



ASMC 2019 Washington Chapter Region PDI Attendance

Attendees	2017	2018	2019	% Change 2018 to 2019
Military/ Government	1032	1052	1108	5.3%
Public/Commercial	471	488	457	-6.4%
Total	1503	1540	1565	1.6%

Attendees	2017	2018	2019	% Change 2018 to 2019
Army	201	235	205	-12.8%
Marine Corps	60	27	37	37.0%
Navy	177	166	181	9%
Air Force	169	168	175	4.2%
Coast Guard	23	48	14	-70%
Other DoD Agencies	365	359	447	24.5%
Out DoD	37	49	49	0%
Public/Commercial	471	488	457	-6.4%
Total Number Registered	1503	1540	1565	1.6%



ASMC 2019 Washington Chapter Region PDI Income Statement

Revenue	2017	2018	2019	% Change 2018 to 2019
Attendee's	\$ 91,089.00	\$ 87,021.00	\$ 83,723.00	-3.8%
Exhibit / Table Top / Ad / Bag Item	\$ 15,625.00	\$ 18,225.00	\$ 18,425.00	1.1%
Corporate Sponsorship	\$138,000.00	\$150,650.00	\$ 156,000.00	3.6%
Total	\$244,714.00	\$255,896.00	\$258,148.00	0.9%
Expenses	2017	2018	2019	% Change 2018 to 2019
Ronald Reagan Food	\$ 89,479.00	\$ 88,965.75	\$ 92,481.50	4.0%
Ronald Reagan Rooms	\$ 22,890.00	\$ 24,780.00	\$ 24,780.00	0.0%
Ronald Reagan Service Charge / Taxes	\$ 33,932.59	\$ 33,794.22	\$ 35,697.25	5.6%
Ronald Reagan Projection	\$ 35,166.25	\$ 36,073.75	\$ 48,230.00	33.7%
Ronald Reagan Misc. (Parking & Room Set up)	\$ 2,225.00	\$ 2,364.00	\$ 1,978.00	-16.3%
Credit Card Fees (estimate)	\$ 5,657.56	\$ 3,500.00	\$ 2,511.69	-28.2%
Interpreters	\$ 1,981.00	\$ 1,981.00	\$ 2,080.00	5.0%
Lesson Learned	\$ 742.37	\$ 872.00	\$ 765.65	-12.2%
Miscellaneous Expense	\$ 759.59	\$ 616.45	\$ 773.85	25.5%
Registration Cost/ Set up	\$ 399.00	\$ 399.00	\$ 399.00	0.0%
Ribbons & Badges	\$ 267.45	\$ 95.13	\$ 178.95	88.1%
Survey Monkey	\$ 300.00	\$ 360.00	\$ 360.00	0.0%
Program	\$ 4,995.00	\$ 5,989.00	\$ 5,664.00	-5.4%
Signs	\$ 565.00	\$ 753.33	\$ 1,001.46	32.9%
Volunteers Shirts	\$ 733.13	\$ 435.77	\$ -	
Set Up for Over Night		\$ 790.44	\$ -	
Mobil App			\$ 2,616.00	
Cancellation Insurance	\$ 597.92	\$ 641.82	\$ 930.41	45.0%
Total	\$200,092.94	\$202,411.66	\$220,323.49	8.9%
Net Income	\$ 44,621.06	\$ 53,484.34	\$ 37,70.24	29.5%