

### LLC Managing Committee Meeting Agenda Conference Call

Wednesday, November 9, 2016 3:00 PM

### Committee Members (8):

Jim Kennedy (ASEV Past President), Chair (January-December 2017) John Aguirre (CAWG President), Tom Collins (ASEV Secretary/Treasurer), Nichola Hall (ASEV Board 1st Vice President), Dan Howard (ASEV Executive Director), Aaron Lange (CAWG Chair), Bill Pauli (CAWG Past Chair), and Tom Slater (CAWG Director)

### LLC Managing Committee Meeting Agenda

- 1. Call to Order
- 2. Approval of November 9 Agenda

### 3. Approval of August 4 Meeting Minutes\*

- 4. Old Business
  - a. Revised Budget\*
  - b. Winery of the Year

### 5. New Business

- a. Meeting schedule for SCC remodel/construction update with the Sacramento Convention and Visitors Bureau
- b. Review the umbrella policy for UW&GS
- 6. Next Meeting Date and Time
- 7. Adjournment



### LLC Managing Committee Meeting Minutes

Thursday, August 4, 2016

### **Committee Meetings Present**

Jim Kennedy (ASEV Past President), Chair (January-December 2017) John Aguirre (CAWG President), Tom Collins (ASEV Secretary/Treasurer), Nichola Hall (ASEV Board 1st Vice President), Dan Howard (ASEV Executive Director), Bill Pauli (CAWG Past Chair), Tom Slater (CAWG Director), and David Weiss (CAWG Director)

### **Others Present**

Jenny Devine-Smith (CAWG Staff)

### LLC Managing Committee Meeting Agenda

- 1. Call to Order. Jim Kennedy called the meeting to order at 3:06 PM.
- 2. **Approval of August 4 Agenda.** Dan Howard requested to move agenda item 5.a to 4.a. Aaron Lange moved to approved the agenda as amended, second by Nichola Hall. Motion approved.
- 3. **Approval of June 10 Meeting Minutes.** Nichola Hall moved to approve the June 10 meeting minutes as submitted; second by Bill Pauli. Aaron Lange obstained because he was not there. Motion was approved.

### 4. Old Business

- a. **LLC Managing Committee:** Announce New CAWG Committee Member. John Aguirre introduced CAWG's new appointee Aaron Lange, with LangeTwins and CAWG chair. He will be taking the position that David Weiss held. Jim Kennedy would like to thank David Weiss for all of his service to the group.
- b. State of the Industry Update. John Aguirre reported we have confirmed a full slate of speakers for the SOI.
  - i. Mike Veseth, Wine Economist, Moderator
  - ii. Danny Brager, The Nielsen Company
  - iii. Nat DiBuduo, Allied Grape Growers
  - iv. Glenn Proctor, The Ciatti Company
- c. **2017 Unified Keynote Speaker Status.** John Aguirre is happy to announce that Eric Asimov, with the New York Times, has been confirmed as the 2017 Unified Keynote Speaker.
- d. **Second Program Development Committee Meeting.** Tom Collins and Jenny Devine reported that we once again held a great committee meeting here in Sacramento. Lise Asimont did a very good job with leading the meeting. There is nothing unusual to report, and we are making good progress.

### 5. New Business

- a. **2017 Unified Wine & Grape Symposium Budget Review.** Dan Howard provided a budget report. He stated that John Aguirre, Jenny Devine and he met last week to review. He reviewed line by line with the committee, beginning with income and then moving into expenses. A few key items included:
  - i. The booth fee for 2018.
  - ii. The keynote luncheon is growing in popularity. The luncheon will need 300 people to breakeven.. It is not a huge money maker.



- iii. Convention center will have an increase for 2017, specifically for the 3<sup>rd</sup> floor ballroom, which we are using for commercial space. For the last 10 years, the convention center has been billing us at the wrong rate and it was unfortunately caught with the new system they have set-up. It will not go up in 2018, but will in 2019 due to our 2-year contract.
- iv. Program: we will be keeping the translation equipment and the tasting costs.
- v. Nichola Hall had a question regarding the \$9,000 for telephone and utilities. Dan Howard stated that they are for Unified reimburses phone, internet, PG&E, faxes, etc. for both ASEV and CAWG.
- vi. Not recommending any increases in registration or advertising in 2017 because we made recommended changes in 2016.
- vii. Nichola wanted to thank Dan Howard for putting together the budget and taking the time to explain.
- viii. Jim Kennedy entertained a motion to approve the budget as written; Nichola Hall moved to approve the budget; Tom Collins second the motion. The 2017 Unified Wine & Grape Symposium budget as written and discussed by Dan has been approved.
- b. **2018 Exhibit Booth.** Dan Howard stated that there has been a pattern of 2 3 years of increasing the booth fees.
  - Dan provided a breakdown of what the costs are to our exhibitors the cost is to them vs. what we charge them. It depends on the size of the booth and the firm for Unified. Compare the total cost from Sacramento to the other larger convention centers. If we do not increase in 2018, we should in 2019. Nichola Hall stated that she was comfortable with increasing \$150 for the 10 x 10.
  - ii. Motion: Nichola Hall moved that we increase the single 10 x 10 for 2018 from \$2,100 to \$2,250, a 7% increase. Tom Collins second the motion, the motion was approved.
- c. Winery of the Year Award. John Aguirre discussed the Winery of the Year Award that Jon Fredrikson typically gives out during his presentation. How are we going to proceed with this? Will this continue? Will it be the property of Unified and will it remain part of the State of the Industry? How did Jon arrive to this? Should we table this to the next meeting? It is important for the committee to understand that there are people within the industry who value what Jon did and there may be expectations. Dan Howard mentioned that there was a grower of the year, brought forward by Nat DiBuduo a few years ago. The committee would like to table this discussion to the next meeting. We should get the information from Jon on how this decision was made, so we have some sort of guide on the matrix. John moved that we table this discussion on Winery of the Year to the next call; second by Nichola Hall. The motion was approved.
- 6. **Next Meeting Date and Time.** The next committee meeting will take place on Wednesday, November 9, at 3:00 PM.
- 7. **Adjournment.** Tom Collins moved to adjourn the meeting, second by Nichola Hall. The meeting was adjourned at 4:05 PM.



# Unified Wine & Grape Symposium 2017 Budget

Approved by LLC Managing Committee on 8/4/2016

# **Highlights of Significant Changes**

Exhibits	Managing Committee will need to set booth fee rate for 2018.
Line #4	
Advertising	No increase proposed.
Program	Last increase was in 2016.
Line #6	
Registration	<ul> <li>Income estimated on less attendance than 2016 actual.</li> </ul>
Keynote	
Line #11	
Registration	No increase proposed.
General	Last increase was in 2016.
Line #12	
Registration	No increase proposed.
Exhibits Only	Last increase was in 2016.
Line #13	

EXPENSE	
Exhibit	<ul> <li>5% Increase by Sacramento Convention Center for 2017. The next increase will be 2019.</li> </ul>
Convention Center	
Exhibit Space	
Line #25	
Program/Sessions	<ul> <li>2016 &amp; 2017 Budgets include additional \$2,500 for Spanish Session (breakout) translation</li> </ul>
A/V	equi <mark>pment.</mark>
Line #41	
Public Relations	<ul> <li>2016 Actual lower than budgeted due to discounts</li> </ul>
Advertising	<ul> <li>2017 Budget inrease from 2016 budget due to increase ad rates and increase in number of</li> </ul>
Line #58	full page ads. Ad budget was previously approved by LLC Managing Committee 6/10/2016.
Other Operating	Review scheduled for FYE 2016.
Accounting	<ul> <li>Next audit is scheduled for FYE 2017</li> </ul>
Line #79	
Other Operating	<ul> <li>UW&amp;GS changed credit card processors approx. 1 year ago and there was a savings as a</li> </ul>
Bank Charges	result.
Line #80	



2017 Budget

### Approved by LLC Managing Committee on 8/4/2016

NCOME	2016 Budget	2016 Actual	2017 Budget	% of '17	
	11/01/15 Through 10/31/16	Estimated Through 10/31/16	11/01/16 Through 10/31/17	Budge	
_					
Exhibits	\$1,723,050	\$1,730,054	\$1,725,150 A	67.49	
Advertising					
Program	\$43,660	\$33,835	\$33,835	1.32	
Online	\$3,300	\$1,600	\$1,600	0.0	
On-site	\$40,000	\$40,900	\$40,900	1.60	
Advertising Total	\$86,960	\$76,335	\$76,335	2.9	
Registration	\$66,566	\$70,000	\$10,000	2.0	
	<b>\$00,400</b>	¢20,020	<b>\$24</b> 500	4.0	
Keynote Presentation (Tuesday)	\$28,100	\$36,030	\$31,500	1.2	
General (Tuesday - Thursday)	\$457,760	\$483,245	\$483,245	18.9	
Exhibits Only	\$90,755	\$73,920	\$73,920	2.8	
Exhibits Only Vouchers	\$14,885	\$15,530	\$15,530	0.6	
Registration Total	\$591,500	\$608,725	\$604,195 B	23.6	
Directory	\$20,000	\$27,189	\$27,189	1.0	
Sponsorship	\$85,000	\$115,000	\$115,000	4.5	
nterest	\$800	\$827	\$800	0.0	
Aiscellaneous		\$7,500	\$7,500 *	0.0	
	\$5,000				
Total Income	\$2,512,310	\$2,565,630	\$2,556,169	100.0	
EXPENSE					
Exhibit					
Convention Center Exhibit Space	\$111,840	\$111,840	\$117,040	6.8	
Lead Retrieval	\$2,200	\$1,000	\$2,000	0.0	
Luncheon	\$2,200 \$106.000		\$2,000	6.4	
		\$109,185	. ,		
Online Exhibit Sales	\$10,000	\$10,000	\$10,000	0.5	
On-site Signage Design	\$2,000	\$1,968	\$2,000	0.1	
Printing & Postage	\$34,000	\$34,474	\$35,000	2.0	
(includes exhibit directory)					
Regional Wine Tasting (Catering)	\$43,000	\$41,299	\$43,000	2.5	
Security/Door Monitors	\$38,000	\$35,658	\$38,000	2.2	
Service Contractor (TPN)	\$55,000	\$55,358	\$55,500	3.2	
Tent	\$26,500	\$26,093	\$27,000	1.5	
Virtual Trade Show	\$20,500	\$3,400	\$3,400	0.2	
Miscellaneous	\$3,500	\$2,773	\$3,500	0.2	
Exhibit Total	\$435,440	\$433,048	\$446,440	25.9	
Program/Sessions		<b>A</b> 10 A 10	<b>A</b> 40 A 40		
A/V	\$49,000	\$48,940	\$49,000 **	2.8	
Catering	\$29,000	\$22,502	\$29,000	1.6	
Keynote Presentation (Tuesday)					
Speaker Expense	\$5,000	\$0	\$5,000	0.2	
Plated Lunch	\$21,700	\$26,379	\$25,600	1.4	
Sub Total	\$26,700	\$26,379	\$30,600 C	1.7	
Meeting Room - Rental	\$9,660	\$9,660	\$10,170	0.5	
Meeting Room - Door Monitors	\$2,500	\$1,847	\$2,500	0.0	
		\$1,047 \$1.966			
On-site Signage Design	\$2,000		\$2,000	0.1	
Printing (incl program layout)	\$13,000	\$13,761	\$14,000	0.8	
Program Development	\$9,300	\$9,552	\$10,000	0.5	
Speaker Mgmt Contractor (TPN)	\$17,600	\$17,518	\$17,600	1.0	
Speaker Reimbursement (25%)	\$27,169	\$18,704	\$27,280 D	1.5	
Miscellaneous	\$3,000	\$3,028	\$3,500	0.2	
Program/Sessions Total	\$188,929	\$173,857	\$195,650	11.3	
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Public Relations					
	¢66 500	¢55 700	¢74.005	4.0	
Advertising (includes ad layout)	\$66,533	\$55,729	\$74,095	4.3	
Brown-Miller	\$64,350	\$64,350	\$64,350	3.7	
Graphics	\$10,000	\$6,120	\$11,275	0.6	
E-Newsletter	\$4,750	\$4,750	\$4,750	0.2	
Miscellaneous	\$3,500	\$1,240	\$3,500	0.2	
Public Relations Total	\$149,133	\$132,189	\$157,970	9.1	
	÷,	÷,	4.0.,0.0	0.1	
Registration					
	<b>\$</b> 04,000	A17.000	<b>C</b> C1 CCC		
Computer Equip/Internet (On-Site)	\$21,000	\$17,926	\$21,000	1.2	
	\$2,000	\$1,966	\$2,000	0.2	
On-site Signage Design		\$22,869	\$24,000	1.4	
On-site Signage Design Printing & Postage (incl brochure layou	t) \$23,000	<i><b>4</b>22,000</i>			
Printing & Postage (incl brochure layou				0.1	
Printing & Postage (incl brochure layou Security	\$2,000	\$1,800	\$2,000	0.1 7 9	
Printing & Postage (incl brochure layou Security Service Contractor (TPN)	\$2,000 \$135,000	\$1,800 \$135,475	\$2,000 \$136,000	7.9	
Printing & Postage (incl brochure layou Security	\$2,000	\$1,800	\$2,000		



2017 Budget

#### Approved by LLC Managing Committee on 8/4/2016

74						
75 <b>E</b>	ENSE CONTINUED 2016 Budget		2016 Actual	2017 Budget		% of '17
76		11/01/15 Through 10/31/16	Estimated Through 10/31/16	11/01/16 Through 10/31/17		Budget
77						
78 Ot	ther Operating					
79	Accounting Services	\$12,590	\$12,590	\$12,980		0.76%
80	Bank Charges (cc)	\$91,000	\$70,008	\$70,000		4.07%
81	Contract Services (ASEV)					
82	Bookkeeping/Accounting	\$9,327	\$9,041	\$9,327		0.54%
83	Event Management	\$162,094	\$127,847	\$162,094		9.43%
84	Trade Show Management	\$127,426	\$138,914	\$138,914		8.08%
85	Contract Srvcs (ASEV) Total	\$298,847	\$275,802	\$310,335	E	18.06%
86	Contract Services (CAWG)					
87	Program Development	\$68,312	\$70,034	\$70,034		4.08%
88	Sponsorship	\$23,805	\$24,426	\$24,426		1.42%
89	Contract Srvcs (CAWG) Total	\$92,117	\$94,460	\$94,460	E	5.50%
90	Event Coordinator (TPN)	\$31,340	\$25,844	\$31,340		1.82%
91	Food & Beverage Coordinator (TPN)	\$21,000	\$21,000	\$21,000		1.22%
92	Insurance (Liability, D&O, Internet)	\$32,000	\$25,520	\$32,000		1.86%
93	Legal	\$10,000	\$9,321	\$10,000		0.58%
94	LLC Franchise Tax	\$6,800	\$6,800	\$6,800		0.40%
95	LLC Property Tax	\$2,400	\$2,787	\$2,800		0.16%
96	Managing Member Fee (ASEV)	\$45,300	\$45,300	\$45,300		2.64%
97	Meetings (LLC Managing Committee)		\$840	\$2,000		0.12%
98	Parking	\$500	\$534	\$600		0.03%
99	Postage (office)	\$1,000	\$418	\$1,000		0.06%
100	Sponsorship (incl brochure design)	\$4,300	\$4,800	\$4,950		0.29%
101	Supplies	\$3,000	\$2,362	\$3,000		0.17%
102	Telephone/Utilities	\$9,000	\$9,703	\$10,000		0.58%
103	On-site Vendor Advertising	\$10,200	\$8,569	\$8,600		0.50%
104	Website	\$1,800	\$1,800	\$1,800		0.10%
105	Welcome Reception (Tuesday)	\$22,000	\$21,902	\$22,000	F	1.28%
106	Miscellaneous	\$3,000	\$1,572	\$3,000		0.17%
107	Other Operating Total	\$700,194	\$641,932	\$693,964		40.38%
108						
	otal Expenses	\$1,69 <mark>5,69</mark> 6	\$1,596,888	\$1,718,525		100.00%
110						
	et (Profit/Loss)	\$816,614	\$968,742	\$837,644		
112					-	

<sup>113</sup> A-F Refer to corresponding lettered categories on attached Worksheet

<sup>114</sup> \* Includes \$5,000 Freeman donation per contract.

<sup>115</sup> \*\* Includes \$2,500 for Spanish Session translation equipment.

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122 Note: 90% of estimated profit to be distributed by the end of May, 2017 and the remaining balance based on actual to be distributed by the end of Feb, 2018 per policy.



### 1 Income 2

Qty		, 2nd Floor Mezzanine, 3rd Floor Ballroom and Tent) Description	Price ea.	Total
709		10 x 10 Booths	\$2,100.00	\$1,488,900.0
15,000 s		Large Equipment Booths	\$2,100.00 \$15.75	\$236,250.0
Total Exhibits Income	ցու ւ		ψ13.73	\$1,725,150.0
				¢ 1,7 20, 100.0
egistration				
Keynote Presentation				
Actual 2016	Qty/Yr	Description	Price ea.	Total
070		Pre-Registration	¢75.00	¢10.750.0
278		Member (ASEV/CAWG/Exhibitor/Speaker)	\$75.00	\$18,750.0
129		Non-Member	\$125.00	\$12,500.0
8	-	ASEV Student Member/Press	\$50.00	\$250.0
		On-Site Registration	¢75.00	<b>#</b> 0.0
0		Member (ASEV/CAWG/Exhibitor/Speaker)	\$75.00	\$0.0
0		Non-Member	\$125.00	\$0.0
0		ASEV Student Member/Press	\$50.00	\$0.0
415	355	Total Keynote Presentation		\$31,500.0
General (Tuesday - Th	ursday)* -	- Based on 2016 Attendance		
	Qty/Yr	Description	Price ea.	Total
	i	Pre-Registration		
	(	(3-Day, Tues-Thu <mark>rs</mark> day)		
	543 I	Member (ASEV/CAWG)	\$315.00	\$171,045.0
		Non-Member	\$515.00	\$91,155.0
	38 /	ASEV Student Member	\$50.00	\$1,900.0
		Exhibitor	\$315.00	\$15,750.0
		(1-Day)	•	, .,
		Member (ASEV/CAWG)	\$210.00	\$50,190.0
		Non-Member	\$265.00	\$79,235.0
		Exhibitor	\$210.00	\$5,460.0
	201		φ210.00	ψ0,400.0
		On-Site Registration		
		(Tues-Thursday)		
		Member (ASEV/CAWG)	\$515.00	\$14,420.0
		Non-Member	\$715.00	\$11,440.0
		ASEV Student Member	\$250.00	\$2,000.0
	-			
		Exhibitor	\$515.00	\$3,090.0
		(1-Day)	¢440.00	¢5 000 (
		Member (ASEV/CAWG)	\$410.00	\$5,330.0
		Non-Member	\$465.00	\$24,645.0
	1 1	Exhibitor	\$410.00	\$410.0
	9	Spanish Track Only		
		Member/Non-member	¢55.00	\$6,325.0
	1151	wember/won-member	\$55.00	φ0,525.C
		Mice		
		Misc	<b><b><b><b></b></b></b></b>	<b>#000</b>
		Cancellations	\$50.00	\$600.0
	10 L	Lost Badge	\$25.00	\$250.0

<sup>53</sup> \*General Registration includes Tuesday welcome reception.



### 54 Income (continued) 55

528         On-Site Member/Non-member         \$70.00         \$36,960           1,584         Total Exhibits Only         \$73,920           Exhibits Only Vouchers (sold to exhibitors only) - Based on 2016 Sales 3,106         \$5.00         \$15,530           Total Registration Income         \$604,195           Expense         \$5,000.00         \$5,000           C. Keynote Presentation w/Lunch (Tuesday)         1         Keynote Expense         \$5,000.00           1         Keynote Presentation Expense         \$5,000.00         \$55,000           00         Plated Lunches         \$64.00         \$25,600           Total Keynote Presentation Expense         \$30,600         \$20,000         \$25,600           D. Speaker - 93 Speakers (Tuesday - Thursday)         \$2,772         \$2,001,01         \$17,787           Lodging         \$231/night (0 Intl Speakers - 1 Night)         \$17,787         \$9,300           Ground Transportation         \$100/ea         \$9,300         \$9,300           Meals         \$61/day (7 CA Speakers - 2 Days)         \$9,393           Meals         \$61/day (10 Intl Speakers - 5 Days)         \$1,098           Meals         \$61/day (10 Intl Speakers - 5 Days)         \$3,050           Transportation         10 Intl @ \$3,500(ea         \$3,900				
1.056 Pre-Reg Member/Non-member         \$35.00         \$36.960           522 On-Site Member/Non-member         \$77.00         \$36.960           1.584 Total Exhibits Only         \$73.920           Exhibits Only Vouchers (sold to exhibitors only) - Based on 2016 Sales           3.106 Vouchers         \$5.00         \$15.530           Total Registration Income         \$604,195           Exhibits Only Vouchers (sold to exhibitors only) - Based on 2016 Sales           Total Registration Income           Stout           1         Keynote Expense         \$5,000.00         \$5,000           C. Keynote Presentation Expense         \$50.00         \$22,600           Total Keynote Presentation Expense         \$30,600           D. Speaker - 93 Speakers (Tuesday - Thursday)           Lodging         \$231/night (10 Intl' Speakers - 1 Night)         \$17.787           Lodging         \$231/night (10 Intl' Speakers - 2 Nights)         \$2.772           Lodging         \$231/night (10 Intl' Speakers - 2 Nights)         \$3.990           Meals         \$61/day (7 CA Speakers - 2 Nights)         \$3.990           Meals         \$61/day (10 Intl' Speakers - 5 Days)         \$1.998           Meals         \$61/day (10 Intl' Speakers - 5 Days)	Exhibits Only - Base	d on 2016 Attendance		
528 On-Site Member/Non-member         \$70.00         \$369,960           1,584 Total Exhibits Only         \$73,920           Exhibits Only Vouchers (sold to exhibitors only) - Based on 2016 Sales 3,106 Vouchers         \$5.00         \$15,530           Total Registration Income         \$604,195           Expense         \$604,195           Expense         \$5,000         \$5,000           1         Keynote Presentation W/Lunch (Tuesday)         \$5,000           400 Plated Lunches         \$5,000         \$5,000           1         Keynote Presentation Expense         \$50,000         \$5,000           1         Keynote Presentation Expense         \$50,000         \$5,000           1         Keynote Presentation Expense         \$50,000         \$5,000           1         Statis Stati	-		\$35.00	\$36,960.0
1,584 Total Exhibits Only       \$73,920         Exhibits Only Vouchers (sold to exhibitors only) - Based on 2016 Sales       3,106 Vouchers       \$5.00       \$15,530         Total Registration Income       \$604,195       \$5000,00       \$500,00       \$500,0				\$36,960.0
Exhibits Only Vouchers (sold to exhibitors only) - Based on 2016 Sales 3,106 Vouchers           3,106 Vouchers         \$5.00         \$15,530           Total Registration Income         \$604,195           Expense           C. Keynote Presentation w/Lunch (Tuesday)           1         Keynote Expense         \$5,000         \$5,000           400 Plated Lunches         \$64,00         \$25,600           Total Keynote Presentation Expense         \$30,600           D. Speaker - 93 Speakers (Tuesday - Thursday)           Lodging         \$231/night (77 CA Speakers - 1 Night)         \$17,787           Lodging         \$231/night (10 luft) Speakers - 4 Nights)         \$2,772           Lodging         \$231/night (10 luft) Speakers - 4 Nights)         \$2,772           Lodging         \$231/night (10 luft) Speakers - 4 Nights)         \$2,772           Lodging         \$231/night (10 luft) Speakers - 2 Days)         \$3,939           Meals         \$61/day (10 luft) Speakers - 3 Days)         \$1,098           Transportation         10 luft) \$3,500/ea         \$3,900           Transportation         7 OL A - 400 miles @ 560/nile         \$15,600           Transportation         7 OL A - 400 miles @ 560/nile         \$15,600           Total Speake			,	\$73,920.0
3,106 Vouchers         \$5.00         \$15,530           Total Registration Income         \$604,195           Expense         \$604,195           C. Keynote Presentation w/Lunch (Tuesday) 400 Plated Lunches         \$5,000.00         \$5,000.00           Year         \$56,000.00         \$50,000.00         \$25,000.00           Operation         Year         \$56,000.00         \$25,000.00         \$22,0,000.00         \$22,772         \$20,000.00         \$23,1/might (10 Int'l Speakers - 1 Night)         \$17,787         \$20,000.00         \$13,090.00         \$10,090.00         \$10,090.00         \$10,090.00         \$10,090.00         \$10,090.00         \$13,090.00         \$13,090.00         \$13,090.10         \$10,101.00         \$10,090.00         \$10,090.00 <td></td> <td>.,</td> <td></td> <td>¢: 0,0±010</td>		.,		¢: 0,0±010
3,106 Vouchers         \$5.00         \$15,530           Total Registration Income         \$604,195           Expense         \$604,195           C. Keynote Presentation w/Lunch (Tuesday) 400 Plated Lunches         \$5,000.00         \$5,000.00           Year         \$56,000.00         \$50,000.00         \$25,000.00           Operation         Year         \$56,000.00         \$25,000.00         \$22,0,000.00         \$22,772         \$20,000.00         \$23,1/might (10 Int'l Speakers - 1 Night)         \$17,787         \$20,000.00         \$13,090.00         \$10,090.00         \$10,090.00         \$10,090.00         \$10,090.00         \$10,090.00         \$13,090.00         \$13,090.00         \$13,090.10         \$10,101.00         \$10,090.00         \$10,090.00 <td>Exhibits Only Vouch</td> <td>ers (sold to exhibitors only) - Based on 2016 Sales</td> <td></td> <td></td>	Exhibits Only Vouch	ers (sold to exhibitors only) - Based on 2016 Sales		
Total Registration Income       \$604,195         Expense       1 Keynote Presentation W/Lunch (Tuesday) 1 Keynote Expense       \$5,000.00         400 Plated Lunches       \$64.00       \$25,600         Total Keynote Presentation Expense       \$30,600       \$25,000.00       \$25,000         Output and the expense       \$30,000       \$25,000.00       \$25,000.00       \$25,000         Output and the expense       \$30,000       \$25,000.00       \$27,72       \$20,72       \$20,00       \$20,00.00       \$21,000.01       \$20,00.00       \$10,000.00       \$10,92       \$30,900.00       \$21,000.01       \$21,000.01       \$21,000.01       \$21,000.01       \$21,000.01       \$21,000.01       \$21,000.01       \$21,000.01       \$21,000.01       \$21,000.01       \$			\$5.00	\$15 530 0
Control         1 Keynote Expense 400 Plated Lunches         55,000.00 564.00         55,000.00 55,000           Total Keynote Presentation Expense         \$64.00         \$25,600           Total Keynote Presentation Expense         \$64.00         \$25,600           Description         Total Keynote Presentation Expense         \$64.00         \$25,600           Description         Total Keynote Presentation Expense         \$64.00         \$25,600           Description         Expense         \$61.00         \$55.000         \$57.72           Lodging         \$231/inght (0 Out of State Spkrs -2 Nights)         \$27.72         Lodging         \$231/inght (0 Out of State Spkrs -2 Nights)         \$9.300           Meals         \$61/day (0 Out of State Spkrs -3 Days)         \$10.09         \$9.300         \$10.09           Meals         \$61/day (0 Unt of State Spkrs -3 Days)         \$10.90         \$10.90         \$10.91           Transportation         10 Intl @ \$3.500/ea         \$3.900         \$3.900         \$3.900           Transportation         70 CA - 400 miles @.56/mile         \$15.680         \$3.900         \$2.7280           Total Speaker Expense         \$100,121         \$20.75 Bockkeeping/Accounting         \$42.25         \$9.326           200.75 Bockkeeping/Accounting         \$42.25         \$9.326		3,100 Vouchers	ψ0.00	ψ10,000.0
Control         1 Keynote Expense 400 Plated Lunches         55,000.00 564.00         55,000.00 55,000           Total Keynote Presentation Expense         \$64.00         \$25,600           Total Keynote Presentation Expense         \$64.00         \$25,600           Description         Total Keynote Presentation Expense         \$64.00         \$25,600           Description         Total Keynote Presentation Expense         \$64.00         \$25,600           Description         Expense         \$61.00         \$55.000         \$57.72           Lodging         \$231/inght (0 Out of State Spkrs -2 Nights)         \$27.72         Lodging         \$231/inght (0 Out of State Spkrs -2 Nights)         \$9.300           Meals         \$61/day (0 Out of State Spkrs -3 Days)         \$10.09         \$9.300         \$10.09           Meals         \$61/day (0 Unt of State Spkrs -3 Days)         \$10.90         \$10.90         \$10.91           Transportation         10 Intl @ \$3.500/ea         \$3.900         \$3.900         \$3.900           Transportation         70 CA - 400 miles @.56/mile         \$15.680         \$3.900         \$2.7280           Total Speaker Expense         \$100,121         \$20.75 Bockkeeping/Accounting         \$42.25         \$9.326           200.75 Bockkeeping/Accounting         \$42.25         \$9.326	Total Pegistration In	como		\$604 195 0
C. Keynote Presentation w/Lunch (Tuesday) 1 Keynote Expense 30,000 Plated Lunches 364.00 \$25,600 564.00 \$25,600 Total Keynote Presentation Expense 530,600 D. Speaker - 93 Speakers (Tuesday - Thursday) Lodging \$231/night (77 CA Speakers -1 Night) Lodging \$231/night (10 Int'l Speakers -2 Nights) Coround Transportation \$100/ea \$61/day (77 CA Speakers -2 Days) Meals \$61/day (6 Out of State Spkrs -2 Days) Meals \$61/day (6 Out of State Spkrs -2 Days) Meals \$61/day (10 Int'l Speakers -2 Days) \$3,000 Meals \$61/day (10 Int'l Speakers -2 Days) \$3,000 Transportation 10 Int'l @ 33,500/ea \$3,900 Transportation 10 Int'l @ 33,500/ea \$3,900 Transportation 10 Int'l @ 33,500/ea \$3,900 Transportation 7 CA - Airfare @ \$300/ea \$109,121 Note: 25% of Speakers Estimated to Submit for Reimbursement \$27,280 E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement) Hrs/Yr 220.75 Bookkeeping/Accounting \$42.25 \$9,326 1,662.50 Event Management \$69.00 \$102,913 \$103,914 3,896.50 ASEV Total \$78.25 \$70,033 354.00 Sponsorship \$69.00 \$78.25 \$70,033 354.00 Sponsorship \$69.00 \$78.25 \$70,033 354.00 Sponsorship \$69.00 \$78.25 \$70,033 \$70,033 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$70,034 \$78,00 \$70,033 \$70,0	Total Registration in	come		\$004,195.0
C. Keynote Presentation w/Lunch (Tuesday) 1 Keynote Expense 30,000 Plated Lunches 364.00 \$25,600 564.00 \$25,600 Total Keynote Presentation Expense 530,600 D. Speaker - 93 Speakers (Tuesday - Thursday) Lodging \$231/night (77 CA Speakers -1 Night) Lodging \$231/night (10 Int'l Speakers -2 Nights) Coround Transportation \$100/ea \$61/day (77 CA Speakers -2 Days) Meals \$61/day (6 Out of State Spkrs -2 Days) Meals \$61/day (6 Out of State Spkrs -2 Days) Meals \$61/day (10 Int'l Speakers -2 Days) \$3,000 Meals \$61/day (10 Int'l Speakers -2 Days) \$3,000 Transportation 10 Int'l @ 33,500/ea \$3,900 Transportation 10 Int'l @ 33,500/ea \$3,900 Transportation 10 Int'l @ 33,500/ea \$3,900 Transportation 7 CA - Airfare @ \$300/ea \$109,121 Note: 25% of Speakers Estimated to Submit for Reimbursement \$27,280 E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement) Hrs/Yr 220.75 Bookkeeping/Accounting \$42.25 \$9,326 1,662.50 Event Management \$69.00 \$102,913 \$103,914 3,896.50 ASEV Total \$78.25 \$70,033 354.00 Sponsorship \$69.00 \$78.25 \$70,033 354.00 Sponsorship \$69.00 \$78.25 \$70,033 354.00 Sponsorship \$69.00 \$78.25 \$70,033 \$70,033 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$70,034 \$78,00 \$70,033 \$70,0	_			
C. Keynote Presentation w/Lunch (Tuesday) 1 Keynote Expense 30,000 Plated Lunches 364.00 \$25,600 564.00 \$25,600 Total Keynote Presentation Expense 530,600 D. Speaker - 93 Speakers (Tuesday - Thursday) Lodging \$231/night (77 CA Speakers -1 Night) Lodging \$231/night (10 Int'l Speakers -2 Nights) Coround Transportation \$100/ea \$61/day (77 CA Speakers -2 Days) Meals \$61/day (6 Out of State Spkrs -2 Days) Meals \$61/day (6 Out of State Spkrs -2 Days) Meals \$61/day (10 Int'l Speakers -2 Days) \$3,000 Meals \$61/day (10 Int'l Speakers -2 Days) \$3,000 Transportation 10 Int'l @ 33,500/ea \$3,900 Transportation 10 Int'l @ 33,500/ea \$3,900 Transportation 10 Int'l @ 33,500/ea \$3,900 Transportation 7 CA - Airfare @ \$300/ea \$109,121 Note: 25% of Speakers Estimated to Submit for Reimbursement \$27,280 E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement) Hrs/Yr 220.75 Bookkeeping/Accounting \$42.25 \$9,326 1,662.50 Event Management \$69.00 \$102,913 \$103,914 3,896.50 ASEV Total \$78.25 \$70,033 354.00 Sponsorship \$69.00 \$78.25 \$70,033 354.00 Sponsorship \$69.00 \$78.25 \$70,033 354.00 Sponsorship \$69.00 \$78.25 \$70,033 \$70,033 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$50,00 \$70,033 \$70,034 \$78,00 \$70,033 \$70,0	Expense			
1         Keynote Expense 400 Plated Lunches         \$5,000 \$64.00         \$5,000 \$226,000           Total Keynote Presentation Expense         \$30,600           D. Speaker - 93 Speakers (Tuesday - Thursday)         \$17,787           Lodging         \$231/night (77 CA Speakers -1 Night)         \$17,787           Lodging         \$231/night (6 Out of State Spkrs -2 Nights)         \$2,772           Lodging         \$231/night (10 Int'l Speakers -4 Nights)         \$9,900           Ground Transportation         \$100/ea         \$9,390           Meals         \$61/day (77 CA Speakers - 2 Days)         \$9,390           Meals         \$61/day (77 CA Speakers - 5 Days)         \$10,934           Meals         \$61/day (10 Int'l Speakers - 5 Days)         \$3,950           Transportation         10 Int'l @ \$3,500/ea         \$335,000           Transportation         7 O CA - 400 miles @ \$650/ea         \$3,900           Transportation         7 O CA - 400 miles @ \$650/ea         \$39,00           Total Speaker Expense         \$109,121         \$100,121           Note: 25% of Speakers Estimated to Submit for Reimbursement         \$27,280           E. ASEV/CAWC Contract Services (Rates Based on Operating Agreement)         \$12,932           Hrs/Yr         Description         Price ea.         Total				
1         Keynote Expense 400 Plated Lunches         \$5,000 \$64.00         \$5,000 \$226,000           Total Keynote Presentation Expense         \$30,600           D. Speaker - 93 Speakers (Tuesday - Thursday)         \$17,787           Lodging         \$231/night (77 CA Speakers -1 Night)         \$17,787           Lodging         \$231/night (6 Out of State Spkrs -2 Nights)         \$2,772           Lodging         \$231/night (10 Int'l Speakers -4 Nights)         \$9,900           Ground Transportation         \$100/ea         \$9,390           Meals         \$61/day (77 CA Speakers - 2 Days)         \$9,390           Meals         \$61/day (77 CA Speakers - 5 Days)         \$10,934           Meals         \$61/day (10 Int'l Speakers - 5 Days)         \$3,950           Transportation         10 Int'l @ \$3,500/ea         \$335,000           Transportation         7 O CA - 400 miles @ \$650/ea         \$3,900           Transportation         7 O CA - 400 miles @ \$650/ea         \$39,00           Total Speaker Expense         \$109,121         \$100,121           Note: 25% of Speakers Estimated to Submit for Reimbursement         \$27,280           E. ASEV/CAWC Contract Services (Rates Based on Operating Agreement)         \$12,932           Hrs/Yr         Description         Price ea.         Total	C. Keynote Presentati	on w/l unch (Tuesday)		
400 Plated Lunches       \$64.00       \$25,600         Total Keynote Presentation Expense       \$30,600         D. Speaker - 93 Speakers (Tuesday - Thursday)       \$17,787         Lodging       \$231/night (7 CA Speakers -1 Night)       \$17,787         Lodging       \$231/night (60 ut of State Spkrs -2 Nights)       \$2,772         Lodging       \$231/night (10 Int'l Speakers -4 Nights)       \$9,040         Ground Transportation       \$100/ea       \$9,300         Meals       \$61/day (7 CA Speakers - 2 Days)       \$9,394         Meals       \$61/day (10 Int'l Speakers - 3 Days)       \$1,096         Meals       \$61/day (10 Int'l Speakers - 5 Days)       \$3,050         Transportation       10 Int'l @\$3,500/ea       \$33,000         Transportation       7 CA - Alfare @\$300/ea       \$2,100         Transportation       7 CA - Alfare @\$300/ea       \$2,100         Transportation       7 CA - 400 miles @.56/mile       \$15,680         Total Speaker Expense       \$109,121         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         2.0.75 Bookkeeping/Accounting       \$42,25       \$9,326         1.662.50 Event Management       \$69.00       \$138,914         3.896.50 ASEV Total       \$310,334       \$310,334	o. Reynole i resentati		\$5,000,00	\$5,000,0
Total Keynote Presentation Expense\$30,600D. Speaker - 93 Speakers (Tuesday - Thursday)Lodging\$231/night (77 CA Speakers -1 Night)Lodging\$231/night (6 Out of State Spkrs -2 Nights)Lodging\$231/night (10 Int'l Speakers - 4 Nights)Ground Transportation\$100/eaMeals\$61/day (77 CA Speakers - 2 Days)Meals\$61/day (70 CA Speakers - 2 Days)Meals\$61/day (10 Int'l Speakers - 5 Days)Transportation10 Int'l \$3,500/eaTransportation10 Int'l \$3,500/eaTransportation6 Out of State @ \$650/eaTransportation7 CA - Airfare @ \$300/eaTransportation7 CA - Airfare @ \$300/eaTotal Speakers Estimated to Submit for Reimbursement\$27,280Exervices (Rates Based on Operating Agreement)Hrs/YrDescriptionPrice ea.TotalSpeakers Estimated to Submit for Reimbursement\$27,50\$162,030\$138,914\$3,806.50ASEV\$20,722,013.25Trade Show Management\$97,50\$162,0302,013.25Trade Show Management\$97,50\$69,00\$24,426\$9,3261,662.50Event Management\$95.00Program Development\$78.25\$70,033\$54.00\$00 sponsorship\$69.00\$24,4261,249.00CAWG895.00\$24,4261,249.00\$24,4261,249.00\$6		· · ·		
D. Speaker - 93 Speakers (Tuesday - Thursday)       \$17,787         Lodging       \$231/night (77 CA Speakers -1 Night)       \$17,787         Lodging       \$231/night (6 Out of State Spkrs -2 Nights)       \$2,772         Lodging       \$231/night (10 Int'l Speakers - 4 Nights)       \$9,304         Ground Transportation       \$100/ea       \$9,304         Meals       \$61/day (6 Out of State Spkrs - 2 Days)       \$9,394         Meals       \$61/day (6 Out of State Spkrs - 3 Days)       \$1,096         Meals       \$61/day (6 Out of State Spkrs - 3 Days)       \$1,096         Meals       \$61/day (6 Out of State Spkrs - 3 Days)       \$3,500         Transportation       10 Int'l © \$3,500/ea       \$33,900         Transportation       7 CA - Airfare @ \$300/ea       \$21,000         Transportation       7 CA - 400 miles @.56/mile       \$15,680         Total Speaker Expense       \$109,121         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)       \$42.25       \$9,326         1,662.50       Event Management       \$97.50       \$162,093         2,013.25       Trade Show Management       \$69.00       \$138,914         3,896.50       ASEV Total       \$310,334	Total Kovpoto Brosov		\$04.00	
Lodging       \$231/night (77 CA Speakers - 1 Night)       \$17,787         Lodging       \$231/night (6 Out of State Spkrs - 2 Nights)       \$2,772         Lodging       \$231/night (10 Int'l Speakers - 4 Nights)       \$9,040         Ground Transportation       \$100/ea       \$9,300         Meals       \$61/day (77 CA Speakers - 2 Days)       \$9,390         Meals       \$61/day (6 Out of State Spkrs - 3 Days)       \$1,096         Meals       \$61/day (10 Int'l Speakers - 5 Days)       \$3,3050         Transportation       10 Int'l @ \$3,500/ea       \$33,050         Transportation       6 Out of State @ \$50/ea       \$33,000         Transportation       7 CA - Airfare @ \$300/ea       \$32,100         Transportation       7 CA - 400 miles @.56/mile       \$115,680         Total Speaker Expense       \$109,121         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         2.013.25 Trade Show Management       \$97.50       \$162,093         2.013.25 Trade Show Management       \$97.50       \$162,093         3.050.00 Program Development       \$78.25       \$70,033         3.050.00 Sponsorship       \$69.00       \$24,426         3.050.00 Program Development       \$69.00       \$24,426         3.050.00 Program Developmen	Total Reynole Prese			<b>\$30,600.</b>
Lodging       \$231/night (77 CA Speakers - 1 Night)       \$17,787         Lodging       \$231/night (6 Out of State Spkrs - 2 Nights)       \$2,772         Lodging       \$231/night (10 Int'l Speakers - 4 Nights)       \$9,040         Ground Transportation       \$100/ea       \$9,300         Meals       \$61/day (77 CA Speakers - 2 Days)       \$9,390         Meals       \$61/day (6 Out of State Spkrs - 3 Days)       \$1,096         Meals       \$61/day (10 Int'l Speakers - 5 Days)       \$3,3050         Transportation       10 Int'l @ \$3,500/ea       \$33,050         Transportation       10 Int'l @ \$3,500/ea       \$33,050         Transportation       7 CA - Airfare @ \$300/ea       \$32,100         Transportation       7 CA - 400 miles @.56/mile       \$110,912         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)       \$20,75 Bookkeeping/Accounting       \$42.25 \$9,326         1,662.50 Event Management       \$97.50 \$162,093       \$10,344         3,896.50 ASEV Total       \$310,334       \$354.00 \$ponsorship       \$69.00 \$24,426         895.00 Program Development       \$78.25 \$70,033       \$354.00 \$ponsorship       \$69.00 \$24,426         895.00 Program Development       \$69.00 \$24,426 <td>D Speeker 02 Speek</td> <td></td> <td></td> <td></td>	D Speeker 02 Speek			
Lodging\$231/night (6 Out of State Spkrs -2 Nights)\$2,772Lodging\$231/night (10 Int'l Speakers - 4 Nights)\$9,900Ground Transportation\$100/ea\$9,300Meals\$61/day (77 CA Speakers - 2 Days)\$9,394Meals\$61/day (6 Out of State Spkrs - 3 Days)\$1,098Meals\$61/day (10 Int'l Speakers - 5 Days)\$3,050Transportation10 Int'l @ \$3,500/ea\$35,000Transportation10 Int'l @ \$3,500/ea\$3,900Transportation7 CA - Airfare @ \$300/ea\$2,100Transportation70 CA - 400 miles @.56/mile\$15,660Total Speaker Expense\$109,121Note: 25% of Speakers Estimated to Submit for Reimbursement\$27,280\$220,75 Bookkeeping/Accounting\$42.25 \$9,326\$9,3261,662.50 Event Management\$27,50 \$162,0932,013.25 Trade Show Management\$69.00 \$138,9143,896.50 ASEV Total\$310,334CAWG895.00 Program Development\$78.25 \$70,033354.00 Sponsorship\$69.00 \$24,4261,249.00 CAWG Total\$94,455Total ASEV/CAWG Contracted Services Expense\$404,794Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount				<b>•</b> • <b>- -</b> • •
Lodging \$231/night (10 Int'l Speakers - 4 Nights) \$9,040 Ground Transportation \$100/ea \$9,300 Meals \$61/day (6 Out of State Spkrs - 3 Days) \$9,394 Meals \$61/day (6 Out of State Spkrs - 3 Days) \$1,098 Meals \$61/day (10 Int'l Speakers - 5 Days) \$3,050 Transportation 10 Int'l @ \$3,500/ea \$35,000 Transportation 7 CA - Airfare @ \$500/ea \$3,900 Transportation 7 CA - 400 miles @.56/mile \$15,680 Total Speaker Expense \$109,121 Note: 25% of Speakers Estimated to Submit for Reimbursement \$27,280 Hrs/Yr Description Price ea. Total 220.75 Bookkeeping/Accounting \$42.25 \$9,326 1,662.50 Event Management \$97.50 \$162,093 2,013.25 Trade Show Management \$99.00 \$138,914 3,896.50 ASEV Total \$310,334 CAWG 895.00 Program Development \$78.25 \$70,033 354.00 Sponsorship \$69.00 \$24,426 1,249.00 CAWG Total \$94,456 Total ASEV/CAWG Contracted Services Expense \$404,794 Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount				
Ground Transportation       \$100/ea       \$9,300         Meals       \$61/day (7 CA Speakers - 2 Days)       \$9,394         Meals       \$61/day (6 Out of State Spkrs - 3 Days)       \$1,096         Meals       \$61/day (10 Int'l Speakers - 5 Days)       \$3,000         Transportation       10 Int'l @ \$3,500/ea       \$35,000         Transportation       10 Int'l @ \$3,500/ea       \$35,000         Transportation       6 Out of State @ \$650/ea       \$3,900         Transportation       7 O CA - Airfare @ \$300/ea       \$2,100         Transportation       70 CA - 400 miles @.56/mile       \$15,680         Total Speaker Expense       \$109,121       \$100,121         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)       Price ea.       Total         Hrs/Yr       Description       Price ea.       Total         ASEV       220.75 Bookkeeping/Accounting       \$42.25       \$9,320         1,662.50 Event Management       \$69.00       \$138,914         3,896.50 ASEV Total       \$310,334       \$395.00       \$24,426         895.00 Program Development       \$78.25       \$70,033       \$54.00       \$24,426         1,249.00 CAWG Total				
Meals       \$61/day (77 CA Speakers - 2 Days)       \$9,394         Meals       \$61/day (6 Out of State Spkrs - 3 Days)       \$1,096         Meals       \$61/day (10 Intl' Speakers - 5 Days)       \$3,050         Transportation       10 Intl' @ \$3,500/ea       \$35,000         Transportation       6 Out of State @ \$650/ea       \$33,900         Transportation       7 CA - Airfare @ \$300/ea       \$2,100         Transportation       7 CA - Airfare @ \$300/ea       \$2,100         Transportation       70 CA - 400 miles @.56/mile       \$15,680         Total Speaker Expense       \$109,121         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)       Price ea.       Total         220.75 Bookkeeping/Accounting       \$42.25       \$9,326         1,662.50 Event Management       \$97.50       \$162,093         2,013.25 Trade Show Management       \$90.00       \$138,914         3,896.50 ASEV Total       \$310,334         CAWG         895.00 Program Development       \$78.25       \$70,033         354.00 Sponsorship       \$69.00       \$24,426         1,249.00 CAWG Total       \$94,455         Total ASEV/CAWG Contracted Services				
Meals       \$61/day (6 Out of State Spkrs - 3 Days)       \$1,098         Meals       \$61/day (10 Int'l Speakers - 5 Days)       \$3,050         Transportation       10 Int'l @ \$3,500/ea       \$35,000         Transportation       6 Out of State @ \$650/ea       \$3,900         Transportation       7 CA - Airfare @ \$300/ea       \$2,100         Transportation       7 CA - Airfare @ \$300/ea       \$2,100         Transportation       70 CA - 400 miles @.56/mile       \$15,680         Total Speaker Expense       \$109,121         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)       Price ea.       Total         Yr       Description       Price ea.       Total         ASEV       220.75 Bookkeeping/Accounting       \$42.25       \$9,326         1,662.50 Event Management       \$97.50       \$162,093         2,013.25 Trade Show Management       \$310,334         Sep5.00 Program Development       \$78.25       \$70,033         354.00 Sponsorship       \$69.00       \$24,426         1,249.00 CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total				\$9,300.0
Meals       \$61/day (10 Int'l Speakers - 5 Days)       \$3,050         Transportation       10 Int'l @ \$3,500/ea       \$35,000         Transportation       6 Out of State @ \$650/ea       \$3,900         Transportation       7 CA - Airfare @ \$300/ea       \$2,100         Transportation       70 CA - 400 miles @ 56/mile       \$15,680         Total Speaker Expense       \$109,121         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)       Price ea.       Total         Hrs/Yr       Description       Price ea.       Total         220.75       Bookkeeping/Accounting       \$42.25       \$9,326         1,662.50       Event Management       \$97.50       \$162,093         2,013.25       Trade Show Management       \$99.00       \$138,914         3,896.50       ASEV Total       \$310,334         CAWG       \$95.00       \$24,426         \$95.00       Program Development       \$78.25       \$70,033         354.00       Sponsorship       \$69.00       \$24,426         1,249.00       CAWG Total       \$94,455         Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managin	Meals			\$9,394.0
Transportation       10 Int'l @ \$3,500/ea       \$35,000         Transportation       6 Out of State @ \$650/ea       \$3,900         Transportation       7 CA - Airfare @ \$300/ea       \$2,100         Transportation       7 CA - Airfare @ \$300/ea       \$2,100         Transportation       70 CA - 400 miles @.56/mile       \$15,680         Total Speaker Expense       \$109,121         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)       Price ea.       Total         Hrs/Yr       Description       Price ea.       Total         ASEV       220.75 Bookkeeping/Accounting       \$42.25       \$9,326         1,662.50 Event Management       \$97.50       \$162,093         2,013.25 Trade Show Management       \$69.00       \$138,914         3,896.50 ASEV Total       \$310,334         CAWG       \$34.00 Sponsorship       \$69.00       \$24,426         1,249.00 CAWG Total       \$94,455         Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount       \$174,000	Meals			\$1,098.0
Transportation       6 Out of State @ \$650/ea       \$3,900         Transportation       7 CA - Airfare @ \$300/ea       \$2,100         Transportation       70 CA - 400 miles @.56/mile       \$15,680         Total Speaker Expense       \$109,121         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)       Price ea.       Total         Hrs/Yr       Description       Price ea.       Total         220.75       Bookkeeping/Accounting       \$42.25       \$9,326         1,662.50       Event Management       \$97.50       \$162,093         2,013.25       Trade Show Management       \$310,334         3896.50       ASEV       \$310,334         CAWG       \$95.00       \$78.25       \$70,033         354.00       Sponsorship       \$69.00       \$24,426         1,249.00       CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount       \$24,426	Meals			\$3,050.0
Transportation       7 CA - Airfare @ \$300/ea       \$2,100         Transportation       70 CA - 400 miles @.56/mile       \$15,680         Total Speaker Expense       \$109,121         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)       Price ea.       Total         Hrs/Yr       Description       Price ea.       Total         220.75       Bookkeeping/Accounting       \$42.25       \$9,326         1,662.50       Event Management       \$97.50       \$162,093         2,013.25       Trade Show Management       \$300,344         3,896.50       ASEV       \$310,334         CAWG       \$354.00       Sponsorship         \$49.00       CAWG       \$94,459         Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount       \$404,794	Transportation	10 Int <mark>'l @ \$</mark> 3,5 <mark>00/ea</mark>		\$35,000.0
Transportation70 CA - 400 miles @.56/mile\$15,680Total Speaker Expense\$109,121Note: 25% of Speakers Estimated to Submit for Reimbursement\$27,280E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)Price ea.TotalHrs/YrDescriptionPrice ea.TotalASEV220.75Bookkeeping/Accounting\$42.25\$9,3261,662.50Event Management\$97.50\$162,0932,013.25Trade Show Management\$69.00\$138,9143,896.50ASEV Total\$310,334CAWG895.00Program Development\$78.25\$70,033354.00Sponsorship\$69.00\$24,4261,249.00CAWG Total\$94,459Total ASEV/CAWG Contracted Services Expense\$404,794Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount		6 Out of State @ \$650/ea		\$3,900.0
Total Speaker Expense       \$109,121         Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)       Price ea.       Total         ASEV       220.75       Bookkeeping/Accounting       \$42.25       \$9,326         1,662.50       Event Management       \$97.50       \$162,093         2,013.25       Trade Show Management       \$69.00       \$138,914         3,896.50       ASEV Total       \$310,334         CAWG         895.00       Program Development       \$78.25       \$70,033         354.00       Sponsorship       \$69.00       \$24,426         1,249.00       CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense         \$404,794       Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount	Transportation	7 <mark>CA - A</mark> irfare @ \$300/ea		\$2,100.0
Note: 25% of Speakers Estimated to Submit for Reimbursement       \$27,280         E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)       Price ea. Total         ASEV       220.75 Bookkeeping/Accounting       \$42.25 \$9,326         1,662.50 Event Management       \$97.50 \$162,093       \$162,093         2,013.25 Trade Show Management       \$69.00 \$138,914         3,896.50 ASEV Total       \$310,334         CAWG       \$35.00 Program Development       \$78.25 \$70,033         354.00 Sponsorship       \$69.00 \$24,426         1,249.00 CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount	Transportation	70 CA - 400 miles @.56/mile		\$15,680.0
E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)         Hrs/Yr       Description       Price ea.       Total         220.75       Bookkeeping/Accounting       \$42.25       \$9,326         1,662.50       Event Management       \$97.50       \$162,093         2,013.25       Trade Show Management       \$69.00       \$138,914         3,896.50       ASEV Total       \$310,334         CAWG       \$69.00       \$24,426         1,249.00       CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount       \$100	Total Speaker Expen	se		\$109,121.0
E. ASEV/CAWG Contract Services (Rates Based on Operating Agreement)         Hrs/Yr       Description       Price ea.       Total         220.75       Bookkeeping/Accounting       \$42.25       \$9,326         1,662.50       Event Management       \$97.50       \$162,093         2,013.25       Trade Show Management       \$69.00       \$138,914         3,896.50       ASEV Total       \$310,334         CAWG       \$69.00       \$24,426         1,249.00       CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount       \$100				
Hrs/YrDescriptionPrice ea.TotalASEV220.75Bookkeeping/Accounting\$42.25\$9,3261,662.50Event Management\$97.50\$162,0932,013.25Trade Show Management\$69.00\$138,9143,896.50ASEV Total\$310,334CAWG895.00Program Development\$78.25\$70,033354.00Sponsorship\$69.00\$24,4261,249.00CAWG Total\$94,459Total ASEV/CAWG Contracted Services Expense\$404,794Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount	Note: 25% of Speaker	s Estimated to Submit for Reimbursement		\$27,280.2
Hrs/YrDescriptionPrice ea.TotalASEV220.75Bookkeeping/Accounting\$42.25\$9,3261,662.50Event Management\$97.50\$162,0932,013.25Trade Show Management\$69.00\$138,9143,896.50ASEV Total\$310,334CAWG895.00Program Development\$78.25\$70,033354.00Sponsorship\$69.00\$24,4261,249.00CAWG Total\$94,459Total ASEV/CAWG Contracted Services Expense\$404,794Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount				
ASEV220.75 Bookkeeping/Accounting\$42.25\$9,3261,662.50 Event Management\$97.50\$162,0932,013.25 Trade Show Management\$69.00\$138,9143,896.50 ASEV Total\$310,334CAWG895.00 Program Development\$78.25\$70,033354.00 Sponsorship\$69.00\$24,4261,249.00 CAWG Total\$94,459Total ASEV/CAWG Contracted Services Expense\$404,794Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount	E. ASEV/CAWG Contr		Drice ee	Total
220.75         Bookkeeping/Accounting         \$42.25         \$9,326           1,662.50         Event Management         \$97.50         \$162,093           2,013.25         Trade Show Management         \$69.00         \$138,914           3,896.50         ASEV Total         \$310,334           CAWG           895.00         Program Development         \$78.25         \$70,033           354.00         Sponsorship         \$69.00         \$24,426           1,249.00         CAWG Total         \$94,459           Total ASEV/CAWG Contracted Services Expense           \$404,794           Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount			Price ea.	Total
1,662.50 Event Management       \$97.50       \$162,093         2,013.25 Trade Show Management       \$69.00       \$138,914         3,896.50 ASEV Total       \$310,334         CAWG         895.00 Program Development       \$78.25       \$70,033         354.00 Sponsorship       \$69.00       \$24,426         1,249.00 CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense         \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount			¢40.05	¢0,000,0
2,013.25       Trade Show Management       \$69.00       \$138,914         3,896.50       ASEV Total       \$310,334         CAWG         895.00       Program Development       \$78.25       \$70,033         354.00       Sponsorship       \$69.00       \$24,426         1,249.00       CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense         \$404,794         Note:       Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount				¥ = ) = = =
3,896.50 ASEV Total       \$310,334         CAWG       895.00 Program Development       \$78.25       \$70,033         354.00 Sponsorship       \$69.00       \$24,426         1,249.00 CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount				
CAWG895.00 Program Development\$78.25\$70,033354.00 Sponsorship\$69.00\$24,4261,249.00 CAWG Total\$94,459Total ASEV/CAWG Contracted Services Expense\$404,794Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount			\$69.00	
895.00       Program Development       \$78.25       \$70,033         354.00       Sponsorship       \$69.00       \$24,426         1,249.00       CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense         \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount		3,890.50 ASEV IOTAI		\$310,334.6
895.00 Program Development       \$78.25       \$70,033         354.00 Sponsorship       \$69.00       \$24,426         1,249.00 CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense         \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount				
354.00 Sponsorship       \$69.00       \$24,426         1,249.00 CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount				
1,249.00 CAWG Total       \$94,459         Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount				\$70,033.7
Total ASEV/CAWG Contracted Services Expense       \$404,794         Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amount			\$69.00	\$24,426.0
Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amoun		1,249.00 CAWG Total		\$94,459.7
Note: Each LLC Managing Member may invoice up to 5% over the total budgeted Contract Service amoun				
	Total ASEV/CAWG C	ontracted Services Expense		\$404,794.4
	<b></b> . = .			
for actual hours incurred (per policy)			eted Contract Ser	vice amount
	for actual hours incurre	ed (per policy).		



2017 Worksheet

<sup>107</sup> F. \	Welcome Reception (Tuesday)		
108	550 Reception w/Wine & Hors d'oeuvres	\$40.00	\$22,000.00
109	Total Welcome Reception Expense		\$22,000.00