

Treasury Report July 2021

George Zimmerman & Clint Chaplin
(AS OF) 7/9/2021 1:15 PM

2021 Session Results Actuals, Estimates and Status

Session Result	March 2021 T1	July 2021 T2	Nov 2021 T3	TOTAL 2021
STATUS	ACTUAL	ESTIMATE	FORECAST	FORECAST
AS OF DATE	2021-03-04	2020-07-07	2021-01-25	2021-03-04
Session Income	0	50,000	\$455,500	505,500
Session Expense	-\$25,000.00	-\$22,625	-\$480,208	\$527,833
Session Surplus/Loss	-\$25,000.00	\$27,375	-\$24,708	-\$22,333
Sponsorships	\$0.00	0	0	0
Net Session Surplus/Loss	-\$25,000.00	\$27,375	-\$24,708	-\$22,333

Notes:

1. July 2021 Income is an estimate based on current registration
2. July 2021 Expense includes actual meeting planner work on contract + estimates from SOW for electronic meeting + estimate of fees from registration service
3. Nov 2021 T3 are forecasts per meeting budget, est. at 700 attendees

Cash on Hand and Committed Funds

- Committed Reserves as of July 1 – \$271,365
 - Atlanta 2023, 2025, Orlando & Bangkok 2022
- Cash on Hand (Bank Balance) as of July 1 - \$581,894
 - Does not include income from electronic registration for this meeting
 - As of Feb 28, 2021: 665,575 – net change of \$83,681
- Planning Expenses paid to date for future sessions: \$37,500
- Need to manage cash flow going forward
 - At the moment, no significant deposits due for the next 6 months

Electronic meeting charge – This meeting

- As of 7/9/2021: 965 registered, \$50,550 gross
 - Typical meeting attendance: 700 – 1000
 - Recent no-fee electronic meetings were ~ 1000
- Fees: Cevent – to be billed
 - Cost \$3.35 per registrant
 - Credit card fees: 3.35%
 - Foreign transaction: 2.00%
 - Approx 55% are non-USA

Potential Cancellation Status

- Current penalty status for cancellations to date: \$0
 - All renegotiated successfully
 - Current committed reserve reflects substantial funds on deposit for 2022-23
- Potential contractual penalties 11/21 Vancouver: \$152k
 - Could be mitigated by force majeure & past track record of negotiation
 - Contractual date for penalty increase 10 July 2021 (goes to \$305k)
 - Email confirmation pushes 10 July penalty increase date to 8 Sept. (Thank you Jon!)
- Potential contractual penalties in CY 2022
 - **Mar 2022 penalty already greater than funds available**
 - Only applies if Force Majeure is not in effect or not renegotiated

Thank you!