## Draft

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

As of Mar 11, 2011

| Income                                |              |               |             | Act/Est         |      |      |     |          |           | Budget  |             |        |          |     |           | Var  |             |
|---------------------------------------|--------------|---------------|-------------|-----------------|------|------|-----|----------|-----------|---------|-------------|--------|----------|-----|-----------|------|-------------|
| Paid Registration Summary (dB)        | Fee          | CxI           | LCxI        | Gross           | CxI  | LCxI | Net |          | Net Amt   | %       | Gross       | CxI    | Net      | Ne  | et Amount | %    |             |
| Pre-registration                      | \$ 700       | \$ (700)      | \$ (650)    | 20              | 1    | 6    | 13  | \$       | 9,400     | 2%      | 36          | ,      |          |     |           | 4%   |             |
| Pre-registration (with discount)      | \$ 400       | \$ (400)      | \$ (350)    | 549             | 8    | 12   | 529 | \$       | 212,200   | 66%     | 630         | )      |          |     |           | 70%  |             |
| Web-registration                      | \$ 800       | \$ (800)      | \$ (750)    | 11              | 0    | 0    | 11  | \$       | 8,800     | 1%      | 27          | ,      |          |     |           | 3%   |             |
| Web-registration (with discount)      | \$ 500       | \$ (500)      | \$ (450)    | 193             | 0    | 5    | 188 | \$       | 94,250    | 23%     | 135         |        |          |     |           | 15%  |             |
| Onsite-registration                   | \$ 900       | \$ (900)      | \$ (850)    | 14              | 0    | 0    | 14  | \$       | 12,600    | 2%      | 18          |        |          |     |           | 2%   |             |
| Onsite-registration (with discount)   | \$ 600       | \$ (600)      | \$ (550)    | 46              | 1    | 1    | 44  | \$       | 26,450    | 5%      | 54          |        |          |     |           | 6%   |             |
| Student-registration                  | \$ 150       | -             |             | 3               |      |      | 3   | \$       | 450       | 0%      | 0           | /      |          |     |           | 0%   |             |
| Total Reg                             | gistration   |               |             | 836             | 10   | 24   | 802 | \$       | 364,150   | 100%    | 900         | 18     | 882      |     | \$406,602 | 100% | (\$42,452)  |
| Bank                                  |              |               |             |                 |      |      |     | \$       | 364,150   | 88%     |             |        |          |     |           | 87%  |             |
| Non-registration Income               |              |               |             |                 |      |      |     |          |           |         |             |        |          |     |           |      | •           |
| Deadbeat collections                  |              |               |             |                 |      |      |     | \$       | -         | 0%      |             |        |          | \$  |           | 0%   | \$0         |
| Bank interest                         |              |               |             |                 |      |      |     | \$       | 648       | 0.2%    |             |        |          | \$  | 300       | 0%   | \$348       |
| Comps & Commissions                   |              |               |             |                 |      |      |     | \$       | 49,495    | 12%     |             |        |          | \$  | 60,000    | 13%  | (\$10,505)  |
| Other                                 |              |               |             |                 |      |      |     | \$       | -         | 0       |             |        |          | \$  | -         | 0%   | \$0         |
| Total Session Income                  |              |               |             |                 |      |      |     | \$       | 414,293   | 100%    |             |        |          | \$  | 466,902   | 100% | (\$52,609)  |
|                                       |              |               |             |                 |      |      |     |          |           |         |             |        |          |     |           |      |             |
| Expenses                              |              |               |             |                 |      |      |     |          |           |         |             |        |          |     |           |      |             |
| Audio Visual                          |              |               |             |                 |      |      |     | \$       | 19,093    | 5%      |             |        |          | \$  | 20,000    | 4%   | (\$907)     |
| Audit                                 |              |               |             |                 |      |      |     | \$       | -         | 0%      |             |        |          | \$  | -         | 0%   | \$0         |
| Bank Charges                          |              |               |             |                 |      |      |     | \$       | 280       | 0%      |             |        |          | \$  | 350       | 0%   | (\$70)      |
| Copying                               |              |               |             |                 |      |      |     | \$       | 1,399     | 0%      |             |        |          | \$  | 2,000     | 0%   | (\$601)     |
| Credit Card Discounts & Fees          |              |               |             |                 |      |      |     | \$       | 25,785    | 7%      |             |        |          | \$  | 20,330    | 4%   | \$5,455     |
| Equipment Expenses                    |              |               |             |                 |      |      |     | \$       | -         | 0%      |             |        |          | \$  | 1,000     | 0%   | (\$1,000)   |
| Get IEEE 802 Conttribution            |              |               |             |                 |      |      | **  | \$       | -         | 0%      |             |        |          | \$  | 66,150    | 14%  | (\$66,150)  |
| Insurance                             |              |               |             |                 |      |      |     | \$       | -         | 0%      |             |        |          | \$  | -         | 0%   | \$0         |
| Meeting Administration                |              |               |             |                 |      |      |     | \$       | 66,982    | 19%     |             |        |          | \$  | 76,050    | 16%  | (\$9,068)   |
| Misc Expenses*                        |              |               |             |                 |      |      |     | \$       | 2,505     | 1%      |             |        |          | \$  | 4,500     | 1%   | (\$1,995)   |
| Networking                            |              |               |             |                 |      |      |     | \$       | 88,760    | 25%     |             |        |          | \$  | 95,000    | 20%  | (\$6,240)   |
| Other Expenses                        |              |               |             |                 |      |      |     | \$       | 1,000     | 0%      |             |        |          | \$  | -         | 0%   | \$1,000     |
| Phone & Electrical                    |              |               |             |                 |      |      |     | \$<br>\$ | 1,734     | 0%      |             |        |          | \$  | 500       | 0%   | \$1,234     |
| Refreshments                          |              |               |             |                 |      |      |     | \$       | 93,551    | 26%     |             |        |          | \$  | 110,000   | 23%  | (\$16,449)  |
| Shipping                              |              |               |             |                 |      |      |     | \$       | 9,596     | 3%      |             |        |          | \$  | 15,000    | 3%   | (\$5,404)   |
| Social                                |              |               |             |                 |      |      |     | \$       | 45,123    | 13%     |             |        |          | \$  | 60,000    | 13%  | (\$14,877)  |
| Supplies                              |              |               |             |                 |      |      |     | \$       | 1,206     | 0%      |             |        |          | \$  | 800       | 0%   | \$406       |
| Total Session Expense                 |              |               |             |                 |      |      |     | \$       | 357,013   | 100%    |             |        |          | \$  | 471,680   | 100% | (\$114,667) |
| * 802.11 20th Anniv costs             | **Note: \$60 | ),150 Get IEI | EE 802 cont | rib. held in es | crow |      |     |          |           |         |             |        |          |     |           |      |             |
| Net Session Surplus/(Loss)            |              |               |             |                 |      |      |     | \$       | 57,281    |         |             |        |          | \$  | (4,778)   |      |             |
|                                       |              |               |             |                 |      |      |     | \$       | (2,869)   | (had we | paid Get    | 802 co | ntributi | on) |           |      |             |
|                                       |              |               |             |                 |      |      |     |          |           |         |             |        |          |     |           |      |             |
| Cook recognized as based as at 20104  | 14.4         |               |             |                 |      |      |     |          | 4.0=0.04: |         |             |        |          |     |           |      |             |
| Cash recognized on hand as of 03/01   |              |               |             |                 |      |      |     | \$       | 1,252,914 |         |             |        |          |     |           |      |             |
| Reserve for unpaid expenses for prio  |              | ıs            |             |                 |      |      |     | \$       | (60,150)  | Get 802 | contributio | n      |          |     |           |      |             |
| Reserve for other outstanding comm    |              |               |             |                 |      |      |     | _        |           |         |             |        |          |     |           |      |             |
| Income received for current session ( |              | -             |             |                 |      |      |     | \$       | (335,600) |         |             |        |          |     |           |      |             |
| Expenses prepaid for current session  |              | ore)          |             |                 |      |      |     | \$       | 399,164   |         |             |        |          |     |           |      |             |
| Expenses prepaid for future sessions  | •            |               |             |                 |      |      |     |          |           |         |             |        |          |     |           |      |             |
| Equipment Receivable Acct             |              |               |             |                 |      |      |     | \$       | 15,999    |         |             |        |          |     |           |      |             |
| Describes Described in 1. (D. II      | . 0 '        |               |             |                 |      |      |     | _        | 4 070 007 | ı       |             |        |          |     |           |      |             |
| Operating Reserve as of end of Dallas | Session      | 1             |             |                 |      |      |     | \$       | 1,272,327 |         |             |        |          |     |           |      |             |



## IEEE Project 802 Estimated Statement of Operations Mar 2011 Plenary Session Singapore

As of Mar 8, 2011

| Income                              |           |          |          |       |     | Budget |    |           |      |             |  |  |
|-------------------------------------|-----------|----------|----------|-------|-----|--------|----|-----------|------|-------------|--|--|
| Paid Registration Summary (dB)      | Fee       | CxI      | LCxI     | Gross | CxI | Net    | N  | et Amount | %    |             |  |  |
| Pre-registration                    | \$ 700    | \$ (700) |          | 36    |     |        |    |           | 4%   |             |  |  |
| Pre-registration (with discount)    | \$ 400    | \$ (400) | \$ (350) | 630   |     |        |    |           | 70%  |             |  |  |
| Web-registration                    | \$ 800    | \$ (800) | ,        | 27    |     |        |    |           | 3%   |             |  |  |
| Web-registration (with discount)    | \$ 500    | \$ (500) |          | 135   |     |        |    |           | 15%  |             |  |  |
| Onsite-registration                 | \$ 900    | \$ (900) |          | 18    |     |        |    |           | 2%   |             |  |  |
| Onsite-registration (with discount) | \$ 600    | \$ (600) | \$ (550) | 54    |     |        |    |           | 6%   |             |  |  |
| Student-registration                | \$ 150    | Ī        |          | 0     |     |        |    |           | 0%   |             |  |  |
| Total Reg                           | istration |          |          | 900   | 18  | 882    |    | \$406,602 | 100% | (\$36,952)  |  |  |
| Bank                                |           |          |          |       |     |        |    | Í         | 87%  |             |  |  |
| Non-registration Income             |           |          |          |       |     |        |    |           |      | •           |  |  |
| Deadbeat collections                |           |          |          |       |     |        | \$ | -         | 0%   | <b>\$</b> 0 |  |  |
| Bank interest                       |           |          |          |       |     |        | \$ | 300       | 0%   | \$0         |  |  |
| Comps & Commissions                 |           |          |          |       |     |        | \$ | 60,000    | 13%  | \$0         |  |  |
| Other                               |           |          |          |       |     |        | \$ | -         | 0%   | \$0         |  |  |
| Total Session Income                |           |          |          |       |     |        | \$ | 466,902   | 100% | (\$36,952)  |  |  |
|                                     |           |          |          |       |     |        |    |           |      |             |  |  |
| Expenses                            |           |          |          |       |     |        |    |           |      |             |  |  |
| Audio Visual                        |           |          |          |       |     |        | \$ | 20,000    | 4%   | (\$1,500)   |  |  |
| Audit                               |           |          |          |       |     |        | \$ | -         | 0%   | \$0         |  |  |
| Bank Charges                        |           |          |          |       |     |        | \$ | 350       | 0%   | \$0         |  |  |
| Copying                             |           |          |          |       |     |        | \$ | 2,000     | 0%   | (\$1,000)   |  |  |
| Credit Card Discounts & Fees        |           |          |          |       |     |        | \$ | 20,330    | 4%   | (\$1,078)   |  |  |
| Equipment Expenses                  |           |          |          |       |     |        | \$ | 1,000     | 0%   | (\$500)     |  |  |
| Get IEEE 802 Conttribution          |           |          |          |       |     |        | \$ | 66,150    | 14%  | (\$6,000)   |  |  |
| Insurance                           |           |          |          |       |     |        | \$ | -         | 0%   | \$0         |  |  |
| Meeting Administration              |           |          |          |       |     |        | \$ | 76,050    | 16%  | (\$3,920)   |  |  |
| Misc Expenses*                      |           |          |          |       |     |        | \$ | 4,500     | 1%   | (\$2,000)   |  |  |
| Networking                          |           |          |          |       |     |        | \$ | 95,000    | 20%  | \$0         |  |  |
| Other Expenses                      |           |          |          |       |     |        | \$ | -         | 0%   | \$0         |  |  |
| Phone & Electrical                  |           |          |          |       |     |        | \$ | 500       | 0%   | \$0         |  |  |
| Refreshments                        |           |          |          |       |     |        | \$ | 110,000   | 23%  | (\$5,000)   |  |  |
| Shipping                            |           |          |          |       |     |        | \$ | 15,000    | 3%   | \$0         |  |  |
| Social                              |           |          |          |       |     |        | \$ | 60,000    | 13%  | (\$9,000)   |  |  |
| Supplies                            |           |          |          |       |     |        | \$ | 800       | 0%   | \$200       |  |  |
| Total Session Expense               |           |          |          |       |     |        | \$ | 471,680   | 100% | (\$29,798)  |  |  |
| * reg counters, grats, CDs          |           |          |          |       |     |        |    |           |      |             |  |  |

\* reg counters, grats, CDs

Net Session Surplus/(Loss) \$ (4,778)