IEEE Project 802 Estimated Statement of Operations March 2006 Plenary Session Denver, Co As of March 5, 2006

| Meeting Income | | Estimate | Budget | Variance |
|-------------------------------------|-----------|----------|------------|-------------|
| Registrations | | 1,369 | 1,200 | 169 |
| Registration income | | 591,408 | 518,400 | 73,008 |
| Cancellation refunds | | (23,952) | (20,995) | |
| Deadbeat collections | | 0 | 0 | 0 |
| Bank interest | | 60 | 60 | 0 |
| Other income | _ | 0_ | 0 | 0 |
| TOTAL Meeting Income | | 567,516 | 497,465 | 70,051 |
| Meeting Expenses | | Estimate | Budget | Variance |
| Audio Visual Rentals | 3% | 18,000 | 15,000 | (3,000) |
| Audit | 0% | · | 8,000 | 8,000 |
| Bank Charges | 0% | 500 | 500 | 0 |
| Copying | 1% | 4,500 | 3,500 | (1,000) |
| Credit Card Discount | 3% | 16,559 | 14,515 | (2,044) |
| Equipment Expenses | 12% | 70,000 | 9,000 | (61,000) |
| Get IEEE 802 Contribution | 18% | 102,675 | 90,000 | (12,675) |
| Insurance | 1% | 3,500 | 3,500 | 0 |
| Meeting Administration | 15% | 83,171 | 75,064 | (8,107) |
| Misc Expenses | 0% | 1,200 | 500 | (700) |
| Network | 10% | 54,950 | 65,000 | 10,050 |
| Phone & Electrical | 0% | 1,000 | 2,100 | 1,100 |
| Refreshments | 22% | 125,000 | 96,000 | (29,000) |
| Shipping | 2% | 10,000 | 6,500 | (3,500) |
| Social | 14% | 78,107 | 42,000 | (36,107) |
| Supplies Other Discounts | 0% | 500 | 1,000 0 | 500 |
| | _ 100% | 569,662 | 432,179 | 0 (137,483) |
| • . | 100 /6 | • | 432,173 | (137,463) |
| Other Income/Expense | | 79,659 | | |
| NET Meeting Income/Expense Analysis | = | 77,513 | 65,286 | 12,227 |
| Refreshments per registration | | 91 | 80 | (11) |
| Social per registration | | 57 | 35 | (22) |
| Meeting Administration per registra | ation | 61 | 63 | 2 |
| Networking per registration | | 40 | 54 | 14 |
| Get IEEE 802 Contribution per regis | stratio | 75 | 75 | 0 |
| Surplus/Deficit per registration | u | 57 | 54 | 2 |
| Pre-registration rate | | 0.680 | 0.680 | 2 |
| Previous operating reserve | | 270,677 | | |
| NET Meeting Income/Expense | | 77,513 | | |
| Projected operating reserve | | 348,190 | | |
| <u> </u> | | | | |

IEEE Project 802 Estimated Statement of Operations July 2006 Plenary Session San Diego, CA As of March 10, 2006

| Meeting Income | Budget | Variance |
|----------------------------|---------|-----------|
| Registrations | 1,200 | (1,200) |
| Registration income | 522,000 | (522,000) |
| Cancellation refunds | (9,396) | |
| Deadbeat collections | 0 | 0 |
| Bank interest | 60 | (60) |
| Other income | 0 | 0 |
| TOTAL Meeting Income | 512,664 | (512,664) |
| Meeting Expenses | Budget | Variance |
| Audio Visual Rentals | 22,000 | 22,000 |
| Audit | 0 | 0 |
| Bank Charges | 500 | 500 |
| Copying | 3,750 | 3,750 |
| Credit Card Discount | 14,616 | 14,616 |
| Equipment Expenses | 11,000 | 11,000 |
| Get IEEE 802 Contribution | 90,000 | 90,000 |
| Insurance | 0 | 0 |
| Meeting Administration | 75,064 | 75,064 |
| Misc Expenses | 2,000 | 2,000 |
| Network | 60,000 | 60,000 |
| Phone & Electrical | 2,500 | 2,500 |
| Refreshments | 158,000 | 158,000 |
| Shipping | 4,500 | 4,500 |
| Social | 45,000 | 45,000 |
| Supplies | 800 | 800 |
| Other Discounts | 0 | 0 |
| TOTAL Meeting Expense | 489,730 | 489,730 |
| Other Income/Expense | | |
| NET Meeting Income/Expense | 22,934 | 78,880 |

IEEE Project 802

Estimated Statement of Operations

November 2006 Plenary Session

Dallas, TX

As of March 11, 2006

| Meeting Income | Budget | Variance |
|---|---------|-----------|
| Registrations | 1,200 | (1,200) |
| Registration income | 522,000 | (522,000) |
| Cancellation refunds | (9,396) | |
| Deadbeat collections | 0 | 0 |
| Bank interest | 60 | (60) |
| Other income | 0 | 0 |
| TOTAL Meeting Income | 512,664 | (512,664) |
| Meeting Expenses | Budget | Variance |
| Audio Visual Rentals | 18,000 | 18,000 |
| Audit | 0 | 0 |
| Bank Charges | 500 | 500 |
| Copying | 3,500 | 3,500 |
| Credit Card Discount | 14,616 | 14,616 |
| Equipment Expenses | 11,000 | 11,000 |
| Get IEEE 802 Contribution | 90,000 | 90,000 |
| Insurance | 0 | 0 |
| Meeting Administration | 75,064 | 75,064 |
| Misc Expenses | 2,000 | 2,000 |
| Network | 60,000 | 60,000 |
| Phone & Electrical | 2,500 | 2,500 |
| Refreshments | 120,500 | 120,500 |
| Shipping Social | 6,500 | 6,500 |
| Social | 45,000 | 45,000 |
| Supplies | 1,000 | 1,000 |
| Other Discounts | 0 | 0 |
| TOTAL Meeting Expense | 450,180 | 450,180 |
| Other Income/Expense | | |
| NET Meeting Income/Expense | 62,484 | (1,990) |
| Analysis Refreshments per registration | 100 | #DIV/0! |
| Social per registration | 38 | #DIV/0! |
| Meeting Administration per regi | 63 | #DIV/0! |
| Networking per registration | 50 | #DIV/0! |
| Get IEEE 802 Contribution per re | 75 | #DIV/0! |
| Surplus/Deficit per registration | 52 | #DIV/0! |
| Pre-registration rate | 0.650 | |
| Provious operating reserve | | |

Previous operating reserve

NET Meeting Income/Expense

Projected operating reserve

| January 2007 Interim Budget Proposal (London) | |
|---|--|
| | |

| Canada y 2007 milonini Baagot i ropocai (2011acii) | | London |
|--|---------------------|-----------|
| | | Budget |
| Exchange Rate | | |
| Meeting Income: | | |
| Registrations | | 1,300 |
| Pre-registration fee | | 600 |
| Registration fee | | 750 |
| Average Fee | | 638 |
| Subtotal | | 828,750 |
| Bank Interest | | |
| Other | | |
| TOTAL Income | | 828,750 |
| Meeting Expenses: | | |
| Audio Visual Rentals | | 35,000 |
| Audit | | 55,555 |
| Bank Charges | | |
| Copying | | 10,000 |
| Credit Card Discounts | | 24,034 |
| Equipment Purchase/Repair | | , |
| Get 802 Program Contribution | | |
| Insurance | | |
| Meeting Planners | | |
| Total | | 112,576 |
| Hotel Finder's fee | | 75,000 |
| Misc Expenses | | 7,000 |
| Tax Accounting Admin | | 29,006 |
| Network | | 65,652 |
| Phone & Electrical | | 20,500 |
| Refreshments | | 457,178 |
| Shipping | | 20,000 |
| Social | | 91,000 |
| Supplies | | 2,000 |
| TOTAL Meeting Expense | | (948,947) |
| Discounts | | |
| Total Room Rebate | 4,855 nights | 125,869 |
| Total Discounts | | 125,869 |
| NET to Operating Reserve | | 5,672 |

| Jan 2007 Interim Scenarios | | | |
|----------------------------|-----------------|------------|-----------|
| | Current Values: | Attend1000 | Attend750 |
| Changing Cells: | | | |
| Attendees | 1,300 | 1,000 | 750 |
| Result Cells: | | | |
| Income | 828,750 | 637,500 | 478,125 |
| Expense | (948,947) | (792,215) | (661,606) |
| Commission | 125,869 | 104,891 | 78,668 |
| Net | 5,672 | (49,825) | (104,813) |