

Annual General Meeting

BORDEAUX

JUNE 1, 2019



ALLIANCE Schlumberger

ALLIANCE Agenda

				Mins
14:45 - 14:55	President's report.....	Jim Donegan		10
14:55 - 15:00	Overseas activities	Jim Donegan		5
-	2020 reunions			
15:00 - 15:15	Greece.....	Geoff Hampden Smith		15
15:15 - 15:30	Panama.....	LAM designated Rep		15
15:30 - 15:35	Far East.....	Jim Donegan		5
15:35 - 15:50	2021 Reunion proposals.....	Gerard Zivy		15
15:50 - 15:55	Introduction to New Alliance Website	Gerard Zivy		5
15:55 - 16:00	Documentation and preservation, etc.....	Nancy Sayer		5
16:00 - 16:10	Financial report.....	Pierre Bihan		10
16:10 - 16:20	Election of Board of Directors.....	All		10
16:20 - 16:30	Questions and answers session.....	All		10
16:30 - 16:45	DMP/Benefits.....	Rheza Rahim		15
16:45 - 17:15	Cameron - Acquisition and Business Strategy	<i>Pascal Berthaud (Cameron)</i>		30





Presidents Report

PRESENTER: JIM DONEGAN

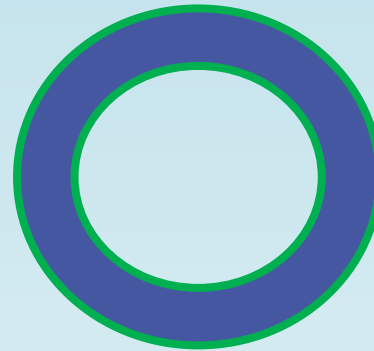


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Obituaries

Alain BRIE.....	25-May-19
Keith BURGESS.....	7-May-19
Claude MASSA.....	20-Apr-19
Michelle BONSERGENT.....	4-Apr-19
Alain BARBEDETTE.....	15-Feb-19
Christian CLAVIER.....	31-Jan-19
Bill HOWELL.....	5-Feb-19
Bill PRINS.....	3-Feb-19
Raymond COLLOMBEL.....	4-Jan-19
Robert NICOLAS.....	1-Dec-18
Pierre MOULIN.....	5-Oct-18
Andreas KINGLER.....	13-May-18
Jacques LORMANT.....	1-Jul-18
Geir FINSTRUD.....	19-Jan-18
Christian TERRAUX.....	7-Aug-18
Marcel BURR.....	7-Aug-18
Federico SEMINARIO.....	23-Jun-18
Michel AUBERTY.....	7-Jul-18

Rolf POPPINGA.....	30-Jun-18
Jim FULLER.....	25-Apr-18
Jacques REILHAC.....	10-Apr-18
Joel FAGET.....	6-Apr-18
Jean-Pierre CAUSSE.....	10-Mar-18
Roger WILLAIME.....	25-Feb-18



One Minute Silence



Membership

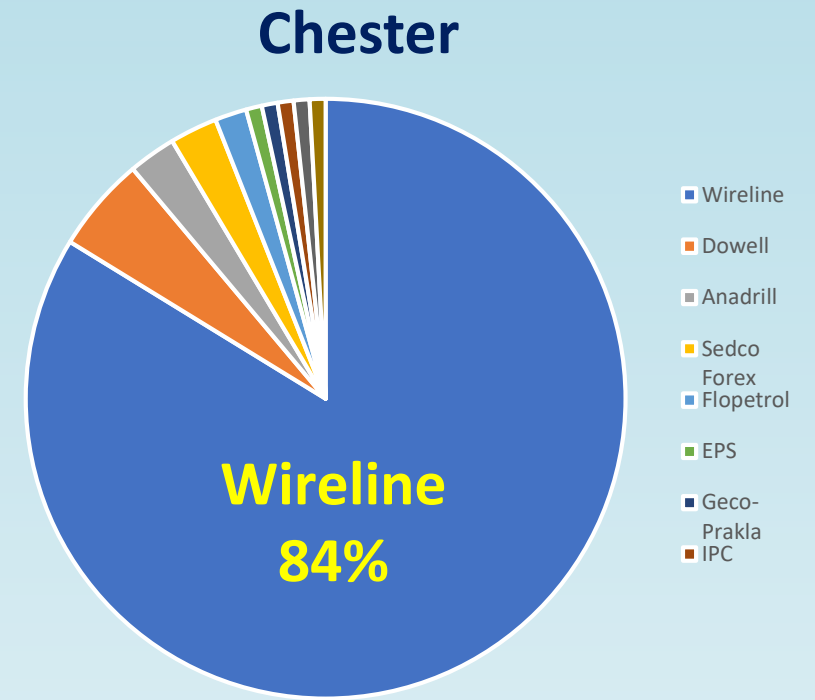
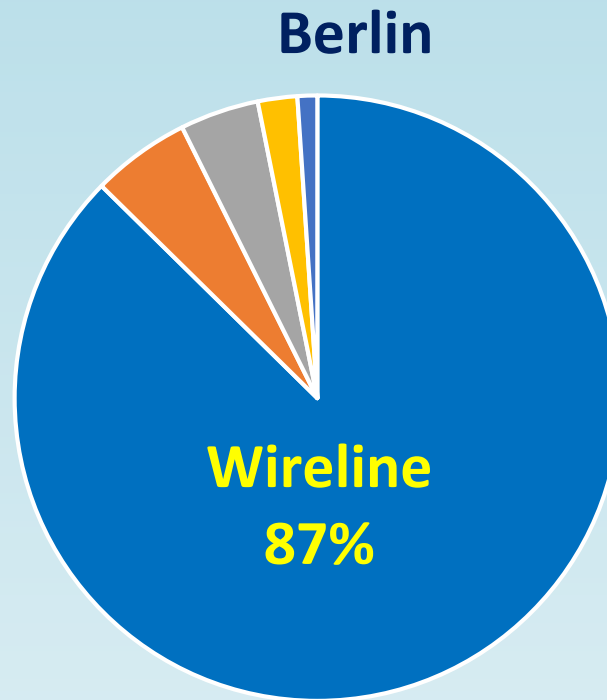
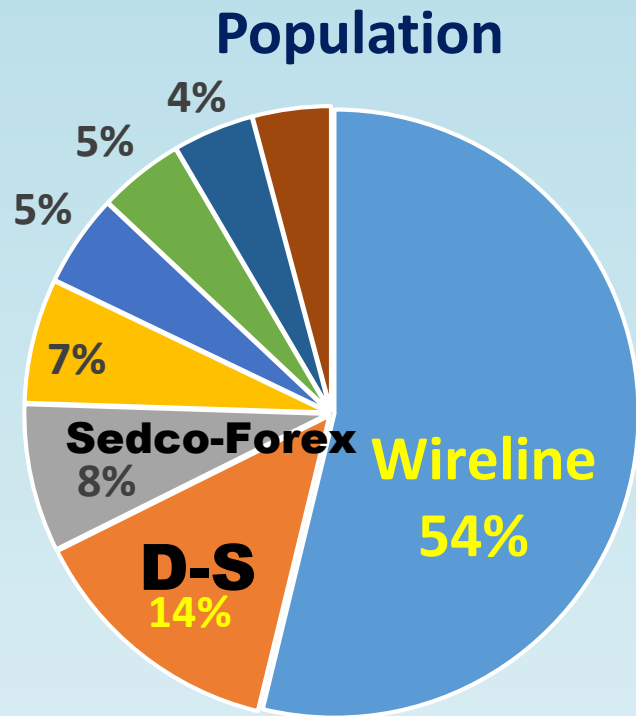
2,177 Members

2009	23	
2010	34	
2011	59	
2012	147	e-mail invitation sent to BACO listing
2013	59	
2014	221	Alliance info mailed by ISC
2015	93	
2016	63	
2017	111	
2018	70	
2019	35	Up to 15 th May



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Reunions still Wireline!!



■ Wireline ■ Sedco-Forex ■ D-S ■ Geco-Prakla ■ OFS

■ Wireline
■ Dowell
■ Anadrill
■ Sedco
■ Forex
■ Flopetrol
■ EPS
■ Geco-Prakla
■ IPC

24% of Participants to this Bordeaux reunion are new attendees



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We are all Ambassadors

Schlumberger

Promoting
Regional
Chapters



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Oversea Activities

JIM DONEGAN



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Overseas ALLIANCE ACTIVITIES

- Little to report from **North America or Middle East**

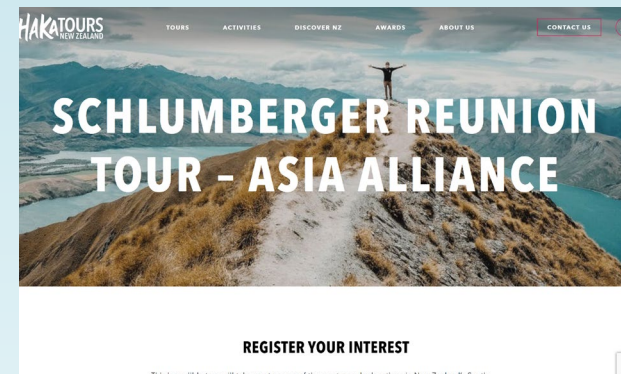
South America very active over the last 6 months

- Planning committee established
- Reunion planned for Panama in February 2020



Far East (Gatot Sam)

- Presently researching for Venue for 2020/21 (China, Vietnam or New Zealand)



Reunion Proposals

2020: Greece (September)



2021: Greece, Portugal (Duoro), or Poland



OR



2020 Reunion

GEOFF HAMPTON-SMITH



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Thessaloniki 2020

MONDAY, 21ST SEPTEMBER – THURSDAY, 24TH SEPTEMBER



“Thessaloniki’s unique personality is mostly due to its people. It is a city that offered asylum to many ethnic minorities, a place to call home...”



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REUNION PROGRAM 2020

Reunion Program Overview

- Day 1: Mon 21st : Arrival Hotel : Reception : Registration : Welcome Dinner.
- Day 2: Tue 22nd : Morning-Thessaloniki Orientation Tour. Lunch. AGM. Gala Dinner.
- Day 3: Wed 23rd: Morning - Visit to Vergina/Pella. Lunch. Afternoon - Visit to wineries: Evening - Free
- Day 4: Thu 24th : 4 options:-
 - A) Day Trip to Mount Athos: Evening – Free, OR
 - B) Day Trip to Philippi: Evening – Free, OR
 - C) Day trip to Mount Olympus/Dion Archaeological Park, Litochoro & epineas Valley: Evening – Free, OR
 - D) Golf at Porto Carras: Evening –Free.



Presentation Outline

- Weather
- Travel to/from Thessaloniki
- Hotel & Welcome Dinner
- Thessaloniki: Geography & History – Orientation Tour
- Gala Dinner
- Excursions:
 - Vergina/Pella; Wineries;
 - 1) Mount Athos Cruise; 2) Amphipoli/Philippi/Kavala; 3) Mt Olympus/Dion, Litochoro, Epineas Valley; 4) Golf
- Free-Time in Thessaloniki: Museums/Places of Interest; Cuisine; Shopping; Theatres/Bouzouki



Thessaloniki Weather – Late September

- Average Temperature: **19 C**
- Day Temperature: **24 C**
- Night Temperature: **13 C**
- Sunshine Hours: **11**
- Rainfall: 35mm
- Rainfall Days: 25% of Month
- Sea Temperature: **23 C**

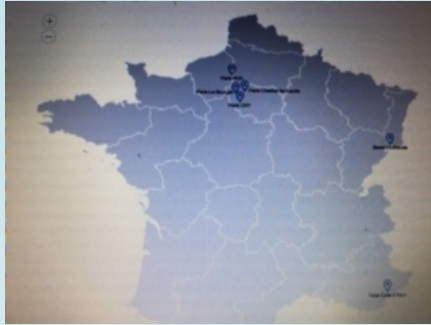


Travel to & from Thessaloniki & Hotel

Flights: Inbound - Mondays, Outbound – Fridays

Fraport Thessaloniki (Summer Schedule)

https://www.skg-airport.gr/en/flights--more/flights--destinations/destinations/destinations/dest_id-436/nd_id-436



- There are regular (every 1 hrs 20 mins approximately) flights from Athens to Thessaloniki (Flight time = 40 mins)
- Taxi Rank: Just outside the Arrivals Hall, 50 m walk. About 25 minute ride, 20 euros, to Hotel.





Makedonia Palace Hotel



Hotel Key Features:

- 5 Star Hotel situated on the Promenade (10km long). Probably most iconic hotel in Thessaloniki.
- 12 min. walk to White Tower: 20 mins walk to Aristotelus Square (center of Thessaloniki).
- Leisure Facilities: Hammam; Gym; Pool
- Large Conference Room for AGM.
- Welcome Dinner: Menus yet to be decided



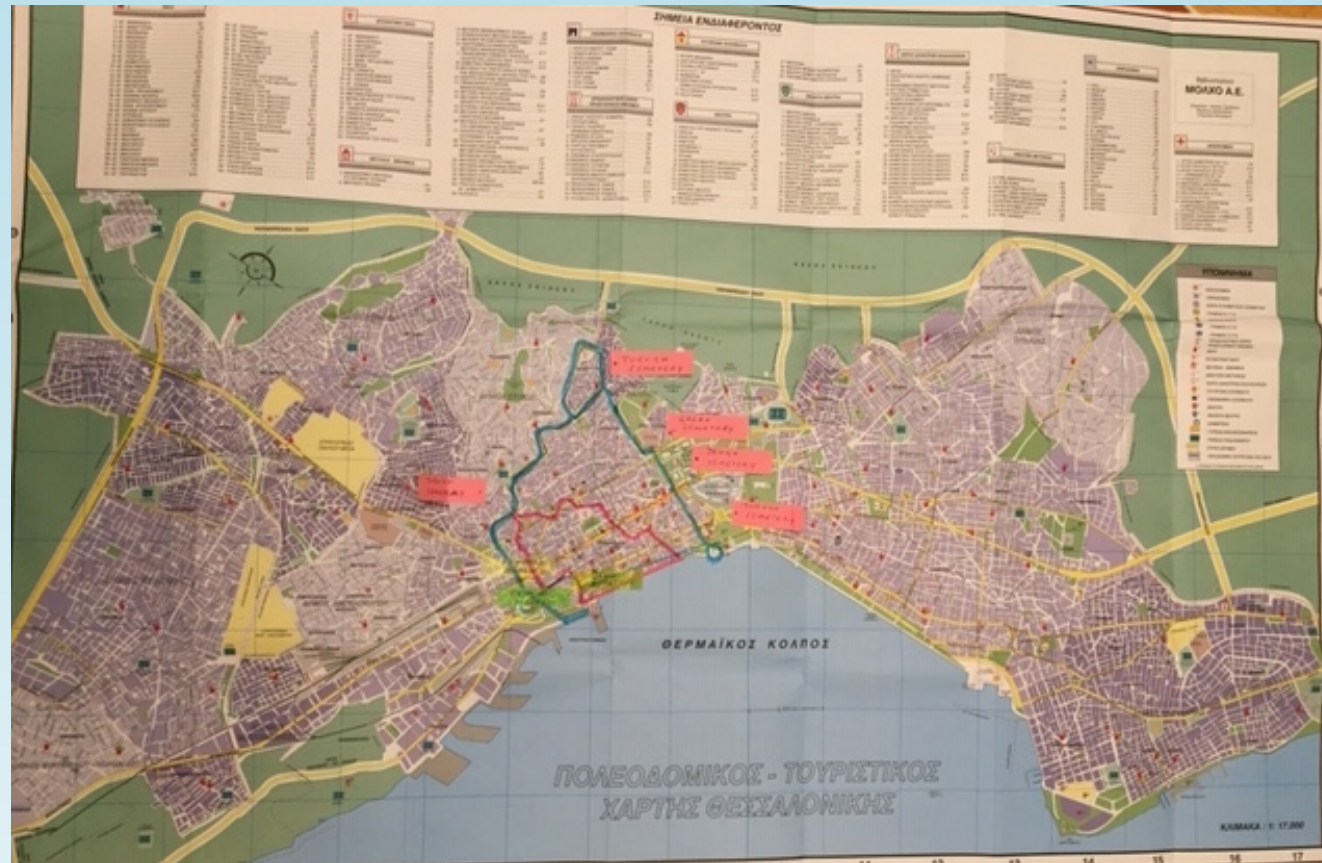
Makedonia Palace Hotel



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Thessaloniki 1: Geography

Map of Thessaloniki



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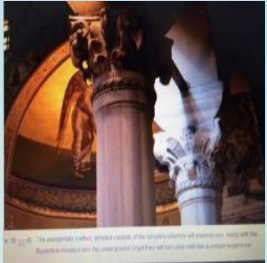
Thessaloniki 2: Ancient, Past, Modern, Present, Future

Thessaloniki: 2500 years of recorded history

- Archaic Thessaloniki [5800BC to 5400 BC]
- **Hellenistic period** [315 BC to 168 BC]
- **Roman period** [168 BC to 379 AD]
- **Late Antiquity/** [379 to 700]
- **Byzantine period** [700 to 1430]
- **Ottoman rule** [1430 to 1912]
- Balkan wars, WW1 & Aftermath [1912 to 1941]
- World War 2 [1941 to 1944]
- Post WW2 - Modern Era [1944 to 2018]
- Present [2018 , 2019]



Thessaloniki 3: Orientation Tour



Agios
Dimitrios



Fortress



White Tower



Arch. Museum



Roman Agora



Rotunda



Ladadika



Arch of Galerius



St Sophia



Gala Dinner

Hamodrakas

<http://www.hamodrakas.gr/en/history-en>

Oldest established fish restaurant in Thessaloniki



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Macedonia Excursions : Day 3 & Day 4

Day 3: Vergina/Pella

&

Day 3: Wineries

Day 4: Mount Athos Cruise

OR

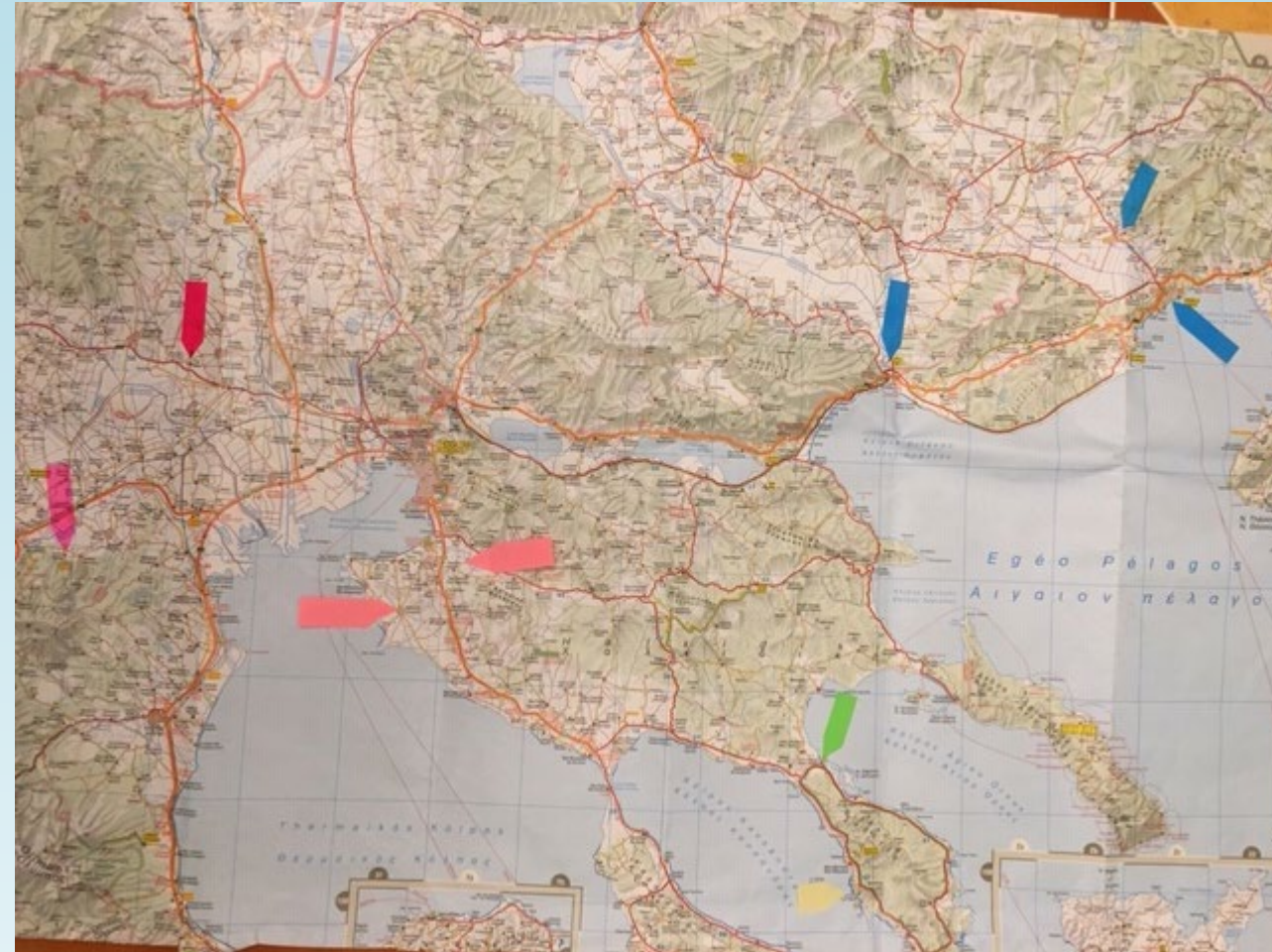
**Day 4: Excursion to Amphipoli & Philippi,
with free time in Kavala**

OR

**Day 4: Excursion to Dion Archaeological site,
Museum & Village of Litochoro
(below Mt. Olympus). Walk in Enipeas Valley.**

OR

Day 4: Golf



Macedonia Excursions : Day 3 (Morning)

Vergina/Pella

- Highlights: Pella, Capital of ancient Macedonia,
- Royal tombs in Vergina, Museum of Aigia and Pella.
- (Lunch on return to Thessaloniki.)



Macedonia Excursions : Day 3 (Afternoon)

Wineries

Οινοποιεία

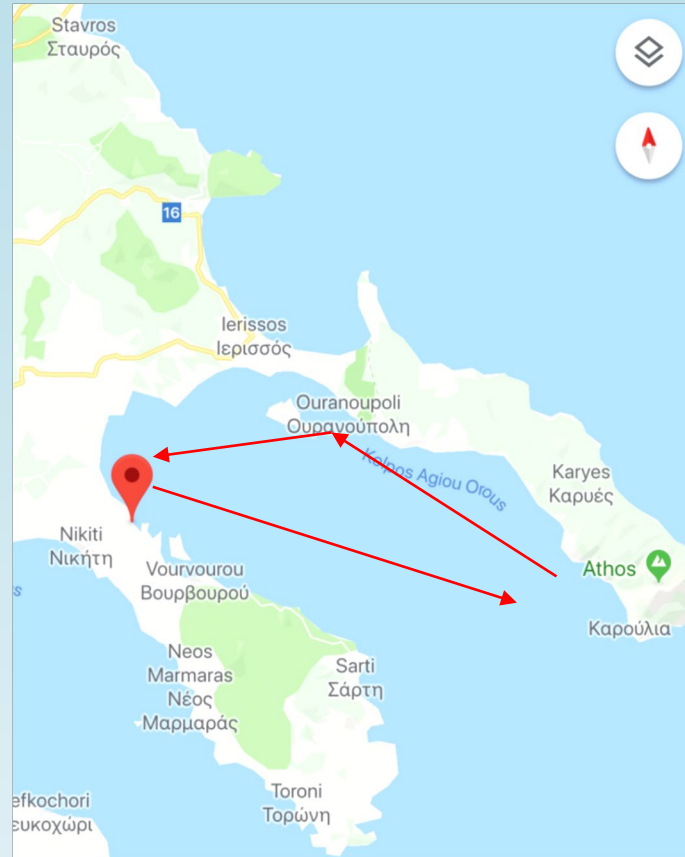


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Macedonia Excursions : Day 4 : (1)

Day 4: Mount Athos Cruise

- Bus Transfer MP to Ormos Panagias
- Sail towards the South of Athos Leg
- Sail NW along west side of Leg viewing monasteries and hearing about history of Orthodoxy. (4hrs)
- Stop in Ouranopouli. Free-time. Lunch. (2hrs)
- Return by boat to Ormos Pangias watching a programme of traditional dances and Greek music. (1 1/2hrs).
- Transfer to MP.



Macedonia Excursions : Day 4 : (2)

Day 4: Excursion to Amphipoli & Philippi, with free time in Kavala

AMPHIPOLI

- Coach: MP to Amphipoli
- Lion of Amphipoli Museum, & Tomb Olympia?
- Coach: Amphipoli to Philippi
- Philippi: Basilica, Theatre, Apostle Paul's cell, Octagon Church, Museum, Battle ground: Roman Republic vs Aristocracy.
- Stop off in Kavala on return. Lunch/Visits: Aqueduct, Castle/Muhammed Ali's House/ Immaret/ Museums: Archaeological, Nautical, Tobacco.
- Return to hotel



PHILIPPI



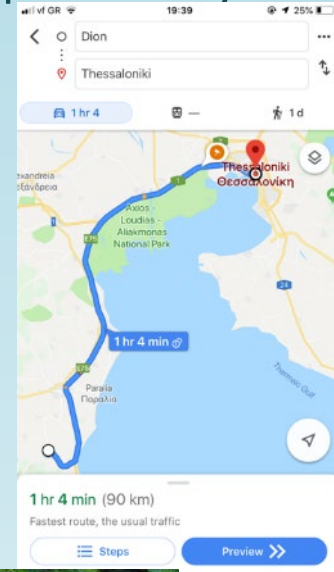
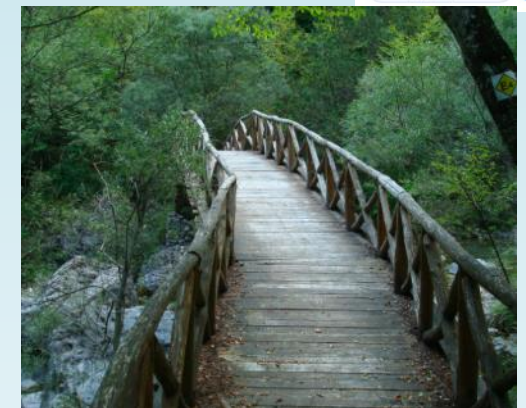
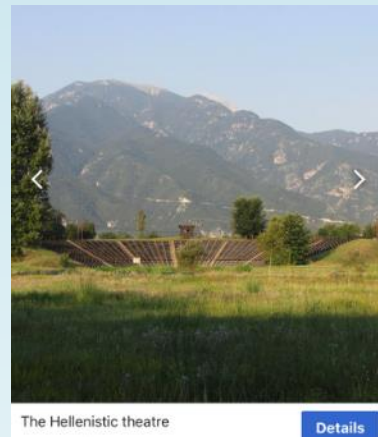
KAVALA



Macedonia Excursions : Day 4 : (3)

Day 4: Archaeological Park of Dion; Museum; Litochoro, foothills of Mount Olympus; walk in Enipeas valley

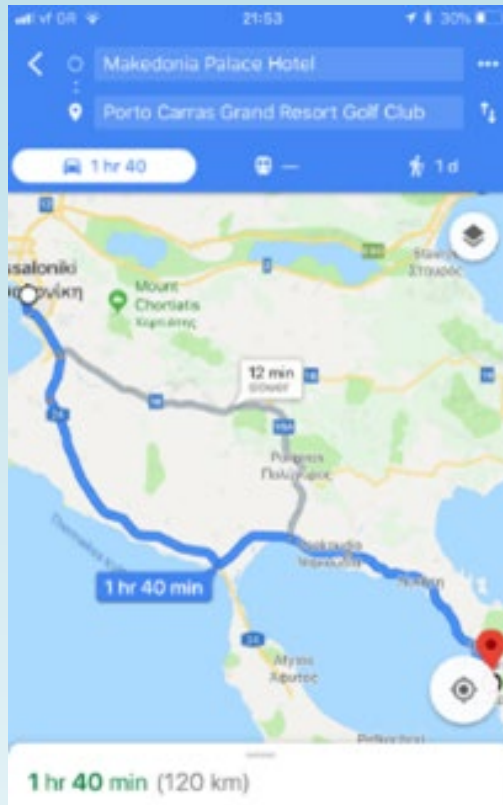
- Bus Transfer MP to Dion,
- Visit/stroll Archaeological Park
- Visit Museum.
- Board coaches for Litochoro (10 mins)
- Tour traditional picturesque village of Litochoro;
- . Walk in the valley of Epineas.
- Transfer to MP.



Macedonia Excursions : Day 4 : (3)

Day 4: Golf in Porto Carras

<https://www.portocarras.com/resort/golf/>



land size
77 Hectares

holes / par
18 / 72

golf club
YES

golf shop / rentals
YES

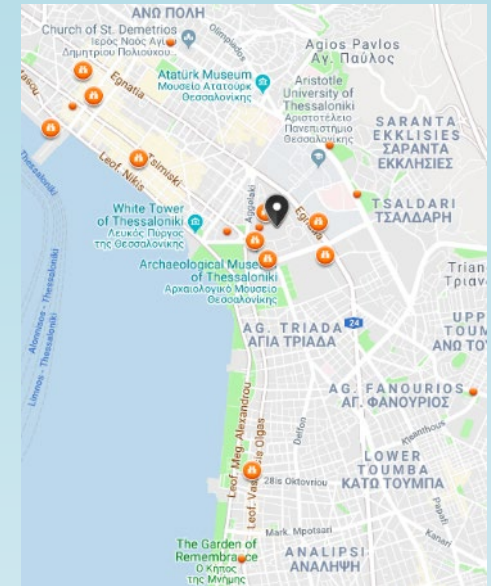


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Free Time in Thessaloniki

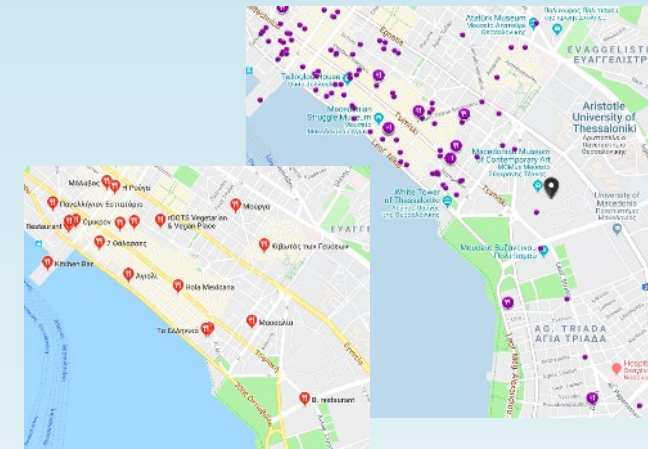
1) Other Places of Interest

- Byzantium Museum
- Atatürk House/Museum
- Jewish Museum
- Thessaloniki History Centre
- Chocolate Factory Museum
- Ethnological Museum
- Ecclesiastical Museum
- Macedonia Struggle Museum
- Museum of Contemporary Art
- War Museum
- Museum of Photography



2) Cuisine

Armenian, Cretan. Roof Top Dining



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Free Time in Thessaloniki

3) Shopping/Markets

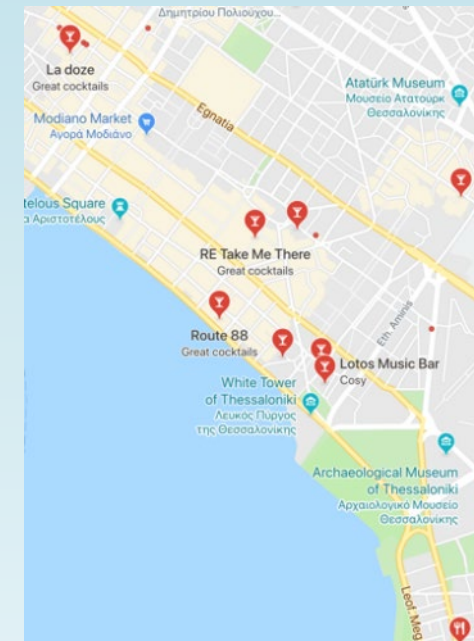
- Modiano Market
- Bezesteni (Turkish) Market
- Kapani Market



- Upmarket/Fashion shopping: Tsimiski street, Ermou Street

4) Music/Theatre, Casino, Nightlife

- **Music/Theatres:** Music Hall Kalamaria (End of Promenade), 4 theatres opposite White Tower; Roman Agora (Ancient theatre)
- **Casino:** Regency (near airport)
- **Nightlife (Cocktails/Bouzouki):**



Thank You

GEOFF HAMPTON-SMITH



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Latin American Meeting

Panama City

February 7th/10th , 2020



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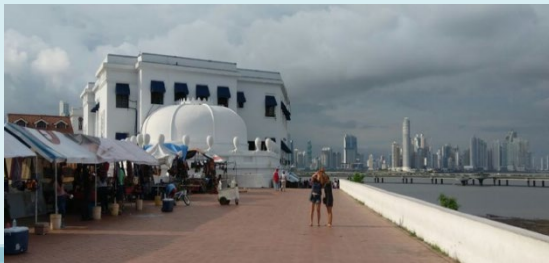
- Reason behind LAM meeting organisation
 - > Expand Alliance community to widely cover Latin America
 - > High number of ex-SLB who have worked in LAM
 - > Many people contacted directly. Close to 200 expressing interest.
- Committee formed with long term plans
- Attractiveness to extend the Latin American meetings for next years to come:
 - > Playa del Carmen - Mexico
 - > Cartagena - Colombia
 - > Mendoza - Argentina



Why Panama ?

Panama is world-famous for its 48-mile canal that connects the Pacific Ocean with the Atlantic Ocean. Three million years ago, the Isthmus of Panama emerged from the sea and changed the world forever. It divided an ocean and joined two continents together, triggering one of the most important natural evolution events in the history of the world.

- One of the safest and most tourist friendly countries in Latin America
- Ecotourism Paradise
- Six different indigenous communities that you can visit
- World class adventures: Snorkeling, diving, surfing, hiking, volcano trekking
- Colonial sites and a rich history.
- Excellent logistic hub



<https://www.youtube.com/watch?v=WDOxNskpy88>



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Agenda

Saturday February 8th

Panama Viejo - Visit to the Old Panama / Gamboa Wild Forest



Sunday February 9th

Panama Canal Colon Atlantic side

Casco Antiguo (UNESCO World Heritage Site)



Monday February 10th

Tucán Golf Club

Shopping

Catamaran evening trip in Panama Bay



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Alternatives

Local tours offered after departure

Contadora (Beach 2 full days)

Boquete (Mountain 3 full days)

Bocas del Toro (Beach 3 full days)

Extended tours after departure

Mexico

Colombia

Cuba

Guatemala

Costa Rica



Thank You



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JUNE 1, 2019

2021 Portugal Proposal

PRESENTER: MR. GERARD ZIVY

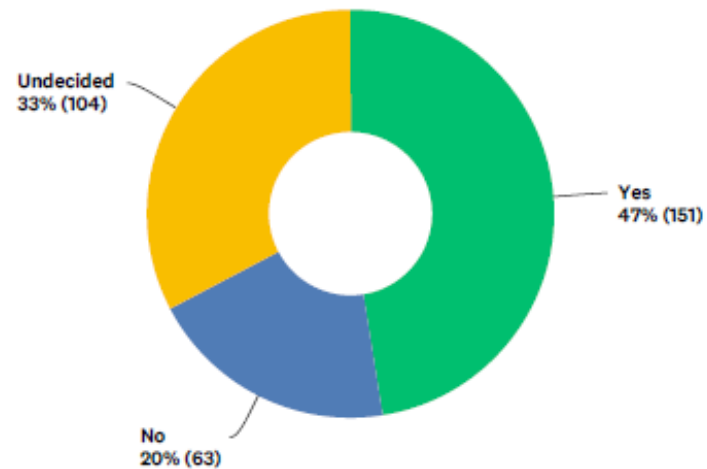


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From June 2018 members survey

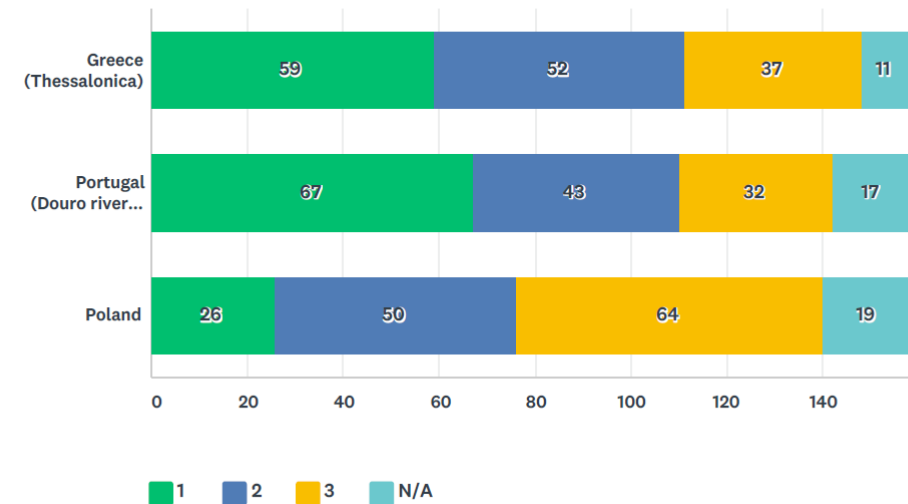
Q34 An alternative would be a 5-day river cruise on the Douro river (the Port wine valley) in Portugal instead of the classic city based format. Would you consider participating?

Answered: 318 Skipped: 19



Q33 For 2020, destination candidates are Greece (Thessalonica), Portugal (Porto and Douro river cruise), Poland. Please rate your order of preference, or click N/A if choice irrelevant to you):

Answered: 159 Skipped: 3



Overview

- **Period:** May-June or Sept-Oct 2021
- **Location:** Portugal, Douro Valley (Port wine country)
- **Access:** Porto airport
- **Type:** River cruise charter
- **Operator:** Croisi-Europe
- **Duration:** 4 days, 5 nights

Highlights

- **Navigation** Douro valley to Spanish border
- **Porto**, radiant and colourful city
- **The wine route**, listed as UNESCO heritage site
- **Salamanca**, golden glowing city
- **Vila Real** and the French gardens of the Mateus Palace

Reference

- **Formula and supplier** successfully used by Flopetrol in June 2018 (Paris to Honfleur)

© Shutterstock



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Itinerary

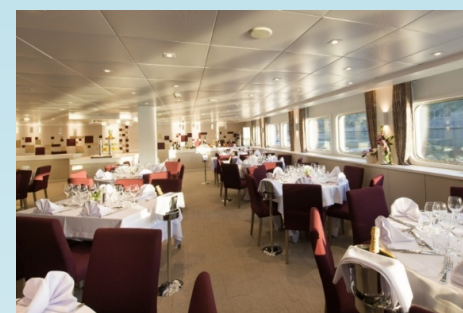
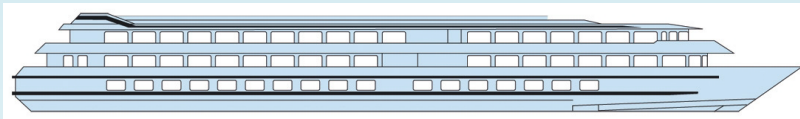
PORTO - REGUA - PINHAO - VEGA DE TERON (ESPAGNE) - BARCA D'ALVA - SENHORA DA RIBEIRA - FERRADOSA - PORTO



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Boat example

- Year built: 2016 or 2018
- Length : 80 m
- Width : 11.40 m
- Cabins : 66
- Maximum 132 passengers
- Lounge, restaurant
- TV, boutique, elevator, sundeck
- Air conditioning in boat and individual cabins
- Central heating
- Free WIFI



Photos are not contractual as boats may change according to selected dates



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Excursions

All excursions by bus
English and French guides
German guide (<25 in group)



Porto by night (1:15 hour)



Porto and wine tasting (4 hours)



The Port Wine Trail (4 hours)



Vila Real Et Casa De Mateus (4 hours)



Salamanca (10 hours incl. lunch)



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Miscellaneous

- Booking process (charter)
 - By ALLIANCE organisation team
 - First come, first serve
 - Prestashop automatically limits numbers
 - Bookings not paid in due time will be debooked
- Booking process (group)
 - By each member on the operator web site
 - As long as there is capacity
 - Non ALLIANCE travellers on the boat
- Two boats depending on selected date
 - Miguel Torga (66 cabins)
 - Amalia Rodrigues (66 cabins)
- AGM can be held in bar area
 - During stop in Porto (day 1)
 - During navigation (other days)
- Logistics
 - Welcome desk by ALLIANCE
 - Cabins assignments by ALLIANCE
 - Unassigned seating in restaurant possible
 - Special diet requirements possible
 - DJ available for gala dance
 - Free WIFI in lounge and bar
 - English, French, German speaking guides (min.25 per language)
 - Headsets for excursions

***Cruise planning for 2021 available in January 2020
Reservation and deposit (15%) required by February 2020***



Pricing

- **Option 1: Charter (exclusive boat)**

- €119794 for 132 (full) or 120 participants (with 10% single)

deck	cabin	s pax	s price	s total	d pax	d price	d total	t pax	t total
lower	8	3	1 205	3 616	10	804	8 037	13	11 653
middle	22	5	1 339	6 696	34	938	31 878	39	38 575
upper	32	4	1 380	5 522	56	979	54 813	60	60 335
suite	4	-	1 556	-	8	1 154	9 231	8	9 231
total	66	12		15 835	108		103 959	120	119 794

- **Option 2: Group rate (non exclusive boat, minimum 20)**

- Group booking, table based on full occupancy (10% single)

deck	cabin	s pax	s price	s total	d pax	d price	d total	t pax	t total
lower	8	3	1 328	3 983	10	926	9 260	13	13 243
middle	22	5	1 462	7 308	34	1 060	36 036	39	43 343
upper	32	4	1 503	6 011	56	1 101	61 660	60	67 671
suite	4	-	1 657	-	8	1 256	10 045	8	10 045
total	66	12		17 302	108		117 000	120	134 302

- **Included**

- Lodging
- Meals
- Beverages (water, beer, house wines)
- Gala dinner
- Theme night, folk show
- Repatriation insurance
- Port taxes

- **Excluded**

- 5 excursions: 218€ per person
- Travel to Porto
- Transfers to/from boat
- A la carte wines and spirits
- Cancellation insurance
- Additional or individual excursions
- Personal expenses



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Terms and conditions

CHARTER

- Price and payment scheme
 - 15% @ reservation (18000)
 - 35% <90 days
 - 25% <60 days
 - 25% <30 days
- Cancellation fees
 - >365 days before departure date: 0%
 - 91-365 days: 15% (=down payment)
 - 61-90 days: 40%
 - 31-60 days: 60%
 - 0-30 days: 100%

- GROUP BOOKING (minimum 20)
- Price and payment scheme
 - 20% @ reservation
 - 30% <90 days
 - 50% <30 days
- Cancellation fees
 - >90 days before departure: 50 € H.T. admin/person
 - 51-90 days: 50 % of fare
 - 30-50 days: 60 % of fare
 - 15-29 days: 75 % of fare
 - 0-14 days: 100 % of fare



Recommendation

- Dec 2019: Select boat and cruise date (May-June or September-October 2021)
- Jan 2020: Order charter cruise and pay 15%
- Feb 2020: Open cruise booking on web site
- April 2020: Assess booking status
- May or Sept 2020: If more than 90% full, maintain charter, we have one more year to fill it up
If less than 90% full, convert to group rate and return unsold cabins to operator (lose exclusivity). However additional members' orders may still be accepted as long as space available on the boat.
- At this stage we have paid only 15% deposit (18000€)
- If 50% booking, we have received minimum 30000€ in deposits (60*500€/participant)
- If 75% booking, we have received 45000€
- Next payment 35% due 3 months before reunion date
- Next payment 25% due 2 months before reunion date
- Final payment 25% due 1 month before reunion date



Thank You

GERARD ZIVY



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JUNE 1, 2019



Documentation & Preservation



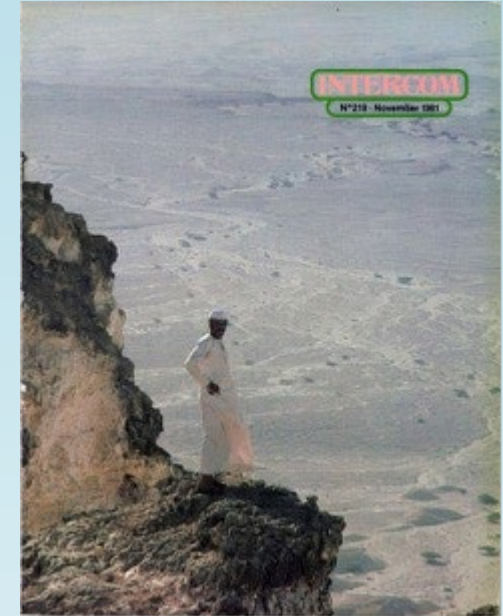
PRESENTER: MS. NANCY SAYER



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Documentation & Preservation

- All Intercom and Connection magazines digitised and accessible on ALLIANCE website.
- 530 Various Schlumberger publications at SL rue St Dominique. Inventoried. Digitisation begun by SL.
- Publications range from EPS Pros, SWS Sonde Off, Austin Research Software News, Dowell Team, Geco-Prakla Vibes, Anadrill's Analog, etc. etc.
- Product Line publications incomplete (e.g. Geco-Prakla)
- Future goals: Track down missing issues to complete the Collections. Decide if/how to make Geco-Prakla and Dowell publications available to ALLIANCE members.



Spousal Recognition

SCHLUMBERGER WOMEN AND THEIR STORIES

I realize that we were "in a cloud," trustful in the future, no fear, no inhibition, curious, thirsty for something new to discover, wanting to profit and to learn for our children and ourselves from these extraordinary experiences. Odile Theys

- Six testimonies w/ photos on ALLIANCE website.
 - More Stories to pursue and gather.
 - Be on the lookout for short amusing anecdotes.

Q. How to get Stories more accessible to the spouses?



Thank You

NANCY SAYER



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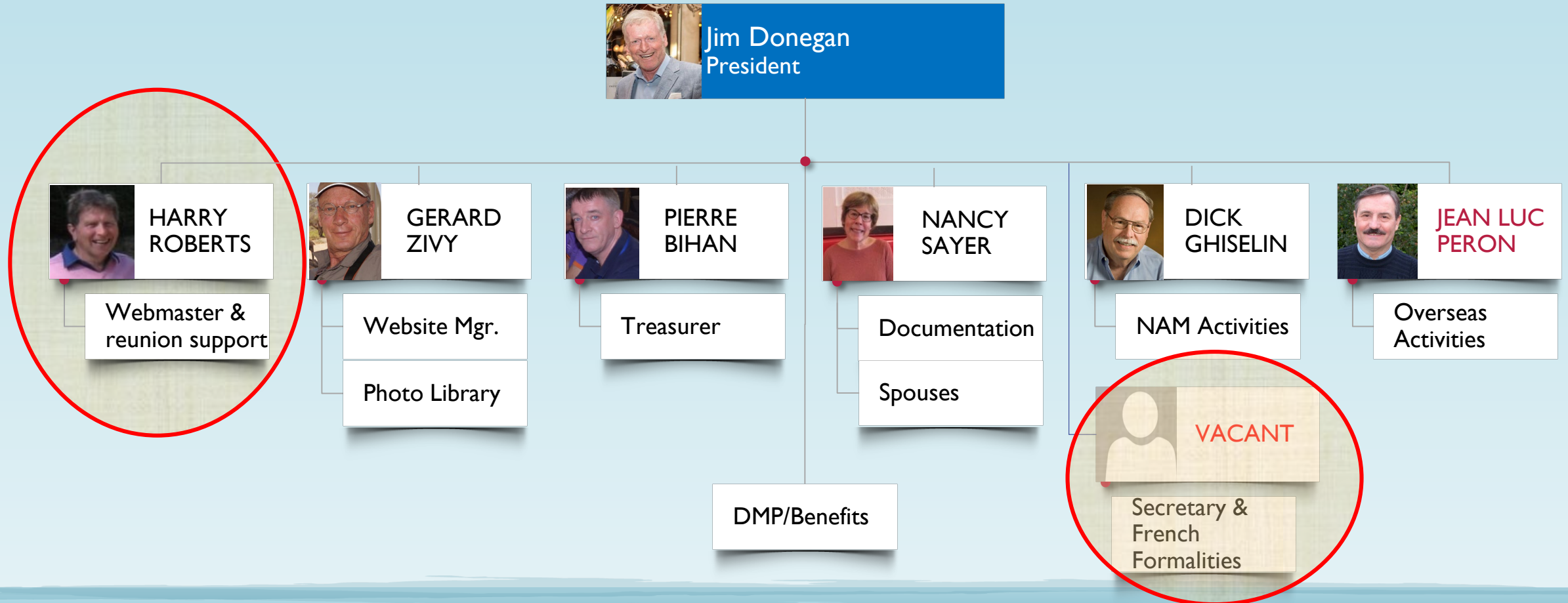
JUNE 1, 2019

Approval/Election of Board Members



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Board Members



We need your Help?



We're
Searching for
Candidates



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Financial Report



Pierre BIHAN



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Treasury May 2019

- Use of integrated booking system for excursions selection and payment options (Prestashop)
- Prestashop customization and support done by Gerard Zivy each year
- Collections in Euros for credit card payments at Credit Mutuel Account in France
- YTD Bordeaux Reunion: 129 credit card payments / 6 wire transfers / 24 refunds
- Feedback on payment methods

129 paiements résultant de votre recherche - TPE 2788433

Eléments par page : 20 ▼

Télécharger : [XML](#) | [CSV](#) Imprimer

Référence ▶	Date envoyée par votre système ▶	Montant ▶	Méthode de paiement ▶	Etat ▶	Statut 3DS ▶
25920	23/05/2019 à 06h53	476,00 EUR	Carte bancaire - Visa	Payé	
26655	18/05/2019 à 09h40	455,00 EUR	Carte bancaire - GIE CB	Payé	
24220	25/04/2019 à 04h23	834,00 EUR	Carte bancaire - Mastercard	Payé	

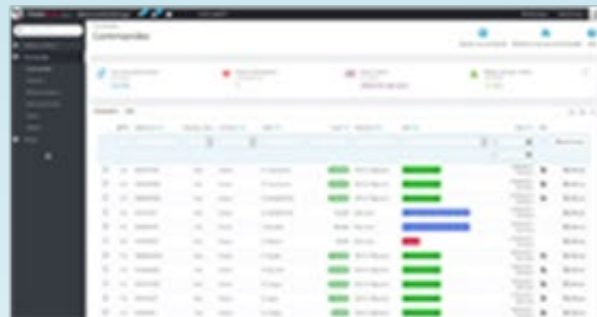


Reconciliation Workflow

Booking Web Interface



Orders Transactions

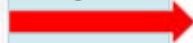


Prestahop Interface

Record of detailed Bookings



Payments



Confirmation of payments



Reconciliation Bookings / Payments

Credit Cards
Payment control



ALLIANCE Schlumberger

Financial Report MAY 2019

ACCOUNTS	DETAILS	BUDGET 2018	RESULTS 2018	PLAN 2019
TREASURY - Start of Period		36,800	36,808	12,857
Alliance Funding	Investment Gains	140	143	150
	New Memberships	2,200	2,300	1,000
	SLB Sponsoring	4,000	4,000	14,000
	TOTAL	6,340	6,443	15,150
Expenses	Reunion Expenses Chester	7,570	846	
	Reunion Bordeaux		21,830	-10,680
	Reunion 2020 Preparation			2,000
	Admin / Mailing	270	42	120
	Website Hosting, Maintenance and Upgrade	980	3,646	2,700
	Meetings	1420	2,972	1,880
	Bank charges – TPE - Booking Costs CC	300	1,058	580
	TOTAL	10,540	30,394	-3,400
TREASURY - End of Period		32,600	12,857	31,407



Participants Reunion Cost - Comparison 2011-2019

ALLIANCE REUNIONS

COST per COUPLE for 2-NIGHTS / TOURS & MEALS

REUNION	2019 BORDEAUX	2018 CHESTER	2017 BERLIN	2016 AIX EN PROVENCE	2015 BARCELONA	2014 CAEN	2013 VIENNA	2012 CANNES	2011 BRUGES
HOTEL (2-nights)	290	260	282	350	341	295	295	283	270
WELCOME DINNER	76	94	90	100	88	66	74	64	70
1ST DAY TOUR/LUNCH	186 (cite du vin)	88 (meal free)	138	131	174	36	142	84	125
ALLIANCE DINNER	192	162	170	150	138	140	144	124	175
2ND DAY TOURS/LUNCH	244	142	200	116	154	124	170	123	81
3RD DAY OPTION	242 (Pinasses)	(120)Wales	(166) Boat						
TOTAL for COUPLE	988	746	880	847	895	708	825	706	672
Costs w/ Inflation	988	760	905	873	928	738	867	758	736



Reunion Costs to Alliance - Comparison 2011-2019

ALLIANCE REUNIONS

ORGANISATION COSTS

REUNION	2019 BORDEAUX	2018 CHESTER	2017 BERLIN	2016 AIX EN PROVENCE	2015 BARCELONA	2014 CAEN	2013 VIENNA	2012 CANNES	2011 BRUGES
ALLIANCE COSTS	11020	6600	11030	8166	8122	9174	9587	8137	8986
Preparation Costs	930	3200	960	1703	1373	2367	610	800	1728
Meeting Room	1370	450	1750	1000	1969	375	1000	725	265
Cocktails	3680	1950	5060	3723	1791	2750	3072	2360	1205
Music	1465	1000	1500				1000	1223	
Agent/DMC Fees	1275						3000		5788
Transport/ guides				1740	1385		420	593	
Meals / Wine			1760		1650	3632	285	1296	
Gifts to Participants								1100	
Others	2300								
Guests					1290				
Diff.Collections vs costs					-1436				
Tips					100	50	200	40	
DMC contracted	Y		Y				Y		HF
TOTAL	11020	6600	11030	8166	8122	9174	9587	8137	8986



Questions & Answers



THE END

