## Registration per SMART-Reg

YTD Thru Mar. 10, 2019 | '19 vs. '17
---|---
| 2018 | 2019 | Variance | % | 2017 | Variance | % |
---|---|---|---|---|---|---|
Registration fees | 1,496,085 | 2,393,635 | 897,550 | 60% | 2,057,415 | 336,220 | 16% |
Presenter fees | 37,200 | 39,150 | 1,950 | 5% | 39,250 | (100) | 0% |
Events fees | 115,930 | 179,180 | 63,250 | 55% | 149,515 | 29,665 | 20% |
Other discounts | (42,334) | (100,675) | (58,341) | 138% | (22,196) | (78,479) | 354% |
**Total Fees** | **1,606,881** | **2,511,290** | **904,409** | **56%** | **2,223,984** | **287,306** | **13%** |
Fees paid with checks/POs | 1,588,656 | 2,077,850 | 489,194 | 31% | 2,203,584 | (125,734) | -6% |
Amount due for to be billed | 18,225 | 433,440 | 415,215 | 2278% | 20,400 | 413,040 | 2025% |
**Total Fees** | **1,606,881** | **2,511,290** | **904,409** | **56%** | **2,223,984** | **287,306** | **13%** |

| Total Registered | 3,031 | 4,855 | 1,824 | 60% | 4,409 | 446 | 10% |
| Total Comp | 301 | 349 | 48 | 16% | 279 | 70 | 25% |
# California Association for Bilingual Education

## 2019 Annual Conference

### 2019 vs. 2018 & 2019 vs. 2017

Updated: Mar. 10, 2019

## Sponsors/Ads/Booths per SMART-Reg

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>Variance</th>
<th>%</th>
<th>2017</th>
<th>Variance</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sponsors</td>
<td>177,550</td>
<td>227,500</td>
<td>49,950</td>
<td>28%</td>
<td>202,500</td>
<td>25,000</td>
<td>12%</td>
</tr>
<tr>
<td>Advertisers</td>
<td>11,125</td>
<td>8,900</td>
<td>(2,225)</td>
<td>-20%</td>
<td>10,300</td>
<td>(1,400)</td>
<td>-14%</td>
</tr>
<tr>
<td>Exhibitors</td>
<td>101,000</td>
<td>108,900</td>
<td>7,900</td>
<td>8%</td>
<td>88,000</td>
<td>20,900</td>
<td>24%</td>
</tr>
<tr>
<td>Other</td>
<td>26,935</td>
<td>11,370</td>
<td>(15,565)</td>
<td>-58%</td>
<td>3,910</td>
<td>7,460</td>
<td>191%</td>
</tr>
<tr>
<td>Other discounts</td>
<td>(12,175)</td>
<td>(12,412)</td>
<td>(237)</td>
<td>2%</td>
<td>(23,266)</td>
<td>10,854</td>
<td>-47%</td>
</tr>
<tr>
<td><strong>Total Fees</strong></td>
<td><strong>304,435</strong></td>
<td><strong>344,258</strong></td>
<td><strong>39,823</strong></td>
<td>13%</td>
<td><strong>281,444</strong></td>
<td><strong>62,814</strong></td>
<td>22%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>Variance</th>
<th>%</th>
<th>2017</th>
<th>Variance</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fees paid with checks/POs</td>
<td>302,580</td>
<td>307,003</td>
<td>4,423</td>
<td>1%</td>
<td>281,444</td>
<td>25,559</td>
<td>9%</td>
</tr>
<tr>
<td>Amount due for to be billed</td>
<td>1,855</td>
<td>37,255</td>
<td>35,400</td>
<td>100%</td>
<td>-</td>
<td>37,255</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Total Fees</strong></td>
<td><strong>304,435</strong></td>
<td><strong>344,258</strong></td>
<td><strong>39,823</strong></td>
<td>13%</td>
<td><strong>281,444</strong></td>
<td><strong>62,814</strong></td>
<td>22%</td>
</tr>
</tbody>
</table>

## Combined Total for Registrations & Sponsors/Ads/Booths per SMART-Reg

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>Variance</th>
<th>%</th>
<th>2017</th>
<th>Variance</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total reg. fees &amp; exh. fees</td>
<td>1,911,316</td>
<td>2,855,548</td>
<td>944,232</td>
<td>49%</td>
<td>2,505,428</td>
<td>350,120</td>
<td>14%</td>
</tr>
<tr>
<td>Annual Conf. Dept. Budget FY18-19</td>
<td></td>
<td>2,363,250</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Variance - Exceeds budget</td>
<td></td>
<td>492,298</td>
<td></td>
<td>21%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

YTD Thru Mar. 10, 2019