# 2021 Session Results Actuals, Estimates and Status

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

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!