

**Draft**

**IEEE Project 802  
Estimated Statement of Operations  
Jul 2010 Plenary Session  
San Diego, CA**

As of Nov 8, 2010

| Income                              | Fee    | Cxl      | LCxl     | Act/Est    |           |           |            |                   |             | Budget      |           |            |                   |             | Var |  |                   |
|-------------------------------------|--------|----------|----------|------------|-----------|-----------|------------|-------------------|-------------|-------------|-----------|------------|-------------------|-------------|-----|--|-------------------|
|                                     |        |          |          | Gross      | Cxl       | LCxl      | Net        | Net Amt           | %           | Gross       | Cxl       | Net        | Net Amount        | %           |     |  |                   |
| Paid Registration Summary (dB)      |        |          |          |            |           |           |            |                   |             |             |           |            |                   |             |     |  |                   |
| Pre-registration                    | \$ 700 | \$ (700) | \$ (650) | 35         | 1         | 0         | 34         | \$ 23,800         | 4%          | 40          |           |            |                   | 4%          |     |  |                   |
| Pre-registration (with discount)    | \$ 400 | \$ (400) | \$ (350) | 660        | 13        | 20        | 627        | \$ 251,800        | 67%         | 700         |           |            |                   | 70%         |     |  |                   |
| Web-registration                    | \$ 800 | \$ (800) | \$ (750) | 42         | 0         | 1         | 41         | \$ 32,850         | 4%          | 30          |           |            |                   | 3%          |     |  |                   |
| Web-registration (with discount)    | \$ 500 | \$ (500) | \$ (450) | 165        | 0         | 3         | 162        | \$ 81,150         | 17%         | 150         |           |            |                   | 15%         |     |  |                   |
| Onsite-registration                 | \$ 900 | \$ (900) | \$ (850) | 23         | 0         | 1         | 22         | \$ 19,850         | 2%          | 20          |           |            |                   | 2%          |     |  |                   |
| Onsite-registration (with discount) | \$ 600 | \$ (600) | \$ (550) | 45         | 0         | 0         | 45         | \$ 27,000         | 5%          | 60          |           |            |                   | 6%          |     |  |                   |
| Student-registration                | \$ 100 |          |          | 0          | 0         | 0         | 0          | \$ -              | 0%          | 0           |           |            |                   | 0%          |     |  |                   |
| <b>Total Registration</b>           |        |          |          | <b>970</b> | <b>14</b> | <b>25</b> | <b>931</b> | <b>\$ 436,450</b> | <b>100%</b> | <b>1000</b> | <b>20</b> | <b>980</b> | <b>\$451,780</b>  | <b>100%</b> |     |  | <b>(\$15,330)</b> |
| Bank                                |        |          |          |            |           |           |            | \$ 428,400        | 85%         |             |           |            |                   | 87%         |     |  |                   |
| Non-registration Income             |        |          |          |            |           |           |            |                   |             |             |           |            |                   |             |     |  |                   |
| Deadbeat collections                |        |          |          |            |           |           |            | \$ -              | 0%          |             |           |            | \$ -              | 0%          |     |  | \$0               |
| Bank interest                       |        |          |          |            |           |           |            | \$ 362            | 0%          |             |           |            | \$ 25             | 0%          |     |  | \$337             |
| Comps & Commissions                 |        |          |          |            |           |           |            | \$ 75,694         | 15%         |             |           |            | \$ 70,000         | 13%         |     |  | \$5,694           |
| Other                               |        |          |          |            |           |           |            | \$ -              | 0%          |             |           |            | \$ -              | 0%          |     |  | \$0               |
| <b>Total Session Income</b>         |        |          |          |            |           |           |            | <b>\$ 504,456</b> | <b>100%</b> |             |           |            | <b>\$ 521,805</b> | <b>100%</b> |     |  | <b>(\$17,349)</b> |
| <b>Expenses</b>                     |        |          |          |            |           |           |            |                   |             |             |           |            |                   |             |     |  |                   |
| Audio Visual                        |        |          |          |            |           |           |            | \$ 25,138         | 5%          |             |           |            | \$ 25,500         | 5%          |     |  | (\$362)           |
| Audit                               |        |          |          |            |           |           |            | \$ -              | 0%          |             |           |            | \$ -              | 0%          |     |  | \$0               |
| Bank Charges                        |        |          |          |            |           |           |            | \$ 170            | 0%          |             |           |            | \$ 350            | 0%          |     |  | (\$180)           |
| Copying                             |        |          |          |            |           |           |            | \$ 955            | 0%          |             |           |            | \$ 3,500          | 1%          |     |  | (\$2,545)         |
| Credit Card Discounts & Fees        |        |          |          |            |           |           |            | \$ 21,161         | 4%          |             |           |            | \$ 15,812         | 3%          |     |  | \$5,349           |
| Equipment Expenses                  |        |          |          |            |           |           |            | \$ 337            | 0%          |             |           |            | \$ 1,000          | 0%          |     |  | (\$663)           |
| Get IEEE 802 Contribution           |        |          |          |            |           |           |            | \$ 69,825         | 14%         |             |           |            | \$ 73,500         | 15%         |     |  | (\$3,675)         |
| Insurance                           |        |          |          |            |           |           |            | \$ -              | 0%          |             |           |            | \$ -              | 0%          |     |  | \$0               |
| Meeting Administration              |        |          |          |            |           |           |            | \$ 75,926         | 15%         |             |           |            | \$ 80,410         | 16%         |     |  | (\$4,484)         |
| Misc Expenses*                      |        |          |          |            |           |           |            | \$ 4,241          | 1%          |             |           |            | \$ 2,500          | 1%          |     |  | \$1,741           |
| Networking                          |        |          |          |            |           |           |            | \$ 97,847         | 20%         |             |           |            | \$ 100,000        | 20%         |     |  | (\$2,153)         |
| Other Expenses                      |        |          |          |            |           |           |            | \$ -              | 0%          |             |           |            | \$ 1,000          | 0%          |     |  | (\$1,000)         |
| Phone & Electrical                  |        |          |          |            |           |           |            | \$ 2,200          | 0%          |             |           |            | \$ 200            | 0%          |     |  | \$2,000           |
| Refreshments                        |        |          |          |            |           |           |            | \$ 124,932        | 25%         |             |           |            | \$ 110,000        | 22%         |     |  | \$14,932          |
| Shipping                            |        |          |          |            |           |           |            | \$ 9,379          | 2%          |             |           |            | \$ 15,000         | 3%          |     |  | (\$5,621)         |
| Social                              |        |          |          |            |           |           |            | \$ 59,680         | 12%         |             |           |            | \$ 70,000         | 14%         |     |  | (\$10,320)        |
| Supplies                            |        |          |          |            |           |           |            | \$ 1,053          | 0%          |             |           |            | \$ 800            | 0%          |     |  | \$253             |
| <b>Total Session Expense</b>        |        |          |          |            |           |           |            | <b>\$ 492,845</b> | <b>100%</b> |             |           |            | <b>\$ 499,572</b> | <b>100%</b> |     |  | <b>(\$6,727)</b>  |
|                                     |        |          |          |            |           |           |            |                   |             |             |           |            |                   |             |     |  |                   |
| <b>Net Session Surplus/(Loss)</b>   |        |          |          |            |           |           |            | <b>\$ 11,611</b>  |             |             |           |            | <b>\$ 22,233</b>  |             |     |  |                   |

\* reg counters, grats

**Draft**

**IEEE Project 802  
Estimated Statement of Operations  
Nov 2010 Plenary Session  
Dallas, TX**

As of Nov 8, 2010

| Income                              |        |          |          | Act/Est    |          |           |            |                    |             | Budget     |           |            |                   |             | Var               |
|-------------------------------------|--------|----------|----------|------------|----------|-----------|------------|--------------------|-------------|------------|-----------|------------|-------------------|-------------|-------------------|
|                                     | Fee    | Cxl      | LCxl     | Gross      | Cxl      | LCxl      | Net        | Net Amt            | %           | Gross      | Cxl       | Net        | Net Amount        | %           |                   |
| Paid Registration Summary (dB)      |        |          |          |            |          |           |            |                    |             |            |           |            |                   |             |                   |
| Pre-registration                    | \$ 700 | \$ (700) | \$ (650) | 31         | 1        | 6         | 24         | \$ 17,100          | 3%          | 36         |           |            |                   | 4%          |                   |
| Pre-registration (with discount)    | \$ 400 | \$ (400) | \$ (350) | 538        | 6        | 13        | 519        | \$ 208,250         | 64%         | 630        |           |            |                   | 70%         |                   |
| Web-registration                    | \$ 800 | \$ (800) | \$ (750) | 15         | 0        | 0         | 15         | \$ 12,000          | 2%          | 27         |           |            |                   | 3%          |                   |
| Web-registration (with discount)    | \$ 500 | \$ (500) | \$ (450) | 188        | 0        | 5         | 183        | \$ 91,750          | 23%         | 135        |           |            |                   | 15%         |                   |
| Onsite-registration                 | \$ 900 | \$ (900) | \$ (850) | 14         | 0        | 0         | 14         | \$ 12,600          | 2%          | 18         |           |            |                   | 2%          |                   |
| Onsite-registration (with discount) | \$ 600 | \$ (600) | \$ (550) | 52         | 1        | 1         | 50         | \$ 30,050          | 6%          | 54         |           |            |                   | 6%          |                   |
| Student-registration                | \$ 150 |          |          | 2          | 0        | 0         | 2          | \$ 300             | 0%          | 0          |           |            |                   | 0%          |                   |
| Total Registration                  |        |          |          | <b>840</b> | <b>8</b> | <b>25</b> | <b>807</b> | <b>\$ 372,050</b>  | <b>100%</b> | <b>900</b> | <b>18</b> | <b>882</b> | <b>\$406,602</b>  | <b>100%</b> | <b>(\$34,552)</b> |
| Bank                                |        |          |          |            |          |           |            | \$ 372,050         | 84%         |            |           |            |                   | 87%         |                   |
| Non-registration Income             |        |          |          |            |          |           |            |                    |             |            |           |            |                   |             |                   |
| Deadbeat collections                |        |          |          |            |          |           |            | \$ -               | 0%          |            |           |            | \$ -              | 0%          | \$0               |
| Bank interest                       |        |          |          |            |          |           |            | \$ 300             | 0%          |            |           |            | \$ 300            | 0%          | \$0               |
| Comps & Commissions                 |        |          |          |            |          |           |            | \$ 70,000          | 16%         |            |           |            | \$ 60,000         | 13%         | \$10,000          |
| Other                               |        |          |          |            |          |           |            | \$ -               | 0           |            |           |            | \$ -              | 0%          | \$0               |
| Total Session Income                |        |          |          |            |          |           |            | <b>\$ 442,350</b>  | <b>100%</b> |            |           |            | <b>\$ 466,902</b> | <b>100%</b> | <b>(\$24,552)</b> |
| <b>Expenses</b>                     |        |          |          |            |          |           |            |                    |             |            |           |            |                   |             |                   |
| Audio Visual                        |        |          |          |            |          |           |            | \$ 20,000          | 4%          |            |           |            | \$ 20,000         | 4%          | \$0               |
| Audit                               |        |          |          |            |          |           |            | \$ -               | 0%          |            |           |            | \$ -              | 0%          | \$0               |
| Bank Charges                        |        |          |          |            |          |           |            | \$ 350             | 0%          |            |           |            | \$ 350            | 0%          | \$0               |
| Copying                             |        |          |          |            |          |           |            | \$ 2,000           | 0%          |            |           |            | \$ 2,000          | 0%          | \$0               |
| Credit Card Discounts & Fees        |        |          |          |            |          |           |            | \$ 20,330          | 4%          |            |           |            | \$ 20,330         | 4%          | \$0               |
| Equipment Expenses                  |        |          |          |            |          |           |            | \$ -               | 0%          |            |           |            | \$ 1,000          | 0%          | (\$1,000)         |
| Get IEEE 802 Contribution           |        |          |          |            |          |           |            | \$ 60,525          | 13%         |            |           |            | \$ 66,150         | 14%         | (\$5,625)         |
| Insurance                           |        |          |          |            |          |           |            | \$ -               | 0%          |            |           |            | \$ -              | 0%          | \$0               |
| Meeting Administration              |        |          |          |            |          |           |            | \$ 72,375          | 16%         |            |           |            | \$ 76,050         | 16%         | (\$3,675)         |
| Misc Expenses*                      |        |          |          |            |          |           |            | \$ 4,500           | 1%          |            |           |            | \$ 4,500          | 1%          | \$0               |
| Networking                          |        |          |          |            |          |           |            | \$ 95,000          | 21%         |            |           |            | \$ 95,000         | 20%         | \$0               |
| Other Expenses                      |        |          |          |            |          |           |            | \$ -               | 0%          |            |           |            | \$ -              | 0%          | \$0               |
| Phone & Electrical                  |        |          |          |            |          |           |            | \$ 500             | 0%          |            |           |            | \$ 500            | 0%          | \$0               |
| Refreshments                        |        |          |          |            |          |           |            | \$ 110,000         | 24%         |            |           |            | \$ 110,000        | 23%         | \$0               |
| Shipping                            |        |          |          |            |          |           |            | \$ 15,000          | 3%          |            |           |            | \$ 15,000         | 3%          | \$0               |
| Social                              |        |          |          |            |          |           |            | \$ 60,000          | 13%         |            |           |            | \$ 60,000         | 13%         | \$0               |
| Supplies                            |        |          |          |            |          |           |            | \$ 800             | 0%          |            |           |            | \$ 800            | 0%          | \$0               |
| Total Session Expense               |        |          |          |            |          |           |            | <b>\$ 461,380</b>  | <b>100%</b> |            |           |            | <b>\$ 471,680</b> | <b>100%</b> | <b>(\$10,300)</b> |
| * reg counters, grats, CDs          |        |          |          |            |          |           |            |                    |             |            |           |            |                   |             |                   |
| <b>Net Session Surplus/(Loss)</b>   |        |          |          |            |          |           |            | <b>\$ (19,030)</b> |             |            |           |            | <b>\$ (4,778)</b> |             |                   |