

|               |                                       | Each | QTY | Budget | Total | QTY   | Actual  | Total |
|---------------|---------------------------------------|------|-----|--------|-------|-------|---------|-------|
| <b>Income</b> |                                       |      |     |        |       |       |         |       |
|               | <b>Devs Founding Income</b>           |      |     |        |       |       |         |       |
|               | Founding Sponsor                      | 500  | 48  | 24000  |       | 21    | 10500   |       |
|               | Founding Sponsor Gift                 | -50  | 48  | -2400  |       |       | 0       |       |
|               | Founding Member                       | 50   | 50  | 2500   |       | 55    | 2750    |       |
|               | Founding Member Discount              | -25  | 10  | -250   |       | 19    | -475    |       |
|               | Founding Member Gift                  | -25  | 50  | -1250  |       | 45    | -1150   |       |
|               | PayPal Fees (4.5%)                    | 4.5% | 0%  | 0      |       | 25    | 1.03    |       |
|               | CC Payment Fees (2.9%)                | 2.9% | 80% | -615   |       | 10125 | -187.57 |       |
|               | ACH Payment Fees (1%)                 | 1.0% | 20% | -53    |       | 0     | 0       |       |
|               | Check Payment Fees (0%)               | 0.0% | 10% | 0      |       | 1500  | 0       |       |
|               |                                       |      |     |        | 21932 |       |         | 11438 |
|               | <b>Method Conference Sponsors</b>     |      |     |        |       |       |         |       |
|               | Event Sponsor                         | 5000 | 1   | 5000   |       |       |         |       |
|               | Keynote Sponsor                       | 2000 | 1   | 2000   |       |       |         |       |
| Pick 2 (a)    | Breakfast Sponsor                     | 2000 | 1   | 2000   |       |       |         |       |
| Pick 2 (a)    | Lunch Sponsor                         | 2000 | 1   | 2000   |       |       |         |       |
| Pick 2 (a)    | Evening Dinner Sponsor                | 2000 | 1   | 2000   |       |       |         |       |
|               | Evening Drink Sponsor                 | 1000 | 1   | 1000   |       | 1     | 1000    |       |
|               | Beverage Sponsor                      | 1000 | 1   | 1000   |       | 1     | 1000    |       |
|               | Speaker Sponsor                       | 1000 | 6   | 1000   |       | 3     | 3000    |       |
|               | Workshop Sponsor                      | 1000 | 2   | 2000   |       |       |         |       |
| Pick 2 (b)    | Badge Sponsor                         | 1000 | 1   | 1000   |       | 1     | 1000    |       |
| Pick 2 (b)    | Lanyard Sponsor                       | 1000 | 1   | 1000   |       | 1     | 1000    |       |
| Pick 2 (b)    | Bag Sponsor                           | 1000 | 1   | 1000   |       |       |         |       |
|               | Mobile App Sponsor                    | 750  | 4   | 3000   |       | 1     | 750     |       |
|               | Morning Booth (8-9am)                 | 500  | 2   | 1000   |       |       |         |       |
|               | Lunch Booth (12-1pm)                  | 500  | 2   | 1000   |       |       |         |       |
|               | Evening Booth (5-6pm 30min)           | 500  | 2   | 1000   |       |       |         |       |
|               | Diversity Sponsors                    | 500  | 4   | 2000   |       | 2     | 1000    |       |
|               | Door Prize Sponsors                   | 500  | 4   | 2000   |       |       |         |       |
|               | A/V Sponsor                           | 0    | 1   | 0      |       |       |         |       |
|               | Founding Sponsor Discounts            |      | 80% | -2480  |       | -10   | -875    |       |
|               | PayPal Fees (4.5%)                    | 4.5% | 5%  | -64    |       |       |         |       |
|               | CC Payment Fees (2.9%)                | 2.9% | 80% | -662   |       | 6300  | -182.70 |       |
|               | ACH Payment Fees (1%)                 | 1.0% | 15% | -43    |       | 900   | -9.00   |       |
|               | Check Payment Fees (0%)               | 0.0% | 10% | 0      |       | 675   | 0       |       |
|               |                                       |      |     |        | 27751 |       |         | 7683  |
|               | <b>Method Conference Registration</b> |      |     |        |       |       |         |       |
|               | Total Attendees @ \$100               | 100  | 120 | 12000  |       | 23    | 2300    |       |
|               | Sponsor Discounts @ \$100             | -100 | 25  | -2500  |       |       |         |       |
|               | Speaker Discounts @ \$100             | -100 | 9   | -900   |       | -1    | -100    |       |

|                |                                 | Each | QTY  | Budget | Total        | QTY  | Actual | Total        |
|----------------|---------------------------------|------|------|--------|--------------|------|--------|--------------|
|                | Volunteer Discounts @ \$100     | -100 | 8    | -800   |              | -5   | -500   |              |
|                | Diversity Scholarships @ \$100  | -100 | 20   | -2000  |              |      |        |              |
|                | Early Bird Discount @ \$20      | -20  | 50   | -1000  |              | -10  | -200   |              |
|                | Discount Codes @ \$30           | -30  | 50   | -1500  |              | -12  | -360   |              |
|                | Student Discount @ \$50         |      |      |        |              | -1   | -50    |              |
|                | Reg Platform Fees @ 3%          |      | 100% | -240   |              |      |        |              |
|                | Reg Payment Fees @ 6.2%         |      | 100% | -99    |              | 1090 | -67.65 |              |
|                |                                 |      |      |        | 2961         |      |        | 1022         |
|                |                                 |      |      |        |              |      |        |              |
|                | <b>Total Income</b>             |      |      |        | <b>52645</b> |      |        | <b>20144</b> |
|                |                                 |      |      |        |              |      |        |              |
| <b>Expense</b> |                                 |      |      |        |              |      |        |              |
|                | <b>Devs Startup</b>             |      |      |        |              |      |        |              |
|                | Legal Formation                 |      |      | -750   |              |      | -750   |              |
|                | Legal Filing                    |      |      | -100   |              |      | -86    |              |
|                | Nonprofit Formation 501(c)(6)   |      |      | -600   |              |      |        |              |
|                | Design Organization Brand       |      |      | -500   |              |      | -500   |              |
|                | Design Organization Coming Soon |      |      | -75    |              |      | -75    |              |
|                | Design Organization Website     |      |      | -2500  |              |      |        |              |
|                | Promotion Swag Stickers         |      |      | -200   |              |      | -90    |              |
|                | Promotion Business Cards        | 20   | 4    | -80    |              |      |        |              |
|                | Promotion Pull Up Banner        |      |      | -175   |              |      |        |              |
|                | Streaming Equipment             | 275  | 2    | -550   |              | 1    | -276   |              |
|                | Office Shelving, Rolling Rack   | 75   | 2    | -150   |              |      | -76    |              |
|                | Create Google Developer         |      |      | -20    |              |      |        |              |
|                |                                 |      |      |        | -5700        |      |        | -1854        |
|                |                                 |      |      |        |              |      |        |              |
|                | <b>Devs Annual</b>              |      |      |        |              |      |        |              |
|                | Annual Hosting 1Password        | 60   | 1    | -60    |              |      | -60    |              |
|                | Annual Hosting Domains          |      | 3    | -264   |              | 3    | -276   |              |
|                | Annual Hosting Websites         |      | 2    | -480   |              |      | -1     |              |
|                | Annual Office Space             |      |      | -300   |              |      |        |              |
|                | Annual Apple Developer          |      |      | -99    |              |      | -99    |              |
|                | Annual Tax Filing (MO SOS)      |      |      | -50    |              |      | -11    |              |
|                | Annual Tax Prep CPA (>\$50K)    |      |      | 0      |              |      |        |              |
|                | Annual Meetup Renewal           |      |      | -180   |              |      | -159   |              |
|                | Annual Insurance GL/EO          |      |      | -180   | -182         |      | -182   |              |
|                | Annual Insurance D&O            |      |      | -900   | -897         |      | -897   |              |
|                | Annual Business License         |      |      | -25    |              |      |        |              |
|                |                                 |      |      |        | -2538        |      |        | -1685        |
|                |                                 |      |      |        |              |      |        |              |
|                | <b>Devs Monthly</b>             |      |      |        |              |      |        |              |

|  |                                  | Each  | QTY | Budget | Total | QTY | Actual | Total |
|--|----------------------------------|-------|-----|--------|-------|-----|--------|-------|
|  | Food and Drinks                  | 220   | 12  | -2640  |       | 4   | -1052  |       |
|  | Monthly Hosting Office 365       | 60    | 4   | -240   |       | 5   | -100   |       |
|  | Monthly Accounting Software      | 20    | 12  | -240   |       | 5   | -96    |       |
|  | Name Tags and Sharpies           | 10    | 12  | -120   |       |     |        |       |
|  | Monthly Meetup Facilities        | 0     | 12  | 0      |       |     | 0      |       |
|  | Monthly Bank Fees                | 0     | 12  | 0      |       |     |        |       |
|  |                                  |       |     |        | -3240 |     |        | -1248 |
|  |                                  |       |     |        |       |     |        |       |
|  | Total Year 1                     |       |     |        | -5778 |     |        | -2933 |
|  | Total Year 2                     |       |     |        | -5778 |     |        |       |
|  | Total Year 3                     |       |     |        | -5778 |     |        |       |
|  |                                  |       |     |        |       |     |        |       |
|  |                                  |       |     |        |       |     |        |       |
|  | <b>Method Conference Startup</b> |       |     |        |       |     |        |       |
|  | Design Conference Brand          |       |     | -500   |       |     | -500   |       |
|  | Design Conference Coming Soon    |       |     | -75    |       |     | -75    |       |
|  | Design Conference Website        |       |     | -2000  |       |     | -2000  |       |
|  | Website License                  |       |     | -299   |       |     |        |       |
|  |                                  |       |     |        | -2575 |     |        | -2575 |
|  |                                  |       |     |        |       |     |        |       |
|  | <b>Method Conference Annual</b>  |       |     |        |       |     |        |       |
|  | (Per Attendee Costs)             |       |     |        |       |     |        |       |
|  | Conference Breakfast             | 12    | 120 | -1440  |       |     |        |       |
|  | Conference Lunch                 | 14    | 120 | -1680  |       |     |        |       |
|  | Conference Dinner                | 12    | 120 | -1440  |       |     |        |       |
|  | Conference Drink Tickets         | 5     | 240 | -1200  |       |     |        |       |
|  | Attendee Lanyards (Logo)         | 3     | 120 | -360   |       |     |        |       |
|  | Attendee Badges (Logo)           | 3     | 120 | -360   |       |     |        |       |
|  | Attendee Bags                    | 5     | 120 | -600   |       |     |        |       |
|  | Attendee Items                   | 5     | 120 | -600   |       |     |        |       |
|  | Promotion Swag Shirts            | 15.12 | 120 | -1814  |       |     |        |       |
|  | (Fixed Costs)                    |       |     |        |       |     |        |       |
|  | Promotion Swag Stickers          |       |     | -300   |       |     | -87    |       |
|  | Promotion Business Cards         | -113  | 0   | 0      |       |     |        |       |
|  | Promotion Print Materials        |       |     | -100   |       |     |        |       |
|  | Promotion Pull Up Banner         |       |     | -175   |       |     |        |       |
|  | Annual Hosting Domains           |       | 1   | -14    |       | 1   | -14    |       |
|  | Registration Website             | 0     | 1   | 0      |       |     |        |       |
|  | Conference Facilities            |       |     | -1000  |       |     | -500   |       |
|  | Conference Wifi Upgrade          |       |     | -500   |       |     |        |       |
|  | Conference A/V Setup             |       |     | -500   |       |     |        |       |
|  | Conference A/V                   |       |     | -1600  |       |     |        |       |

|  |                               | Each | QTY | Budget | Total  | QTY | Actual | Total |
|--|-------------------------------|------|-----|--------|--------|-----|--------|-------|
|  | Speaker Dinner                | 25   | 14  | -350   |        |     |        |       |
|  | Keynote Speaker Fees          | 1000 | 1   | -1000  |        |     |        |       |
|  | Keynote Speaker Travel        | 600  | 1   | -600   |        |     |        |       |
|  | Keynote Speaker Lodging       | 250  | 2   | -500   |        |     |        |       |
|  | Speaker Fees                  | 100  | 8   | -800   |        |     |        |       |
|  | Speaker Travel                | 200  | 4   | -800   |        |     |        |       |
|  | Speaker Lodging               | 400  | 4   | -1600  |        |     |        |       |
|  | Speaker Gifts                 | 100  | 9   | -900   |        |     |        |       |
|  | Attendee Door Prizes          |      |     | -2000  |        |     |        |       |
|  | Regional Promotion / Ad Spend |      |     | -500   |        |     |        |       |
|  |                               |      |     |        | -22733 |     |        | -601  |
|  |                               |      |     |        |        |     |        |       |
|  | Total Expense                 |      |     |        | -48342 |     |        | -7962 |
|  |                               |      |     |        |        |     |        |       |
|  | Devs Net Income               |      |     |        | -1102  |     |        | 6652  |
|  | Method Net Income             |      |     |        | 5404   |     |        | 5530  |
|  |                               |      |     |        |        |     |        |       |
|  | Total Net Income              |      |     |        | 4302   |     |        | 12182 |