

Possible San Diego Scenario with best offer to date

INCOME

Annual Meeting donations, grants, and credits		\$ 7,000.00
-Annual Meeting designated gifts	\$ 500.00	
-Delta SkyBonus credits	\$ 2,000.00	
-Member gifts to support Annual Meeting registration fees = \$4,445.00	\$ 4,500.00	
-Grants for language interpretation / translation	\$ -	
Annual Meeting Registrations, Exhibitor fees, and Sponsorships		\$ 161,000.00
-Annual Meeting individual registrations fees	\$ 150,000.00	
-Exhibitor revenue (including sponsorships)	\$ 11,000.00	
Hotel contract credits providing cash support for meeting		\$ 20,377.50
-\$195 credit for every 50 room nights booked (1/45 credit)	\$ 4,680.00	
-0% rebate for every room booked (including staff rooms)	\$ -	
-7% commission on full-price hotel rooms (only 300 room block)	\$ 15,697.50	
Hotel in-kind concessions reducing costs maybe otherwise incurred		\$ 12,400.00
-upgrades for 4 suites at group rate; calc at \$400 x 25 room nights)	\$ 10,000.00	
-discounted staff rooms (60 room nights x \$40 per night [incl tax savings])	\$ 2,400.00	
AM reimb (from ACOR, CAARI, etc.; same as exp line below)		\$ 20,123.54
TOTAL INCOME:		\$ 220,901.04

EXPENSES

Salaries and Benefits (estimate for year)		\$ 200,000.00
Annual Meeting expenses (travel, rooms, F&B, lang., scholarships)		\$ 86,901.25
-Note: need to add 25% service charge + 5% event + 7.5% tax = 37.5%		
-baseline cost (Boston) before additional costs because of lack of concessions	\$ 29,000.00	
-increase F&B by \$30,000++ per contract	\$ 41,250.00	
-pay for Presidential Suite plus two other staff rooms not comped	\$ 5,145.00	
-increase in staff rate rooms (\$60 x 60 room nights)	\$ 3,600.00	
-charge \$100++ per exhibitor table (waived at other hotels)	\$ 4,812.50	
-charge \$750++ per day for 2 meeting rooms	\$ 3,093.75	
-F&B in Presidential Suite (included in increased \$30,000 above)	\$ -	
-only three upgrades available for VIPs or ACOR, etc	\$ -	
-coffee and snacks in suite (forego or include in \$38,000 above)	\$ -	
Audio/visual (both in-person and virtual)		\$ 55,000.00
-Audio/visual (virtual)	\$ 15,000.00	
-Audio/visual (in-person) - may be more if we cannot negotiate 3rd party client	\$ 40,000.00	
Hotel in-kind concessions reducing costs maybe otherwise incurred		\$ 12,400.00
-upgrades for 4 suites at group rate; calc at \$400 x 25 room nights)	\$ 10,000.00	
-discounted staff rooms (60 room nights x \$40 per night [incl tax savings])	\$ 2,400.00	
Annual Meeting expenses (reimbursed by others; same as above)		\$ 20,123.54
TOTAL EXPENSES:		\$ 374,424.79

PROVISIONAL NET TOTAL For San Diego \$ - \$ (153,523.75)

Risk concern: 80% attrition is high, esp. given ongoing health issues

Contract concern: the impossibility clause places more risk on ASOR

Registration concern: registration revenue est high based on past in San Diego

Attendee cost: higher room rate (\$40-50 per night) than Crystal City, VA (near DC)