

EVENT AUDIT



DATES OF EVENT:
 Conference: March 20 – 22, 2007
 Exhibits: March 20 – 22, 2007

LOCATION: Washington Convention Center,
 Washington, D.C.

EVENT PRODUCER/MANAGER:
 Company Name: 1105 Government Information Group
 Address and Website (Show): 3141 Fairview Park Drive, Suite 777
 Falls Church, VA 22032
 Phone: 703.645.7874
 Website (Show): www.fcw.com

REGISTRATION COMPANY: CompuSystems
 Phone: 708.344.9070
 Fax: 708.344.9487

YEAR EVENT ESTABLISHED: 1976

FREQUENCY: Annual

DATES OF NEXT EVENT:
 Conference: April 1 – 3, 2008
 Exhibits: April 1 – 3, 2008

LOCATION: Washington, D.C.

1. STATEMENT OF MARKET SERVED:

Fose is an event serving the government technology market. Attendees include Executives, Administrative/Operations Managers, Program Managers, IT/Computer/Communications/Network Managers, Engineering Managers, Procurement/Purchasing Managers, Personnel/Training Managers and others associated with the government. The event's attendees include federal civilian and defense, state and local government professionals, international attendees, as well as suppliers to the government and business/industry professionals interested in IT.

2. STATEMENT OF VERIFICATION METHODOLOGY:

All Conference and Exhibit attendees, speakers and media included in this report were verified as having actually attended the event. Pre-registrants used online registration and were mailed badges. A government id was required to be checked in and to pick up a badge holder. On site registrants registered through computer terminals throughout the registration area. Badges that were swiped at exhibitors' booths through lead retrieval and at conference sessions were also input into the database as another form of verification. The entire database was de-duplicated by the registration company and then checked and tested by a BPA Worldwide auditor.

3. AUDITED ATTENDEE ANALYSIS

Year which Event was Held	Event Location	Exhibit Only Attendees	Sub-Total: Conference & Exhibit Only Attendees	Speakers	Media	Exhibitors, Non-Exhibiting Sponsors and their Support Staff*	Total
2007	Washington, D.C.	15,583	15,583	133	227	3,559	19,502

*Not Audited. Verified and on-site counts taken from the registration database provided by the registration company.

4a. PRIMARY BUSINESS/INDUSTRY			
PRIMARY BUSINESS/INDUSTRY	Total Attendees	Percent of Total	Percent Identified by Primary Business/ Industry
Federal Defense Government	3,323	21.3	21.5
Including U.S. Air Force, U.S. Army, U.S. Navy and Marine Corps, Intelligence Agencies [NSA, NRO, DIA, NGA, under secretary of Defense-Intelligence], and all other DOD or military.			
Federal Civilian Government	6,349	40.7	41.1
Including Executive Office of the President (includes OMB), Department of Agriculture, Commerce, Education, Energy, Health & Human Services, Homeland Security, housing & Urban Development, the Interior, Justice (includes FBI), Labor, State, Transportation, Treasury (includes IRS), Veteran Affairs, EPA, GSA, USPS, SSA, NASA, Other Independent Agencies (includes CIA, TVA, NSF), Legislative Agencies (GAO, GPO, LOC), Judicial Branch Agencies			
Other Federal Government	750	4.8	4.9
Non-Federal Government	1,139	7.3	7.4
Including State/County/City/Municipal and other government			
Supplier to Government	1,388	8.9	9.0
Including Systems Integrators/developers/VARs/Consultants, Manufacturers/Distributors/ Dealers of IT Related Products Supplied to the Government			
Business Corporate (Non-supplier to government)	405	2.6	2.6
Education/University/Healthcare	964	6.2	6.2
Consulting	396	2.5	2.6
Other	720	4.6	4.7
Total Exhibit Only Attendees Identified by Primary Business/Industry	15,434	99.0	100.0
Total Exhibit Only Attendees Not Identified by Primary Business/Industry	149	1.0	
TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES	15,583	100.0	

4b. JOB FUNCTION CLASSIFICATIONS			
JOB FUNCTION	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY JOB TITLE
Executive/Command	1,126	7.2	7.3
Administrative/Operations Management	2,079	13.3	13.5
Program Management	1,720	11.0	11.1
IT/Computer/Communications/Network Management	5,641	36.2	36.5
Engineering Management	925	5.9	6.0
Procurement/Purchasing Management	584	3.7	3.8
Personnel/Training Management	359	2.3	2.3
Other [includes Legislative, Judicial, Consulting, etc	3,000	19.3	19.4
Total Conference and Exhibit Only Attendees Identified by Job Title	15,434	99.0	100.0
Total Conference and Exhibit Only Attendees Not Identified by Job Title	149	1.0	
TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES	15,583	100.0	

5. AUDITED GEOGRAPHIC BREAKOUT OF CONFERENCE AND EXHIBIT ONLY ATTENDEES

State	TOTAL	PERCENT
NEW ENGLAND	59	0.4
Maine	2	
New Hampshire	11	
Vermont	1	
Massachusetts	33	
Rhode Island	4	
Connecticut	8	
MIDDLE ATLANTIC	297	1.9
New York	48	
New Jersey	60	
Pennsylvania	189	
EAST NO. CENTRAL	82	0.5
Ohio	26	
Indiana	5	
Illinois	31	
Michigan	17	
Wisconsin	3	
WEST NO. CENTRAL	20	0.1
Minnesota	7	
Iowa	2	
Missouri	8	
North Dakota	-	
South Dakota	2	
Nebraska	-	
Kansas	1	
SOUTH ATLANTIC	14,847	95.3
Delaware	36	
Maryland	4,187	
Washington, DC	5,213	
Virginia	5,253	
West Virginia	39	
North Carolina	32	
South Carolina	20	
Georgia	34	
Florida	33	

STATE	TOTAL	PERCENT
EAST SO. CENTRAL	18	0.12
Kentucky	2	
Tennessee	8	
Alabama	6	
Mississippi	2	
WEST SO. CENTRAL	38	0.24
Arkansas	-	
Louisiana	1	
Oklahoma	1	
Texas	36	
MOUNTAIN	47	0.3
Montana	-	
Idaho	7	
Wyoming	-	
Colorado	24	
New Mexico	5	
Arizona	3	
Utah	5	
Nevada	3	
PACIFIC	146	0.94
Alaska	3	
Washington	11	
Oregon	3	
California	128	
Hawaii	1	
UNITED STATES	15,554	99.8
INTERNATIONAL	29	0.2
Canada	4	
Mexico	-	
Other International	25	
Not Identified	-	-
Total Conference & Exhibit Attendees	15,583	96.0

FOSE 2007 Registration Form

First Name
 Last Name
 Title
 Company/Dept/Agcy/Organization
 (Use acronym)
 Street Address

City
 State
 Zip/Postal Code
 Business Phone
 Business Fax
 Email

ADA Requirements:

2. What primary government agency/department do you work for? (Check only one)

FEDERAL GOVERNMENT

DEPARTMENT OF DEFENSE/MILITARY AGENCIES

01. U.S. Air Force
02. U.S. Army
03. U.S. Navy and Marine Corps
04. Intelligence Agencies [NSA, NRO, DIA, NGA, Undersecretary of Defense-Intelligence, etc.]
05. All other DOD or Military

FEDERAL CIVILIAN EXECUTIVE DEPARTMENTS

06. Executive Office of the President (includes OMB)
07. Dept. of Agriculture
08. Dept. of Commerce
09. Dept. of Education
10. Dept. of Energy
11. Dept. of Health & Human Services
12. Dept. of Homeland Security
13. Dept. of Housing & Urban Development
14. Dept. of the Interior
15. Dept. of Justice (includes FBI)
16. Dept. of Labor
17. Dept. of State
18. Dept. of Transportation
19. Dept. of Treasury (includes IRS)
20. Dept. of Veterans Affairs

FEDERAL INDEPENDENT AGENCIES

21. EPA
22. GSA
23. USPS
24. SSA
25. NASA
26. Other Independent Agencies (includes CIA, TVA, NSF)
27. LEGISLATIVE AGENCIES (GAO, GPO, LOC, etc.)
28. JUDICIAL BRANCH AGENCIES
99. OTHER FEDERAL GOVERNMENT (please specify)

NON-FEDERAL GOVERNMENT

29. State/County/City/Municipal Government
30. Other Government

SUPPLIERS TO FEDERAL GOVERNMENT

31. Systems Integrators/Developers/VARs
32. Manufacturers/Distributors/Dealers of IT Related Products Supplied to the Government

PRIVATE INDUSTRY/OTHER

33. Other (please specify) _____ (must pay)
34. Business/Corporate (non-supplier to government) (must pay)
35. Education/University (free)
36. Healthcare (must pay)
37. Consulting (must pay)

3. What is your primary title? (Check only one)

01. **EXECUTIVE/COMMAND** [Chief, Commander, Director, Deputy, Supervisor, Team Lead, Branch/Department/Division/Agency Head, Secretary, Flag Officer, General Staff Officers (G1, G2, J1, J2, etc.) SES or equivalent, Elected/Appointed Government Official (Ambassadors, Senators, Mayors, Commissioner, etc.), or other Executive or command level title]
02. **ADMINISTRATIVE/OPERATIONS MANAGER** [Administrative Officer, Operations Director/Manager, Project Administrator/Leader/Manager, Portfolio Director/Manager, Group Manager, Audit Director/Manager, Budget Analyst Manager, Logistics Analyst Manager, Public Affairs Director/Manager, Finance/Budget Manager, Controller, Officer, etc.]
03. **PROGRAM MANAGER** [Program Manager, Program Officer, Program Analyst]
04. **IT/COMPUTER/COMMUNICATIONS/NETWORK MANAGER** [Executive IS, CIO, CTO, VP/IS, IRM, Director, DP Manager, MIS Section Head, IT/IS Manager/Analyst, IT/Computer Specialist, Database Analyst/Manager, Network Administrator, Systems Analyst Manager, Information Systems Manager, Computer Science Manager, Telecom Specialist/Manager, Test Manager, Programmer, IRM Manager or Integration Manager, etc.]
05. **ENGINEERING MANAGER** [Design Engineer Manager, Electrical Engineering Manager, Systems Engineering Manager, Aerospace Engineering Manager, Configuration Manager, Communications Engineering Manager, Mechanical Engineering Manager, Project Engineering Manager, Civil Engineering Manager, CAD Designer Manager, Physical Science Manager, Research Manager, Architectural Manager, Cartography Manager, Biology Manager, Chemical Manager, Geology Manager, GIS Manager, etc.]
06. **PROCUREMENT/PURCHASING MANAGER** [Contracting Officer, Procurement Analyst Manager, Contract Specialist/Manager, Purchasing Agent/Manager, Acquisitions Officer, Supply Manager, Buyer etc.]
07. **PERSONNEL/TRAINING MANAGER** [HR Officer, Training Officer, etc.]
08. **OTHER** – [includes, Legislative Staff, Judicial, Consultant, etc.]
(please specify) _____

Two Corporate Drive, Ninth Floor
Shelton, CT 06484-6259
Phone: +1 203.447.2800
Fax: +1 203.447.2900
www.bpaww.com



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7 Hendrickson Avenue
Red Bank, NJ 07701
Phone: +1 800.224.3170
Fax: +1 732.741.5704
www.exhibitsurveys.com



Founded in 1963, Exhibit Surveys, Inc. is a full service research firm dedicated to providing market intelligence and measurement for the exhibition and events marketing industry. Having researched over 10,000 exhibits and over 4,000 events, Exhibit Surveys, Inc. has led the industry in developing the most comprehensive database of normative data for events and the most sophisticated diagnostic and measurement tools available.

STATEMENT OF CERTIFICATION – AUDIT CONDUCTED BY BPA WORLDWIDE

We have examined the attendee records of subject show/event for the date and location of the show/event as reported in this BPA Events Audit Report. Our examination was made in accordance with generally accepted event auditing standards. This audit complies with standards set forth by the Exhibition and Event Industry Audit Commission (EEIAC), a not for profit corporation organized for the purpose of managing and overseeing the exhibition industry's independent audit process. The audit process includes pre-event review of systems, on-site inspection, post event confirmations of attendance, examination of accounting records, and any other auditing procedures considered necessary.

Based on such examinations, the statements set forth in this report present fairly and accurately the total attendance of this event in conformance with generally accepted event measurement principles.

BPA Worldwide
Shelton, CT
May 31, 2007

ID Number: E991X0MR7