Treasury Report
July 2020
(closing summary, includes future 802 planning ad hoc)

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7/22/2020 6:46 PM
2019 Net Worth and Reserve Change Actuals

March Session  $8,705.39
July Session  ($297,316.41)
November Session  ($36,615.40)
Income Other  $21,830.83
NA Expense Other  ($34,425.01)
NNA Expense Other  ($12,815.77)
Net Worth Change  ($350,636.37)

<table>
<thead>
<tr>
<th>Reserves</th>
<th>Beginning</th>
<th>Change</th>
<th>End</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD General Reserve</td>
<td>$1,143,310.73</td>
<td>($38,504.19)</td>
<td>$1,104,806.54</td>
</tr>
<tr>
<td>NNA Reserve</td>
<td>$354,528.03</td>
<td>($310,132.18)</td>
<td>$44,395.85</td>
</tr>
<tr>
<td>General + NNA Reserve</td>
<td>$1,497,838.76</td>
<td>($348,636.37)</td>
<td>$1,149,202.39</td>
</tr>
<tr>
<td>Petty Cash</td>
<td>$2,000.00</td>
<td>($2,000.00)</td>
<td>$0.00</td>
</tr>
<tr>
<td>Total Reserves</td>
<td>$1,499,838.76</td>
<td>($350,636.37)</td>
<td>$1,149,202.39</td>
</tr>
</tbody>
</table>
# 2020 Session Results Actuals

<table>
<thead>
<tr>
<th>Session Result</th>
<th>March 2020 T1</th>
<th>July 2020 T2</th>
<th>TOTAL YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACTUAL AS OF DATE</td>
<td>2020-04-03</td>
<td>2020-07-01</td>
<td>2020-07-01</td>
</tr>
<tr>
<td>Session Income</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Session Expense</td>
<td>-$76,275.98</td>
<td>-$36,178.17</td>
<td>-$112,444.15</td>
</tr>
<tr>
<td>Session Surplus/Loss</td>
<td>-$76,275.98</td>
<td>-$36,178.17</td>
<td>-$112,444.15</td>
</tr>
<tr>
<td>Sponsorships</td>
<td>$0.00</td>
<td>0</td>
<td>$0.00</td>
</tr>
<tr>
<td>Net Session Surplus/Loss</td>
<td>-$76,275.98</td>
<td>-$36,178.17</td>
<td>-$112,444.15</td>
</tr>
</tbody>
</table>

**NOTE – MARCH 2020 CANCELLATION FEE OF $175,000 WAS CONVERTED TO A NONREFUNDABLE DEPOSIT**

March 2020 Hotel rebooked for 2023 & 2025 to avoid penalties – converted $175,000 to deposit
July 2020 Hotel rebooked – contract not yet signed
March 2020 $20,000 deposit for Aquarium/social transferred to 2023
March 2020 expense includes $1582.90 in F2F airfares usable in the future
2020 T3 Session Results Forecast
Bangkok (Venue cancelled)

Forecast as of 2018-07-14

<table>
<thead>
<tr>
<th>NNA Session Result</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Session Income</td>
<td>$426,978.26</td>
</tr>
<tr>
<td>Session Expense</td>
<td>-$423,783.42</td>
</tr>
<tr>
<td>Session Surplus/Loss</td>
<td>$3,194.84</td>
</tr>
<tr>
<td>Sponsorships</td>
<td>$0.00</td>
</tr>
<tr>
<td>Net Session Surplus/Loss</td>
<td>$3,194.84</td>
</tr>
</tbody>
</table>

Cancellation costs avoided:
(USD at 3/13/20 exchange):
Hotel Cancellation fee:
$146,381 (4,553,900 THB)
(exchange rates 7/3/2020)

Additional costs (incurred):
pre-meeting planning contractual expenses
(~$25,000), site surveys, etc.
Hotel deposits converted to 2022 ($33,149 to date)

May 2020 Contract Addendum allows avoiding penalties by rescheduling for anytime in 2022
Deposits forfeit if we don’t (total $33,149 paid to date, $146,902 still to be paid in 2 payments)
## Reserve and effect of Cancellations

<table>
<thead>
<tr>
<th>Total reserve as of end of 2019:</th>
<th>$1,149,202.39</th>
<th>Reserve remaining</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total loss for Atlanta</td>
<td>-$76,275.98</td>
<td>$1,072,926.41</td>
</tr>
<tr>
<td>Total loss for Montreal</td>
<td>-$36,178.17</td>
<td>$1,036,748.24</td>
</tr>
<tr>
<td>Misc. Expense through June 30 (outreach, 40th ann)</td>
<td>-$57,813.82</td>
<td>$978,934.42</td>
</tr>
<tr>
<td>Misc. Income through June 30 (interest)</td>
<td>+$5,721.97</td>
<td>$984,656.39</td>
</tr>
<tr>
<td>Committed funds as of June 30 (Atlanta 2023/25 + Bangkok deposit)</td>
<td>-$228,148.86</td>
<td>$756,507.53</td>
</tr>
<tr>
<td>Potential Cancellation for Nov 2020</td>
<td>-$114,407.98</td>
<td>$642,099.55</td>
</tr>
<tr>
<td>(additional to deposit, if not resched)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Potential Cancellation for March 2021</td>
<td>-$268,650 (by Dec 31)</td>
<td>$373,449.55</td>
</tr>
<tr>
<td>Potential Cancellation for November 2021</td>
<td>-28,042 (by Nov 10) -70,106 (by Mar 10)</td>
<td>$345,407.55 $303,343.55</td>
</tr>
<tr>
<td>(currently under contract, note July is not contracted yet)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Cancellation status as of 7/2020

Hotel Cancellation fees as of 7/20

Frequency

$0-$100k $100-$150k $150k-$200k $200k-$250k $250k-$300k $300k-$350k $350k-$400k $400k-$450k $450k-$500k $500k-$550k
Scenario 1: Last Minute Cancellation

• Force Majeure generally requires waiting until the last minute to cancel, requires joint agreement
  • Only really clear in case of venue closure or local governmental restriction

• Best case – only pay pre-meeting & cancellation fees to vendors (total ~75,000)
  • March 2021 is a good example of this, without the $175,000 pre-deposit
    • Includes charges for cancelling registered attendees ($50/attendee)
      • On top of pre-meeting vendor fees -> total: $62-$72,000
    • Other fees (Credit card, other expenses): (~10,000)

• Worst case – risk last-minute cancellation fee on hotel (see next page)
  • Varies, most are $350,000 to $450,000
Scenario 1: Last minute / Force Majeure Risk

- In addition to planner/vendor + expenses of ~$75k
- Total Hotel Risk:
  - $3.90 M Cancellation fees
  - $208K deposits
  - $3.70 net of deposits
- Risk per meeting:
  - Typically $425k-$525k
  - ~$600 to $1000/attendee
Scenario 2: 3 to 6 month out cancellation

- Assume – fully cancelled, no rebook arrangement
- Immediate actions - NONE
- Pre-meeting expenses (~$35,000 per meeting)
  - No registration opened, so no cancellation or CC fees
  - Meeting planner, vendor pre-meeting and site visit expenses
- Hotel cancellation fees typically $180k-$280k per meeting
- ~$300 - $630 / attendee
Scenario 3: Move to 2 Plenaries per Year

• Assumption: a planned transition, we can pick the meeting
  • Note – only ONE existing contract has cancellation < $100,000 today

• Costs:
  • No new hotel cancellation fees (we have one meeting uncontracted per year)
  • Cost related to Nov 2020 cancellation ($146,381 - $33,149 deposit paid = $113,232 net)
  • Negotiate meeting planner pre-meeting fees based on pre-planning work
    • Estimate < $25,000 total (some venue selection, site visits and other planning work, no registration or venue interaction on room assignments or finalizing F&B, etc.)
  • Total ~ $140,000 impact to uncommitted reserve

• Immediate actions required:
  • Terminate discussions for July 2021 venue contract
  • Terminate discussion for Nov 2022 Bangkok rebook
  • Decide which meeting in 2024 to be virtual, and, if necessary, terminate discussion
Scenario 4: Re-plan to 1 face-to-face / year

- Take actions in Scenario 3 – don’t contract new meetings through 2024
- Additionally choose meeting to cancel based on financial considerations
  - 2021: $28,050 [NOTE – THIS IS NOT MARCH 2021, WHICH IS HIGH RISK]
  - 2022: $214,697
  - 2023: $112,050
- Impact: $140,000 + $354,797 = ~$495k to uncommitted reserve
  - If March 2021 were planned out, increase impact by $141k
BACKUP – Information on Current Penalties and Commitments
Contract Flexibility is ~1 mtg/yr until 2024

• Meetings without contract:
  • 7/21 – Madrid – in process, not contracted as of today
  • 11/22 – possible Bangkok reschedule to avoid penalties
  • 7/23 – Berlin
  • 3/24 – Chicago
  • 7/24 – possible Montreal reschedule
  • 11/24 - no venue selected
  • 7/25 and later, except for 11/27

• Penalty < $100k: 11/22 – until 3/21
• Penalty $100k-$200k: 3/23, 3/25, 11/27
• Penalty $200-300k: 3/21, 7/22, 11/23
• Penalty > $300k: 3/22 ($521k)