

**International Academy of Mediators
Statement of Operations - Montreal Conference**

Unaudited	2022	2022	2022	% of	
	YTD USD	BUDGET USD	VARIANCE (YTD Actual- Budget)		
REVENUE:					
Members EB		\$ 68,000	-\$ 68,000	0%	80 x \$850
Members late		4,750	(4,750)	0%	5 x \$950
Non-Members		2,850	(2,850)	0%	3 x \$950
Other (Scholarship, Mentee)		1,650	(1,650)	0%	3 x \$550
Sponsorship		-	-	0%	
Hotel Commission		7,000			
Banquet (\$150 ea)		2,250			15 x \$150
Tickets - Spouse/Guest Activities		-	-	0%	
Total Revenue		- 86,500	(77,250)	0%	
EXPENSES:					
Audio visual		- 14,000	(14,000)	0%	
Friday/Banquet & Reception F&B		- 14,400	(14,400)	0%	120 people - dinner + 2 drinks = \$90 US/person ++ (33%)
Friday/Banquet Other		- 3,000	(3,000)	0%	Entertainment (Cirque Performers/New Trolls)
Reception		- 4,150	(4,150)	0%	100 people - (1 drink + canapes) \$31 per person++ (33%)
Food & Beverage (3-breakfasts, 2-lunches)		- 19,800	(19,800)	0%	90 attendees - \$7950++ breakfast totals, \$7000++ lunch totals
Breaks (2 days, all day)		3,350			90 attendees - 2 days total, \$28 US/person ++
Room Rental					
Spouse/Guest Activities					
Printing & Design		- 1,000	(1,000)	0%	
Signage		400			
Postage		- 1,500	(1,500)	0%	
Office supplies		- 400	(400)	0%	
Speakers' Fees		- 5,000	(5,000)	0%	
Speakers' Travel		- 3,500	(3,500)	0%	
Speakers' Gifts		- 800	(800)	0%	
Staff Travel + Meals		- 2,500	(2,500)	0%	
Staff Hotel		- 2,550	(2,550)	0%	10 nights total ++ (18.55%)
Tips/Gratuities		150			
Miscellaneous		- 2,000	(2,000)	0%	
		-	-	0%	
		-	-	0%	
		-	-	0%	
Total Expenses		- 78,500	(72,600)	0%	
Excess of Revenue Over Expenses		- 8,000	(4,650)	0%	

82 CAD (\$65 US)/person (food), 16 CAD (\$12.60 US) per drink, ++
 order 3 food stations for 30 ea - poke (27 CAD, \$21 US), smoked meat/fries (20 CAD, \$16 US), tapas (21 CAD, \$16.50 US)
 Breakfast (3) total-112 CAD (\$88 US)/person ++ total, Lunch(2)-98 CAD (\$77 US)/person++ total
 18 CAD (\$14 US)/person - all day soda, water, coffee, tea, juice

269 CAD (\$212.50 US)/nt (2 people, 5 nts ea)

Exchange rate as of 1/11/22: 1 CAD = \$.79 US