

**Weeks Out Report**

Final – Post-Meeting

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|  | **Number Confirmed**  | **Notes & Comparison** |
| Registration*Registration opened – February 15**Advance deadline- June 15* | **631 = $295,400 Revenue**\*47 are Faculty320 Delegates | 76% Projected total (825)55% Budgeted revenue ($539,000)Final in 2016: 876 Registered (570 Delegates) = $515,662 Revenue (85 were faculty) |
| Program Update | Faculty Invitations Pre-Invite Sent: 2/3/17Official Invites Sent: 2/10/17 50 invited facultyAccepted: 44Declined: 4Total with Replacements: 47 | Program changed to reflect needs of learners, including decreasing concurrent sessions to three, decreasing amount of 2-minute point presentations, and moving abstract sessions to mornings |
| Abstracts*Deadline February 1* | 1506 - submitted  | 2016 - 1541 submitted  |
| Hotel Pick-Up*Cut-off date – June 15, 2017* | Headquarters Hotel:The Westin Cape TownThe Southern Sun Cullinan | Hotel room block opened Feb. 15, 2017Hotel room block closes June 15, 2017 |
| Social Events | Welcome Reception: 210* Exhibit Hall at Cape Town International Convention Centre (CTICC)

Course Reception: 215* CTICC Conservatory

Faculty/VIP Dinner* Gold Restaurant
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| Exhibits | 20 companies confirmed= $234,500 revenue28 of 30 spaces sold | 74% of budgeted revenue ($316,000 budgeted)Avalon SpinecareCerapedicsCreatori HealthDePuy SynthesElite SurgicalEOS ImagingGlobus MedicalK2MMedicrea InternationalMedtronicMisonixNuVasiveOrthoPediatricsPainSolParadigm SpinePhilipsRSC BracingStryker Spine Telefield Medical ImagingZimmer BiometCancelled Exhibits: Orthofix, B. BraunFinal in 2016: 19 companies confirmed = $280,000 |
| Hands-On Workshops | 17 of 24 sold= $267,500 revenue | 96% of budgeted revenue ($280,000 budgeted)Breakfast (6 of 8 available) Medtronic – 1DePuy Synthes – 1Misonix - 1Lunch (0 of 8 available)K2M – 2Globus Medical – 1Medtronic – 1 NuVasive – 2 Zimmer Biomet – 1 Afternoon (1 of 8 available)K2M – 2DePuy – 1 Telefield Medical – 1 Zimmer Biomet – 2 Final in 2016: 17 of 28 sold = $265,000 |
| Grant Support Commitments | $148,500 | 80% of budgeted revenue ($185,000 budgeted)Final in 2016: $137,500 |
| Advertising | $91,250 | 152% of budgeted revenue ($60,000 budgeted)Final in 2016: $89,750 |
| **OVERALL REVENUE**  | 55% of budgeted registration ($295,400 of $539,000)88% budgeted support (exhibits, HOWs, grants, advertising – $741,750 of $841,000)=**75% overall budgeted revenue ($1,037,150 of $1,380,000)**Final in 2016: 93% overall budgeted revenue ($1,287,912 of $1,385,200) |