

**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 1/23/18  Total Invited: 61  Accepted: 60  Declined & replace: 4  No 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 LIVE  Total Pick Up: 1400 | 80% of total block booked  1730 blocked, liable for 80% or 1384 room nights  0 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 revenue  28 of 28 spaces sold | 81% of budgeted revenue ($320,000 budgeted)  Alphatec Spine  Biologica Technologies  DePuy Synthes  Diers Medical  EOS Imaging  Genoss Co.  Globus Medical  Implanet  K2M  Life Spine  Medicrea  Medtronic  Medyssey  Misonix  NASS  NuVasive  Orthofix  OrthoPediatrics  Paradigm Spine  Silony Medical Europe  Spinal Balance  Stryker Spine  Titan Spine  Zimmer Biomet  Final 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 – 1  DePuy Synthes – 1  Zimmer Biomet – 1  Orthofix – 1  Mighty Oak Medical – 1  Misonix – 1  Lunch (0 of 8 available)  K2M – 2  DePuy Synthes – 1  Globus Medical – 1  Medtronic – 1  NuVasive – 2  Zimmer Biomet - 1  Afternoon (4 of 8 available)  K2M – 2  Silony 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) | |