

**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 Faculty  320 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: 2/3/17  Official Invites Sent: 2/10/17  50 invited faculty  Accepted: 44  Declined: 4  Total 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 Town  The Southern Sun Cullinan | Hotel room block opened Feb. 15, 2017  Hotel 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 |  |
| Exhibits | 20 companies confirmed  = $234,500 revenue  28 of 30 spaces sold | 74% of budgeted revenue ($316,000 budgeted)  Avalon Spinecare  Cerapedics  Creatori Health  DePuy Synthes  Elite Surgical  EOS Imaging  Globus Medical  K2M  Medicrea International  Medtronic  Misonix  NuVasive  OrthoPediatrics  PainSol  Paradigm Spine  Philips  RSC Bracing  Stryker Spine  Telefield Medical Imaging  Zimmer Biomet  Cancelled Exhibits: Orthofix, B. Braun  Final 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 – 1  DePuy Synthes – 1  Misonix - 1  Lunch (0 of 8 available)  K2M – 2  Globus Medical – 1  Medtronic – 1  NuVasive – 2  Zimmer Biomet – 1  Afternoon (1 of 8 available)  K2M – 2  DePuy – 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) | |