

The board requested a review of past non-North American conference. Below is the breakdown of attendees for the last three. Note there were two spreadsheets for New Zealand: IAM members and all delegates. Prices for NZ represent Early board and Regular. Edinburgh appears to have had only one registration price:

	Attendees	North Am	Non-NAm	Unknown
<b>Edinburgh (2018) \$950 Full registration</b>	118	73	42	3
<b>New Zealand - IAM Members (2016) (\$745/\$879)</b>	46	34	12	
<b>New Zealand - All delegates</b>	217	43	174	includes guests, speakers, affiliates, associates
<b>Paris 2013</b>	84	57	27	15 speakers   126 banquet

Financials show that

- Edinburgh made a profit of \$17,907 USD
- New Zealand, a profit of \$4000 USD
- Paris - \$573

If we charge \$950 for **125 attendees**, the deficit without any Swiss Mediation Group are as follows:

90 members -\$18,180      110 members -\$12,600      125 members -\$7,960

If we charge \$950 for **125 attendees**, which includes **25 Swiss Mediators** and shared expenses of 20%, the net profit is \$13,072 (20% of which would go to the Swiss Mediators).

\$950 fee                  125                  \$13,072

If we charge \$950 for **125 attendees**, which includes **50 Swiss Mediators** and shared expenses of 40%, the net profit is \$34,104 (40% of which would go to the Swiss Mediators).

\$950 fee                  125                  \$34,104

If we charge \$950 for **90 attendees**, which includes **25 Swiss Mediators** and shared expenses of 20%, the net loss is \$2164 (20% of which is paid by the Swiss Mediators).

\$950 Fee                  90                  -\$2,164

If we charge \$950 for **90 attendees**, which includes **50 Swiss Mediators** and shared expenses of 40%, the net profit is \$13,852 (40% of which would go to the Swiss Mediators).

\$950 fee                  90                  \$13,852