

Profit and Loss: 2022 Conference

<u>By Account</u>	<u>Total</u>	<u>Detail</u>	<u>Description</u>
2022 Conference Revenue			
4001 Registrations	\$ 386,980.00		
4003 Exhibit Sales	\$ 34,000.00		Exhibit booth sales
4004 Advertising Sales	\$ 2,700.00		Exhibitor ad sales
4005 Scholarship Fund	\$ 5,571.00		Silent auction contributions
Total Revenue	\$ 429,251.00		
2022 Conference Expenses			
Contracted Services	\$ 95,091.86		
6101 Conference Management	\$ 84,000.00		MSI consulting
6102 IT & Systems Consultant	\$ 4,314.50		Annie Doran consulting
6103 Contractors - All Other	\$ 1,264.00		
		\$ 1,064.00	Exhibitor recruitment contractor
		\$ 200.00	Pin design contractor
6107 Expenses - Conference Planner	\$ 4,356.90		MSI travel
6108 Expenses - IT & Systems Consultant	\$ 981.20		Annie Doran travel
6109 Expenses - Other	\$ 175.26		A/V volunteer (Marc Dunning) travel
Activities and Operations	\$ 16,545.24		
6202 Insurance	\$ 1,280.30		Event liability insurance
6205 Bank Fees	\$ 10,772.85		Cvent credit card processing fees
6206 Materials and Supplies	\$ 44.40		
6207 Travel (Staff)	\$ 4,447.69		Staff travel; includes site visit travel earlier in 2022
Event Expenses	\$ 487,335.30		
6312 Hotel Expenses - Conference	\$ (5,960.29)		
		\$ 4,738.02	Staff housing
		\$ 155.21	F&B for staff/bag stuffing/speaker room
		\$ 500.00	Paid out - hotel gratuities
		\$ (11,353.52)	Comps earned on hotel bookings
6314 Conference Mgmt	\$ 9,800.53		
		\$ 1,787.72	Transportation - buses for Sankofa site visit
		\$ 1,245.00	Lanyards (sponsor branded)
		\$ 2,532.23	Charging station (sponsor branded)
		\$ 920.36	Pins
		\$ 201.00	Awards
		\$ 2,616.93	Flipcharts and registration supplies
		\$ 497.29	Misc supplies (thank you cards, San Diego props, etc.)
6316 Mailing and Printing - Conference	\$ 4,272.64		
6319 Presenters	\$ 23,918.20		
		\$ 15,000.00	Carol Bebel - Racial Healing Circles fee
		\$ 5,000.00	Marc Morial - plenary speaker fee
		\$ 3,918.20	speaker travel assistance (6 sessions)
6320 A/V	\$ 84,370.64		
		\$ 79,428.67	Hotel A/V
		\$ 4,941.97	Laptop and projectors rental
6321 Food and Beverage	\$ 261,721.17		
		\$ 95,900.00	Breakfast (x3)
		\$ 72,400.00	Lunch (x2)
		\$ 21,268.00	Break (x4)
		\$ 47,392.00	Service fee
		\$ 24,761.17	Taxes
6322 Receptions	\$ 98,002.41		
		\$ 18,200.00	Hotel reception F&B
		\$ 800.00	Hotel reception bartender
		\$ 4,550.00	Hotel reception service fee
		\$ 2,454.87	Hotel reception taxes
		\$ 63,000.00	Boat reception (F&B, boat charter)
		\$ 1,150.00	Boat reception band
		\$ 5,897.54	Transportation - buses for boat reception
		\$ 950.00	Transportation - pedicabs for boat reception
		\$ 1,000.00	Paid out - transpo gratuities
6326 Registration Software/Other Tech	\$ 11,210.00		
		\$ 6,921.00	Cvent registration software/event website
		\$ 4,289.00	Whova conference app
Total Expenses	\$ 598,972.40		
Profit / (Loss)	\$ (169,721.40)		