

## IEEE Project 802 Statement of Operations Nov 2006 Plenary Session Dallas, CA

| Dallas, CA |    |     |     |      |  |  |  |  |
|------------|----|-----|-----|------|--|--|--|--|
| As         | of | Mar | 10, | 2007 |  |  |  |  |

|  |          | AS UL IV | iai i      | 10, 2007 |                   |               |                        |
|--|----------|----------|------------|----------|-------------------|---------------|------------------------|
| Session Income                                 |          |          |            |          | Est/Act           | Budget        | Deviation              |
| Net Registrations                              |          |          |            |          | 1,348             | 1,200         | 148                    |
|  | <b>@</b> | \$400    | \$         | 379,200  | 1,540             | 1,200         | 140                    |
|  | @        | •        | φ          |          |                   |               |                        |
| 13 Early cancellations                         | @        | \$400    |            | -5,200   |                   |               |                        |
| 30 Cancellations                               | @        | \$350    |            | -10,500  |                   |               |                        |
| 29% 397 Registrations                          | @        | \$500    |            | 198,500  |                   |               |                        |
| 4 Cancellation                                 | @        | \$450    |            | -1,800   |                   |               |                        |
| 2 Special Cancellation                         | @        | \$500    |            | -1,000   |                   |               |                        |
| 3 On-site registrations                        | @        | \$500    |            | 1,500    |                   |               |                        |
| 0 Student                                      | @        | \$100    |            | 0        |                   |               |                        |
| 0 Special Registration                         | @        | \$400    |            | 0        |                   |               |                        |
| 2 Other credits                                | @        | \$100    |            | -200     |                   |               |                        |
| Registraion Subtotal                           |          | Ψ.σσ     |            | 560,500  | 558,200           | 517,440       | 40.760                 |
| 0 Deadbeat Payment                             | @        | \$500    |            | 300,300  | 0                 | 0             | 40,700                 |
| =  | w.       | φυσο     |            |          | 267               | 60            | 207                    |
| Interest                                       |          |          |            |          | _                 |               | _                      |
| Other (Hotel comps and commission)             |          |          |            |          | 60,817            | 0             | 60,817                 |
| TOTAL Session Income                           |          |          |            |          | \$ 619,284        | 517,500       | 101,784                |
|  |          |          |            |          |                   | 5             |                        |
| Session Expenses                               |          |          |            |          | Actual            | Budget        |                        |
| Audio Visual Rentals                           |          |          |            |          | 20,964            | 15,000        | (5,964)                |
| Audit  |          |          |            |          | 6,000             | 8,000         | 2,000                  |
| Bank Charges                                   |          |          |            |          | 238               | 500           | 263                    |
| Copying  |          |          |            |          | 4,352             | 3,500         | (852)                  |
| Credit Card Discounts & Fed                    | es       |          |            |          | 20,425            | 14,515        | (5,910)                |
| Equipment                                      |          |          |            |          | 1,262             | 9,000         | 7,738                  |
| Get IEEE 802 Conttribution                     |          |          |            |          | 97,425            | 90,000        | (7,425)                |
| Insurance                                      |          |          |            |          | 0.,.20            | 0             | 0                      |
| Meeting Administratior                         |          |          |            |          | 85,394            | 75,064        | (10,330)               |
|  |          |          |            |          | 1,375             | 75,004        | (10,550)               |
| CD production                                  |          |          |            |          | •                 | * 500         | (4 454)                |
| Misc Expenses                                  |          |          |            |          | 1,951             |               | (1,451)                |
| Networking                                     |          |          |            |          | 72,675            | 65,000        | (7,675)                |
| Phone & Electrical                             |          |          |            |          | 352               | 2,100         | 1,748                  |
| Refreshments                                   |          |          |            |          | 118,502           | 96,000        | (22,502)               |
| Shipping                                       |          |          |            |          | 14,427            | 6,500         | (7,927)                |
| Social   |          |          | 49,400     | 42,000   | (7,400)           |               |                        |
| Supplies                                       |          |          |            |          | 346               | 500           | 154                    |
| TOTAL Session Expense                          |          |          |            |          | \$ 495,087        | 428,179       | (66,908)               |
| Other Income/Expense                           |          |          |            |          | 0                 |               |                        |
| NET Session Surplus/(Deficit)                  |          |          |            |          | \$ 124,197        | 89,321        | 34,876                 |
| Analysis                                       |          |          |            |          | φ 124,19 <i>1</i> | 09,321        | 34,670                 |
| Refreshments per registration                  | on       |          |            |          | 88                | 80            | (8)                    |
| Social per registration                        | <b>.</b> |          |            |          | 37                | 35            | (2)                    |
| Meeting Admin per registration                 |          |          |            |          | 63                | 62.55         |                        |
| Surplus/(Loss) per registration                |          |          |            |          | 92                | 02.33<br>74   | <mark>(1)</mark><br>18 |
| • • • •  |          |          |            |          |                   | 10            |                        |
| Pre-Registration ratio                         |          |          |            |          | 0.70              | 0.69          |                        |
| Cash on hand as of Mar 10, 2007                |          |          |            |          | \$ 606,921        |               |                        |
| Reserve for unpaid expenses for prior sessions |          |          |            |          | (170,000)         | (est: denon   | ds on resolution       |
|  |          |          |            |          |                   |               |                        |
| Reserve for other outstanding commitment       |          |          |            |          | (5,600)           | (Avilar fees) |                        |
| Income received for current session            |          |          |            | (32,754) |                   |               |                        |
| Expenses prepaid for current session           |          |          |            |          | 44,905            |               |                        |
| Expenses prepaid for future sessions           |          |          |            |          | 0                 |               |                        |
| Operating Reserve following this session       |          |          | \$ 443,473 |          |                   |               |                        |
|  |          |          |            |          | , -,              |               |                        |

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## **IEEE Project 802**

## **Estimated Statement of Operations**

## March 2007 Plenary Session Orlando, FL

As of March 10, 2007

| Meeting Income                   | Estimate | Budget  | Variance |
|----------------------------------|----------|---------|----------|
| Registrations                    | 1,393    | 1,200   | 193      |
| Registration income              | 602,969  | 519,600 | 83,369   |
| Cancellation refunds             | (12,059) | (9,353) |          |
| Deadbeat collections             |          | 0       | 0        |
| Bank interest                    | 200      | 200     | 0        |
| Other income                     | 50,000   | 50,000  | 0        |
| TOTAL Meeting Income             | 641,109  | 560,447 | 80,662   |
| Meeting Expenses                 | Estimate | Budget  | Variance |
| Audio Visual Rentals             | 20,000   | 18,000  | (2,000)  |
| Audit                            | 0        | 0       | 0        |
| Bank Charges                     | 250      | 500     | 250      |
| Copying                          | 3,500    | 3,500   | 0        |
| Credit Card Discount             | 17,951   | 14,549  | (3,402)  |
| Equipment Expenses               | 11,000   | 11,000  | 0        |
| Get IEEE 802 Contribution        | 112,500  | 112,500 | 0        |
| Insurance                        | 3,000    | 2,500   | (500)    |
| Meeting Administration           | 84,300   | 75,064  | (9,236)  |
| Misc Expenses                    | 1,500    | 2,000   | 500      |
| Network                          | 60,000   | 60,000  | 0        |
| Phone & Electrical               | 2,500    | 2,500   | 0        |
| Refreshments                     | 111,403  | 120,500 | 9,097    |
| Shipping                         | 6,500    | 6,500   | 0        |
| Social                           | 55,701   | 45,000  | (10,701) |
| Supplies                         | 1,000    | 1,000   | 0        |
| Other Discounts                  | 0        | 0       | 0        |
| TOTAL Meeting Expense            | 491,106  | 475,113 | (15,993) |
| NET Meeting Income/Expense       | 150,004  | 85,334  | 64,669   |
| Analysis                         |          |         | ,        |
| Refreshments per registration    | 80       | 100     | 20       |
| Social per registration          | 40       | 38      | (3)      |
| Meeting Administration per reg   |          | 63      | 2        |
| Networking per registration      | 43       | 50      | 7        |
| Get IEEE 802 Contribution per    | 81       | 94      | 13       |
| Surplus/Deficit per registration | 108      | 71      | 37       |
| Pre-registration rate            | 67%      | 67%     |          |