

Beijing IETF 79 Financial Statement

1/18/11

Meeting Revenue	Actual	Budget	Variance	Notes
Registration Revenue	666,646	677,125	-10,479	1
Sponsorship Revenue (IETF)	30,000	30,000	0	
Meeting Space, in-kind	125,000	200,000	-75,000	2
NOC Sponsorship, in-kind	150,000	150,000	0	3
Hotel Commission	0	0	0	
New Revenue	0	25,000	-25,000	
Miscellaneous	0	0	0	
Total Revenue	971,646	1,082,125	-110,479	
Meeting Expenses	Actual	Budget	Variance	
Food & Beverage	142,000	194,950	52,950	4
AV & Power	28,113	38,000	9,887	
Meeting Space, in-kind	125,000	200,000	75,000	2
NOC, in-kind	150,000	150,000	0	3
Allocated Secretariat/Temp Labor	110,754	114,000	3,246	
Travel, Meeting and Qual Visits	21,504	22,000	496	
Miscellaneous	39,070	53,314	14,244	5
Total Expenses	616,441	772,264	155,823	
Funds Available for IETF Operations	355,205	309,861	45,344	
Notes				
1	Paid attendance of 1,144 beat target of 1,075, but mix of those paid included 3x number of students anticipated (150 instead of 50)			
2	Budget estimate prior to hotel contract execution; actual cost less than budget. Paid by Host			
3	Host provided NOC			
4	Budget estimate preceeded contract execution.			
5	Includes credit card fees, cancellation insurance, captioning, shipping, printing, etc.			

Beijing Financial Summary

- 1. Bottom Line: Funds available for IETF Ops \$45k above budget. (\$355k)**
- 2. Total Revenues \$110k under budget**
 - Host cost for Meeting Space \$75k less than budget**
 - Difficult environment to sell meeting related sponsorships (\$25k)**
- 3. Expenses below budget \$156k**
 - F&B - Budget set before contract executed (\$53k)**
 - Meeting Space Cost - \$75k under budget**