

**IAFP 2007  
 WORKSHOP COSTS ANALYSIS & REGISTRATION FEE PROPOSAL  
 Workshop Title:**

|                       | <b>FIXED<br/>COST</b> | <b>VARIABLE<br/>COST</b> | <b>10 PPL</b>      | <b>15 PPL</b>      | <b>20 PPL</b>      | <b>25 PPL</b>      | <b>30 PPL</b>      | <b>35 PPL</b>      | <b>40 PPL</b>      |
|-----------------------|-----------------------|--------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Meeting Room          |                       |                          |                    |                    |                    |                    |                    |                    |                    |
| Food and Beverage:    |                       | \$ 79.70                 |                    |                    |                    |                    |                    |                    |                    |
| Speakers - 6 F&B      | \$ 478.20             |                          |                    |                    |                    |                    |                    |                    |                    |
| Speaker Travel        | \$ 2,183.00           |                          |                    |                    |                    |                    |                    |                    |                    |
| Honorarium            |                       |                          |                    |                    |                    |                    |                    |                    |                    |
| Staff Expense         |                       |                          |                    |                    |                    |                    |                    |                    |                    |
| Office Expense        |                       |                          |                    |                    |                    |                    |                    |                    |                    |
| Promotional Materials | \$ 1,000.00           |                          |                    |                    |                    |                    |                    |                    |                    |
| Attendee Packets      | \$ 500.00             |                          |                    |                    |                    |                    |                    |                    |                    |
| Audiovisual           | \$ 1,000.00           |                          |                    |                    |                    |                    |                    |                    |                    |
|                       | <u>\$ 5,161.20</u>    | <u>\$ 79.70</u>          | <u>\$ 5,958.20</u> | <u>\$ 6,356.70</u> | <u>\$ 6,755.20</u> | <u>\$ 7,153.70</u> | <u>\$ 7,552.20</u> | <u>\$ 7,950.70</u> | <u>\$ 8,349.20</u> |
| BREAK EVEN            |                       |                          | \$ 595.82          | \$ 423.78          | \$ 337.76          | \$ 286.15          | \$ 251.74          | \$ 227.16          | \$ 208.73          |

**PROPOSED REGISTRATION FEE:**

|                  | <b>EARLY</b>     | <b>LATE</b>      |
|------------------|------------------|------------------|
| <b>Member</b>    | <b>\$ 250.00</b> | <b>\$ 325.00</b> |
| <b>Nonmember</b> | <b>\$ 350.00</b> | <b>\$ 425.00</b> |

Break Even Pricing = 30 attendees