

Convention & Conferences Summary

Board Update 03/07/24



ASSOCIATION
OF OLD CROWS

2024 Symposium Committee

Committee Chair

- Lisa Fruge-Cirilli

2024 Committee Members

- Nino Amoroso
- Gabby Bailado – Young Crow Rep
- Erik Bamford
- Raul Blanche
- Powder Carlson
- Brian Hinkley
- Tony Lisuzzo
- Sherm Oliver
- Wayne Shaw
- Paul Vavra
- Nicole Zaretski - L3 Harris/Host Sponsor Rep

Next Meeting – March 19 (3rd Planning Meeting)

2024 Theme & Objective

- **Confirmed Theme:**

Electromagnetic Warfare – The Great Power Competition

- **Objective:**

From the Wars in Ukraine and Gaza, to warfare in the Red Sea, the geopolitical situation is increasingly hostile, and tensions are increasing worldwide. Whether a nation state is monitoring borders for troop buildups through ISR in peacetime or denying vital data and information to their enemy through electronic attack during high-intensity conflict, superiority in the electromagnetic spectrum will be a key to victory in Great Power Competition. This year's convention will rigorously examine what the lessons learned to date from the current conflicts mean for maneuver in the EMS battlespace--in all warfighting domains, in all theaters of operation--and EMS Superiority writ large for the AOC's International Membership.

Convention – Finances as of 03/05/24

	Numbers to Date	Revenue to Date	Budget	Projections	% to Budget
Registration	n/a	n/a	\$250,000	\$250,000	n/a
Sponsorships	see details next slide	\$133,250	\$285,000	\$285,000	46.75%
Exhibits	103 exhibitors 17,600 nsf	\$1,029,265	\$1,450,000	\$1,450,000	70.98%
Hospitality Suites	n/a	n/a	\$40,000	\$40,000	n/a
TOTALS		\$1,162,515	\$2,025,000		57.41%

Convention – Sponsorships as of 03/05/24

Company Name	Category Name	Item Name	Price
BAE Systems	Partner - Level Sponsorship	Platinum	\$26,250.00
L3Harris	Partner - Level Sponsorship	Host Sponsorship	\$90,000.00
L3Harris	Partner - Branded Items	Lanyards (Qty 2500)	\$12,000.00
L3Harris	Partner - Banners & Signage	Exhibit Hall Table Graphics	\$5,000.00
			\$133,250.00

Conferences – 2024 Update

*New Augusta conference budget TBC

	# weeks out from event	Total Registered as of 03/05/24	Total Registered 2023 same # weeks out	Registration Revenue	Registration Revenue Budget	% to Budget	Sponsorship Revenue	Sponsorship Revenue Budget	% to Budget
Point Mugu	1	590	634	\$118,230	\$132,750	89.06%	\$124,250	\$115,000	108.04%
CEMA	7	125	126	\$33,780	\$137,500	24.57%	\$113,250	\$130,000	87.12%
Crane	15	Opening 3/15	N/A	n/a	\$75,000	n/a	\$34,000	\$35,000	97.14%
Charleston	12	Opening 3/11	32 (opened 3/3/23)	n/a	\$35,500	n/a	\$15,500	\$20,000	77.50%
				\$152,010	\$380,750	39.92%	\$287,000	\$300,000	95.67%
					incl. meal tickets				