

**Weeks Out Report**

Final Report

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|  | **Number Confirmed**  | **Notes & Comparison** |
| Registration*Advanced Registration Period: February 15-June 15, 2018* | 676 = $389,100 Revenue\*60 are Faculty with Comp Reg | 84% Projected total (805)68% Budgeted revenue ($569,500)Final Reg in 2017: 631 = $295,400 Revenue |
| Program Update | Faculty Invitations Email Date 1/23/18Total Invited: 61Accepted: 60Declined & replace: 4No Decision: 7 |  |
| Abstracts*Deadline February 1* | 1648 - submitted  | 2017 - 1506 submitted  |
| Hotel Pick-Up*Reservation Period:* *February 15-June 18, 2018* | Headquarters Hotel:JW Marriott Los Angeles at LA LIVETotal Pick Up: 1400 | 80% of total block booked 1730 blocked, liable for 80% or 1384 room nights0 room nights short of 80% |
| Social Events | Welcome Reception* Within exhibit hall at JW Marriott
* 439 registered

Faculty/VIP Dinner* Endeavour Pavilion at California Science Center
 | There will be no course reception at the 25th IMAST |
| Exhibits | 24 companies confirmed= $259,500 revenue28 of 28 spaces sold | 81% of budgeted revenue ($320,000 budgeted)Alphatec SpineBiologica TechnologiesDePuy SynthesDiers MedicalEOS ImagingGenoss Co.Globus MedicalImplanetK2MLife SpineMedicreaMedtronicMedysseyMisonixNASSNuVasiveOrthofixOrthoPediatricsParadigm SpineSilony Medical EuropeSpinal BalanceStryker SpineTitan SpineZimmer BiometFinal in 2017 – 20 companies confirmed = $234,500 |
| Hands-On Workshops | 18 of 24 sold= $262,000 revenue | 95% of budgeted revenue ($275,000 budgeted)Breakfast (2 of 8 available) Medtronic – 1DePuy Synthes – 1Zimmer Biomet – 1 Orthofix – 1 Mighty Oak Medical – 1Misonix – 1 Lunch (0 of 8 available)K2M – 2DePuy Synthes – 1 Globus Medical – 1Medtronic – 1 NuVasive – 2 Zimmer Biomet - 1Afternoon (4 of 8 available)K2M – 2Silony Medical – 1 Zimmer Biomet – 1 Final in 2017 – 17 of 24 sold = $267,500 |
| Grant Support Commitments | $171,300 | 118% of budgeted revenue ($145,000 budgeted)Final in 2017 – $148,500 |
| Advertising | $146,000 | 172% of budgeted revenue ($85,000 budgeted)Final in 2017 – $91,250 |
| **OVERALL REVENUE**  | 68% of budgeted registration ($569,500)99% budgeted support (exhibits, HOWs, grants, advertising – $838,800 of $840,000)=**87% overall budgeted revenue ($1,227,300 of $1,409,500)**Final in 2017 – 75% overall budgeted revenue ($1,037,150 of $1,380,000) |