## IETF/IASA

**Unaudited Statement of Activities and Change in Net Assets**

*For the Year Ended December 31, 2007*

### REVENUE:

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Budget</th>
<th>Variance</th>
<th>Year to Date</th>
<th>Budget</th>
<th>Variance</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IETF Registrations</td>
<td>$78,594</td>
<td>$381,250</td>
<td>$(302,656)</td>
<td>$2,169,053</td>
<td>$2,287,500</td>
<td>$(118,447)</td>
<td>(1)</td>
</tr>
<tr>
<td>ISOC's IETF Sponsorships</td>
<td>239,621</td>
<td>50,000</td>
<td>189,621</td>
<td>496,410</td>
<td>325,000</td>
<td>171,410</td>
<td>(2)</td>
</tr>
<tr>
<td>Hotel Commissions</td>
<td>60,000</td>
<td>60,000</td>
<td>-</td>
<td>229,914</td>
<td>180,000</td>
<td>49,914</td>
<td></td>
</tr>
<tr>
<td>Other Revenue</td>
<td>-</td>
<td>5,000</td>
<td>(5,000)</td>
<td>-</td>
<td>10,000</td>
<td>(10,000)</td>
<td></td>
</tr>
<tr>
<td><strong>Total IETF/IASA Revenues</strong></td>
<td>$378,215</td>
<td>$496,250</td>
<td>$(118,035)</td>
<td>$2,895,377</td>
<td>$2,802,500</td>
<td>92,877</td>
<td></td>
</tr>
</tbody>
</table>

### EXPENSES:

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Budget</th>
<th>Variance</th>
<th>Year to Date</th>
<th>Budget</th>
<th>Variance</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFC Editor</td>
<td>$71,078</td>
<td>$62,041</td>
<td>$(9,037)</td>
<td>$699,587</td>
<td>$744,525</td>
<td>44,938</td>
<td></td>
</tr>
<tr>
<td>Copy-Edit Services</td>
<td>1,003</td>
<td>6,334</td>
<td>5,331</td>
<td>14,519</td>
<td>60,000</td>
<td>45,481</td>
<td></td>
</tr>
<tr>
<td>IETF Secretariat &amp; Meeting (NeuStar)</td>
<td>422,918</td>
<td>135,885</td>
<td>(287,033)</td>
<td>2,455,241</td>
<td>2,506,242</td>
<td>51,001</td>
<td>(3)</td>
</tr>
<tr>
<td>Secretariat Transition Expenses</td>
<td>63,043</td>
<td>-</td>
<td>(63,043)</td>
<td>568,235</td>
<td>240,625</td>
<td>(327,610)</td>
<td>(4)</td>
</tr>
<tr>
<td>Other Meeting Expenses</td>
<td>89,460</td>
<td>288,654</td>
<td>199,194</td>
<td>11,214</td>
<td>20,000</td>
<td>8,786</td>
<td>(5)</td>
</tr>
<tr>
<td>Short Term Contracts</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>50,000</td>
<td>50,000</td>
<td></td>
</tr>
<tr>
<td>Tools</td>
<td>7,404</td>
<td>-</td>
<td>(7,404)</td>
<td>11,214</td>
<td>20,000</td>
<td>8,786</td>
<td></td>
</tr>
<tr>
<td>IASA Support (incl. IAD expenses and salary)</td>
<td>24,944</td>
<td>21,573</td>
<td>(3,371)</td>
<td>282,231</td>
<td>278,983</td>
<td>(3,248)</td>
<td></td>
</tr>
<tr>
<td>IETF Support</td>
<td>8,240</td>
<td>4,938</td>
<td>(3,302)</td>
<td>34,158</td>
<td>59,300</td>
<td>25,142</td>
<td></td>
</tr>
<tr>
<td>IAB Support</td>
<td>5,755</td>
<td>4,760</td>
<td>(995)</td>
<td>33,972</td>
<td>57,175</td>
<td>23,203</td>
<td></td>
</tr>
<tr>
<td>IETF Trust Expenses</td>
<td>1,468</td>
<td>1,959</td>
<td>491</td>
<td>17,897</td>
<td>23,500</td>
<td>5,603</td>
<td></td>
</tr>
<tr>
<td>G&amp;A/Governance (Indirect)</td>
<td>12,562</td>
<td>7,272</td>
<td>(5,290)</td>
<td>83,979</td>
<td>87,257</td>
<td>3,278</td>
<td></td>
</tr>
<tr>
<td><strong>Total IETF/IASA Expenses</strong></td>
<td>$707,875</td>
<td>$533,416</td>
<td>$(174,459)</td>
<td>$4,280,109</td>
<td>$4,127,607</td>
<td>(152,502)</td>
<td></td>
</tr>
</tbody>
</table>

### ISOC Contribution

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Budget</th>
<th>Variance</th>
<th>Year to Date</th>
<th>Budget</th>
<th>Variance</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>ISOC Contribution</td>
<td>$329,660</td>
<td>$37,166</td>
<td>$(292,494)</td>
<td>$1,384,732</td>
<td>$1,325,107</td>
<td>(59,625)</td>
<td></td>
</tr>
</tbody>
</table>

**Notes:**

(1) An attendance of 292 less than anticipated resulted in a shortfall in registration fee revenues. This was partially made up by an increase of $100 in the registration fee for Vancouver.

(2) ISOC sponsorships reached record level of nearly $500,000 as Hosts fully supported outsourced NOC model.

(3) Secretariat Transition Expense was unbudgeted but needed for legal, IT, equipment, and consultant costs.

(4) 80% of the overage was for NOC expenses associated with Host model choice. Most of the balance was for meeting travel support and planning.

(5) Account frozen by IAOC to address anticipated revenue shortfall.