

Meeting Data NANOG 66 through NANOG 80

NANOG MEETING DATA	Feb-16 N66 San Diego	Jun-16 N67 Chicago	Oct-16 N68 Dallas	Feb-17 N69 DC	Jun-17 N70 Bellevue	Oct-17 N71 SanJose	Feb-18 N72 Atlanta	Jun-18 N73 Denver	Oct-18 N74 Vancouver	Feb-19 N75 San Francisco	Jun-19 N76 WA DC	Oct -19 N77 Austin	Feb -20 N78 San Francisco	June -20 N79 Virtual	Oct -20 N80 Virtual	Average
Registration Numbers	1211	914	1114	981	1185	1321	909	1113	950	1340	917	1164	1157	2119	629	1135
Revenues																
Premium Sponsors	199,333.32	158,000.02	174,666.66	174,666.99	184,000.66	166,333.00	199,665.00	191,602.00	216,600.00	233,264.00	166,668.00	208,334.00	208,332.00	16,667.00	50,000.00	
Meeting Sponsors	416,666.00	456,166.00	416,666.00	480,166.00	427,666.00	492,666.00	413,666.00	452,166.00	418,666.00	477,167.00	328,667.00	486,666.00	477,166.00	70,666.00	126,000.00	
Total Sponsors	615,999.32	614,166.02	591,332.66	654,832.99	611,666.66	658,999.00	613,331.00	643,768.00	635,266.00	710,431.00	495,335.00	695,000.00	685,498.00	87,333.00	176,000.00	\$565,930.58
Registrations	446,000.00	373,800.00	467,547.43	506,611.97	640,868.08	707,372.00	474,262.50	562,844.35	460,737.50	667,493.32	436,701.05	592,432.92	583,737.50	5,462.50	\$45,105.00	\$464,731.74
Total Income	1,061,999.32	987,966.02	1,058,880.09	1,161,444.96	1,252,534.74	1,366,371.00	1,087,593.50	1,206,612.35	1,096,003.50	1,377,924.32	932,036.05	1,287,432.92	1,269,235.50	92,795.50	221,105.00	\$1,030,662.32
F&B Expense	357,143.62	344,207.62	329,339.80	289,517.50	376,623.46	386,167.21	342,597.05	277,631.26	225,912.63	445,187.45	344,826.80	379,695.52	419,021.15			
Other Direct Meeting Expenses	188,193.44	295,318.37	151,296.36	181,100.76	313,029.24	336,847.00	304,549.70	339,029.25	359,104.85	389,607.31	351,180.59	344,791.58	426,559.51	40,756.54	\$35,692.50	
Organization Overhead Expenses	322,904.39	318,417.73	325,432.86	364,123.66	332,288.25	402,161.20	421,649.36	452,309.00	566,282.52	542,799.05	527,317.79	501,518.37	551,735.81	419,584.39	\$473,161.53	
Direct and Overhead Expenses	868,241.45	957,943.72	806,069.02	834,741.92	1,021,940.95	1,125,175.41	1,068,796.11	1,068,969.51	1,151,300.00	1,377,593.81	1,223,325.18	1,226,005.47	1,397,316.47	460,340.93	508,854.03	\$1,006,440.93
Net Income	193,757.87	30,022.30	252,811.07	326,703.04	230,593.79	241,195.59	18,797.39	137,642.84	-55,296.50	330.51	-291,289.13	61,427.45	-128,080.97	-367,545.43	-287,749.03	\$24,221.39
Expense/Revenue Ratio	81.76%	96.96%	76.12%	71.87%	81.59%	82.35%	98.27%	88.59%	105.05%	99.98%	131.25%	95.23%	110.09%	496.08%	230.14%	97.65%

