Conference	July	August	September	October	November	December	January Febru	iary March	April		May J	lune T	otal	TARGE
Super Early Bird tickets - before 8 December 2019	July	August	Зертение	Octobel	November	December	January	iai y iviai cii	Артп		Iviay	iulie I	Utai	IANG
Super Early Bird Member	\$0	\$0	\$0	\$5,040	\$2,880	\$2,880	\$0	\$0	\$0	\$0	\$0	\$0	\$10,800	-
Actual	40	Ć0	40	†1 000	60	<u> </u>	40	40	60	Ġ0	† 0	Ć O	\$0	
Super Early Bird Non-Member Actual	\$0	\$0	\$0	\$1,990	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,990 \$0	
Total	\$0	\$0	\$0	\$7,030	\$2,880	\$2,880	\$0	\$0	\$0	\$0	\$0	\$0	\$12,790	
Total Actual	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total Variance													-100%	
Early Bird tickets - before 8 February 2020	ćo	ćo	ćo	ćo	ćo	¢2.520	¢0.000	ĆF 200	ćo	ćo	ćo	ćo	¢17.600	Į.
Early Bird General Ticket 6-7 May - Member Actual	\$0	\$0	\$0	\$0	\$0	\$3,520	\$8,800	\$5,280	\$0	\$0	\$0	\$0	\$17,600 \$0	
Early Bird General Ticket 6-7 May - Non - Member	\$0	\$0	\$0	\$0	\$0	\$0	\$3,465	\$0	\$0	\$0	\$0	\$0	\$3,465	
Actual	, -	, -	, -	, -		, -	13, 33	, -		, ,	, -	, -	\$0	
Group Tickets	\$0	\$0	\$0	\$0	\$0	\$4,920	\$0	\$0	\$0	\$0	\$0	\$0	\$4,920	
Actual			4.6			4	4.4.4.4	4		4.5			\$0	
Total Actual	\$0.00		\$0 \$0.00	\$0 \$0.00			\$12,265	\$5,280	\$0 \$0.00	\$0 \$0.00	\$0 \$0.00	\$0 \$0.00	\$25,985	
Total Actual Total Variance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00 -100%	
General tickets - After 8 February 2020													10070	
1 Ticket - 7 and 8 May - Member	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$9,900	\$13,860	\$24,750	\$990	\$0	\$49,500	
Actual									1				\$0	
1 Ticket - 7 and 8 May - Non Member	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,530	\$5,060	\$5,060	\$2,530	\$0	\$15,180	
Actual Group Tickets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,720	\$2,790	\$2,790	\$0	\$0	\$0 \$9,300	
Actual	\$0	ŞU	ŞU	\$0	\$0	\$0	ŞU	<i>γ3,12</i> 0	γ∠,/3U	۶ <u>۷,790</u>	٥٤	υç	\$9,300 \$0	
Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$16,150	\$21,710	\$32,600	\$3,520	\$0	\$73,980	
Total Actual	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Total Variance													-100%	
Add ons	\$0	\$0	\$0		\$468	\$0	\$935	\$468	ćn	\$0	61.020	\$0	¢2.000	
Welcome Drinks - Wed 6 May Actual	\$0	\$0	\$0	\$0	\$468	\$0	\$935	\$468	\$0	\$0	\$1,029	\$0	\$2,899 \$0	
Dinner Only - Thurs 7 May	\$0	\$0	\$0	\$990	\$660	\$1,650	\$1,650	\$2,475	\$825	\$825	\$825	\$0	\$9,900	
Actual		7.5	7.5	7555	7222	7-7555	7-7555	7-/:	7222	7	7	7.	\$0	
Wed 6 May AM Pre-Conference Workshops	\$0	\$0	\$0	\$0	\$825	\$0	\$825	\$825	\$330	\$825	\$1,320	\$1,485	\$6,435	
Actual			4.0		***		4-4-	***	****		4	4	\$0	
Wed 6 May PM Pre-Conference Workshops	\$0	\$0	\$0	\$0	\$825	\$0	\$825	\$825	\$330	\$825	\$1,320	\$1,650	\$6,600	
Actual Total	\$0	\$0	\$0	\$990	\$2,778	\$1,650	\$4,235	\$4,593	\$1,485	\$2,475	\$4,494	\$3,135	\$0 \$25,834	
Total Actual	\$0.00		\$0.00	\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Total Variance			·	·		,	·	·	·	,	·	·	-100%	
Specials														
Buy 2 get one free	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,940	\$3,960	\$0	\$0	\$0	\$9,900	
Actual													\$0	
Speaker	\$0	\$0	\$0	\$0	\$0	\$4,320	\$0	\$0	\$0	\$2,880	\$0	\$0	\$7,200	
Actual	\$0	\$0	\$0	\$0	\$0	\$4,320	\$0	\$5,940	\$3,960	\$2,880	\$0	ćo	\$0 \$17,100	
Total Total Actual	\$0.00		\$0.00	\$0.00 \$0.00				\$0.00	\$0.00	\$2,880	\$0.00	\$0 \$0.00	\$17,100	
Variance	70.00	Ç0.00	70.00	70.00	Ţ0.00	70.00	70.00	φο.σσ	φο.σσ	70.00	φ0.00	у 0.00	-100%	
														•
Total Ongoing monthly	\$0		\$0	\$8,020				\$31,963	\$27,155	\$37,955	\$8,014	\$3,135	\$155,689	
Total Actual Monthly	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total Variance														
Sponsorships Target	\$4,642.00	\$48,495.00	\$8,393.00	\$17,600.00	\$22,077.00	\$2,500.00	\$16,456.00	\$8,954.00	\$14,006.00	\$4,477.00	\$4,477.00		\$152,077.00	1
Actual	\$8,228.00	\$53,137.00	\$0.00	\$17,600.00		72,300.00	710,430.00	Ç0,954.00	γ± 1 ,000.00	у ч,ч //.00	٧٠,٠/١.٥٥		\$78,965.00	
Variance	77%	10%	-100%	0%									, ,	
TOTAL CONFERENCE REVENUE	\$4,642.00	\$48,495.00	\$8,393.00	\$25,620.00			\$32,956.00		\$41,161.00	\$42,432.00	\$12,490.50	\$3,135.00		
Total Ongoing Actual Monthly	\$8,228.00	\$53,137.00	\$0.00	\$17,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$78,965.00	
Conference	luly	August	September	October	November	December	January Febru	iary March	April		May J	luno	otal	
onference xpenditure	July	August	september	october	November	December	January Febru	iviarch	April		Ividy	lune T	otal	
oltone House	\$0	\$0	\$20,000	\$0	\$0	\$0	\$0	\$20,000	\$23,388	\$23,876	\$19,512	\$0	\$106,775	
Actual	ÇÜ	ÜÇ	\$20,000	Ų	\$0	, , , , , , , , , , , , , , , , , , , 	70	720,000	+25,555	723,070	Ų13,31Z	ÇÜ	\$20,000	
NV BAX - 3 days	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$29,740	\$0	\$29,740	
Actual													\$0	
Ardek (booth)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$11,000	\$0	\$0	\$11,000	
Actual													\$0	
Hotel – Staff, Board and guests	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,827	\$0	\$0	\$7,769	
Actual	*=	\$1,942					1.	1-	4-		, .	4.5	\$1,942	
Opening Plenary Actual	\$7,382 \$7,382		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$7,255	\$0	\$0	\$14,637 \$7,382	
Actual	C7 202												57 382	

\$0	\$2,618	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,618	
	\$2,618											\$2,618	
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000	\$0	\$1,000	
												\$0	
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,500	\$0	\$1,500	
												\$0	
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,000	\$0	\$2,000	
												\$0	
\$0	\$0	\$0	\$500	\$100	\$100	\$300	\$922	\$860	\$1,200	\$2,365	\$925	\$7,272	
												\$0	
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,000	\$0	\$0		
												\$0	
\$150	\$300	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$800	\$8,150	\$0		
\$0	\$220												
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,500	\$0	\$1,500	
												\$0	
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$300	\$0	\$300	
												\$0	
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,000	\$0	\$2,000	
													\$20
			\$0		\$0	·	· ·	\$0		\$0			
-2%	-2%	0%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-84%	
¢2.000.00	642.624.00	¢44 607 00	¢35.430.00	627.624.50	640 600 00	622.656.00	640.004.50	¢46.042.50	\$44 F2F 40	ÅEE 576 02	¢2.240.00	^40C 2E4 27	Ċ40
-\$2,889.90	\$43,634.80	-\$11,607.00	\$25,120.00	\$27,634.50	\$19,690.00	\$32,656.00	\$19,994.50	\$16,913.50	-\$11,525.10	-\$55,5/6.93	\$2,210.00	5106,254.3/	\$10
	\$0 \$0 \$0 \$0 \$0 \$0 \$150 \$0 \$0 \$0	\$2,618 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$300 \$0 \$220 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	\$2,618 \$0 \$0 \$0 \$0 \$0	\$2,618 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$300 \$	\$2,618 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$150 \$300 \$0	\$2,618	\$2,618	\$2,618	\$2,618	\$2,618	\$2,618	\$2,618	\$2,618