

Budget Update - IEEE SoutheastCon 2027

25 August 2025

Timeline

Why are we requesting approval and which OU's approvals are needed

- ▶ 12 June: IEEE SoutheastCon 2027 submitted a request to open a concentration banking account
- ▶ 18 June: **SoutheastCon 2027 submitted a revised budget to Conference Finance**, which differs from the one approved by the Region 3 Committee during the conference award process in Charlotte; **new CB account requires sponsors' (Daytona, Canaveral, Orlando, and R3) approval of the revised budget**
- ▶ 1 July: Daytona Section approved the revised budget
- ▶ 9 July: Canaveral Section approved the revised budget
- ▶ 11 August: **R3 Conference Committee approved the revised budget** (Step 1 for R3)
- ▶ 12 August: **R3 Finance Committee approved the revised budget** (Step 2 for R3)
- ▶ 14 August: Orlando Section approved the revised budget
- ▶ Today: Requesting R3 Executive Committee approval of the revised budget

Financial summary

- Based on current budget, we anticipate a 31% surplus on **expenses** versus 30.5% surplus on the previously presented budget

	Previous	Update
Revenue	\$339,315	\$389,740
Expenses	\$259,960	\$293,624
Surplus	\$79,355	\$91,116

Revenue Item	Previous	Update
Registration	\$310,875	\$314,550
Tutorials	\$2,690	\$2,690
Exhibits	\$15,750	\$55,500
Loans	\$10,000	\$10,000
Total	\$339,315	\$389,740

Updated Registration Counts

Exhibitors based on 2025 sales

Expense Item	Previous	Update
Registration	\$33,600	\$34,000
Conference Logistics	\$49,000	\$41,000
Food and Beverage	\$114,908	\$139,696
Conference Admin	\$52,542	\$78,928
Total	\$259,960	\$293,624

Updated F&B costs

Conservative AV estimate based on hotel AV

Major changes affecting the budget

► Revenue

- Updated exhibitors based on 2025 sales
 - Original budget was based on Conference Committee direction to only have 10 exhibitors so that comparison can be made between two proposals
 - Updated exhibitors based on 2025 sales
- Minor updates to registration

► Expenses

- Food and beverage is driven by updated catering menu pricing, adjusted for inflation (2025 to 2027)
- Conference Admin increase is driven by the estimate of using in-house AV (Encore Global)
 - Recent SoutheastCons (2022-2025) have used a third-party AV company (\$25k-\$30k)
 - Daytona hotel contracts allows for the use of third-party AV without additional fees
 - AV estimate is primarily a buffer

Motion from Conference Committee

- ▶ Motion to approve the updated IEEE SoutheastCon 2027 budget as presented