

International Academy of Mediators
Fall Conference: Zurich, October 15-17, 2020

Cost/person

	2019 USD	2019 USD	2019 USD	
Revenue	90 attendees	110 attendees	125 attendees	
Members EB (\$850)	\$63,750	\$79,050	\$90,100	85% of attendees
Members late (\$950)	\$9,500	\$10,450	\$11,400	10% of attendees
Non-Members (\$950)	\$4,750	\$5,700	\$6,650	5% of attendees
Other				
Banquet - Friday Dinner (\$150)	\$4,500	\$6,000	\$7,500	30, 40, & 50 guests/spouses figured
Thursday Dinner				
Sponsorship				
Tickets				
Destination Management Commission				
Total Revenue	\$82,500	\$101,200	\$115,650	
Expenses				
Off-Site Banquet Option Friday (approx \$150 - 180 per)				
Banquet F&B/reception combined	\$23,760	\$29,700	\$34,650	(\$200/person used here for 120/150/175 people (based on original off-site restaurant 2019)
Transportation	\$3,300	\$3,300	\$3,300	
Audio visual - Marriott	\$2,640	\$2,640	\$2,640	sound, mics, lectern, stage - no AV for B/Os - \$880 Per/Thur & Fri, \$670/Saturday
F & B - Marriott	\$28,710	\$35,090	\$39,875	\$160/person Th & FR combined
Conference Room Rental	\$15,070	\$15,070	\$15,070	Wed: office/BOD room \$1760, Th-Fri: 3 B/Os, office \$5280 - Sat BR + office (?) \$7150+\$880
Welcome reception F & B (Marriott)	\$6,600	\$8,250	\$9,625	120/150/175 people @ \$55 per
Welcome reception room rental				\$55
Graphics/Printing /Signage	\$1,400	\$1,400	\$1,400	
Shipping/ Postage	\$1,200	\$1,200	\$1,200	
Phone/ Fax/photocopy	\$700	\$700	\$700	
Office supplies	\$500	\$500	\$500	
Speakers' travel combined	\$11,750	\$11,750	\$11,750	\$131/107/94
Speakers' honoraria & gift	\$2,500	\$2,500	\$2,500	
Staff travel	\$8,500	\$8,500	\$8,500	\$68
Optional Tours				
Miscellaneous Expenses (instruments, books, tips, etc)	\$2,500	\$2,500	\$2,500	
Total Expenses	\$109,130	\$123,100	\$134,210	\$1074 total cost/person with 125 attendees
Net Income	-\$26,630	-\$21,900	-\$18,560	

Accounting for 125 total attendees, 25 or 50 of them Swiss (sharing selected expenses of \$105,160, which includes banquet)
Expense reduction for 25 Swiss mediators: \$21,032. **Total IAM Expenses: \$134,210. NET Income for IAM: \$2472**
Expense reduction for 50 Swiss mediators: \$42,064. **Total IAM Expenses: \$134,210. NET Income for IAM: \$23,504**

\$841/person

Budget adjusted to current exchange rate July 2021 (\$1USD= \$.9 CHD)
Shared expenses with Swiss mediators - \$105,060 for 125 attendees