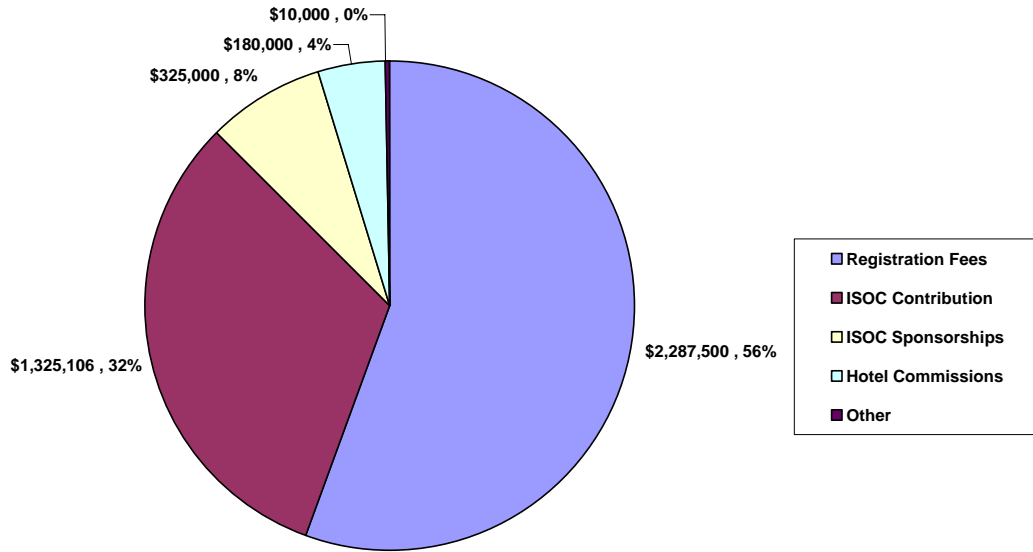


# 2007 Budget Overview & Update

## August

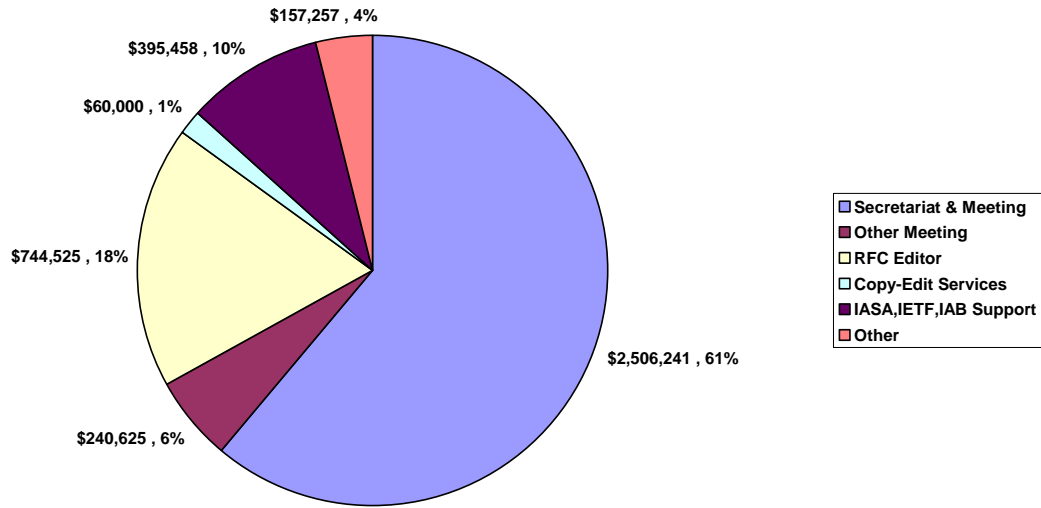
IASA 2007 Revenues: \$4.1m USD



# 2007 Budget Overview & Update

## August

IASA 2007 Expenses: \$4.1m USD



## **2007 Budget Overview & Update**

**August**

Revenue Performance:

Registration Fee Income: -\$180k USD Year End Forecast  
IETF 70 Registration \$100 Fee Increase: +\$120k

IETF 70 Host and Sponsor Sought: \$110k

IETF 69 Plenary Notice & August Year End Forecast →



# IASA Budget Summary

## Income

Meetings

ISOC & Sponsorships

Total

**Problem!**  
So far, the meeting income is falling short of plan.

**Problem!**  
So far, no one has stepped forward to host IETF70.

2007

2008

\$ 2,478K

\$ 2,350K

\$ 1,650K

\$ 2,274K

\$ 4,128K

\$ 4,624K

## Expenses

Meetings & Secretariat

RFC Editor & Copy Edit

IETF & Trust Sup

IASA Costs

Total

2006

2007

2008

\$ 2,324K

\$ 2,747K

\$ 3,227K

**Meeting fee increase is needed. A significant increase is needed if a host for IETF70 is not found.**

\$ 1,254K

\$ 1,254K

\$ 1,254K

\$ 4,624K

\* 2006 numbers are not yet audited; 2007 and 2008 numbers represent plans <sup>3</sup>

**INTERNET SOCIETY**  
**Statement of Activities and Change in Net Assets**  
**For the Seven Months Ending July 31, 2007**

**IETF/IASA**

	Current Month			Year to Date			Annual Variance			Notes
	July		(Unfav) Varia	Year to Date		(Unfav) Variat	Annual		Variance	
	Actual	Budget	Act/Budget	Actual	Budget	Act/Budget	YEF	Budget	YEF/Budget	
<b>REVENUE:</b>										
IETF Registrations	\$ 451,333	\$ 381,250	\$ 70,083	\$ 1,374,654	\$ 1,525,000	\$ (150,346)	\$ 2,106,655	\$ 2,287,500	\$ (180,845)	(3)
ISOC's IETF Sponsorships	-	100,000	(100,000)	172,889	275,000	(102,111)	<b>442,374</b>	325,000	117,374	(4)
Hotel Commissions	-	-	-	-	60,000	(60,000)	213,081	180,000	33,081	
Other Revenue	-	-	-	-	-	-	-	10,000	(10,000)	
<b>Total Revenue</b>	<b>\$ 451,333</b>	<b>\$ 481,250</b>	<b>\$ (29,917)</b>	<b>\$ 1,547,543</b>	<b>\$ 1,860,000</b>	<b>\$ (312,457)</b>	<b>\$ 2,762,110</b>	<b>\$ 2,802,500</b>	<b>\$ (40,390)</b>	(5)
<b>EXPENSES:</b>										
RFC Editor	\$ 21,382	\$ 62,044	\$ 40,662	\$ 434,285	\$ 434,306	\$ 21	\$ 744,504	\$ 744,525	\$ 21	(6)
Copy-Edit Services	2,040	6,333	4,293	8,385	28,332	19,947	35,385	60,000	24,615	
IETF Secretariat & Meeting (NeuStar)	118,629	135,880	17,251	1,177,228	1,302,389	125,161	2,455,555	2,506,242	50,687	(7)
Other Meeting Expenses	102,342	24,438	(77,904)	396,866	199,752	(197,114)	564,544	240,625	(323,919)	(5),(8)
Short Term Contracts	-	-	-	-	15,000	15,000	-	50,000	50,000	
Tools	-	-	-	3,600	7,500	3,900	13,600	20,000	6,400	
IASA Support (incl. IAD expenses and salary)	17,979	21,574	3,595	167,445	171,117	3,672	291,460	278,983	(12,477)	
IETF Support	224	4,942	4,718	15,275	34,592	19,317	47,352	59,300	11,948	
IAB Support	499	4,765	4,266	14,355	33,352	18,997	44,797	57,175	12,378	
IETF Trust Expenses	1,624	1,958	334	10,542	13,708	3,166	23,500	23,500	-	
G&A/Governance (Indirect)	4,985	7,271	2,286	46,654	50,900	4,246	85,299	87,257	1,958	
<b>Total IETF/IASA expenses</b>	<b>\$ 269,704</b>	<b>\$ 269,205</b>	<b>\$ (499)</b>	<b>\$ 2,274,635</b>	<b>\$ 2,290,948</b>	<b>\$ 16,313</b>	<b>\$ 4,305,996</b>	<b>\$ 4,127,607</b>	<b>\$ (178,389)</b>	

**Forecasted YEF Shortfall            \$ (218,779) (9)**

ISOC Contribution:	
Annual Budget	\$ 1,325,107
ISOC Contribution needed through Forecast Period	727,092
ISOC Contribution balance @ end of Forecast Period	<u>\$ 598,015</u>
% of Contribution Remaining	45%

**Notes:**

- (1) For 2007, the ISOC Board approved a contribution to IETF/IASA of \$1,325,107.
- (2) As of July 31, \$727,092 of the ISOC contribution was needed in addition to IETF meeting receipts and sponsorships to meet expenses
- (3) Paid attendance averaged more than 100 fewer for IETF's 68 & 69 for 7% decline, and projected 50 fewer for IETF 70 for forecasted revenue result
- (4) Budget assumed \$150k Welcome Reception revenue plus \$172k for Host Venue and NOC contributions. YEF includes \$175k, \$50k Reception, and \$110k NOC contributions each for IETF's 69 & 70
- (5) Revenues are (\$312K) negative for the year-to-date. For the remainder of the year, revenues may recover and are forecast to be only (\$40K) under the Budget.  
 However, the anticipated host and sponsorship revenues for the Vancouver conference remains uncommitted, and could decline an additional \$50K to \$110K.  
 An unbudgeted portion of the revenue comes from the fact that we are now offering a "turnkey" NOC solution to Hosts.  
 Therefore, NOC contributions are now included in Revenue, and NOC outsourcing costs are now included in Other Meeting Expenses.
- (6) RFC Editor converted from quarterly invoices to monthly invoices in July. The July statement included a \$62K estimated accrual; however after July was closed we received an invoice for \$43K; therefore RFC actual expenses are running \$19K lower than budget. (Note: The actuals also include \$32K of 2006 expenses that were billed to ISOC in May 2007, which was after 2006 audit was completed; therefore they are part of 2007 figures.)
- (7) IETF Secretariat & Meeting expenses (NeuStar) are \$125K ahead of the budget because the hotel expenses for Chicago have not been received yet.
- (8) NOC outsourcing expense element added to "Other Meeting Expenses". This line item is (\$197K) over budget Year-to-Date due to the fact that the NOC outsourcing expenses were not included in the original 2007 budget; however these expenses will be mostly offset by IETF 68 - 70 Host contributions and sponsorships from CZ.NIC.
- (9) Total budget shortfall for the year is forecasted to be (\$219K). However, loss of unsubscribed sponsorship revenues in the forecast could push this shortfall an additional \$100K.  
 The IAD and IAOC will review ideas to reduce this forecasted shortfall.