

A message of



♥ eccna38

A message of hope.
European Conference and Convention
of Narcotics Anonymous.
Budapest 11-13 / 08 / 2023

Report

TABLE OF CONTENTS

- ***Content***
- ***Preface***
- ***Reports of the Committees***
- ***Financial report***
- ***Summary***
- ***Appendix***
- ***Eccna38 Speaker Tapes***

PREFACE

The Hungarian community organized the European Conference and Convention of Narcotics Anonymous in Budapest for the very first time.

We didn't have much previous experience since we only organized the winter EDM once, back in 2008. At that time both the EDM and the WSO helped a lot for the very tiny Hungarian community. So basically, we knew that this event would be a completely different thing – we need to be able to do that with our community.

We believed that we were able to win & to organize this event against the genuine character defect of defeatism. We truly had the hope that our committee could do a great convention which would bring the fruits ...

It was a challenge even to prepare the bid, but we saw this event from a very different angle: focusing on the financial strength of us and the proper cash flow management.

We made a clear decision that no seed money needed as the cash flow will be the key for our success. From the very first second, we communicated that we are not doing it for profit but for a great recovery event which might make profit as well since we are good at negotiating and finance controlling.

We faced lots of problems and made a loveable convention besides all difficulties. We had a great team – a small number of people worked very hard to achieve the goal.

Reports of the committees*

*Remark: All committee reports are made by the leaders of the committees, we made no changes in the content of their reports

THE BACK-OFFICE COMMITTEE

We had a four member “management/leadership” (Quattro) who were responsible to keep the focus and help the committees. Two of us have a finance background, one of us has back-office experience and one of us is a scrum master / finance. We had biweekly Zoom meetings with the committees, prior to that the “Back office” also had a separate Zoom meeting to decide about topics. We used the techniques of the “agile methodology” so the point was to always have a result in each meeting (either bad or good, but a result). We had the sprints, the scrum-based meetings, and many other assets.

Every zoom meeting had a speaker out of the servants, so we learnt so much more about each other.

The so called “Quattro” had a support team: a couple of experienced members, the chair and the treasurer of the legal entity and the accountant too.

VENUE COMMITTEE

Altogether, the venue coordination took around three years to organize, with the application process etc. At the end it was basically three committees, the venue (and accommodation), the catering and the entertainment. Majority of the work took place in the last 4-5 months prior to the event. The main problem that occurred during the process was that everyone knew someone who could do something, a so-called “friend”. This event was big and you definitely need professional help, not just because of taxation and bookkeeping, but if a vendor is not able to send a price offer or a draft contract, just walk away. So there were plenty of friends, plans and ideas but only a few accountable partners at the end, keep that in mind. For more than a year there was only one person in the committee, which was exhausting, at the end there were three of us, which was better, but we would definitely recommend more, 5-6 people. Even within the NA volunteers or servants you will need a few people who have experience in respective fields like catering or event organizing etc. There will be plenty of things to take care of. We worked together side by side with the other committees.

Always take care of the soul, do not let anyone overflow with tasks in the process. At the end everything will turn out to be the best possible and the Higher Power is always with us, but still we are recovering addicts.

TO DO		NOT TO DO	
CASE	WHY TO DO	CASE	WHY NOT TO DO
security	need to be professional	nameless positions „someone will do it”	all tasks should be assigned to someone
after party			
count at least 2/3 of the people	price offers „I know someone”	don’t believe „I have a friend who can do it”	
site visit	do it as often as you need	one person committee	one can burn out quite easy
no open questions	at the opening days, all things should be covered	profit	don’t talk about the margins and profits all the time
expense of servants	you need to talk about the members expense and hotel of the servants	in group fights	it will make very hard to work with people if you hold grudge
ASK FOR HELP	always ask for help if you need something, don’t do it alone	committee merge	keep the committees separated but working together
trust	trust the partners and members		
NA experts	at beginning ask members mostly who have relevant experience in event organizing		
on-site services	as many volunteers as possible		

SERENITY KEEPER

We provided the usher service during the event. We kept order, we picked up the seventh tradition baskets, we made sure that people were not loud & loitering during the meetings and only smoking in the designated areas. We helped at the registration desks, also to tidy up the rooms and kept in touch with security and paramedics.

Three of us were coordinators and min. 40 hall guards. We did our job successfully, there were no unexpected incidents.

What worked well was:

Each day we had a coordinator in charge and he was in contact with the ushers of the day. It was good that we had a different colored badge so our role was clear when we asked someone to do/not to do something... It was good that we included foreign visiting members, because they were happy and did their duty well. It was good that we included young members because they got more committed to the fellowship. About 40 people took turns, we rotated them every 2-3 hours in the service. There were at least 4 people in the main hall at a time and that was enough.

What we would do differently:

We would have separate ushers for the outside where the buffet carts were. Also, we need separate ushers for the evening/night party, because people who are doing service during the day can't stay until the morning! For better communication, we would set up a mailing list for the ushers so that the information we send out doesn't get lost and reaches everyone. One problem was that several trusted servants did not speak English which was the official language at the event. Next time, at least some basic English skills should be a requirement for this service.

MARATHON MEETING

We organized a marathon meeting for ECCNA38. Our plan was to copy the process we saw at the ECCNA held in Zurich: to have a small registration desk where everybody tells their surname, and the meeting chair calls people to share in the order of their appearance.

It did not work out. At the ECCNA38 venue the room for the marathon meeting was in the middle of everything so we could not keep the registration desk. Also the number of people in the room was very hectic from 2 people to 45 people. So, in the end we just kept the room open and nice and people made meetings for themselves. (In Zürich this meeting was in an outside location, so it was quieter and the format could be kept.)

Things that worked:

- We made the room nice and cozy with curtains and decor. We just had a table with a light and a basic text in english, readings in english and key tags to use.
- We had to change the plan completely during the convention, and we did it.
- We opened the meeting in the morning, so it starts. Then we just let it go.
- It was simple and people liked it.
- We had 2 separate marathon rooms. The extra room was used when lots of people came. It was also used for french, german. etc.. meetings. (We had a pre-registration for non-English speaking meetings, but only during the convention people showed up with the need for this. – Most of them we could not handle on site and they made meetings outside in the park.)
- We made a nice poster for the marathon meeting, which was translated to many languages by the members of the Facebook group of the convention, so that the people could participate in this a few weeks before the event.

Things that did not work:

- We had a plan and we organized chairmen. As we changed the plans, we could not give them the opportunity to serve. Also it was very hard to reach people during the convention.
- One of the coordinators got sick a day before the convention. Luckily we started with 3 coordinators so there were 2 left.
- At the end the poster in 20 languages did not cover the actual format, as we left the meeting to go as it is. But it still looked good. During the marathon meeting most of the people shared in english.

SERVICE TEAM

(2 members worked together)

Goals of the Service Teams, identified 1 year before ECCNA38:

- The main goal was to fill up all service task groups for the convention
- The possibility to participate should be given to everybody who wishes to do service
- Right person to the right task, according to their clean time and their experience in a field
- We identified a goal for ourselves: to do service work for ECCNA38 in such way that we or our families won't die in this process

Preparation phase 1 year till 5 months before ECCNA38:

- Made an online registration form to apply for service and managed the database and advertised this possibility in appropriate Facebook groups and NA homepages
- We kept contact with the operative body of the ECCNA38 organizing team to get updates about what is going on and what is needed, than shared the knowledge with task group coordinators
- We wrote emails to people who applied to do service to give feedback and keep them patient

Preparation phase 4 month till 1 month before ECCNA38:

- Identified service task groups, we made suggestion of what kind of groups shall be formed – We discussed this proposal with the operative body of the organizers (see attached table of the task groups)
- Choose the service group coordinators - We discussed our proposed coordinators with the operative body of the organizers
- We called the task group coordinators and asked them to do the service
- For every task group we made a task sheet in cooperation with the Hungarian EDM delegate
- Organized Zoom meetings for service group coordinators
- We divided the service database according to clean time, competences, english language knowledge, and place of recovery
- Kept contact with task group coordinators and directed the service members to their groups

On the venue:

Visited the venue in advance to gain knowledge of the place, which helped to plan task group activities

- During the convention, we helped to connect people – for example: task group coordinator with security team, etc..
- Helped to find and connect extra service members

TO DO	
CASE	WHY TO DO
Zoom meeting with task group coordinators	It was very useful to have the task groups and task group coordinators in advance - so they can plan and ask their own NA companions to join their teams - It was also useful to have a Zoom meeting so they could plan together, as many tasks were between groups or a joint effort of task groups. We had cca 10-15 people in these meetings each time.
task group task sheets	Useful basic guidelines to start working with – we gave them to the coordinators of task groups, and then they made their own ways
choosing service group coordinators	It was a success. We chose people we knew and they made reliable groups. Generally 3 people made up a task group coordinating the body.
giving internationals a chance to join service efforts in advance via online form	they appreciated it
task group setup	it was fine, 90% things were covered - see groups in separate table
online service registration form	It was easy to use, we could send it out in advance.

NOT TO DO	
CASE	WHY NOT TO DO
spent so much effort to allocate members into service groups	We worked a lot ahead and some of this effort went in vain as we could not find people in the venue. What we missed: Every day we should have had a big meeting at the venue where we ask everyone who wants to do service to join tasks for the next day.
we had teams who worked separately from us: Party team and EDM catering team	The party organizers asked us on the day of the party to help to find them service members. It was not clear in advance who does what in this matter as the party team worked separately from us. - At the end only a few people were there to clean up at 5 o'clock in the morning.
we did not have a heavy load lifting team on the venue	We found out that we missed people for putting up tents and carrying things around.
Identifying task groups late 4 month before ECCNA	It was not clear who should make a proposal about service groups. At the end our team made a plan which was accepted, but we were already 4 months to ECCNA38. - If it was 6-7 months ahead, it would have given more time on everything else which followed, the process would have been more organic.
keeping contact with operative body every 2 weeks for a year before ECCNA	There were too many people and it did not connect to our tasks. Some of our questions did not get into the front and we only waited. And it took a lot of energy from us. At the end we found out that we had to make our own decisions, consult with the main coordinators and carry on with the work.
online service registration form	Sent out a bit too early, 1 year before the event - 8 months before would have been enough. Also, we could have a printed version with a QR code distributed at every Hungarian meeting. Some useless questions: for example, question about work experience we did not use

TASK TEAMS	NUMBER OF COORDINATORS	CA. NUMBER OF SERVICE MEMBERS	HOW LONG BEFORE THE EVEN DID IT START TO WORK? (MONTHS)
Registration and information desks	3	35	3
Merchandise sales	3	10	6
Serenity keepers	3	25	3
MC-s	2	4	3
Translator Team	3	17	8
7th tradition collecting and collecting cash during convention	3	0	3
Venue main coordinators	3	0	24
Design, Decor, putting up signs	1	8	36
Marathon meeting chairs	2	10	3
PI PR	2	0	12
Service team	2	0	12
Main Coordinators of the whole ECCNA	4	0	36
Building and carrying heavy loads	<i>did not exist, but should have</i>	0	0
Social media	2	3	18
Speaker committee	2	6	10

INFO DESK / REGISTRATION AT VENUE

What was the goal, how far it was achieved, main difficulties, number of people involved.

The Commission's task was to coordinate the registration desk and the information desk.

Our aim was to make the registration process as smooth and fast as possible for the visitors of the Convention and to provide them with the necessary information.

It was also our aim to welcome our fellow NA members with love, joy and hospitality at the registration desk, reinforcing in them and in us a sense of commitment to the community and the program, and the knowledge that they are in the best possible place.

The plan was to have 4 registration desks and one info desk, run by 3 coordinators and around 40 service providers.

The registration desks worked well, the info desk was less efficient in our hindsight.

The main difficulty was that many of the service providers who had applied in advance for service canceled, a lot of them during the last week before the event. Therefore we started to recruit service volunteers virtually at the last minute on several NA forums, which resulted in less transparency and in the end far more people came than the number of available service positions.

Several of our NA Fellows did not take kindly to the fact that they could not sit at the desk in their chosen time slot because someone else was already on duty.

Another difficulty was that we had to explain tasks (for example how to scan qr codes) to the people on duty a few minutes before their shift started, which caused minor disruptions.

It would have been more appropriate to have only one pay desk in place, but 3 desks for pre-registered attendants.

Would have needed euro change, thinking 5 euro notes.

For the information desk, the main difficulty was that we did not have relevant information on many things, for example, we did not communicate that there was a limited number of people allowed to attend the party.

We can only estimate the number of people who signed up for the service, for the reasons described above, we think at least 55 people signed up, many of them on

site, of whom we were able to use about 35.

Many people volunteered to serve for several 2 hour shifts.

TO DO

Case: We have repeatedly sent emails to potential applicants for service who have not responded to our enquiries, wasting a lot of time and effort.

To do: Within days of the first unsuccessful email contact, try again by phone or other means (Facebook, in person, perhaps through an NA friend) to see if the applicant is serious.

Prepare the final duty early

Why: To save time and effort.

Case: In many cases we were unable to provide satisfactory answers to the questions raised.

To do: Prepare the information desk more accurately and precisely, and clarify any misunderstandings immediately.

Why: To avoid unpleasant misunderstandings.

Case: The information desk was often very noisy and it was difficult to concentrate and give satisfactory answers.

To do: Place the information desk where there is less traffic and congestion.

Why: To be able to be more effective.

Case: We were unable to give change back to people paying in euros.

To do: Provide change in euros.

Why: If we provide payment in euros it is reasonable to have change .

NOT TO DO:

Wait for those who do not respond or appear uncooperative or undecided. Worry too much and control all the processes.

SOCIAL MEDIA COMMITTEE'S REPORT

The main purpose was the clear and all-around information of the possible participants about the convention and the environment (Budapest). We tried to reach as many addicts as we can, and to make the convention attractive to those who were indeterminate in taking part. We took over the ECCNA Facebook group with about 5000 members, with a lot of addicts who had not visited previous conventions – we wanted to reach them, to emphasize that this is a really great chance in their recovery to be there at ECCNA. The clear and straight passing of information was also a purpose, but with catchy and colorful messaging instead of dry announcements. Another important purpose was to keep up the atmosphere of recovery in the Facebook group and in the whole organizing process. To do so, we shared these kind of posts (eg. stepwork questions, personal stories, NA history) next to useful information. We also tried to make the communication regular and continuous, so we made a schedule of posts and topics, sharing the tasks between each other. More or less, we could keep ourselves to this. In order to 'lower the noise' in the group, we restricted the members' posts about other conventions, NA events, webinars, clean time etc., so we can keep up the news feed strictly for ECCNA news and information. There were six people in the committee at the beginning (approximately one year before ECCNA), and by the end three of us remained. With a lot of work and planning the number was enough, and from time to time we also got help from the organizing committee members, who made separate posts in the group as well.

TO DO	
CASE	WHY TO DO
making schedule of posts and topics	to produce regular and continuous contact with group members
keep all service volunteers in the committee, even if they are not active	at some point of the process any help can be good
keep up the atmosphere of recovery	it makes the tasks much easier if there is love and acceptance in the service
use @everyone tag if there is important stuff to share	this once per day possibility is the best way to reach all group members

NOT TO DO	
CASE	WHY NOT TO DO
letting out non-relevant content	makes 'noise' in the group, convention information fades
try to be perfect in answering all questions by yourself	other members will help you out, and issues will be answered by others as well

SPEAKER COMMITTEE'S REPORT

First of all the Speaker Committee was responsible for selecting the speakers, then for organizing the meetings during the event and the overall program. A total of 12 service members started working in the team, but the majority of the tasks were done by 5-6 people. We created a transparent excel spreadsheet where each committee member could keep track of who to score, by what deadline, what criteria and how the overall scoring was going. It was difficult to get all the initial trusted servants to be active, but later we were able to delegate tasks between those 5-6 people, and we were also able to meet our deadlines. Decisions were always made by those who were present at the service meetings. Goals met to the maximum.

As a zero point, we wrote the call for speakers and then determined the scoring, which we entered into the excel spreadsheet. We kept in touch with applicants from one main email address. Based on the scores, we chose who would be the speakers for the meetings, and the applicants with lower scores were asked to be back-up speakers. We worked together with the Social Media Committee on the calls and with the Creative Committee on the design of the program. The draft program was finalized together with the ECCNA organizing committee.

NOT TO DO	
CASE	WHY NOT TO DO
name of the speakers should not be on the program	in case of change the audience does not need to know
overcommitted trusted servants	burn-out, check out of the project, bad feelings

TO DO	
CASE	WHY TO DO
google sheet (excel)	visible to all, easy to follow and up to date + all tasks in one place
the applicant trusted servant enters him /herself in the excel sheet	if someone does not do this, they will certainly not do any other task (good selection)
at least 2 people manage the email account	for transparency and delegability
the coordinator has to be in a task-oriented leadership role	targeted, efficient operation / sharing of tasks
regular operative meetings	joint decisions, more aspects, traditions

NOT TO DO	
CASE	WHY NOT TO DO
name of the speakers should not be on the program	in case of change the audience does not need to know
overcommitted trusted servants	burn-out, check out of the project, bad feelings

CREATIVE – MERCH & DESIGN

The Creative committee's main tasks were the following, with the goal to have the most successful event:

- designing the image reflecting the motto of the event
- creating the visual design of the Hungarian bid for the ECCNA
- designing the communication tools (graphics, typography, video)
- eccna.hu website UX/UI tasks, successfully building up and operating the webshop and ticket sales
- merchandise design, defining product scale, coordinating production and logistics
- design and implementation of the event decoration focusing on having the most attractive look with the lowest possible budget

Number of trusted servants: 1 (+ one additional for the website)

I deal with similar tasks in my professional career therefore I was able to handle all of the above listed tasks alone in the past 3 years. The website was the only part where there was real committee work needed and we formed a great team with my fellow trusted servant who has the same profession in his civil life. In addition there was regular cooperation with other committees of the organizing team.

Main difficulties:

- I found the regular “big meetings” (where all committees were represented) time consuming
- I was really disturbed by the panicking of some fellow organizers and also the manner how some people were telling others how to carry out their tasks

TO DO

- believe in yourself, take action and enjoy the process
- purposefully invite trusted servants for a specific service
- decide independently on professional and practical issues. This can save a lot of time and energy.
- Merch area and registration - work out and communicate an internal guideline (schedule of tasks and personnel: who is doing what and in what order)

NOT TO DO

- use of the @eccna.hu emails without proper email clients and/or support
- pre-ordered items should be separated from the standard stock before opening the merchandise area to avoid mixups

TRANSLATION COMMITTEE (TC) REPORT

The aim of service

The aim of this service was to provide real-time translation for participants in their mother tongue (Hungarian). The service was carried out by 17 trusted servants (This depends on the number of speakers).

TO DO	
CASE	WHY TO DO
Prepare well in advance	Smooth and confident service, best experience for servants and listeners
Regular practices	Smooth and confident service, best experience for servants and listeners
Always having a backup interpreter	The translation will happen no matter what
Keeping the budget low	Less burden for the fellowship
regular operative meetings	joint decisions, more aspects, traditions

NOT TO DO	
CASE	WHY NOT TO DO
Announce the zoom link secretly	Few listeners
Account for 1000	Should have been account for 10000
Unresponsive regions, cabin for other translators	Ad hoc solutions, not always satisfying results

Preparation

The TC prepared well before the event, to provide good service to the community. First, we contacted members of the translation committee of ECCNA37 and they provided from know-how basics to best practices, hands-on experience which we could make very good use of.

While we were looking for a technical solution, Zoom came up with the translation feature, so always keep an eye on emerging technologies. However, we believe the Zoom platform as of 2023 perfectly fits for a convention needs.

Furthermore, we contacted a professional interpreter who also gave detailed practical advice, also for how we could prepare for the event.

We also held meetings and defined our necessities and goals, and prepared the schedule as soon as we could. So, interpreters could familiarize with the speaker they were supposed to translate. For the translation of each speaker we always had an interpreter and a backup person as well.

We gathered all information we learned from various sources and we shared it with all members of the committee.

TC organized weekly practices. During these sessions many native and non-native speakers were happy to help us by providing live shares on the Zoom platform, so we could both learn how to use it efficiently and to practice the actual translation and give one another feedback on interpretation matters.

Our efforts to prepare for the event were time-consuming but paid off perfectly well: we felt confident and could overcome all difficulties that were unforeseeable and arose.

The ECCNA38 committee reached out to other communities to find out if they would require translation so that we could provide extra cabins for them. Unfortunately this endeavor was not very successful so finally we only had one extra cabin available for use beside the Hungarian.

The Event

At the event everything went smoothly, as we were familiar with the system, those interpreters who could not be present due to illness or whatever reason could perfectly do their scheduled translation from their homes.

Other communities could agree on a schedule to use the cabin and they were also able to do the interpretation from a quiet corner of the corridor. We had translations to German, Italian, French, Greek, Russian and Hebrew.

The cost

We managed to do it on a very cost-effective budget: the cabins were provided by the venue for low prices, we rented laptops, we bought 2 headsets and paid a small fee for the professional helping us to prepare.

What would we do differently?

There probably should have been a QR code for the Zoom link. We bought an account extension to 1000 participants only for the month of the event and we did not want to over advertise it since the interpretation service was primarily aimed for those that were present at the event.

There were a few meetings in Hungarian that were translated to English, we had very few listeners due to lack of proper announcement.

So, for us the important lesson is that we should find a good balance in promoting the Zoom link.



**Financial
report**

The original goal was to organize a nice convention and conference, but at the end we are happy with the financial results as well.

The organizing committee made profit on eccna38 and we are so grateful that we are able to share most of it with EDM and WSO and keep a small part for the local fellowship (60% - 20% - 20%).

The Hungarian fellowship decided to cover the following costs as our support to the EDM body:

- VAT of the EDM conference room rental cost which was 1 175 EUR
- The full cost of the EDM buffet which was 608 EUR

Altogether it's an additional 1 783 EUR support to the EDM body on top of the general contribution.

We, the Hungarian fellowship are grateful for the trust we got. We are happy that we can support EDM and WSO with the following funds:

TO WHICH BODY	PROFIT TO GIVE
60% to EDM	17 038 EUR
20% to WSO	5 679 EUR
20% to Hungarian fellowship	5 679 EUR
TOTAL	28 397 EUR

rounding difference is 1 EUR

Based on the above details, the Hungarian community make a donation value of 24 500 EUR sum to EDM and WSO in donation and free service.

Hereby you will find charts in EUR about the income and the expenses. We wanted to simplify the information flow, so we made 5 cost-type groups for the easier accounting.

Registration & venue: Includes all related income (registration, party) and expenses like rental cost of the venue, online payment system

Merchandise: includes the sold-out merchandise income, the contracted commission from outside vendors (15% of their sales), the cost of manufacturing and the website.

Catering: includes some operational costs, commission by the food and other catering trucks – 10-15%.

Seventh tradition: after exchanging the coins, only income.

Others: operational costs for the 3-year period, rentals of zoom, rooms for meetings prior to eccna38, cost of EDM PR event.

Not included: Neither the EDM VAT nor the EDM catering costs – which are the contributions of the Hungarian fellowship.

EUR	Income	Expenses	Profit
Registration & venue	57 411	35 558	21 854
Merchandise	13 306	5 093	8 213
Catering – food & coffee	1 837	0	1 837
Seventh tradition	3 656	0	3 656
Others – operational	0	3 191	-3 191
Others – non operational	0	3 972	-3 972
Grand Total	76 210	47 814	28 397

We used 2 accounts (HUF & EUR) for registrations and 2 accounts (HUF & EUR) for merchandise sales, because according to the Hungarian accounting law (same as IFRS) the donations are exempt of VAT whilst other sales have VAT implication. All actions were accounted, and the legal entity accounting made every single euro income completely cleared. We made the statement when we bid to make all process clean as this is the spirit of recovery. For the financing, we made lots of planning, great cashflow management, very good conditions for contracting. We wish for all eccna organizers the best for planning and cashflow making.



Summary

Summary

Based on the hard work and result hereby you will find in bullet points the most important things:

- ECCNA is the biggest fundraising event of EDM but there is only a little (and not the most important) information about it in the Operation pack
- it is very difficult and takes a lot of time to collect any historical data from previous events
- there should be a general data sheet and all organizers must fill them to have proper information for the upcoming events
- number of servants will decrease so need to have all committees
- the work on financial planning and proper cash flow is a must
- keep it simple is a good guideline
- outside merchandise sales – prior agreement and EDM agreement is a must
- more involvement of European delegates – more European less US speakers
- great challenge to organize an ECCNA but in a way it was a bigger challenge than our level
- any future organizers: keep it simple and focus on planning and operations. Spirit will be there anyway



Suggestions

Suggestions to the EDM body

- more practical guidelines needed
- more detailed evaluation of bids – needless to have three budgets – focus only on one proper budget
- every EDM should include one financial workshop and a presentation about fundraising techniques, cash flow management and data flow – can be a subcommittee level to the Treasury
- might be better to divide EDM and ECCNA (for example: EDM Monday to Thursday, ECCNA Friday to Sunday)



Appendix

REGISTRATION

Starting date (first ticket sold) : **02 january 2023**

Prices: **early bird: 30 EUR, normal: 35 EUR**

Number of early bird: **532**

Number of all online: **1004**

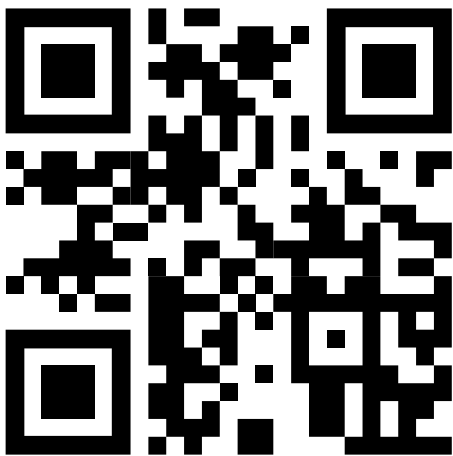
MERCHANDISE

Item	Quantity (pieces)	Purchase Price (Euros/pcs)	Sale Price (Euros/pcs)
Eccna Tshirt Black	210	6,5	15
Eccna Tshirt Color - Lightpink	100	8,9	15
Eccna Tshirt Color - Mint Green	100	8,9	15
Eccna Tshirt Photoprint	50	13,9	25
Eccna Totebag - Basic	70	4,2	10
Eccna Totebag - Premium	30	10	20
Eccna Bucket Hat - Smiley	35	3,2	30
Eccna Mug - Black	50	3,5	10
Eccna Mug - White	50	3,5	10
Eccna Mug - Yellow	50	3,5	10
Eccna Mug - Blue	50	3,5	10

We sold all merchandising products in a few hours. It became clear, that we underestimated the demand, double of these quantities would have been nice, especially in the terms of t-shirts.

ECCNA38 SPEAKER TAPE

<https://eccna.hu/#player>



Thank you.

