

VP Conferences Report

AESS Officers Meeting
Orlando, Florida
3 October 2013

Iram Weinstein

Topics

- **Report from POCO**
- **Issues with DASC and ICNS**
- **Effects of Sequester**
- **Conferences Strategic Plan**

Report from POCO

- **IEEE Staff have received a storm of complaints about the ICX and MOU process**
 - They seem to be trying to fix it
 - I am now receiving draft MOUs for review before approve/decline
 - Kevin Uherek has been very responsive
- **MCE staff asserted MOUs are non-binding, causing a lot of consternation**
 - Current MOUs say "Binding Effect:This MOU shall inure to the benefit of, and be binding upon, the Parties, their successors in interest, legal representatives, and assigns."
- **I wrote for clarification and received this reply**
 - *The use of non-binding effect is not fully implemented, or understood for that matter, so I am seeking further counsel and thought. I would propose that when further discussion has occurred I will be back to you with more detail and direction. For now, nothing is essentially changed.*
- **Plagiarism was discussed at length. CrossCheck is now required for conferences**

Issues with DASC

- **Denise Ponchak, Chair of DASC Executive Board has expressed strong concerns on two issues**
 - “by our longstanding MOU all revenue generated by our joint conferences is supposed to be split 50-50 and volunteer support is supposed to be shared 50-50. To the best of my knowledge, neither of these have been upheld by the AESS for 5 or more years.”
 - “The DATC has always felt miffed that we provide nearly 100% of the volunteerism. With the new knowledge of the revenue generated from our hard work not being shared back with us, they are quite angry and have been considering if we should continue to be partners.”
 - “In 2012, the IEEE AESS received \$2,653.28 for paper downloads from ICNS and \$15,571.35 for paper downloads from DASC. The DATC share should have been half – ~ \$9K and that was just for last year. I expect 2013 will be a similar if not greater amount.”
- **To understand the revenue question, we need to dig into some arcane IEEE matters – next chart**

Revenues from Conference Publications

- **Current MOUs contain this - which is the red flag for the DATC**
 - *Ownership is defined as the financially responsible IEEE OU(s), or in the event of no financial sponsorship, the technically co-sponsoring IEEE OU(s). Non-IEEE entities can be sponsors of a conference, however they cannot be the owner of conference content.*
- **There have been four streams of conference revenue**
 - **Splitting the Conference surplus 50-50**
 - Includes payments to the Conference bank account for submitting papers to CPP. IEEE paid \$25 for each paper. In 2012 this was changed to a minimum payment of \$1000. Starting 1 January this payment will be discontinued
 - Last year the conference surplus was \$45,600 → \$22.8K to AESS
 - **Payments to the IEEE OU sponsors for each paper downloaded**
 - These numbers are small – totals in 2012 from 2006-2012 conferences were \$980 for ICNS and \$2,289 for DASC. But IEEE then charges expenses against this, so both end up negative
 - **An allocation of the “Package Net” which is the total of the revenue from IEL, and other packaged products, less the indirect operating expenses of the program. This is the big one →**

Allocation of “Package Net”

- The formula for distribution has changed over the years. In 2012 it “stabilized” on
 - 35% Content: articles added to xPlore over the prior 3 years
 - 65% Usage: Institutional downloads over the prior 2 years, including all conferences with downloads regardless of conference year
 - Under the current algorithm, Package Net will not be calculated down to the conference-level. As such, there will be no specific "total value" of an individual conference.*
- In 2012, AESS received a total of \$386,979.17 after subtracting expenses. The total IEEE-wide was \$27,730,471.42
- To try to understand Ponchak’s claims. Rich Jannuzzi applied the same algorithm at the Conference level, yielding
 - DASC, \$35,532, ICNS \$5971 , both about twice her numbers

* <http://taops.ieee.org/finance-and-operations/publications/conference-publications-cp-revenue-distribution.html>

Discussion

- If AESS were to lose DASC, while IEEE might see negligible reduction in IEL revenues, AESS would stand to lose \$35K + \$23K = \$58K annually.
- So, what should we do?
 - IEEE could grant mutual rights to publish to each co-sponsor. AIAA could publish as they see fit and own those revenues 100% as we hold the xPlore revenues.
 - We could agree to an arrangement with the DATC that we would pay them a portion of our download revenue according to a mutually agreed formula.
 - We could negotiate a different split of conference surplus
 - We could become a technical co-sponsor
- I talked with Denise:
 - Can we find someone to take over as Treasurer from Ellis. Also looking for registration chair.
 - She's open to any way of sharing pubs revenues or AESS becoming Technical cosponsor

Effects of Sequester

- **Aerospace Conference (From Annette Green 9/26)**
 - Our best estimate for the 2014 IEEE Aerospace Conference #30718 is based on an approximate 20% decrease in attendance from last year.
- **ICNS (From Ellis Hitt 9/25)**
 - As for the 2014, my educated guess would be about the same as 2013. The blasted sequestration is keeping Government employees from writing papers and attending the conference. The ICNS got relief from the hotel on the underrun on room nights and food since the conference is going to return to the Westin Washington Dulles for two more years.
- **AutoTestCon (From Bob Rassa 9/24)**
 - I think the latest budget should show more like \$600k income, \$475k expenses, surplus \$125k (total; AES share 50%). We have to update budget based on 2013 performance-
 - We only had 140 paid attendees at 2013--down from 440 in 2011, and 225 in 2012.
 - Exhibits are down as well--we had 250 exhibits at 2012, 165 in 2013, and only 112 so far in 2014

Conference Surplus Estimate Is Well Below Budget Forecast

Short Name	AES %	10bdgt.xls from Ron Ogan			From inputs received from Conf			Delta Expenses (\$52,580)	Delta Revenue (\$127,857)	Delta Net (\$75,277)
		Expense	Revenue	AESS Net	Revised Expenses	Revised Revenue	Revised AESS Net			
Aerospace	100%	\$517,580	\$632,857	\$115,27	\$465,000	\$505,000	\$40,000)	7))
ICNS	50%				\$97,076	\$107,576	\$5,250	\$97,076	\$107,576	\$5,250
PLANS	50%	\$313,076	\$381,530	\$34,227	\$313,076	\$381,530	\$34,227	\$0	\$0	\$0
RadarCon14	100%	\$330,295	\$403,005	\$72,710	\$338,260	\$406,405	\$68,145	\$7,965	\$3,400	(\$4,565)
MetroAeroSpace	100%				\$13,500	\$21,776	\$8,276	\$13,500	\$21,776	\$8,276
NAECON 2014	50%				\$24,920	\$35,100	\$5,090	\$24,920	\$35,100	\$5,090
AutoTestCon	50%	\$684,884	\$876,070	\$95,593	\$475,000	\$600,000	\$62,500	(\$09,884)	(\$276,07)	(\$33,093)
DASC	50%	\$175,000	\$215,000	\$20,000	\$198,277	\$243,915	\$22,819	\$23,277	\$28,915	\$2,819
				\$337,80	\$1,925,10	\$2,301,30	\$246,30	-\$95,726	-\$207,16	-\$91,500

- **Critical to have “Old Hands” active on conference committees to adapt to changes**
 - **Bob Rassa and Ellis Hitt have made a difference**

Other Items

- **Liaison for PLANS to replace John Weyrauch**
- **Sensors Council inertial sensors conference**
 - **2014 International Symposium on Inertial Sensors and Systems (ISISS) Feb 2014 (2 days) #31728 <http://www.isiss2014.org/>**
 - **Michael Shur 518-276-2201shurm@rpi.edu**
 - **Does Gyro and Accelerometer Panel play in this?**
- **Should we be ICCST Financial sponsor in 2015?**
 - **We were 100% Financial in 2010, 2012**
 - **Ran surpluses ~12K in 2010 and 2011, ~\$400 in 2012**
 - **International Venues 2015 in Taiwan**
- **Half- baked idea for virtual conferences**
 - **Fell flat**

Conferences Strategic Plan

from Ottawa meeting

Objective: The AES Strategic Plan for Conferences should focus on refining and promoting best practices in planning, management, publications and financing Conferences that directly or indirectly benefit the AES Society Membership.

- **Create a core of conference planning and management expertise**
 - *Experienced individuals available to support and strengthen AESS conference organizers ability to manage in this new uncertain economic environment.*
 - *Participate in all Financially cosponsored conference committees*
 - *Work to maintain and increase the Conference Surplus*
 - *Available to TCS conferences as appropriate*
- **Weigh BoG participation in conference management in selection of future nominees for Board of Governors**
- **Selectively examine and rewrite the “Perpetual” MOUs to bring up to IEEE policy standards**
- **Pursue options for “other conference services”**
 - **Report at the Fall Board meeting**