

|                             | <b>Boston</b>                                      | <b>Ottawa</b>                     | <b>Philadelphia</b>               |
|-----------------------------|--|-----------------------------------|-----------------------------------|
| Workshops                   | 14-15 August                                       | 21-22 Aug                         | 21-22 Aug                         |
| Conference                  | 16-18 August                                       | 23-25 Aug                         | 23-25 Aug                         |
| Code sprint                 | 14-15 August                                       | 26 Aug                            | 26-27 Aug                         |
|                             |  |                                   |                                   |
| <b>Venue</b>                | Seaport Hotel & Trade Centre                       | Shaw Centre                       | Pennsylvania Convention Center    |
| Max Capacity                | 1200+  | ?                                 | ?                                 |
| Concurrent tracks           | 10   | ?                                 | ?                                 |
|                             |  |                                   |                                   |
| Venue condition             | 810 hotel rooms over 5 days - target, no penalties |                                   |                                   |
| Free wifi                   | yes  | ?                                 | ?                                 |
|                             |  |                                   |                                   |
| <b>PCO</b>                  | Delaney Meeting & Event Management                 | Eclipse Foundation                | Eclipse Foundation                |
| PCO fee                     | \$60k  | \$90k                             | \$90k                             |
|                             |  |                                   |                                   |
| <b>Financial</b>            |  |                                   |                                   |
| Conference                  | \$800  | \$750 inc gala                    | \$750 inc gala                    |
| Conference Early Bird       | \$600 inc gala                                     | \$600 inc gala                    | \$600 inc gala                    |
| Workshops                   | \$100  | \$500                             | \$500                             |
| Workshops Early Bird        |  | \$350                             | \$350                             |
| Conf + Workshops            |  | \$950                             | \$950                             |
| Conf + Workshops EB         |  | \$800                             | \$800                             |
|                             |  |                                   |                                   |
| Sponsorship Target          | \$161k - \$230k                                    | \$175k                            | \$175k                            |
|                             |  |                                   |                                   |
| Conference Target Delegates | 1000   | 900                               | 1200                              |
| Surplus                     | \$145k   | \$114k                            | \$114k                            |
| Low figure delegates        | 700  | 750                               | 1000                              |
| LF Surplus                  | \$40k  | \$81k                             | \$78k                             |
|                             |  |                                   |                                   |
| <b>Break even</b>           | <b>650</b>   | <b>566</b>                        | <b>785</b>                        |
|                             |  |                                   |                                   |
| Distribution to OSGeo       | \$32k-\$125k                                       | \$75k-\$104 (unclear below \$75k) | \$75k-\$104 (unclear below \$75k) |
|                             | 80-86%   | 90%                               | 91-96%                            |
|                             |  |                                   |                                   |
| OSGeo seed fund             | Yes (similar to Bonn)                              | No                                | No                                |
| OSGeo guarantee             | Yes (similar to Bonn)                              | No                                | No                                |