

Treasury Report regarding March 2020 Plenary & CoVID-19

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With help from Dawn Slykhouse & Lisa Ronmark

3/5/20 (rev 4 – as presented)

2020 T1 Session Results Forecast Atlanta

| | |
|--------------------------|---------------|
| NA Session Result | |
| Session Income | \$458,000.00 |
| Session Expense | -\$506,982.02 |
| Session Surplus/Loss | -\$48,982.02 |
| Sponsorships | \$0.00 |
| Net Session Surplus/Loss | -\$48,982.02 |

Forecast as of 2020-01-28

Reserve

| | |
|----------------------------------|----------------|
| Total reserve as of end of 2019: | \$1,149,202.39 |
| Committed funds: | -\$41,557.93 |
| Uncommitted reserve: | \$1,107,644.46 |

Worst case costs if we cancel the meeting

- Meeting planner & team will be working to mitigate these, but here are the worst-case numbers
- Best case this MIGHT be reduced to \$300k
- IF we book 2023 and 2025 at the Hilton Atlanta we get close to this, by reducing the hotel charge to \$175k

| ITEM | Cost |
|---------------|--------------|
| Hotel | \$448,200.00 |
| Social | \$73,932.59 |
| Face to Face | \$51,200.00 |
| Linespeed | \$9,500.00 |
| Authorize.net | \$5,335.00 |
| Bus | \$7,230.25 |
| TOTAL | \$595,397.84 |

If a small meeting is held

- Assume a 350 person meeting and 200 people cancellation
 - Estimated income: \$230k
 - Estimated expense: \$382k
 - Estimated loss: \$152k
- Accuracy: +/- \$15k

- If the meeting gets smaller, expenses do not decrease, revenue just drops (e.g., 250 person meeting loses \$40k more)
 - Note – each cancellation costs us \$50 + 1.9%

Method to project attendance

- Start with list of attendees as of 3/2/20
- Exclude country of origin: China, Italy, S. Korea, Japan, Israel
 - (Japan included due to widespread company bans – including Mitsubishi, Yaskawa, Yokogawa)
- Also exclude Companies known to have bans or severe travel restrictions
 - ABB, Adva, Analog Devices, Blackberry, Broadcom, B&R, Ciena, Dell, Ford, FutureWei, GM, Hirschmann, HPE, Intel, Interdigital, Keysight, LG Electronics, Microchip, NEC, Nokia, NXP, ON Semiconductor, Panasonic, Quantenna, Sagemcom, Signify, Siemens
 - Ericsson, CommScope, Keysight, and Marvell have partial bans (international travel)
 - Samsung – only Korea-based are banned (covered by the country exclusion)
 - Cisco bans international travel – impacts 3 attendees
- Method is optimistic – does not include cancellations due to personal choice

Updated - Projected Attendance by WG

| Country \ WG: | 802.1 | 802.11 | 802.15 | 802.18 | 802.19 | 802.24 | 802.3 | Unk | Grand Total |
|--------------------------------|-----------|------------|-----------|----------|----------|----------|------------|-----------|-------------|
| Australia | 1 | 1 | | | | | | | 2 |
| Austria | 2 | | | | | | | | 2 |
| Canada | | 5 | | | | | 5 | | 10 |
| Denmark | | | | | | | 1 | | 1 |
| Finland | | | 1 | | | | | | 1 |
| France | 1 | 2 | | | | | | | 3 |
| Germany | 6 | 4 | 2 | | | | 5 | | 17 |
| Greece | | 1 | | | | | | | 1 |
| Hungary | | | | | | | 1 | | 1 |
| India | | 1 | | | | | 2 | | 3 |
| Luxembourg | | 1 | | | | | | | 1 |
| Netherlands | | 2 | | | | | 1 | | 3 |
| Russian Federation | | 2 | | | | | | | 2 |
| Spain | | | | | | | 2 | | 2 |
| Turkey | 1 | | | | | | | | 1 |
| United Kingdom | | 4 | 1 | 1 | | | 1 | | 7 |
| United States | 20 | 75 | 23 | 3 | 4 | 1 | 89 | 4 | 219 |
| Grand Total | 31 | 98 | 27 | 4 | 4 | 1 | 107 | 4 | 276 |
| Total before exclusions | 56 | 228 | 35 | 5 | 5 | 1 | 161 | 4 | 495 |
| March 2019 attendance | 81 | 273 | 66 | 5 | 9 | 1 | 256 | 10 | 708 |

Projection as of 6:40AM PST 3/5/20 – all listed companies, except Cisco (balanced by Ericsson-US)

Updated - Optimistic Projected Attendance by WG

| | 802.1 | 802.11 | 802.15 | 802.18 | 802.19 | 802.24 | 802.3 | Unk | Grand Total |
|--------------------------------|-----------|------------|-----------|----------|----------|----------|------------|-----------|-------------|
| Australia | 1 | 1 | | | | | | | 2 |
| Austria | 2 | | | | | | | | 2 |
| Canada | | 5 | | | | | 5 | | 10 |
| Denmark | | | | | | | 1 | | 1 |
| Finland | | | 1 | | | | | | 1 |
| France | 1 | 2 | | | | | | | 3 |
| Germany | 7 | 4 | 2 | | | | 5 | | 18 |
| Greece | | 1 | | | | | | | 1 |
| Hungary | | | | | | | 1 | | 1 |
| India | | 1 | | | | | 2 | | 3 |
| Luxembourg | | 1 | | | | | | | 1 |
| Netherlands | | 2 | | | | | 1 | | 3 |
| Russian Federation | | 2 | | | | | | | 2 |
| Spain | | | | | | | 2 | | 2 |
| Turkey | 1 | | | | | | | | 1 |
| United Kingdom | | 4 | 1 | 1 | | | 1 | | 7 |
| United States | 21 | 78 | 23 | 3 | 4 | 1 | 100 | 4 | 234 |
| Grand Total | 33 | 101 | 27 | 4 | 4 | 1 | 118 | 4 | 292 |
| Total before exclusions | 56 | 228 | 35 | 5 | 5 | 1 | 161 | 4 | 495 |
| March 2019 attendance | 81 | 273 | 66 | 5 | 9 | 1 | 256 | 10 | 708 |

Optimistic projection as of 6:40AM PST 3/5/20 – omitting partial bans

Refund Policy Proposal

- If we cancel the meeting – full refunds
- If we do not cancel the meeting, we have announced:

“Cancellation Policy

If you register for an IEEE 802 Plenary Session and are unable to attend, you must request cancellation before the deadline to be eligible for a refund of all or part of the fees paid”

And, by email:

“For registrants unable to attend due to travel restrictions, we will allow a full cancellation of the meeting registration, and will work with them on canceling their hotel reservation.”

Recommendation: Anyone who is unable to attend due to government imposed travel restrictions will be eligible for a full refund.

(same as IETF – see <https://www.ietf.org/how/meetings/107/ietf107-health-measures/>)

EMPLOYER-imposed restrictions or personal concerns are subject to the cancellation fee.