

**IEEE Project 802**  
**Statement of Operations**  
**Nov 2009 Plenary Session**  
**Atlanta, GA**  
**As of Mar 15, 2010**

Draft

Session Income	dB	Est/Act	Budget	Deviation
<b>Net Registrations</b>		996	1,100	(104)
80.1% 798 Early Registrations @ \$400	\$ 319,200			
18 Cancellations @ \$350	(6,300)			
11 Early cancellations @ \$400	(4,400)			
0 Visa cancellations @ \$400	0			
19.9% 198 Registrations @ \$500	99,000			
0 Cancellation @ \$500	0			
1 Cancellation @ \$450	(450)			
0.0% 0 Student @ \$150	0			
0 Other credits @ \$100	0			
<b>Registraion Subtotal</b>	<b>\$ 407,050</b>	<b>\$ 407,050</b>	<b>\$ 463,540</b>	<b>\$ (56,490)</b>
0 Deadbeat Payment @ \$500		0	0	0
Interest		602	200	402
Other (Hotel comps and commission)		49,276	55,000	(5,724)
<b>TOTAL Session Income</b>		<b>\$ 456,928</b>	<b>\$ 518,740</b>	<b>\$ (61,812)</b>
<b>Session Expenses</b>		<b>Est/Act</b>	<b>Budget</b>	<b>Deviation</b>
Audio Visual		14,027	25,500	11,473
Audit		0	0	0
Bank Charges		180	350	170
Copying		1,952	3,500	1,548
Credit Card Discounts & Fees		19,465	16,555	(2,910)
Equipment Expenses		2,328	2,500	172
Get IEEE 802 Contribution		72,375	80,850	8,475
Insurance		0	0	0
Meeting Administration		77,655	86,950	9,295
Misc Expenses		2,640 *	3,500	860
Networking		103,193	100,000	(3,193)
Other Expenses		0 !	5,600	5,600
Phone & Electrical		1,555	200	(1,355)
Refreshments		79,026	100,000	20,974
Shipping		12,357	15,000	2,643
Social		49,004	75,000	25,996
Supplies		1,344	800	(544)
<b>TOTAL Session Expense</b>		<b>437,101</b>	<b>516,305</b>	<b>79,204</b>
<b>NET Session Surplus/(Deficit)</b>		<b>19,827</b>	<b>2,435</b>	<b>17,392</b>
<b>Analysis</b>				
Refreshments per registration		79	91	12
Social per registration		49	68	19
Meeting Admin per registration		78	79	1
Surplus/(Loss) per registration		20	2	18

\* Misc items: Hotel gratuities, CD production expense,  
! Online education software and hosting

Cash recognized on hand as of Feb 11, 2010	\$	1,160,945	
Reserve for unpaid expenses for prior sessions	\$	(500)	bank fees, CC fees, etc
Reserve for other outstanding commitments	\$	(30,000)	30th anniversary expenses
Income received for current session (Mar 2010)	\$	-	some income received by 2/11, bu
Expenses prepaid for current session (Mar 2010)	\$	60,000	
Expenses prepaid for future sessions	\$	7,374	
Equipment Receivable Acct	\$	31,998	
<b>Operating Reserve</b>	<b>\$</b>	<b>1,229,817</b>	

**IEEE Project 802**  
**Estimated Statement of Operations**  
**Mar 2010 Plenary Session**  
**Orlando, FL**  
**As of March 19, 2010**

**Draft**

Income	Fee	Act/Est					Budget					Var	Var %
		Gross	Cxl	Net	Net Amt	%	Gross	Cxl	Net	Net Amount	%		
Paid Registration Summary													
Pre-registration	\$ 700	38	3	35	\$ 24,600	4%	44				4%		
Pre-registration (with discount)	\$ 400	763	32	731	\$ 293,550	76%	770				70%		
Web-registration	\$ 800	15	0	15	\$ 12,000	2%	33				3%		
Web-registration (with discount)	\$ 500	105	3	102	\$ 51,100	11%	165				15%		
Onsite-registration	\$ 900	14	0	14	\$ 12,600	1%	22				2%		
Onsite-registration (with discount)	\$ 600	58	0	58	\$ 34,800	6%	66				6%		
Student-registration	\$ 100	2	0	2	\$ 200	0%	0				0%		
<b>Total Registration</b>		<b>995</b>	<b>38</b>	<b>957</b>	<b>\$ 428,850</b>	<b>100%</b>	<b>1100</b>	<b>22</b>	<b>1078</b>	<b>\$496,958</b>	<b>100%</b>	<b>(\$68,108)</b>	<b>-14%</b>
						88%					90%		
Non-registration Income													
Deadbeat collections				\$ -		0%	\$ -				0%	\$0	
Bank interest				\$ 200		0%	\$ 200				0%	\$0	
Comps & Commissions				\$ 57,750		12%	\$ 55,000				10%	\$2,750	
Other				\$ -		0%	\$ -				0%	\$0	
<b>Total Session Income</b>				<b>\$ 486,800</b>		<b>100%</b>			<b>\$ 552,158</b>		<b>100%</b>	<b>(\$65,358)</b>	<b>-12%</b>
<b>Expenses</b>													
Audio Visual				\$ 15,000		3%	\$ 25,500				5%	(\$10,500)	
Audit				\$ 2,000		0%	\$ 2,000				0%	\$0	
Bank Charges				\$ 350		0%	\$ 350				0%	\$0	
Copying				\$ 1,600		0%	\$ 3,500				1%	(\$1,900)	
Credit Card Discounts & Fees				\$ 15,010		3%	\$ 17,394				3%	(\$2,384)	
Equipment Expenses				\$ 1,000		0%	\$ 1,000				0%	\$0	
Get IEEE 802 Contribution				\$ 71,775		15%	\$ 80,850				16%	(\$9,075)	
Insurance				\$ -		0%	\$ -				0%	\$0	
Meeting Administration				\$ 79,157		17%	\$ 85,751				17%	(\$6,595)	
Misc Expenses				\$ 1,000		0%	\$ 2,000				0%	(\$1,000)	
Networking				\$ 97,500		21%	\$ 100,000				19%	(\$2,500)	
Other Expenses				\$ 27,000		6%	\$ 30,000				6%	(\$3,000)	
Phone & Electrical				\$ 500		0%	\$ 1,000				0%	(\$500)	
Refreshments				\$ 105,000		22%	\$ 110,000				21%	(\$5,000)	
Shipping				\$ 8,000		2%	\$ 15,000				3%	(\$7,000)	
Social				\$ 43,000		9%	\$ 40,000				8%	\$3,000	
Supplies				\$ 800		0%	\$ 800				0%	\$0	
<b>Total Session Expense</b>				<b>\$ 468,691</b>		<b>100%</b>			<b>\$ 515,145</b>		<b>100%</b>	<b>(\$46,453)</b>	

<b>Net Session Surplus/(Loss)</b>	<b>\$ 18,109</b>	<b>\$ 37,013</b>
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Budget Assumptions	
Gross	1100
Cxl rate	2.0%
CC discount	3.5%

Comp Computations	
Caribe nights	3000
Caribe rate	\$ 170
Buena Vista nights	450
Buena Vista rate	\$ 150
	\$ 57,750

Stats		
	Act/Est	Bud
Avg fee	\$ 448	\$ 461
Cancellation inc	\$ 17,029	\$ 10,142
Per Registration		
Refreshments	\$ 110	\$ 102
Social	\$ 45	\$ 37
Meeting Admin	\$ 83	\$ 80
Network	\$ 102	\$ 93
Get IEEE	\$ 75	\$ 75
Surplus/Deficit	\$ 19	\$ 34

### Registration Trend

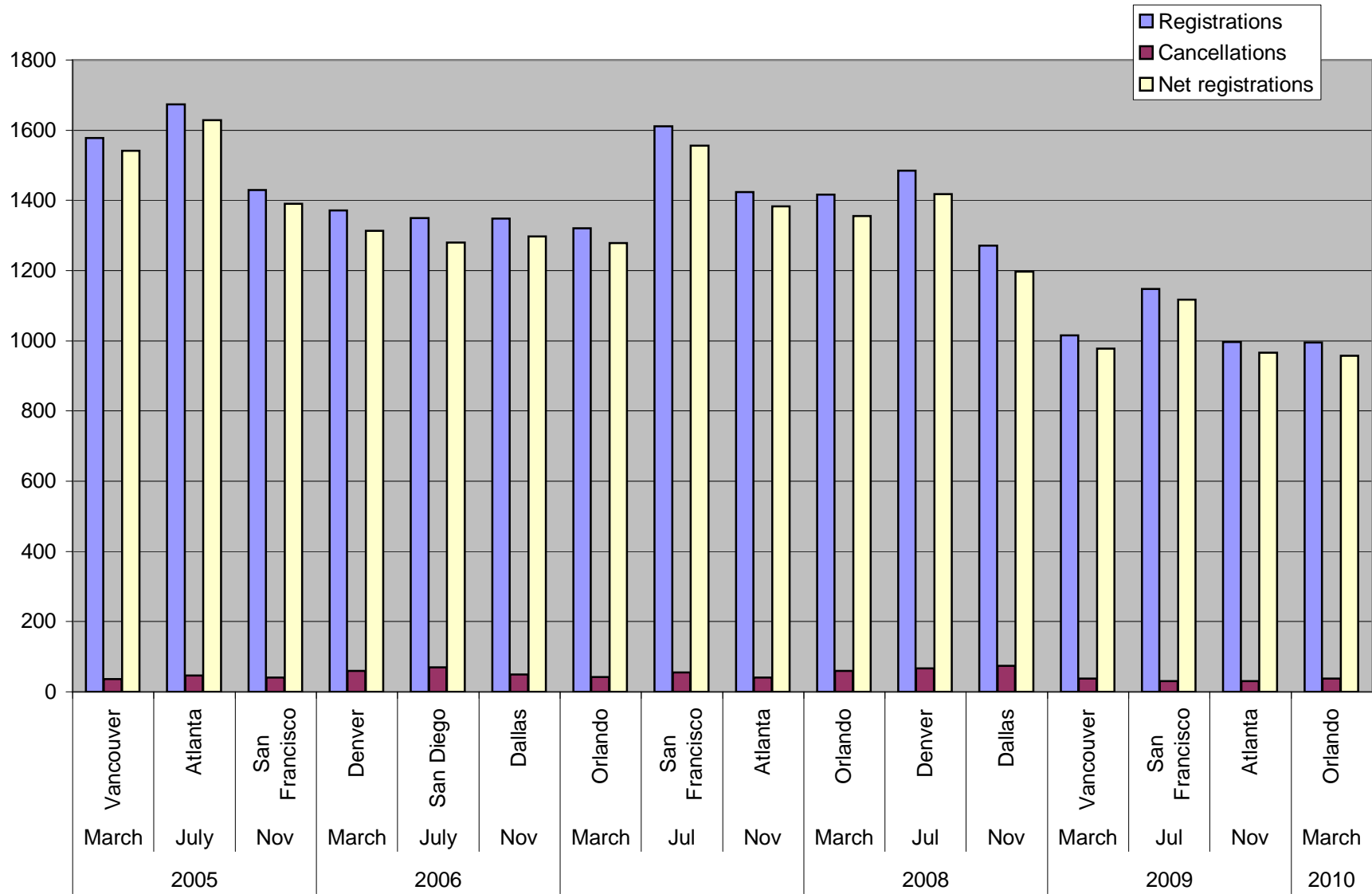


Chart3

