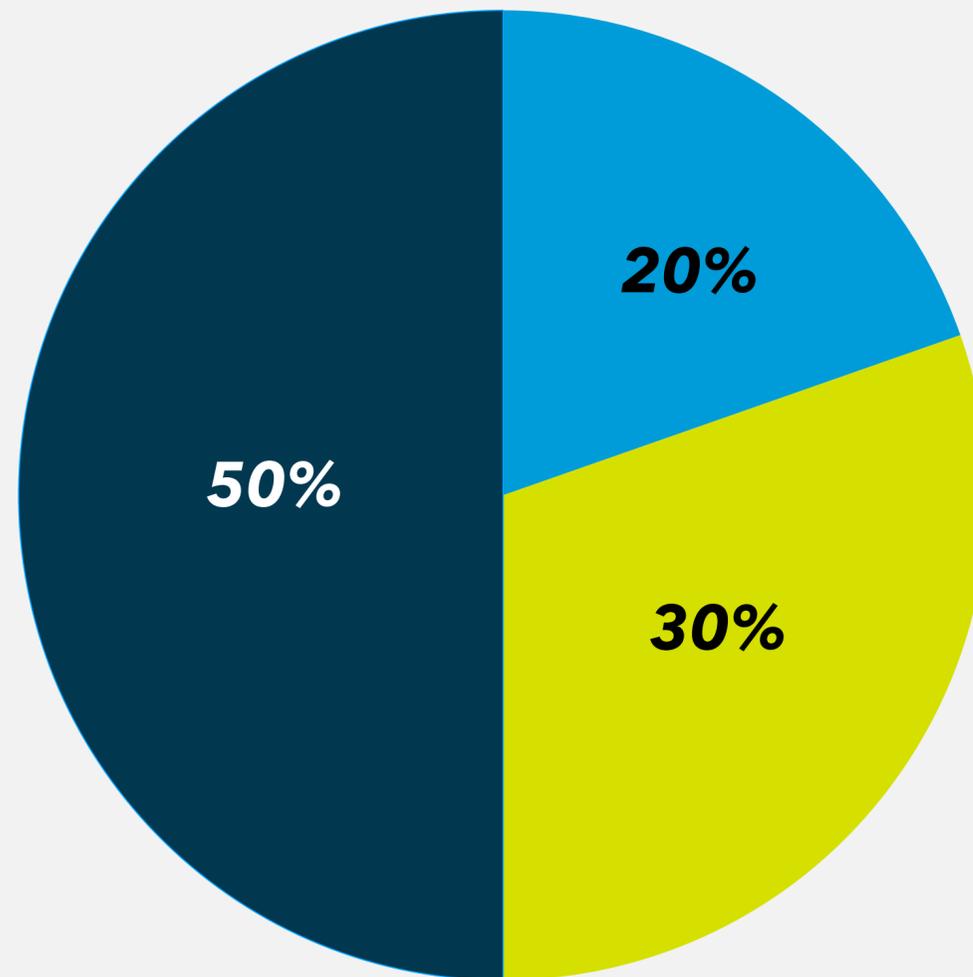
- Well balanced between the stakeholders
- Difficult to understand distribution criteria
- Participation in IBU event series is the key criterion used in the past several years
- Several changes in support methods in recent years
- Changing terminology (e.g. financial support/development support)

***FINDINGS***  
***IBU NF SURVEY 2020***



## NFS BY INCOME

*Number of NFs in each income group*



■ €250'000-€1'000'000

■ Over €1'000'000

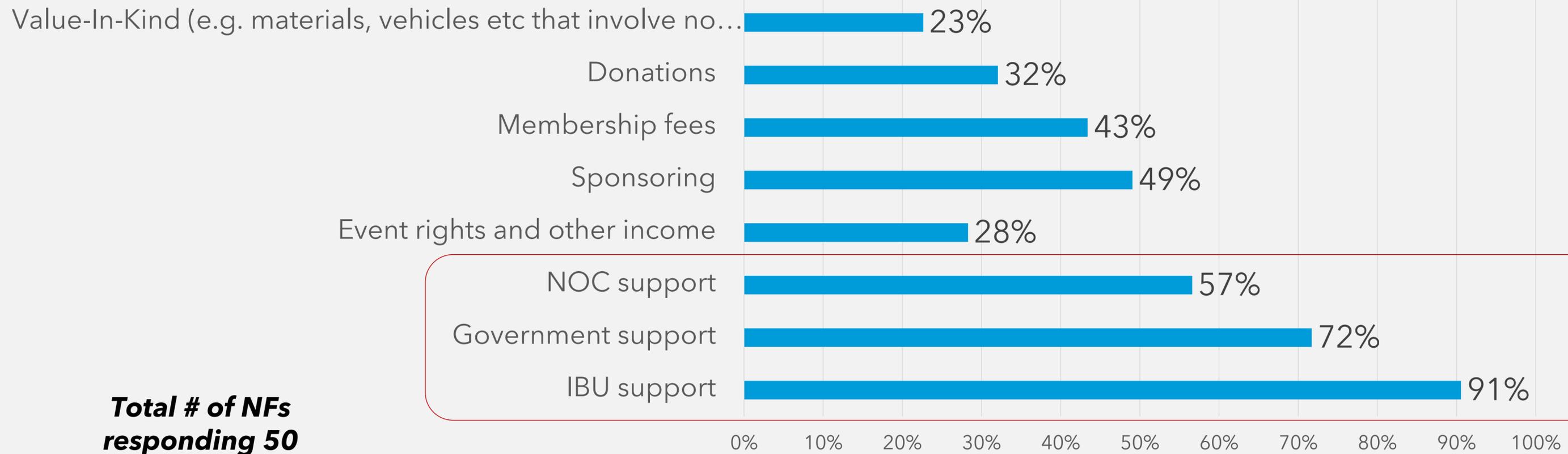
■ Up to €250'000

**Total # of NFs responding 56**

**\* Those with several disciplines only  
income for biathlon**

## INCOME SOURCES

*% of NFs with income from the following sources*

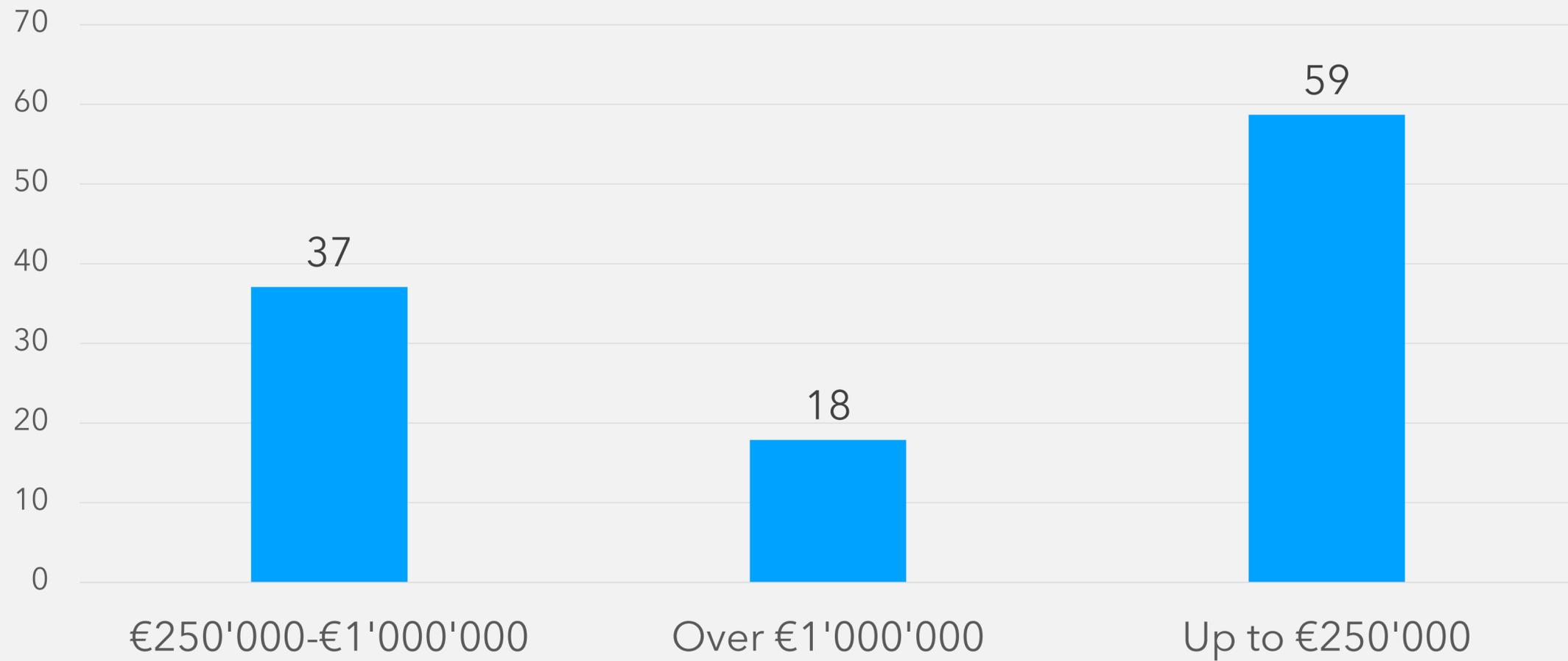


**Total # of NFs  
responding 50**

**Main  
sources of  
income**

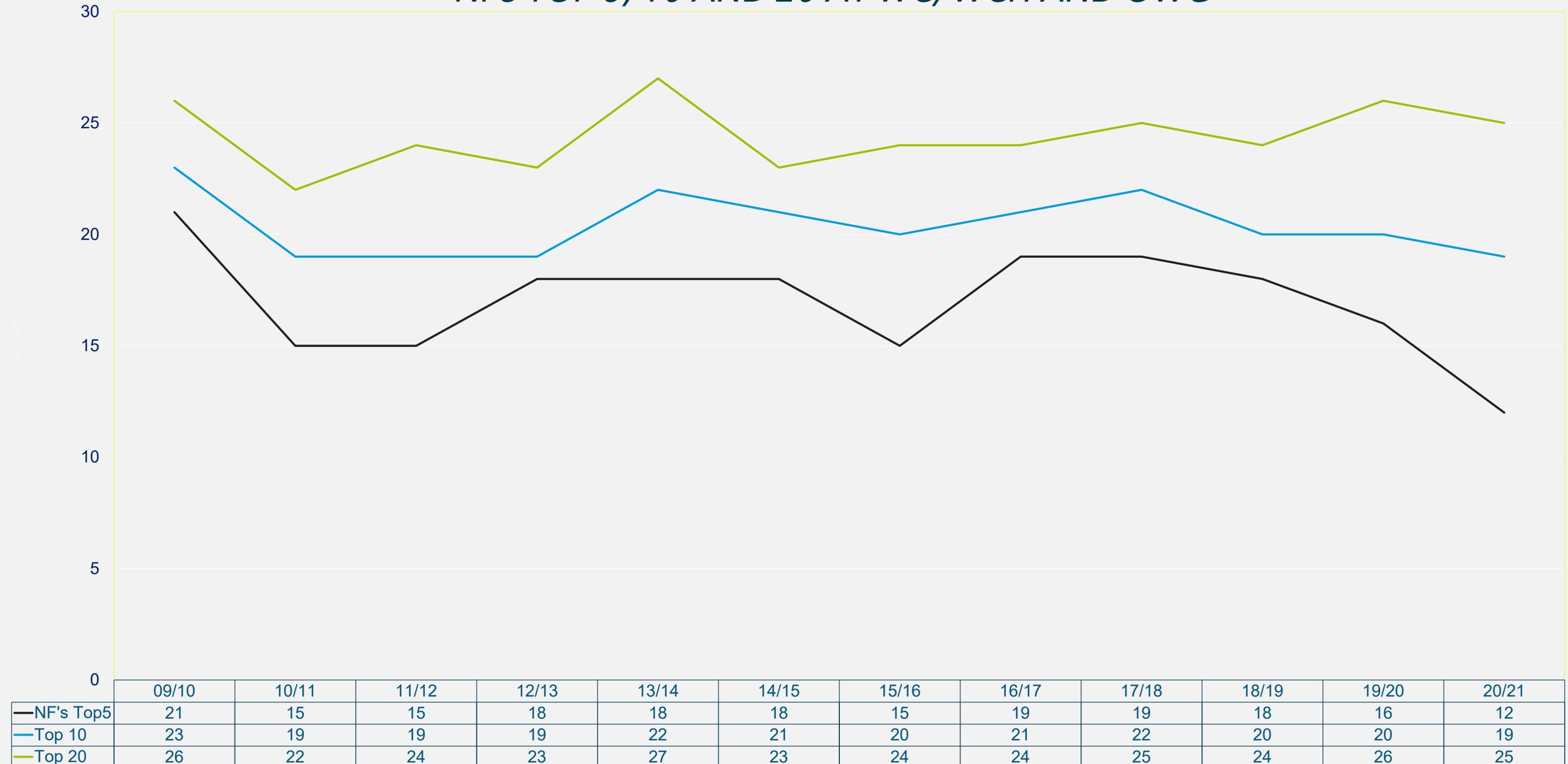
## AVERAGE % IBU SUPPORT OF TOTAL NF BUDGET

*Overall average 42%*



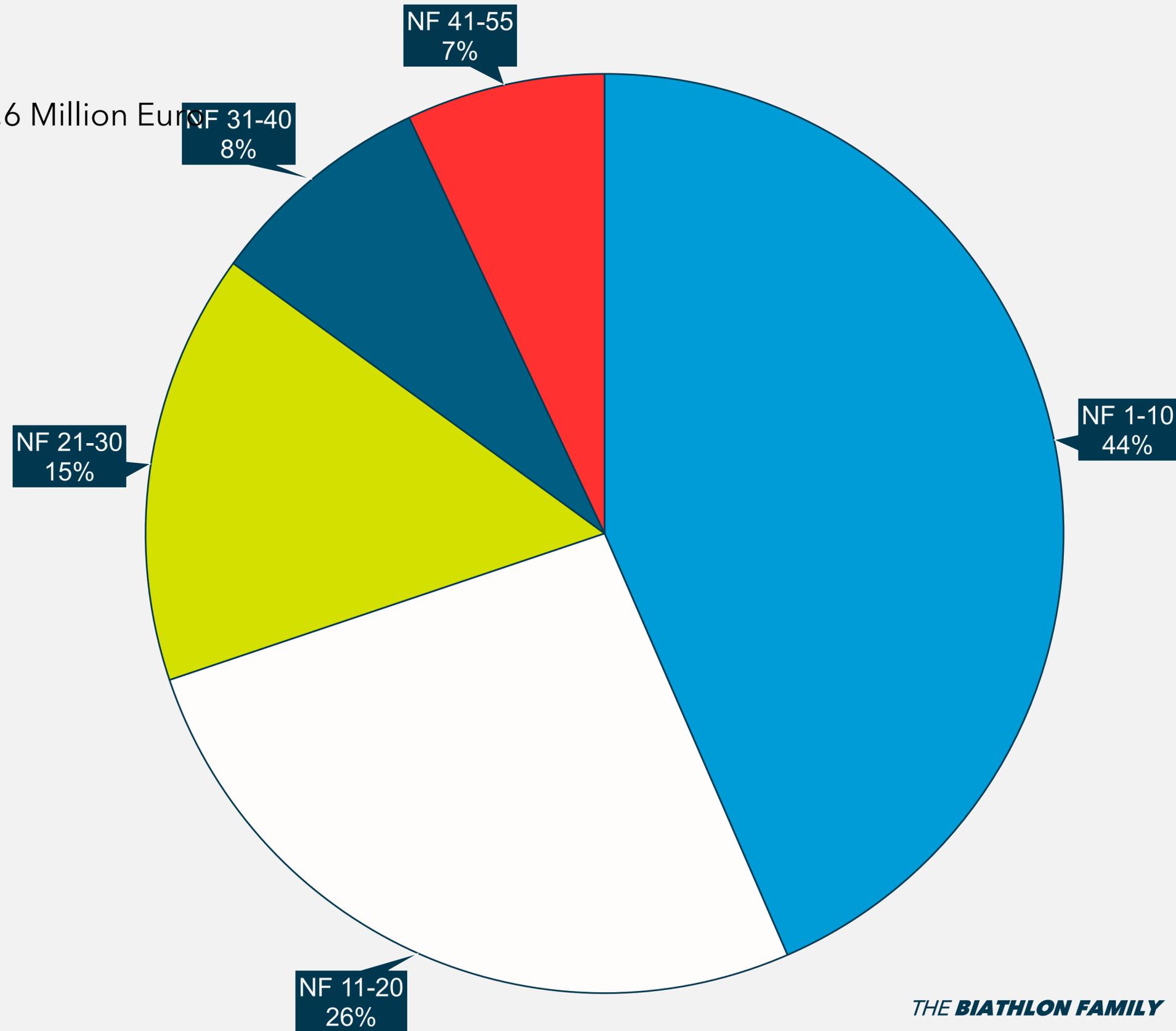
**Total # of NFs  
responding 52**

## NFS TOP 5, 10 AND 20 AT WC, WCH AND OWG



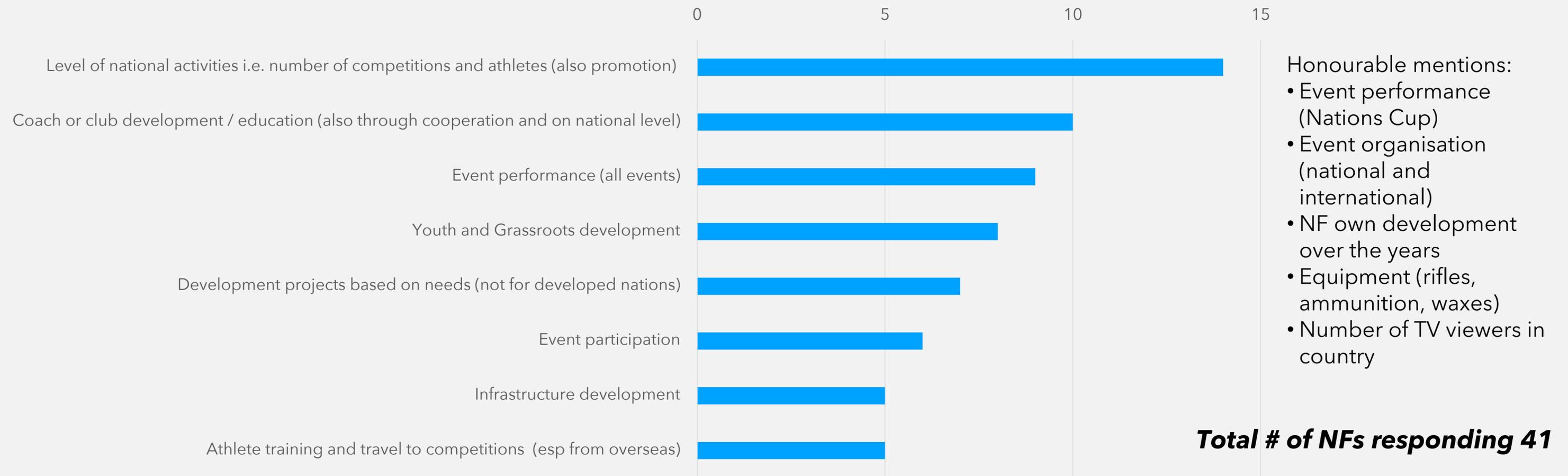
**NES FINANCIAL SUPPORT**

Average 16M / 2021 Average amount distributed 11,6 Million Euro



## FUTURE NF SUPPORT CRITERIA

*What criteria should be prioritized in the distribution of NF financial support in the future?*



What do we want to achieve with the financial support?

Is the right nations getting the support?

Can we improve the criteria's for the NF financial support?

What should the criteria's be?

## HOW WE WANT TO REACH THE PROJECT MISSION

Establish a more effective system of financial support for National Federations that

- is tailored to their unique circumstances, **NF FOCUS**
- meets the needs of the sport, **IBU OBJECTIVES/NF OBJECTIVES**
- enables NFs to grow the sport in their countries, **YOUNGSTERS**
- rewards proactivity and impact, **PROJECTS, MERITS AND EVALUATION/MEASURE**
- is transparent with criteria and principles regarding the distribution of support, **TO STIMULATE DEVELOPMENT/CHANGE**

**KEEP IT SIMPLE**

## PARTICIPATION SUPPORT

- Currently the NF Financial Support and NF Travel Contribution is based mainly on participation at Events, to clarify this we suggest to rename the support.
- **Old Financial Support (3,35 million, 38%)**
  - Paid out in June and November
  - Support divided in number of Athletes at WC, IC and JC the year before plus a basic contribution to all active members. Parameter to stimulate NF two compete in both genders will be included.
  - Maximum 3,6 % of the full amount to each NF, current Max 121 300 €
- ***Updated Event Participation (5,6 million, 62%)***
  - Paid out continuously over the season
  - More compensation for overseas
  - In the future a bigger percentage will go to this part.



Participation

## PERFORMANCE BONUS

### ***Team Performance Bonus (Former Activity Bonus)***

- Should be divided according to the NFs Total Score in WC, IC, JC.
  - Of this sum, 55% goes to World Cup, 25% IBU Cup, 20% Junior Cup (as per current procedure).
  - NFs to receive the funds in April.

### ***Reach Performance Bonus (Former PP Bonus)***

- 50% to be divided among NFs with rights holders for IBU events on the basis of hours viewed per country.
- 50% to be divided among the NFs connected to their digital reach (NFs, OCs reach on web and social media).
  - Funds will be paid out October/November



**PERFORMANCE**

## DEVELOPMENT SUPPORT TO THE BIATHLON FAMILY

### VISION

IBU develops the potential of its National Federations members and builds sustainable systems, structures, and pathways from beginner to elite athletes through provided educational resources and development support, that reinforce the delivery of structured development systems, projects, and activities.

### STRATEGIC PRINCIPLES

- **ENGAGEMENT**
- **MORE ACTIVE**
- **MONITORING & MEASURING**
- **CUSTOMISATION**
- **MERIT BASED & FUTURE ORIENTED**



## DEVELOPMENT SUPPORT TO THE BIATHLON FAMILY

### PILLARS

**POPULARISATION** Creating tools that can engage children all over the world to practice biathlon from an early age. Growing global participation in entry-level biathlon competitions (including IBU Junior and Youth events, IBU Cups, regional events, and junior national championships).

**NF DEVELOPMENT** Building the capacity of existing members to better regulate, promote, and develop the sport on a national level. Increasing the number of (active) members joining the IBU.

**EDUCATION** Developing coach development resources, and courses to provide qualifications for our coaches and increase the interest in our sport. Increasing the qualification of technical officials, NFs' Staff, and IBU event managers. Increasing the interest of scientific research and innovation in biathlon

**ATHLETES DEVELOPMENT** Supporting athletes to combine their careers with a sports career. Supporting athletes to prepare for life after sport.



## DEVELOPMENT SUPPORT TO THE BIATHLON FAMILY KEY PROJECTS

### DEVELOPMENT PROJECTS SUPPORT

#### *Objectives*

1. Build the capacity of existing members to better regulate, promote and develop the sport at a national level.
2. More activity by member federations.
3. Promotion of gender equality and sustainability.

#### *Project Targets*

1. Youth and Junior athletes development as a part of long-term national strategy.
2. Biathlon expert support and human resources management (capacity building)
3. Support for training venues
4. NFs Partnership
5. Advice on IBU Rules and Guidelines, Sustainability, Gender Equality, Governance



## DEVELOPMENT SUPPORT TO THE BIATHLON FAMILY KEY PROJECTS

### REGIONAL EVENTS

#### Objectives

1. Support NFs to implement good quality international competitions for young athletes
2. Address gaps in participation pathways by supporting NFs to introduce programs based on international cooperation
3. Create the possibility of wide participation in system sports competitions (popularisation)
4. Support NFs to use local biathlon facilities and venues to promote biathlon nationally and regionally
5. Increase the activity and efficiency of biathlon federations/associations and clubs to promote the sport of children and youth.
6. Gain access to additional resources and funding.

WEST EUROPE	EUROPE	CENTRAL-EAST EUROPE	NORTH EUROPE	SOUTH EUROPE
Alpen Cup		Central-East Europe Cup	Baltic Cup	Balkan Cup
AUT   ITA   GER SLO   SUI   LIE FRA	FRA**   ESP   NED BEL   GBR   IRL AND*	POL   CZE   SVK UKR   HUN   BLR	FIN   SWE   NOR DEN   GRL   EST LAT   LTU   ISL*	CRO   BIH   GRE BUL   SRB   ROU MLD   TUR   MKD CYP
EURO-ASIA	ASIA	NORTH AMERICA	SOUTH AMERICA	OCEANIA
RUS*   KAZ   UZB GEO   ARM   KGZ MGL   BLR** CHN**	CHN   JPN   KOR IND   TPE   AUS**   NZL**	USA   CAN	BRA   CHI   ARG DOM*   MEX*	AUS   NZL

\*Provisional IBU members  
\*\*NFs that could participate in more than one regional event due to their geographic location



## DEVELOPMENT SUPPORT TO THE BIATHLON FAMILY KEY PROJECTS

### IBU ACADEMY

#### Objectives

1. A system with the framework, coach development resources, and courses providing the qualifications of our coaches and increasing the interest in our sport.
2. Increase the qualification of technical officials, NFs Staff, and IBU event managers. Our NFs as leading organizations in their countries.
3. Increase the interest of scientific **research** and **innovation** in biathlon.

#### + IBU IOC CAMPS

1. **Seminars and webinars \*coaches, athletes, team physicians, technicians, NF's staff members, gender equality, referees, TDs...**
2. **Courses for Coaches \*educational platform**
3. **Research Grants Programme**
4. **Digital materials**



Development

**ENGAGEMENT | MORE ACTIVE | FUTURE ORIENTED**

## DEVELOPMENT SUPPORT TO THE BIATHLON FAMILY KEY PROJECTS

### NATIONAL ACTIVITIES

#### *Objectives*

1. Rewarding NFs with IBU developing projects or other developing ongoing programs
2. Tie financial support to organization of number of national or IBU sanctioned competitions and/or growth in number participating athletes
3. Support development of NF coaches & staff
4. Promote governance, gender, sustainability, Long Term Athletes Development Plan (LTADP) (policies approved/implemented/reviewed)

**PARTICIPATION | EDUCATION | COMPETITION**



## DEVELOPMENT SUPPORT TO THE BIATHLON FAMILY KEY PROJECTS

### DEVELOPMENT SUPPORT

- **Development projects**
  1. Youth and Junior athletes development as a part of long-term national strategy.
  2. Biathlon expert support and human resources management (capacity building)
  3. Support for training venues
  4. NFs Partnership
  5. Advice on IBU Rules and Guidelines
  6. Sustainability, Gender Equality, Governance
- **Regional Events**
- **IBU Academy**

### MERIT BASED

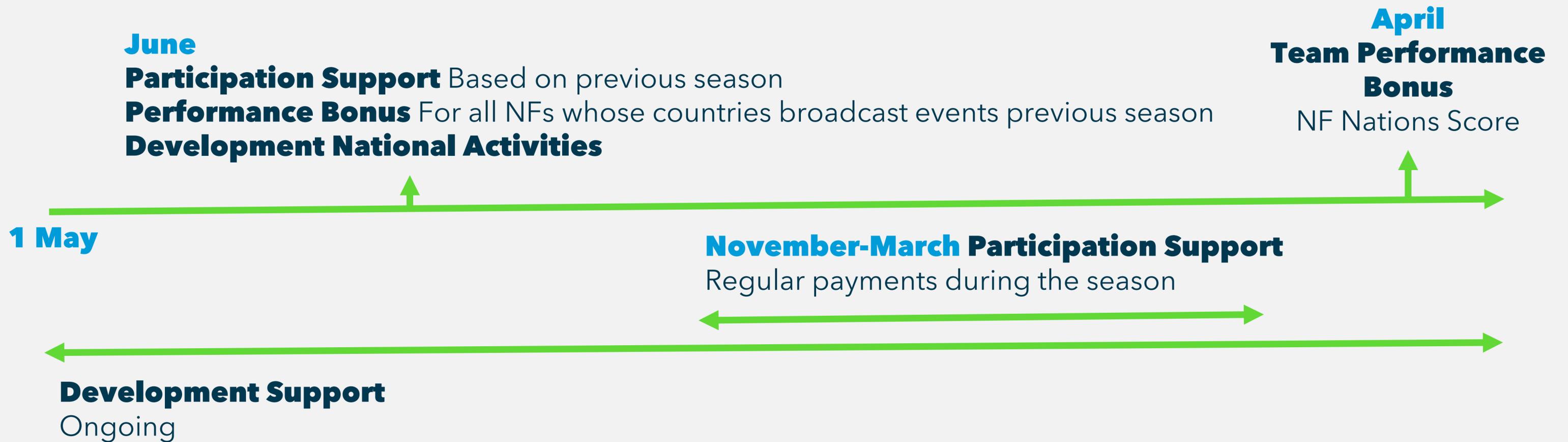
- **National Activities /Target 26 Support** for good behavior/initiatives (activities done)  
Policies approved/implemented/reviewed
  - Governance
  - Gender
  - Sustainability
  - LTADP
- Activities
  - Participation
  - Education
  - Competition



Development

ENGAGEMENT | MORE ACTIVE | MONITORING & MEASURING | CUSTOMISATION | MERIT BASED & FUTURE ORIENTED

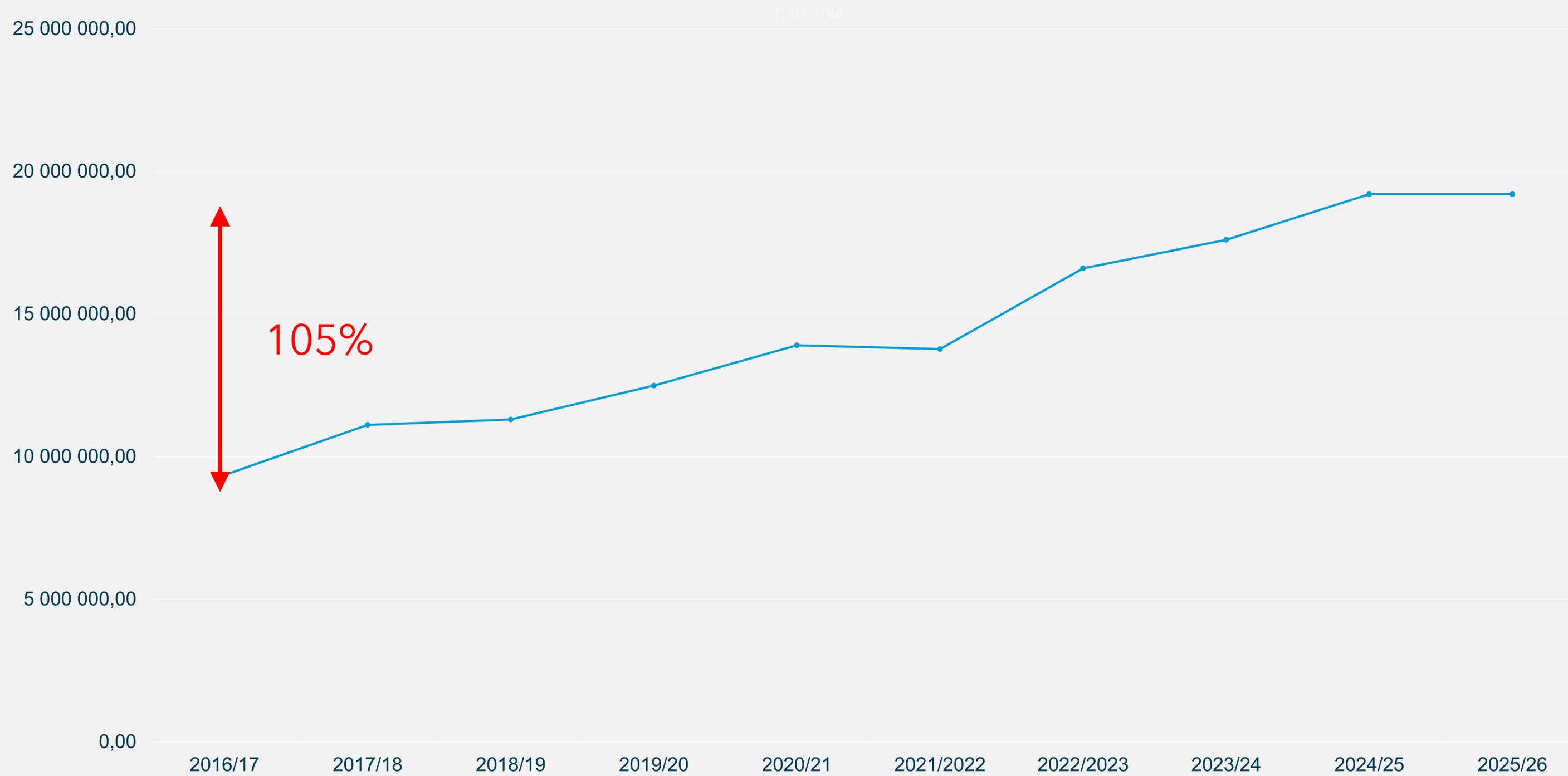
## PAYMENTS SCHEDULE FOR NF FINANCIAL SUPPORT





# NFS FINANCIAL SUPPORT

LAST FIVE YEAR AND FORECAST



**HOW WILL ALL THIS EFFECT YOUR NATIONAL FEDERATION?**

*If your NF will participate with the same amount of athletes at IBU Events as earlier, you will get increased funding from IBU, you can get additional financial support by having a good reach in your digital channels and having a lot of hours viewed.*

**WILL SOME NFS GET BIGGER INCREASE THAN OTHERS?**

*Yes, but limited differences, nations traveling overseas will get more, the NF getting most money now might get a little smaller increase.*

**MY NF HAVE A LOT POSITIVE THINGS GOING ON, CAN WE GET SUPPORT FOR DIFFERENT PROJECTS ?**

*Yes, the development support offers a wide range of options.*

**WHAT IS THE MOST IMPORTANT THING FOR US AS AN NF TO GET INCREASED FINANCIAL SUPPORT FROM IBU?**

*Participate with more athletes at IBU Events (WC, WCH, IBU CUP, JUNIOR CUP, OECH, YJWCH)*

**WE ARE THE  
GLOBAL BIATHLON  
FAMILY, A  
SUSTAINABLE AND  
INNOVATIVE  
SPORT WITH  
INTEGRITY**

