



# Status Report ECA 2021 Steering Committee for AAE Board

AAE Board Meeting, ITEM 4  
15 May 2020

# Status



- 3rd meeting of the Steering Committee (SC) took place on 11/05/2020
- Main discussion items:
  - *ECA 2021 business case*
  - *Start of sponsoring acquisition phase*
  - *Establishment of Program Committee*
- The AAE board is asked for its final approval of the ECA 2021 business case as presented on slide 3

# Business Case ECA 2021



	Budget 2021 200 Participants	Budget 2021 300 Participants	Results ECA2019
<b>Revenues</b>			
<i>Fees</i>	116.264,48 €	190.763,60 €	131.948,51 €
<i>Sponsoring</i>	95.000,00 €	95.000,00 €	87.800,00 €
<b>Sum</b>	<b>211.264,48 €</b>	<b>285.763,60 €</b>	<b>219.748,51 €</b>
<b>Expenses</b>			
<i>Variable Costs Participants</i>	68.060,00 €	98.018,00 €	55.542,10 €
<i>Hotel</i>	60.078,57 €	64.603,57 €	23.708,17 €
<i>General Registration and Website</i>	12.600,00 €	12.600,00 €	10.488,80 €
<i>Marketing</i>	9.500,00 €	9.500,00 €	5.475,42 €
<i>Congress Design</i>	1.400,00 €	1.400,00 €	1.375,17 €
<i>Congress Program</i>	2.690,00 €	2.690,00 €	1.586,99 €
<i>Social Program</i>	195,00 €	195,00 €	176,85 €
<i>Sponsoring</i>	22.600,00 €	22.600,00 €	9.119,17 €
<i>Organisation and Misc</i>	39.487,07 €	39.487,07 €	33.363,76 €
<b>Sum</b>	<b>216.610,64 €</b>	<b>251.093,64 €</b>	<b>140.836,43 €</b>
<b>Result</b>	<b>-5.346,16 €</b>	<b>34.669,96 €</b>	<b>78.912,08 €</b>
<i>AAE Share Net Result</i>	0 €	10.400,99 €	39.238,46 €
<i>EAA Share Net Result</i>	-5.346,16 €	24.268,97 €	39.673,62 €

# Sponsoring acquisition

- **Until 22 May:**  
Finalizing the brochure
- **From 25 May:**  
Start of acquisition phase with announcement to AAE member associations

## SPONSORING PACKAGES



	GOLD 20,000 €* SILVER 8,000 €* BRONZE 3,000 €* SILVER 8,000 €* BRONZE 3,000 €*		
<b>MAIN INFORMATION</b>			
NUMBER OF SPONSORING PACKAGES	3x	6x	unlimited
<b>GENERAL BENEFITS</b>			
REGISTRATIONS INCLUDED	4	2	1
EXHIBITION STAND	1	2,000 €* n.a.	n.a.
PARTNER OF ONLINE EVENT ON actuviv.com	✓	✓	✓
<b>ANNOUNCEMENTS</b>			
WEBSITE: Displaying of your logo and link to sponsor's website on ECA main website	✓	✓	✓
NEWSLETTER: Displaying of your logo and link to sponsor's website and welcoming text	✓	n.a.	n.a.
ANNOUNCEMENTS: Displaying of your logo in other related announcements before ECA	✓	✓	✓
<b>ONSITE AWARENESS</b>			
WALL OF SUPPORT: Displaying of all sponsors' logos in central space of venue			
CONGRESS PROGRAMM: displaying of your logo	✓	✓	✓
CONGRESS BAG: Placing of an item	✓	✓	✓
CONGRESS APP: Displaying of your logo	✓	✓	✓
OPENING SPEECH: Mentioning of sponsors	✓	n.a.	n.a.
SLIDES: Displaying of your logo on slides shown during the breaks	✓	✓	n.a.
OTHER: Displaying of your logo on other relevant opportunities (such as welcome roll-up, menu cards)	✓	n.a.	n.a.
<b>ADDITIONAL ITEMS</b>			
EXCLUSIVE BENEFIT: Displaying of your logo 1. at Spanish Evening OR 2. in mobile app and Wifi landing page OR 3. on congress bag and on name tags	1 choice each	n.a.	n.a.

# ECA 2021 Program Committee



Member	Country	Association
Mercè Claramunt	Spain	Col·legi d'Actuaris de Catalunya
Colm Fitzgerald	UK	Institute and Faculty of Actuaries
Elinore Gustafsson	Sweden	Svenska Aktuariieföreningen
Janne Kaippio	Finland	Suomen Aktuaariyhdistys
Olivier Lopez	France	Institut des Actuaire
Ermanno Pitacco	Italy	ISOA
Rafael Moreno Ruiz	Spain	Instituto de Actuarios Españoles
Marjon Tjia	Netherlands	Het Koninklijk Actuarieel Genootschap
Henning Wergen	Germany	Deutsche Aktuarvereinigung

# ECA 2021 Mile Stones



- May 2020 ECA 2021 regulations signed, Budget agreed by AAE and EAA, start of sponsoring acquisition, Program Committee is created
- July 2020 Launch website [www.eca2021.eu](http://www.eca2021.eu) / Increasing marketing activities start: first issues of monthly newsletter, announcement of keynote speakers,...
- August 2020 Release of Call for Papers (Deadline 25 October 2020)
- November 2020, 16th Publication of preliminary congress program
- December 2020, 1st Start of registration
- February 2021, 28th End of Early-Bird-Tariff
- June 2021, 3rd – 4th ECA 2021 in Madrid, Spain