

| OCEANS 2012 - Hampton Roads, VA | | | | |
|--|--|-----------------|------------|---------------------|
| PROJECTED EXPENSES | | | | |
| Line | | Quantity | Fee | Budget |
| 53.0 | Promotion Expenses | | | \$65,000.00 |
| | Call for Papers | 20,000 | | |
| | Advance Program | 25,000 | | |
| | Final Program | 4,000 | | |
| | Flyers | 20,000 | | |
| | Exhibitor Prospectus | 7,000 | | |
| | Envelopes (#10/Prospectus - design/printing) | 8,000 | | |
| | Letterhead (design/printing) | 8,000 | | |
| | Exhibit Application | 7,000 | | |
| | Exhibits Floorplan | 7,000 | | |
| 54.0 | Postage | | | \$35,000.00 |
| 55.0 | Speaker Honoriums/Expenses | | | \$6,000.00 |
| 56.0 | Advertising | | | \$35,000.00 |
| 57.0 | Web Design/Maintanance | | | \$10,000.00 |
| 58.0 | Total Promotion | | | \$151,000.00 |
| | Technical Program | | | |
| 59.0 | Call for Papers Mgmt | 400 | \$10.00 | \$4,000.00 |
| 60.0 | Author's Kits | 400 | \$7.00 | \$2,800.00 |
| 61.0 | Conference Proceedings Mgmt | 400 | \$20.00 | \$8,000.00 |
| 62.0 | Coordinate Advance/Final Programs | | | \$2,500.00 |
| 63.0 | Maintain Master Conference Schedule | | | \$2,000.00 |
| 64.0 | Proceedings Printing/CD-Rom | | | \$20,000.00 |
| 65.0 | Student Posters (student travel expenses) | 20 | \$1,500.00 | \$30,000.00 |
| 66.0 | Tutorials Expenses | | | \$500.00 |
| 67.0 | Tutorials Honorariums | | | \$10,000.00 |
| 68.0 | Total Technical Program | | | \$79,800.00 |
| | Exhibits | | | |
| 69.0 | Convention Center Rental | | | \$47,000.00 |
| 70.0 | Decorator | | | \$40,000.00 |
| 71.0 | Exhibitor Manual | | | \$2,000.00 |
| 72.0 | Exhibitor Invitations (comp exhibit hall passes) | | | \$4,000.00 |
| 73.0 | Exhibits Sales Fees | 0-80 booths | \$275.00 | \$22,000.00 |
| 74.0 | | 81-150 booths | \$350.00 | \$24,500.00 |
| 75.0 | NOTE: ASSUME 150 BOOTHS SOLD | 151-175 booths | \$420.00 | \$0.00 |
| 76.0 | Total Exhibits | | | \$139,500.00 |
| | Social Functions (NOTE - NUMBERS ARE 80% OF SOLD TICKETS) | | | |
| 77.0 | Ice Breaker Reception | 548 | \$45.00 | \$24,660.00 |
| 78.0 | IEEE Luncheon | 544 | \$60.00 | \$32,640.00 |
| 79.0 | MTS Luncheon | 544 | \$60.00 | \$32,640.00 |
| 80.0 | Exhibit Hall Reception | 564 | \$50.00 | \$28,200.00 |
| 81.0 | Speaker Breakfast | 400 | \$15.00 | \$6,000.00 |
| 82.0 | Coffee Breaks - Exhibit Floor | | | \$20,000.00 |
| 83.0 | Coffee Breaks - Tutorials | | | \$1,000.00 |
| 84.0 | Gala | 572 | \$120.00 | \$68,640.00 |

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|--------------|--|--|--|---------------------|
| 85.0 | VIP Reception | | | \$6,000.00 |
| 86.0 | Plenary Speakers & Committee | | | \$2,500.00 |
| 87.0 | Transportation (shuttle to/from hotel) | | | \$25,000.00 |
| 88.0 | Contingency | | | \$2,000.00 |
| 88.5 | Other - includes refreshments for exhibitors | | | \$12,000.00 |
| 89.0 | Total Social Functions | | | \$261,280.00 |
| | | | | |
| | Administrative | | | |
| 90.0 | Conf. Mgmt and Consulting | | | \$5,000.00 |
| 91.0 | Admin/Registration Processing | | | \$19,000.00 |
| 92.0 | Conference Audit | | | \$5,000.00 |
| 93.0 | Security | | | \$6,000.00 |
| 94.0 | A/V Equipment/Labor | | | \$40,000.00 |
| 95.0 | Bank Charges/CC Fees | | | \$5,600.00 |
| 96.0 | Office Equipment | | | \$2,000.00 |
| 97.0 | Misc. Material & Supplies | | | \$2,500.00 |
| 98.0 | Registration Materials/On-site Temp Labor | | | \$12,000.00 |
| 99.0 | Telephone | | | \$2,000.00 |
| 100.0 | Photography | | | \$2,000.00 |
| 101.0 | Misc. | | | \$2,000.00 |
| 102.0 | Total Administrative | | | \$103,100.00 |
| | | | | |
| | Other Expenses | | | |
| 103.0 | Registration Bags | | | \$10,000.00 |
| 104.0 | Registraton Gifts | | | \$5,000.00 |
| 105.0 | Total Other | | | \$15,000.00 |
| | | | | |
| | Association Loans | | | |
| 106.0 | IEEE | | | \$15,000.00 |
| 107.0 | MTS | | | \$15,000.00 |
| 108.0 | Local Chapter | | | \$0.00 |
| 109.0 | Total Loans | | | \$30,000.00 |
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| | Committee | | | |
| | Travel - (includes air, hotel & per diem) | | | |
| 110.0 | Site Visits - Logistics (3 visits), Exhibits (1 visit) | | | \$6,000.00 |
| 111.0 | Conference - 5 staff (Reg, Housing, IT, Logistics, Exhibits) | | | \$6,000.00 |
| 111.5 | Oceans 2011 - Promition (Conf Comm travel & lodging) | | | \$10,000.00 |
| 112.0 | Chair Misc. Expenses | | | \$3,000.00 |
| 113.0 | Logo Design | | | \$1,000.00 |
| 114.0 | Conference Stationary | | | \$1,800.00 |
| 115.0 | Committee Mailings | | | \$2,500.00 |
| 116.0 | Other | | | \$1,000.00 |
| 117.0 | Total Committee | | | \$31,300.00 |
| | | | | |
| 118.0 | Grand Total Expense | | | \$810,980.00 |
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| 119.0 | Grand Total Income | | | \$979,574.00 |
| 120.0 | Grand Total Expenses | | | \$810,980.00 |
| | | | | |
| 121.0 | Surplus | | | \$168,594.00 |