

Treasurer Report

March 2023

(ec-23-044-01-00EC)

George Zimmerman & Clint Chaplin

3/17/2023 9:27 AM

'Deadbeat' status update

- No new deadbeats added from November 2022
- Deadbeat list posted ec-22-0247-03-00.pdf on mentor – updated end of January (no new deadbeats from November)
- 10 total (6 are from July 2021, none added since March 2022)
- Effect of rules is to suspend voting rights & registration, and attendance at meetings in plenary session

Cash on Hand and Committed Funds

- Committed Reserves as of 3/12/2023 – \$87,500
 - Atlanta 2025 (deposit reduced by use of this meeting's deposit)
- Payments made to vendors for future Sessions - \$42,500
 - F2F for initial work on upcoming sessions (meetings through 7/2024)
- Cash on Hand (Bank Balance) as of March 12, 2023 - \$1,776,885.59
- Includes income from this meeting
 - But NOT expenses for venue and final payments to meeting planner, network, and other vendors

2022 Session Estimates and Forecasts

Session Result	March 2022 T1	July 2022 T2	Nov 2022 T3	TOTAL 2022
STATUS	ACTUAL	PRELIMINARY	ACTUAL	ESTIMATE
AS OF DATE	2023-03-12	2023-03-12	2023-03-12	2023-03-12
Session Income	\$428,000	\$565,325	\$621,787	1,615,112
Session Expense	-\$271,447	-\$384,377	-\$471,913	-\$1,127,737
Session Surplus/Loss	\$156,553	\$180,949	149,874	\$487,376
Sponsorships	\$0.00	\$11,647	\$4,379	16,026
Net Session Surplus/Loss	\$156,553	\$192,596	\$154,253.49	\$503,402

Notes:

1. March 2022: 884 attendees, Expense includes contract cancellation fee, collections payments
2. July 2022: 977 registrants 418 onsite, Results are preliminary, pending tax refund (still)
3. Nov 2022: 926 registrants 391 onsite, Final Results as of 3/12/2023
4. Net worth change estimated \$505,110.27, with non session income \$7,266 and \$5,558 expense

2023 T1 – this meeting

- As of 3/17/2023, 9:27AM: \$647,671 paid from 984 invitees
 - \$10,121 for social, leaves registration at \$637,550
 - Does not include about \$34,350 of commission/comps/F&B rebate, for total income of \$682,021
- 53%/47% virtual vs. on-site attendance split (520/461)
 - 3 guests
- 404 paid registrants at the social
- Estimating actuals+latest budget projects ~\$658,582 in total expense
 - \$79,519 expense for social – under \$85,000 budgeted
 - ~\$297,000 F&B - 284,876 budgeted
- Expect small surplus from this meeting less than \$25,000

Reserves Update – Back to Normal

2019 Year End Reserve: \$1.15M

2020 Year End Reserve: \$0.96M (\$0.23M in deposits w/vendors)

2021 Year End Reserve: \$1.00M (\$0.32M in deposits w/vendors)

2022 Reserve adds \$505,110, to total ~\$1.505 M

Reserves back to target level

Questions?