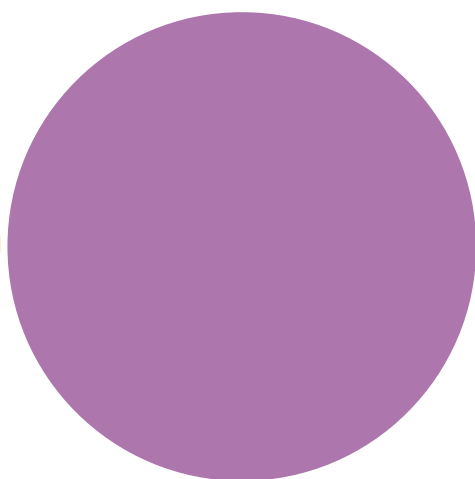


edra

Members' Meeting 2020



Linda  
Nubani  
Chair



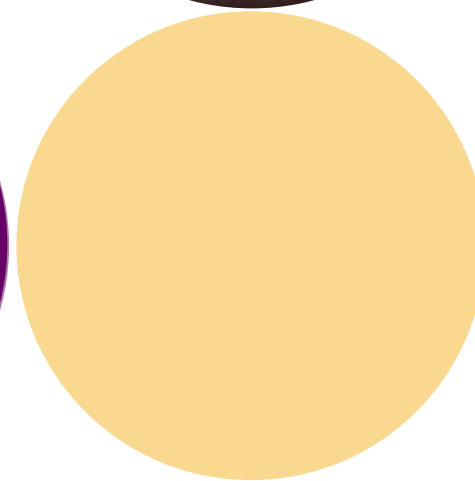
Deni  
Ruggeri  
Executive  
Director



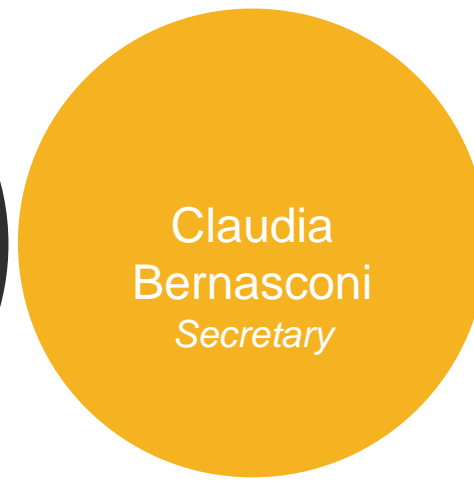
Past Chair  
*Governance*



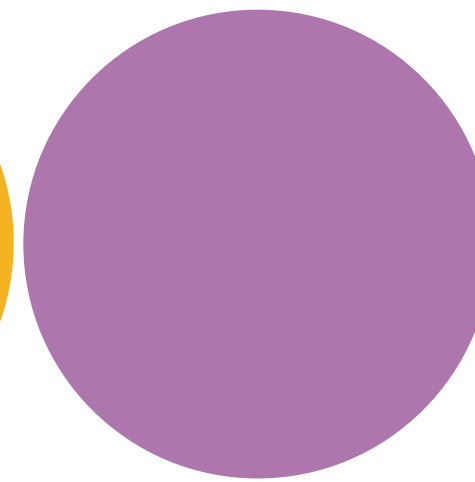
David  
DelaPena  
treasurer



Chingwen  
Cheng  
Chair Elect  
*Program  
Committee*



Claudia  
Bernasconi  
*Secretary*

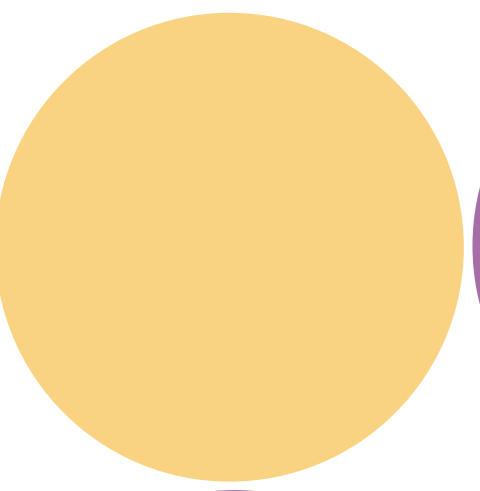




Sharmin  
Kader  
Awards and  
Recognition



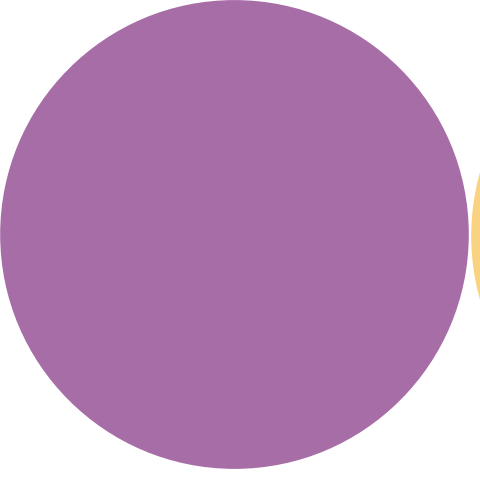
Renae  
Mantooth  
Student Rep.  
*Communications*



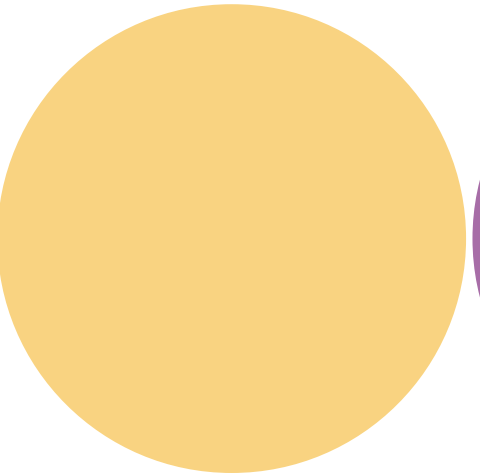
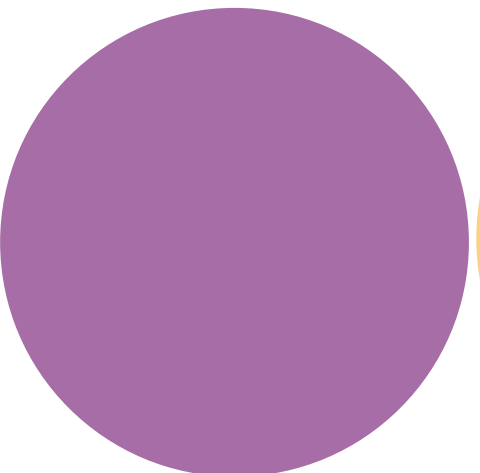
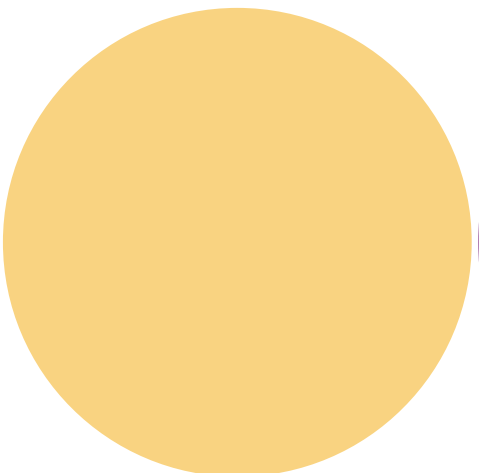
Robert  
Nichols  
(resigned)  
*EDRA awards*

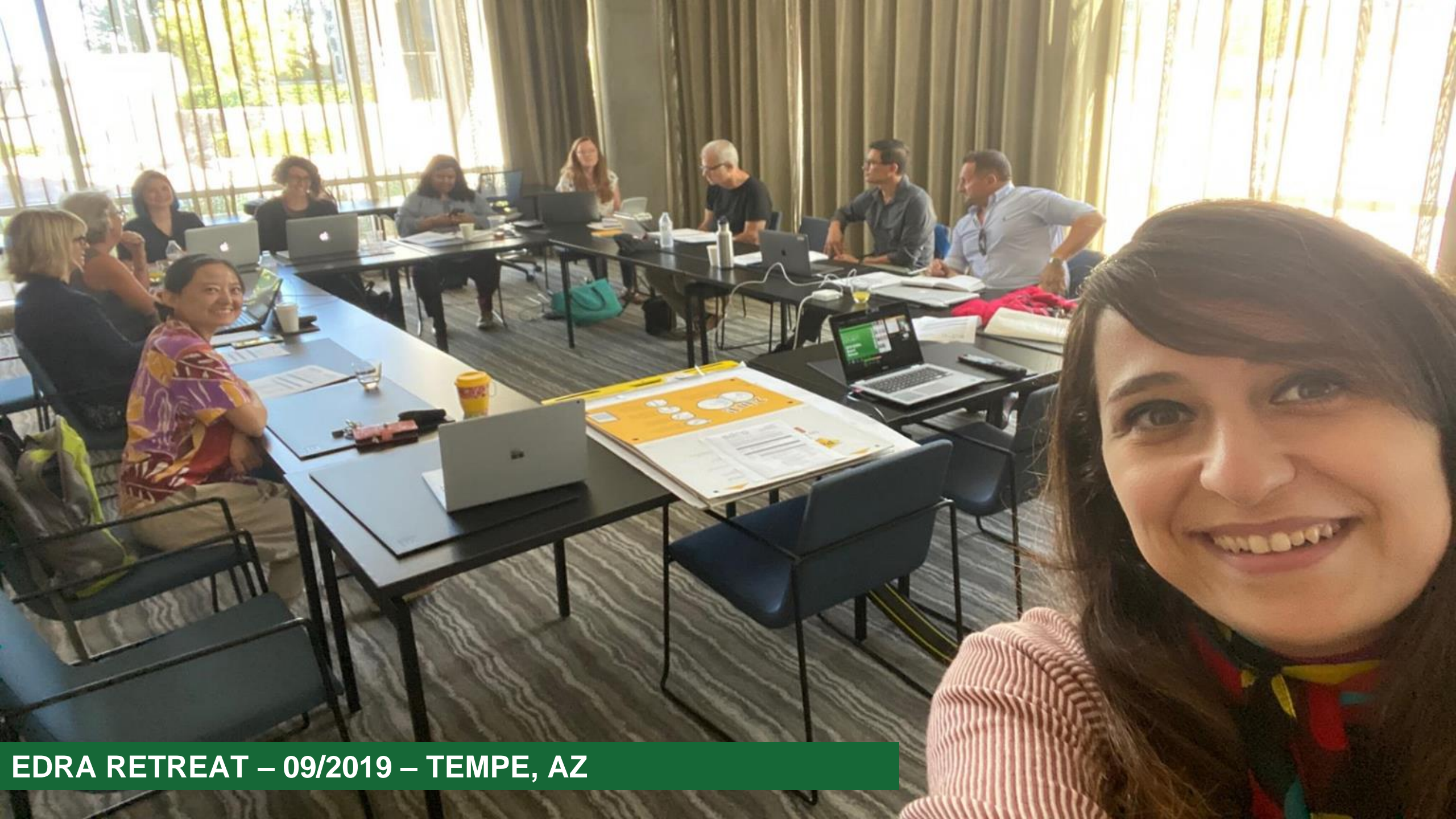


Robert  
Gifford  
*Board Member*



Lesa  
Lorusso  
Members and  
Partners





**EDRA RETREAT – 09/2019 – TEMPE, AZ**



**EDRA RETREAT – 09/2019 – TEMPE, AZ**

# edra Board of Directors

## Governance Committee

Nominations

Bylaws and Policy

## Program Committee

Conference Committee

Call for Proposals

## Communications Committee

Social Media

Website

Correspondence / Proceedings

Graphic Design

## Fundraising Committee

Sponsorship

Fundraising Audits

Grants

## Executive Committee

Chair of the Board

Executive Director

Treasurer

Secretary

Chair Elect

## Members & Partners Committee

Membership

Knowledge Networks

Webinars

## Finance & Audits Committee

Budget

Investments

Contracts

Audits

## Recognition & Awards Committee

CORE

Great Place Awards

Grants

EDRA Awards

## Student Affairs Committee

Student Engagement

# EDRA – RETREAT GOALS

## 1. Financial Stability:

- Webinars: opportunities for CEUs (paid)
- Reduce management cost
- Campaign
- New conference format

## 2. Communications: Making information more accessible

## 3. Proceedings: proceedings accessibility, Scopus listing, hard copies

## 4. By-Laws:

- Created a new students affairs committee,
- Adopted whistleblower policy/compliance with IRS,
- Introduced a diversity officer position
- Agreement with future conference hosts



🔍

The Environmental Design Research Association

## Webinars ★

[Resources](#) » [Webinars](#)



### Video resources by the Environmental Design Research Association

**EDRA Members have access to videos and recordings of webinars and other EDRA events (keynotes, lectures, symposia).**

Every year, EDRA produces knowledge that is relevant to our membership of professionals, academics, students and partners of the Environmental Design field.

Visit this page often to view our member's-only offerings!

---

[EDRA Webinar | March 3, 2020](#)

[Understanding Sensory Stress within Healthcare Environments: Human-centered Tools for on-site data collection](#)



The Environmental Design Research Association

- ABOUT -
- MEMBER CENTER -
- EVENTS -
- RECOGNITIONS -
- RESOURCES -
- CONVERSATIONS -
- SUPPORT EDRA

## Join EDRA

 Share |    

- Individual Membership
- Organizational Membership
- Register as a Non-Member
- Renew My Membership
- Regular Guest Pass
- Corporate Guest Pass

### Guest Pass - NEW

By purchasing a Guest Pass for EDRA, you will gain limited access to some resources, like webinar recordings, conference proceedings, and publications. This level does not include discounted access to conferences, job posts, and awards and recognitions fees. Guest Pass benefits include:

<b>Guest Pass</b>	\$50	Receive full access to our resources for 30 days except for job posts, bulk emails, conference registration, and awards/recognition programs. <a href="#">Apply Online</a>
<b>Corporate Guest Pass</b>	\$150	Receive full access to our resources for up to five (5) people for 30 days, except for job posts, bulk emails, conference registration and awards/recognition programs. <a href="#">Apply Online</a>

# EDRA GUEST PASSES



## ABOUT EDRA

The Environmental Design Research Association (EDRA) is an international, interdisciplinary organization founded in 1968 by design professionals, social scientists, students, educators, and facility managers. EDRA came into being in the 1960s, during a period of social awareness and social unrest, but also new horizons and new visions. True to its origins, EDRA continues to believe in an agenda of social responsibility that has grown from a barely perceptible idea to a more fully-formed vision for healthier, more democratic human environments.

[LEARN MORE](#)

## DATA • RESOURCES



### Sed ut perspiciatis unde omnis

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<https://staging-edra.site-vm.com/>

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### Sed ut perspiciatis unde omnis

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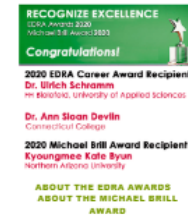
New



edra

The Environmental Design Research Association

Enter search criteria...



## About EDRA

The Environmental Design Research Association (EDRA) is an international, interdisciplinary organization founded in 1968 by design professionals, social scientists, students, educators, and facility managers. EDRA came into being in the 1960s, during a period of social awareness and social unrest, but also new horizons and new visions. True to its origins, EDRA continues to believe in an agenda of social responsibility that has grown from a barely perceptible idea to a more fully-formed vision for healthier, more democratic human environments.

[LEARN MORE](#)

### CONTACT US

Address: 2010 Pear St. #1060 Pinole, CA 94564-9998  
 Email: [headquarters@edra.org](mailto:headquarters@edra.org)  
 Phone: +1 (507) 339-4620

### QUICK LINKS

[Publications Proceedings](#)  
[Member Resources](#)  
[Student Resources](#)  
[Join Now](#)

### CONNECT WITH US



[View our Data Privacy Policy](#)

Current

# edra

## annual members' meeting

Attend Members' Meeting

### Invitation to EDRA's Annual Members Meeting

Dear @@first\_name@@

EDRA would like to thank you again for your continuous support and interest in our association! Amid many challenges, the EDRA51 conference succeeded in facilitating the sharing of research and practice and enabled global connections across our membership during these difficult times.

During the closing ceremony of EDRA51, Linda Nubani, Chair of Board of Directors, announced to our attendees that our annual Members Meeting would be postponed to allow more members to join and connect with the board.

To this effect, EDRA is scheduling the Members Meeting on **Friday, July 17, 2020, at**



### JUST ENVIRONMENTS: Transdisciplinary Border Crossings

**The Environmental Design Research Association (EDRA) invites practitioners, researchers, and educators to join us at our 52<sup>nd</sup> annual conference to collaboratively rethink how environmental research and practice may serve as a foundation for change and justice**

EDRA 52 Just Environments: Transdisciplinary Border Crossing encourages intentional questioning of disciplinary borders, inclusiveness, and sensitive approaches to framing and solving pressing contemporary problems through research and practice.

The conference will focus on how research, design, and relationships between people and environments contribute to the creation of justice. The conference will provide a platform to explore issues of justice in the environment in



**MANAGEMENT COST**

edra.confex.com/edra/index.cgi?password=\*cookie

**edra** List of Meetings Supported by the Online Abstract System  
Signed in as: Linda Nubani (Sign out)

Currently accepting abstracts     Future meeting     Past meeting

LOCATION	CODE	NAME	INPUT END	MEETING START
Tempe	<a href="#">2020places</a>	2020 Great Places Awards	2020-01-10	2020-04-04
Tempe	<a href="#">EDRA51</a>	Transform: Socially Embedded Collaborations		2020-04-04
	<a href="#">2020core</a>	EDRA 2020 CORE		2020-04-04
	<a href="#">2019places</a>	2019 Great Places Awards	2019-02-11	2019-05-22
Brooklyn	<a href="#">EDRA50</a>	Sustainable Urban Environments: Research, Design and Planning for the Next 50 Years	2018-11-12	2019-05-22

**CONFEX  
(Abstracts)**

https://www.edra.org/login.aspx

DONATE | JOIN NOW | SIGN IN

**edra** The Environmental Design Research Association

ABOUT ~ MEMBER CENTER ~ EVENTS ~ RECOGNITIONS ~ RESOURCES ~ CONVERSATIONS ~ SUPPORT EDRA

**Member Login**

Member Center » Member Login

Welcome to EDRA and thanks for your interest in the Environmental Design Research Association. **The page you are trying to access is restricted to members-only or requires that you sign in.**

Both members and non-members need to sign in to register for events. To sign up for a membership, [click here](#).

**Members or Non-Members with a Profile**  
[Reset your password »](#)

**Create a New Account**

**YM  
(Registration, membership,  
website, emails)**

**SINGLE SIGN ON (MERGER)**



## BYLAWS OF THE ENVIRONMENTAL DESIGN RESEARCH ASSOCIATION

### Article I. Purpose of the Organization

- A. Broad Purpose. The Environmental Design Research Association (EDRA) is an international, interdisciplinary organization whose purpose is to advance and disseminate environmental design research toward improving understanding of the interrelationships between people, their built and natural surroundings. EDRA's goal is to facilitate the creation of environments that are responsive to human needs.

The purpose of the Association shall be to advance the field of environmental design research in both its scientific and applied forms. It shall encourage the highest quality of research related to improving environmental design methods and techniques and increasing understanding of the social and behavioral aspects of relationships between people and environments.

It shall stimulate and support communication among individuals and groups involved in environmental design research through sponsorship of conferences, publication of conference proceedings, a website, and other publications. It shall encourage and



## WHISTLEBLOWER POLICY |

### **General**

The Environmental Design Research Association (EDRA) requires directors, officers, volunteers and employees to observe high standards of business and personal ethics in the conduct of their duties and responsibilities.

As representatives of the EDRA, we must practice honesty and integrity in fulfilling our responsibilities and comply with all applicable laws and regulations.

### **Reporting Responsibility**

It is the responsibility of all directors, officers, volunteers and employees to report suspected ethics and/or other forms of violations in accordance with this Whistleblower Policy.

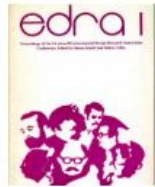
### **No Retaliation**

No director, officer, volunteers, or employee who in good faith reports an ethics violation shall suffer harassment, retaliation or adverse employment consequence.

**ADOPTED JULY 13, 2020 (TO comply with IRS)**

## EDRA PROCEEDINGS (1969-Present) Table of Content

Members can access full proceedings by clicking here



EDRA 1 1969



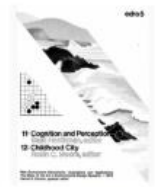
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EDRA 3 1972



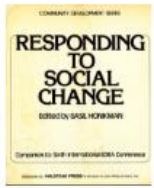
EDRA 4 1973



EDRA 5 1974



EDRA 6 1975



EDRA 7 1976



EDRA 8 1977



EDRA 9 1978



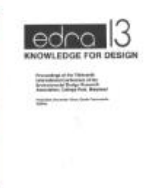
EDRA 10 1979



EDRA 11 1980



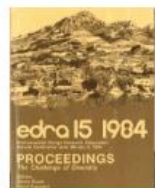
EDRA 12 1981



EDRA 13 1982



EDRA 14 1983



EDRA 15 1984



EDRA 16 1985



EDRA 17 1986



EDRA 18 1987



EDRA 19 1988



EDRA 20 1989



EDRA 21 1990



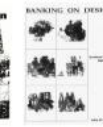
EDRA 22 1991



EDRA 23 1992



EDRA 24 1993



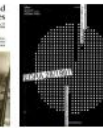
EDRA 25 1994



EDRA 26 1995



EDRA 27 1996



EDRA 28 1997



EDRA 29 1998



EDRA 30 1999



EDRA 31 2000



EDRA 32 2001



EDRA 33 2002



EDRA 34 2003



EDRA 35 2004



EDRA 36 2005



EDRA 37 2006



EDRA 38 2007



EDRA 39 2008



EDRA 40 2009



EDRA 41 2010



EDRA 42 2011



EDRA 43 2012



EDRA 44 2013



EDRA 45 2014



## EDRA AGREEMENT WITH HOST UNIVERSITY FOR ANNUAL CONFERENCE

This agreement is entered into as of this \_\_\_\_\_ day of \_\_\_\_\_, 20XX, by and between the Board of the Environmental Design Research Association (EDRA) and .... (name of host university here) to cohost the Association's 20XX Conference scheduled for May \_\_, 20XX through May \_\_, 20XX. The Annual Conference is EDRA's flagship event, intended to further the mission of EDRA.

Faculty member(s) of the Host University will serve as the local chairs of the conference. **They agree that they will:**

1. Fully cooperate with the EDRA Board of Directors to successfully co-host the annual conference pursuant to its mission.
2. Develop a theme, a title, and a logo for the conference.
3. Develop a Call for Proposals and develop a Sponsorship Prospectus.
4. Manage the submission of proposals and the review process
5. Share with authors all feedback and rating scores received from reviewers on proposals



edra52  
DETROIT

hybrid conference  
May 19 - 22, 2021

# JUST ENVIRONMENTS

TRANSDISCIPLINARY BORDER CROSSINGS

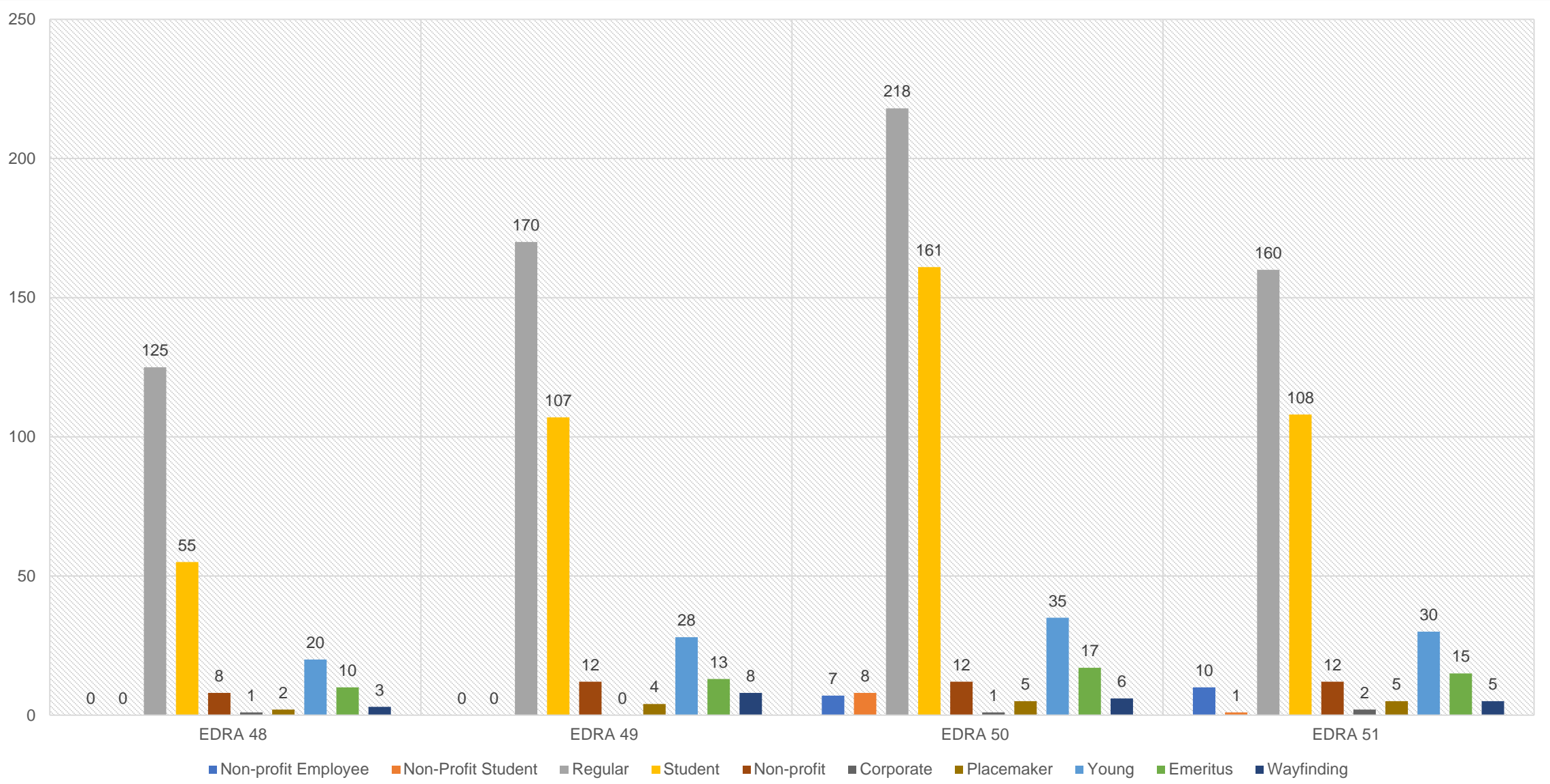


# MEMBERSHIP

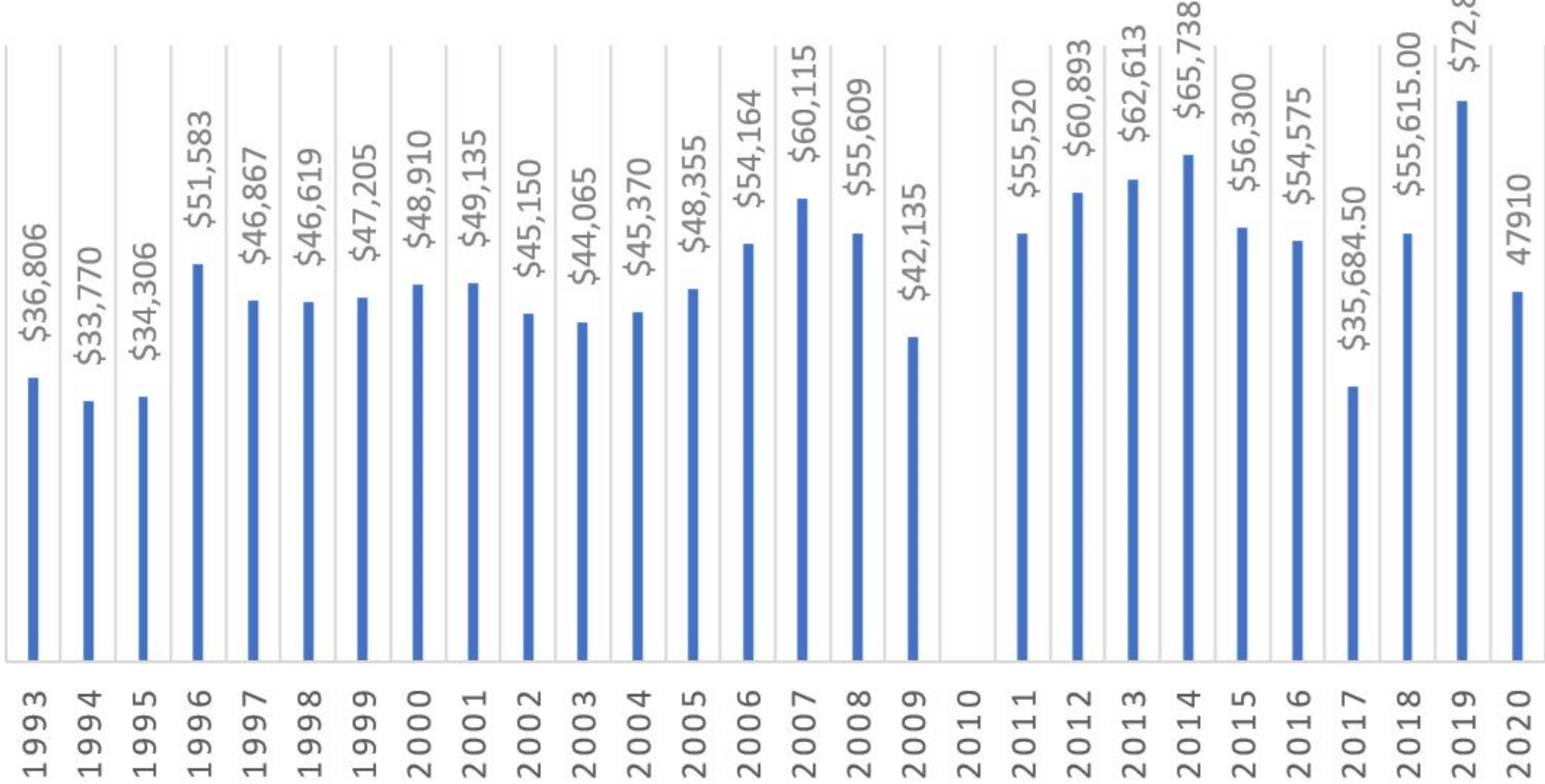


# EDRA members

	2020	2019	2018	2017	2016
members	379	536	428	385	403
countries	23	31	17	20	22



# MEMBERSHIP REVENUES



# EDRA members – organizations

**Arizona State University**

**University at Buffalo**

**Rutgers Center for Green Building**

**Michigan State University**

**University of Detroit, Mercy School  
of Architecture**

**University of Manitoba**

**University of California - Davis**

**Pennsylvania State University**

**University of Colorado - Boulder**

**University of Tennessee, Knoxville**

**Corporate**

**DLR Group**

**HGA**

**EDRA Placemakers**

**Keith Diaz Moore**

**Lynn Paxson**

**Gowri Betrabet Gulwadi**

**Peter Hourihan**

**Gary Evans**

**EDRA Wayfinders**

**Daniel Stokols**

**Sherry Ahrentzen**

**Cherif Amor**

**Paula Horrigan**

**David Boeck**

**Bonnie Sanborn**

# EDRA members - KN

## Active Living by Design

Jessica Cook & David L. Boeck

## Building Process Alliance

Susan Ingham

## Children, Youth, and Environment

Janet Loebach & Kate Bishop

## Cities and Globalization

Shireen Kanakri

## Communication

Sheila Gobes-Ryan & Susan Drucker

## Cultural Aspects of Design

Sanjoy Mazumdar & Nisha Fernando

## Cyberspace and Digital Environments

Danny Mittleman & Paul Platosh

## Environment-Gerontology

Emily Roberts

## ED Research Education

Eleftheris Pavlides & Rula Awwad-Rafferty

## Historic Environments

Jeremy Wells & April Allen

## International Housing Research

Eunju Hwang & Fang Xu

## Interior Design

Cherif Amor

## International Connections

Orcun Kepez

## Movement in designed Environments

Ipek Kaynar Rohloff & Julie Zook

## Participation

Lynn Paxson & Deni Ruggeri

## POE/ Programming

Joon-Ho Choi, Lubomir Popov & Keith Jundanian

## Residential Environments

Keith Miller & Ali Momen-Heravi

## Sustainable Planning and Design

Rich Wener & Jennifer Senick

## Work Environments

Sally Augustin,  
Sheila Gobes-Ryan  
& Cynthia Milota

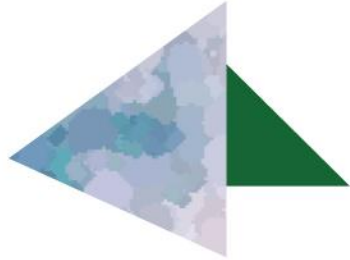
*Socially Embedded Collaboration*

TRANSFORM

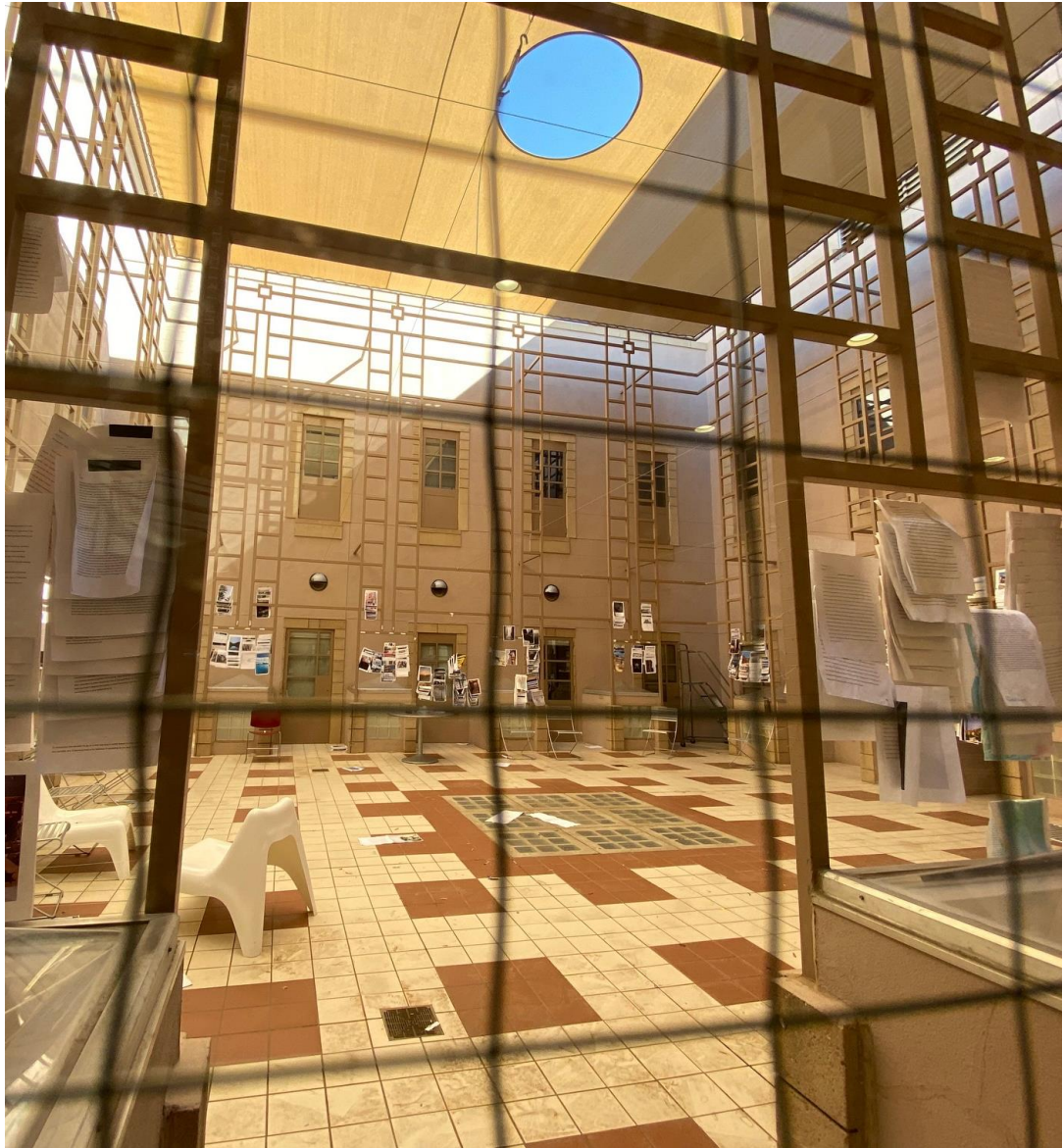


edraio

Environmental Design Research Association



TEMPE  
ARIZONA  
APRIL 4-7  
2020





Chingwen Cheng



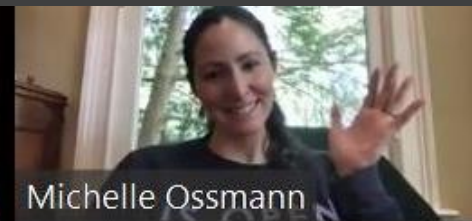
Linda Nubani- MI



Robin Moore



Sue Weidemann



Michelle Ossmann



Chiara Tagliaro



Dan Stokols



gcranz



Jay Farbstein



Erin Persky



amybeth



Gary Gumpert



Cheuk Ng



Jeff Hou



Lynn Paxson



melissa farling



Tasoulla Hadjiy...

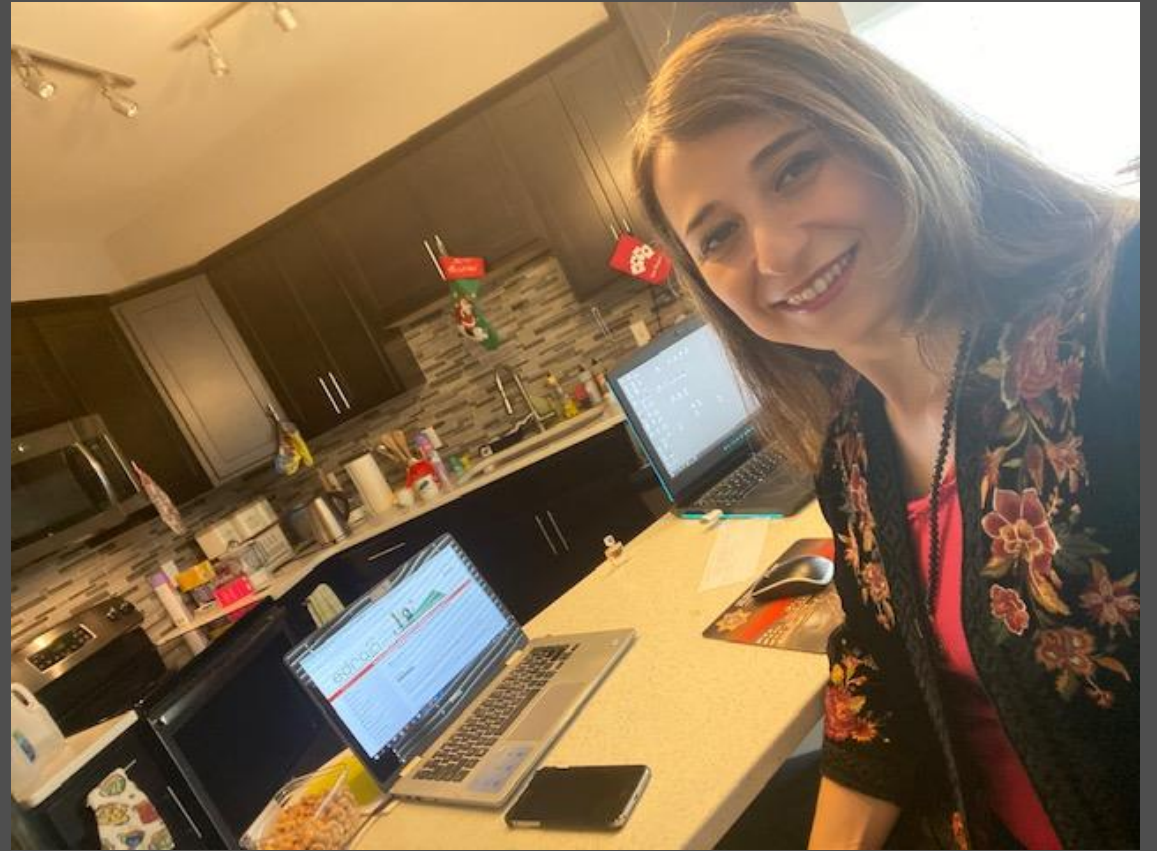


Kenneth Brooks



Zaid R. Awamleh





**331**  
EDRA  
members

**23**  
Countries

**569**  
conference  
submissions

**681**  
Authors  
submitted

**5**  
Accepted  
shorts

**81**  
EDRA  
Non-  
member

**387**  
accepted  
proposals

**20**  
Accepted  
full papers

**32**  
Accepted  
group  
sessions

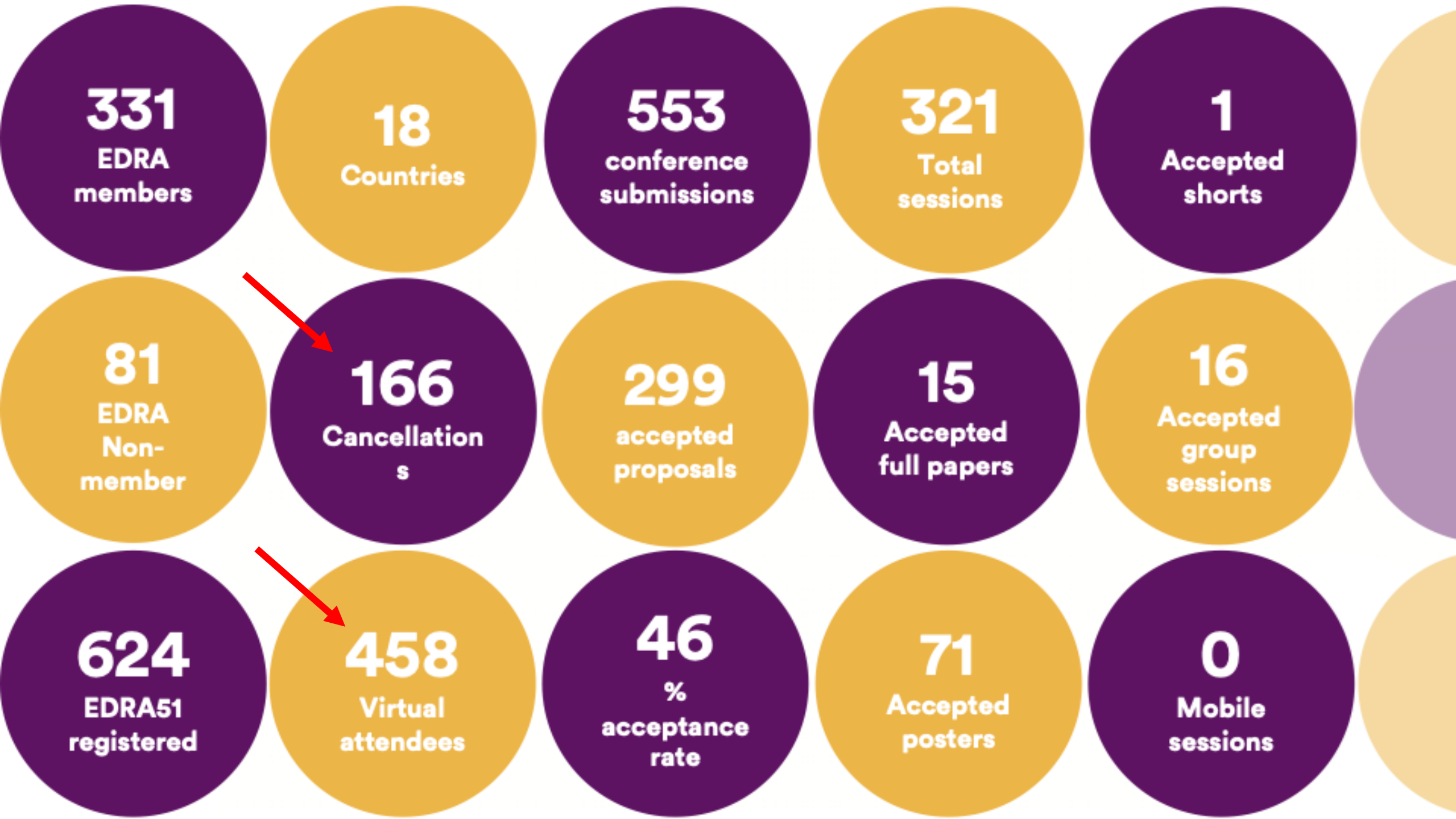
**412**  
EDRA51  
registered

**120**  
Peer  
reviewers

**68**  
%  
acceptance  
rate

**85**  
Accepted  
posters

**13**  
Mobile  
sessions



**331**

EDRA  
members

**18**

Countries

**553**

conference  
submissions

**321**

Total  
sessions

**1**

Accepted  
shorts

**81**

EDRA  
Non-  
member

**166**

Cancellations

**299**

accepted  
proposals

**15**

Accepted  
full papers

**16**

Accepted  
group  
sessions

**624**

EDRA51  
registered

**458**

Virtual  
attendees

**46**

%  
acceptance  
rate

**71**

Accepted  
posters

**0**

Mobile  
sessions



MAY 22-26, 2019

SUSTAINABLE  
**URBAN**  
ENVIRONMENTS



**NYU**

TANDON SCHOOL  
OF ENGINEERING

edna50brooklyn





## **Nana Kirk Student Scholarship Recipients**

- Chester Harvey
- Zaid Alawamleh
- Kevin Bonnell
- Prakash Kamtam
- Aysegul Akturk
- Helia Taheri
- Mahshid Jalalianhosseini
- Intisar Ameen Tyne
- Anna Szilágyi-Nagy
- Shermineh Afsary



Emily Chmielewski

# CORE Program Liaison

*Sparking innovation and promoting best practice in environmental design*



## **Investigating the Impact of Multisensory Environments for People with Dementia**

University of Florida, Department of Veteran's Affairs, and Gresham Smith

## **Sensory Wellbeing for Adolescents with Developmental Disorders: Creating (and Testing) a Sensory Wellbeing Hub**

HKS, ASID, Lane Tech College Prep High School, Lane Tech Alumni Association, University of Michigan, Ouva, and Mohawk

## **Life Building Exchange: Investigating the Intersection of Pro-Environmental Behavior, Place Meaning, and High-Performance Design**

Kriegh Architecture Studios, The American Institute of Architects, The Upjohn Research Initiative, University of Washington Campus Sustainability Fund and the College of Built Environments

## **New Parkland Hospital Facility Evaluation**

Blue Cottage Consulting, Corgan, HDR, Herman Miller Healthcare, Mitchell/focusEGD, and Parkland Health & Hospital System

## **The Impact of Lighting, Noise, and Design on a NICU Environment**

HGA, GBBN, Smith Hager Bajo, S&ME, Affiliated Engineers, Inc, THP Limited, and Turner Construction

## **Evaluation of New Nebraska Community Hospital Facilities**

HDR, Great Plains Health, and Fremont Health

## **Evaluation of Higher Education Science Laboratory Learning Environments**

HDR, Bellevue University, and University of Nebraska-Lincoln



Emily Chmielewski

# CORE Program Liaison

*Sparking innovation and promoting best practice in environmental design*



## **Investing in Our Future: The Impact of School Modernization**

[Perkins Eastman](#), [District of Columbia Public Schools](#), and [J+J Flooring Group](#)

## **Good Design Is Good for Loyalty: Findings and Implications from a Multi-Hospital Inpatient Room Post-Occupancy Evaluation**

[Gensler](#) and [Cleveland Clinic](#)

## **Designing for Extremes: Using Techno-Ethnography and Immersive Empathy to Shape Inclusive Architecture**

[HGA](#) and [University of Virginia](#)

## **Process-Led ICU Design: Applying Discrete-Event Simulation and Process Improvement to Measure ICU Design Performance**

[EwingCole](#) and [Binghamton University Systems Science & Industrial Engineering](#) and [Watson Institute for Systems Excellence](#)



Julie Lawless

# Great Places Awards



2019

GREAT  
PLACES  
AWARDS

## 2019 GPA Winners and jurors

### Book Category Honorable Mention

#### MAKING PLACES FOR PEOPLE: 12 QUESTIONS EVERY DESIGNER SHOULD ASK.

Christie Johnson Coffin and Jenny Young, University of Oregon.

#### INTERPRETING KIGALI, RWANDA: ARCHITECTURAL INQUIRIES AND PROSPECTS FOR A DEVELOPING AFRICAN CITY

Korydon Smith, University of Buffalo and Toma Berlanda, University of Cape Town, South Africa

### Place Design Category Winner

#### AN INTIMATE EXCHANGE: BRIDGING THE DIVIDE BETWEEN REFUGEES AND THEIR HOSTS.

Submitted by: Daniel Winterbottom, University of Washington

### Place Design Category Honorable Mention

#### FOWLER-CLARK-EPSTEIN URBAN FARM.

Submitted by: Keith Zaltzberg, Regenerative Design Group

### Planning Category Winner

#### NEW BEGINNINGS HOMELESS TRANSITION VILLAGE: A PERMITTABLE SETTLEMENT PATTERN.

Submitted by: Stephen Luoni, Shawna Hammon, Ethan Kaplan, Charles Sharpless, Garrett Grelle, and Linda Komlos with the University of Arkansas Community Design Center; John Langham with WER Architects/ Planners; Steve Marshall with the Marshall Group of Northwest Arkansas; Kevin Fitzpatrick with the University of Arkansas, J William Fulbright, College of Arts and Sciences; Ken Overman with Omni Engineers; Leslie Tabor of Leslie Tabor Landscape Architects; Neal Morrison with Morrison-Shipleigh Engineers, Inc. and Mike Rusch with Serve Northwest Arkansas

### Research Category Winner

#### ALAMEDA CREEK ATLAS

Submitted by Brett Snyder - Department of Design, University of California, Davis.



# Michael Brill Grant for Urban Communication, Design, and Human Behavior

**Chair:** Sue Weidemann, PhD

This Award honors EDRA member Michael Brill, who, while approaching research from the design and human behavior side, encompassed both of these fields in the scope of his life's work. It extends also the recognition in his work that environment and communication are both undergoing radical change due to technology. The award is funded by the Urban Communication Foundation and sponsored by the Environmental Design Research Association.

## 2019 recipient Chester Harvey

PhD Candidate in City and Regional Planning, UC Berkeley

**How Does Streetscape Design Communicate Walkability and Influence Walking Behavior?**



# EDRA CAREER AWARD 2019 Winners



**Dr. Jean Wineman**

Professor Emerita  
University of Michigan



**Dr. Kenneth Craik** (posthumous)

Professor Emeritus of Psychology  
University of California, Berkeley

# Keynote Address - Thursday, May 23 2019

## Ian Gehl

- world-renowned architect
- professor
- consultant on urban design and architecture





The ENVIRONMENTAL  
DESIGN  
RESEARCH  
ASSOCIATION

EDRA's purpose is to advance and disseminate research, teaching, and practice toward improved understanding of the relationships among people and their built environment and natural eco-systems.

The mission of EDRA is to provide a collaborative multidisciplinary environment to connect theory to teaching, and practice to recognize, create and advocate for environments that are responsive to diverse human needs.

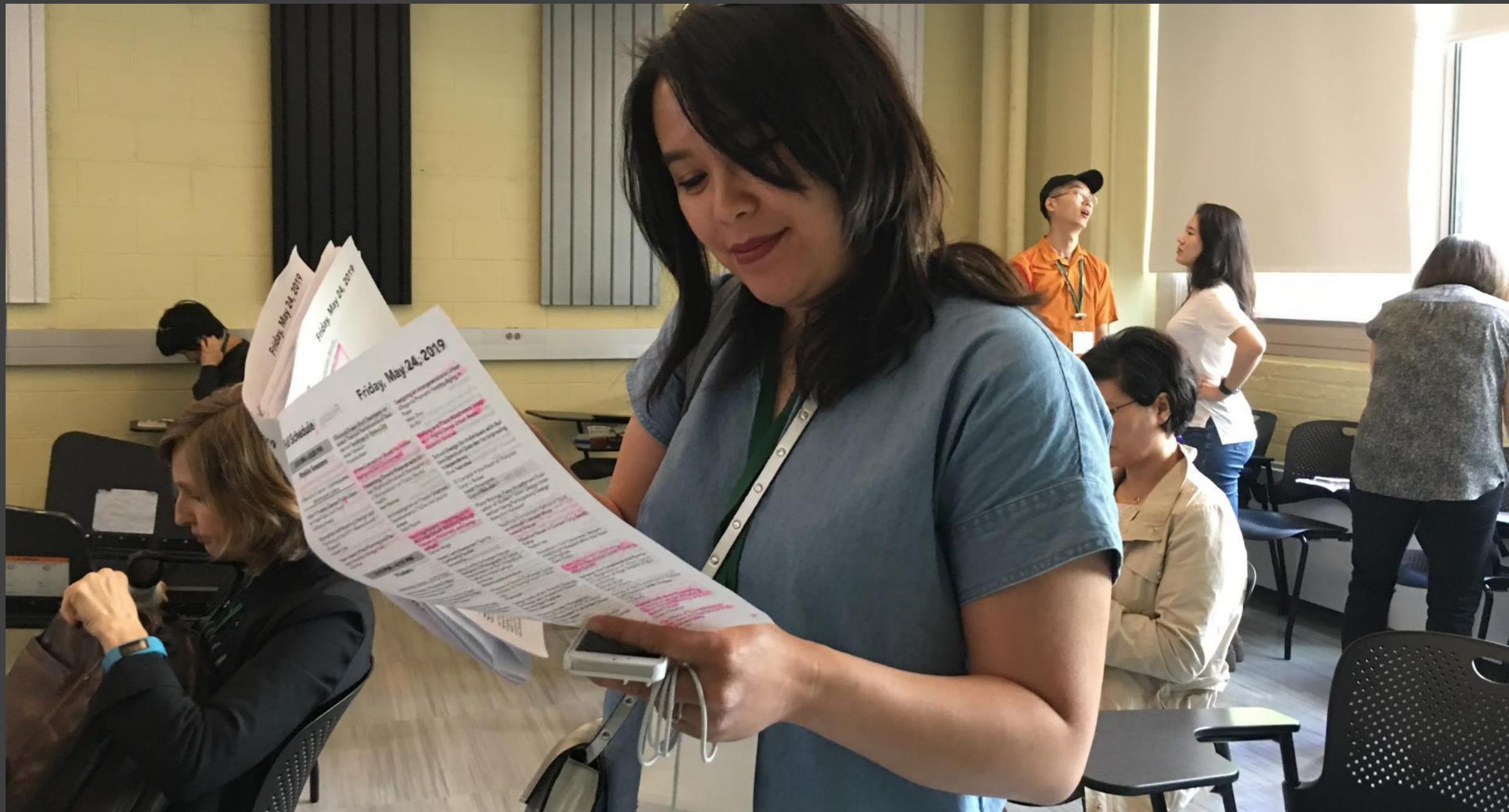




ne  
Café

EBANK







GLOBAL BRIDGES

Architecture of Nature  
Construction and Design Manual  
Inhabited Housing

CONSTRUCTION AND DESIGN MANUAL  
FOR LEARNING ARCHITECTURE

SPRING URBAN LANDSCAPES

PERFORMANCE-BASED DESIGN  
NEEDS  
DESIGN FOR PEOPLE, ENERGY, AND BUILDINGS  
A LEARNING MANUAL

LIVING FOR THE ELDERLY  
DESIGN AND URBAN FORM

BUILDING-INTEGRATED  
SOLAR TECHNOLOGY

PLANNING  
LANDSCAPE

ADAPTIVE REUSE

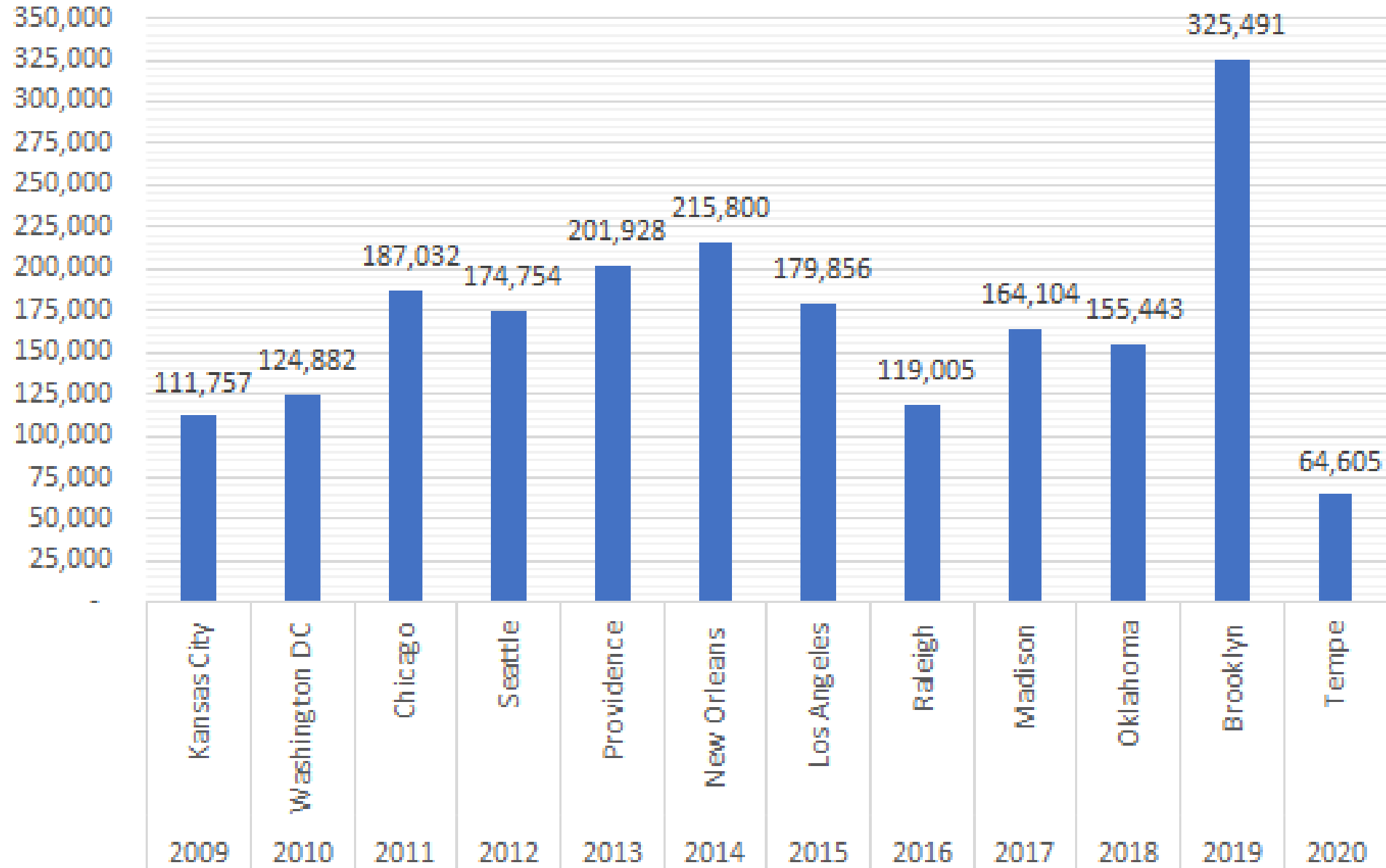
RIDE  
A BIKE



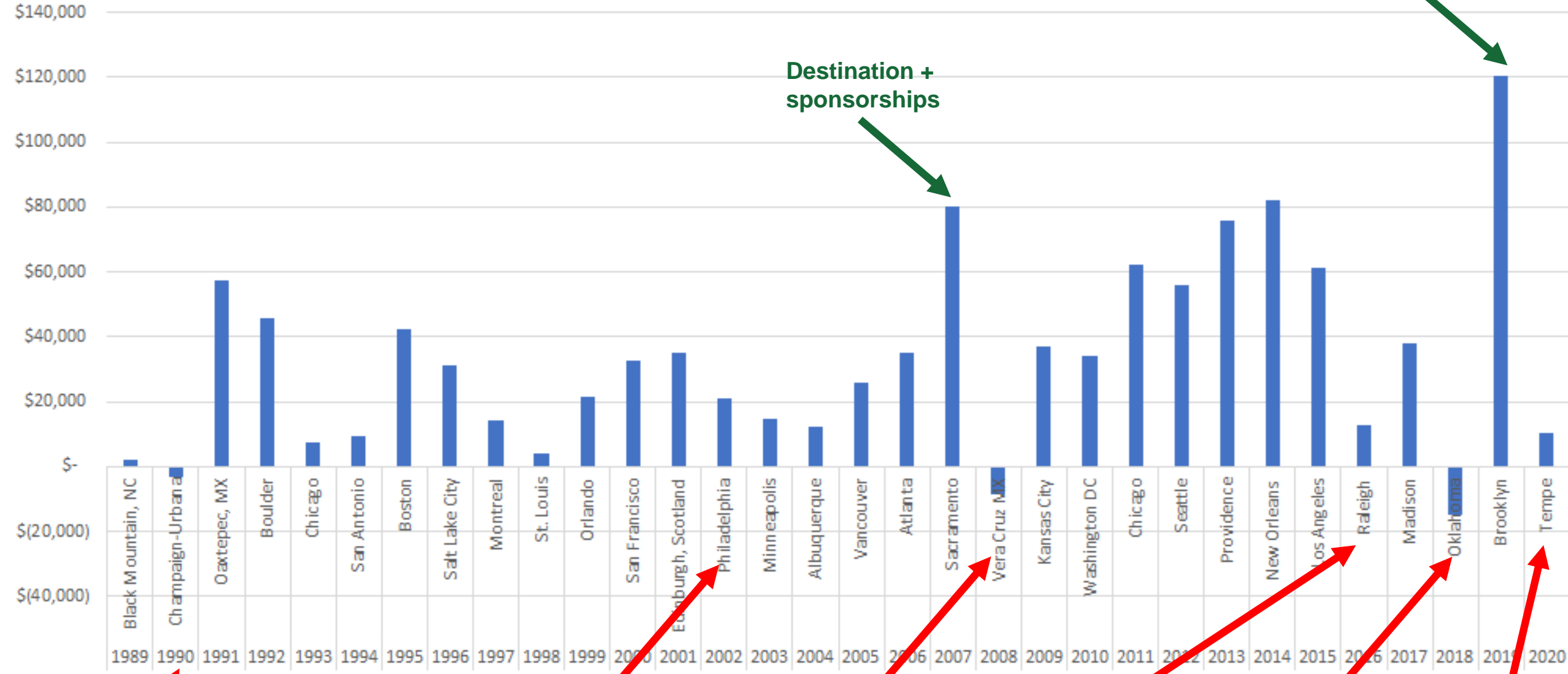
# FINANCIALS



# Conference Revenue



# Conference Net



Destination + no management + university model



Destination + sponsorships



During religious holiday



Post 9/11



Economic crisis



Transgender bill



Hi Mgt + Marriott



COVID-19



# edra 2020-21 Budget

## Fiscal Year Budget Change (August 1, 2020 – July 31, 2021)

- Change from January – December budgeting to reflect academic and conference calendar
- Aligns with August 1 start date of new EDRA board members
- 

## Conceptual Budget Model

- Annual conference is by far the primary income for EDRA
- Memberships and sponsorships could be increased for more stability
- EDRA's administrative overhead costs can be reduced but they are already low
- The conference must generate enough net income at least matching overhead

## Conceptual Budget and Prior Years (Approximate only)

	edra52 det	edra51 tem*	edra50 nyc*	edra49 okc*
Conference GROSS INCOME	\$ 140,000	\$ 64,000	\$ 325,000	\$ 161,000
Memberships	\$ 25,000	\$ 25,000	\$ 68,000	\$ 32,000
Other Income (GPA, Webinars, CORE)	\$ 5,000	\$ 6,000	\$ 3,000	\$ 5,000
<b>TOTAL INCOME</b>	<b>\$ 170,000</b>	<b>\$ 95,000</b>	<b>\$ 396,000</b>	<b>\$ 198,000</b>
Conference Expenses (incl. Student Awards)	\$ (65,000)	\$ (17,000)	\$ (166,000)	\$ (157,000)
Admin Overhead (Mgmt, Software, Financial)	\$ (90,000)	\$ (102,000)	\$ (102,000)	\$ (85,000)
Board Expenses (Annual Board Mtg)	\$ (5,000)	\$ (1,000)	\$ (5,600)	\$ (5,000)
<b>TOTAL EXPENSES</b>	<b>\$ (160,000)</b>	<b>\$ (120,000)</b>	<b>\$ (273,600)</b>	<b>\$ (247,000)</b>
<b>NET INCOME (LOSS)</b>	<b>\$ 10,000</b>	<b>\$ (25,000)</b>	<b>\$ 122,400</b>	<b>\$ (49,000)</b>
*Previous years use AY reporting, so each conference cycle does not completely correspond with these numbers (some expenses happen before January for the following conference)				
<b>**GOAL SHOULD BE NET CONFERENCE PROCEEDS OF \$80,000. (\$75,000 IS A CONSERVATIVE BREAK-EVEN POINT)</b>				



**THANK YOU**