

2018 Budget				
		2018 Budget	2019 Advice	2020 Advice
Non-Meeting Revenue				
1	ISOC Contribution	\$3,007,774	\$2,932,599	\$2,702,260
	ISOC Contribution Cash	\$2,692,774	\$2,617,599	\$2,387,260
	ISOC In-Kind Contribution (Comms Support)	\$165,000	\$165,000	\$165,000
	ISOC In-Kind Contribution (Sponsorship Support)	\$150,000	\$150,000	\$150,000
2	Administrative In-Kind Contribution	\$113,000	\$113,000	\$113,000
	Webex	\$35,000	\$35,000	\$35,000
	IK Tools Maintenance	\$78,000	\$78,000	\$78,000
Total Non-Meeting Revenue		\$3,120,774	\$3,045,599	\$2,815,260
Meeting Revenue				
3	Registration Fees	\$2,114,750	\$2,215,375	\$2,242,953
4	Sponsorship	\$1,325,000	\$1,575,000	\$1,825,000
5	Sponsorship - In-Kind	\$175,000	\$175,000	\$175,000
6	Hotel Commissions	\$160,000	\$140,000	\$140,000
7	Misc.	\$134,075	\$48,575	\$36,075
Total Meeting Revenue		\$3,908,825	\$4,153,950	\$4,419,028
TOTAL REVENUE		\$7,029,599	\$7,199,549	\$7,234,288
Meeting Expenses				
8	Variable Managed Meeting Costs	\$969,424	\$998,507	\$998,507
9	IETF Secretariat	\$792,780	\$810,000	\$828,000
10	Meeting Space	\$210,000	\$235,000	\$260,000
11	NOC Expenses	\$832,936	\$827,500	\$847,000
	In-Kind Circuits	\$75,000	\$75,000	\$75,000
	Contract Costs (incl. shipping)	\$500,000	\$500,000	\$515,000
	Venue Network Costs	\$12,936	\$0	\$0
	Remote & Mtg Archive Services	\$150,000	\$157,500	\$162,000
	RPS Travel	\$35,000	\$35,000	\$35,000
	NOC Travel	\$60,000	\$60,000	\$60,000
12	VAT Recovery Expense	\$20,000	\$20,000	\$20,000
13	Other Meeting Expenses	\$264,229	\$279,538	\$260,053
	In-Kind	\$100,000	\$125,000	\$100,000
	Ombuds Travel	\$20,000	\$21,000	\$22,050
	Miscellaneous (insurance, credit card fees, other)	\$144,229	\$133,538	\$138,003
Total Meeting Expenses		\$3,089,369	\$3,170,545	\$3,213,560
Operating Expenses				
14	RFC Services	\$1,238,160	\$1,262,239	\$1,198,209
	RFC Production Center	\$1,095,160	\$1,119,239	\$1,049,809
	RFC Series Editor	\$143,000	\$143,000	\$148,400
15	IETF Secretariat	\$1,375,070	\$1,405,925	\$1,437,650
	Administrative	\$794,180	\$817,400	\$837,075
	IT	\$397,090	\$400,150	\$408,950
	Financial	\$183,800	\$188,375	\$191,625
16	Administration	\$670,000	\$707,000	\$713,500
	IASA Support	\$517,500	\$546,000	\$549,500
	IETF Support	\$37,500	\$41,000	\$42,000
	IAB Support	\$37,500	\$41,000	\$42,000
	IRTF Support	\$12,500	\$15,000	\$15,000
	Independent Submissions Editor	\$20,000	\$16,500	\$17,500
	NomCom Support	\$10,000	\$12,500	\$12,500
	Administrative In-Kind	\$35,000	\$35,000	\$35,000
17	Special Projects	\$50,000	\$50,000	\$50,000
18	Transition Expenses	\$75,000	\$50,000	\$50,000
	IAD	\$50,000	\$50,000	\$50,000
	Legal	\$25,000		
19	Tools Maintenance	\$217,000	\$221,340	\$225,994
	In-Kind (IK)	\$78,000	\$81,120	\$84,365
	Contracts	\$139,000	\$140,220	\$141,629
	ISOC Support Services	\$315,000	\$332,500	\$345,375
20	Sponsorship Support	\$150,000	\$157,500	\$165,375
21	Communications Support	\$165,000	\$175,000	\$180,000
Total Operating Expenses		\$3,940,230	\$4,029,004	\$4,020,728
Total Expenses		\$7,029,599	\$7,199,549	\$7,234,288
Net Income		\$0	\$0	\$0
ISOC Capital Investment		\$200,000	\$100,000	\$75,000

NOTES

- 1 ISOC Direct Contribution: Internet Society financial contribution to the IETF for fiscal year.
- 2 The value of contributions of WebEx and tools support services.
- 3 IETF Registrations - Early, Late, Student & Day pass fees. Revenues based upon estimated paid attendance.
- 4 Meeting & Event Sponsorships.
- 5 In-kind Meeting Sponsorships. Includes the value of services and goods contributed associated with meetings.
- 6 Hotel Commission: IETF receives a commission from IETF guest rooms reserved by meeting attendees.
- 7 Misc. Revenue: Includes revenue from venue incentives, tax rebates, hotel rebates, value of comped guest rooms and upgrades, room rentals, companion fees, etc.
- 8 Variable Managed Meeting Costs: Includes food and beverage, audio visual equipment, electric power, shipping, staff travel, printing, temporary labor, etc.
- 9 IETF Secretariat: Secretariat labor costs associated with IETF meetings.
- 10 Meeting Space: There are meeting space costs in Europe, Asia, but no in North America.
- 11 NOC Expenses: Contractor services for the NOC and remote participation services, including in-kind circuit contributions, travel and shipping expenses.
- 12 VAT Recovery Expense: Value-added tax which may be recovered and for which recovery there may be an expense.
- 13 Other Meeting Expenses: Includes cancellation insurance, credit card fees, etc.
- 14 RFC Services: Includes RFC Series Editor, RFC Production Center and RFC Publisher contract costs and travel expenses.
- 15 IETF Secretariat: Secretariat labor costs associated with IESG, IAB, IAOC, administrative, financial and IT support.
- 16 Administrative: Includes IASA, IETF, IAB, IRTF NomCom, Independent Submission Editor expenses and in-kind contributions.
- 17 Special Projects: An IAOC fund for contracting projects that may arise during the year.
- 18 Transition Expense: Expenses associated with a transition from one contractor to another.
- 19 Tools Maintenance: Tools maintenance, includes in-kind and contracted support.
- 20 Sponsorship Support: ISOC contributed sponsorship support.
- 21 Communications Support: ISOC contributed communications support.

2018 Meeting Budget				
	IETF101	IETF102	IETF103	TOTAL
REVENUE				
Registration Fees	\$746,250	\$703,500	\$665,000	\$2,114,750
Sponsorship	\$450,000	\$450,000	\$425,000	\$1,325,000
Sponsorship - InKind	\$58,333	\$58,333	\$58,334	\$175,000
Hotel Commissions	\$60,000	\$60,000	\$40,000	\$160,000
Misc	\$74,025	\$51,025	\$9,025	\$134,075
TOTAL REVENUE	\$1,388,608	\$1,322,858	\$1,197,359	\$3,908,825
EXPENSES				
Variable Managed Meeting Costs	\$358,447	\$375,650	\$235,327	\$969,424
IETF Secretariat	\$264,260	\$264,260	\$264,260	\$792,780
Meeting Space	\$110,000	\$0	\$100,000	\$210,000
NOC Expenses				\$0
In-Kind (Circuits)	\$25,000	\$25,000	\$25,000	\$75,000
Contract Costs (incl. shipping)	\$175,000	\$150,000	\$175,000	\$500,000
Venue Network Costs	\$12,936			\$12,936
Remote & Mtg Archive Services	\$50,000	\$50,000	\$50,000	\$150,000
RPS Travel	\$9,000	\$13,000	\$13,000	\$35,000
NOC Travel	\$25,000	\$10,000	\$25,000	\$60,000
VAT Recovery Expense	\$20,000			\$20,000
Other Meeting Expenses				\$0
In-Kind	\$33,333	\$33,333	\$33,334	\$100,000
Ombuds Travel	\$8,000	\$4,000	\$8,000	\$20,000
Miscellaneous (insurance, credit card fees, other)	\$66,253	\$38,364	\$39,612	\$144,229
TOTAL EXPENSES	\$1,157,229	\$963,607	\$968,533	\$3,089,369
NET INCOME	\$231,379	\$359,251	\$228,826	\$819,456