Internet Society
IETF Statement of Activity
For the Month Ending December 31, 2017

Notes		December	YTD Actual	YTD Budget	YTD Variance	Annual Budget
	Revenue					
1	Registration Fees		$ 2,163,295	$ 2,499,000	$ (335,705)	$ 2,499,000
2	Meeting Sponsorships		993,333	990,000	3,333	990,000
3	InKind Sponsorships	8,917	304,101	281,000	23,101	281,000
4	Event Sponsorships		229,806	530,000	(300,194)	530,000
5	Bits-N-Bites		88,000	150,000	(62,000)	150,000
6	Hackathon		55,000	120,000	(65,000)	120,000
7	Hotel Commissions	65,849	255,745	180,000	75,745	180,000
8	Miscellaneous Revenue		116,410	119,075	(2,665)	119,075
	Total Revenue	**$ 74,766**	**$ 4,205,690**	**$ 4,869,075**	**$ (663,385)**	**$ 4,869,075**
	Expenses					
	Meeting Expenses					
9	Variable Managed Meeting Costs		1,242,065	1,275,488	33,423	1,275,488
10	IETF Secretariat (AMS)	40,601	496,075	486,521	(9,554)	486,521
11	Meeting Space		229,140	284,000	54,860	284,000
	NOC Expenses		-			
12	InKind (Circuits)		97,098	55,000	(42,098)	55,000
13	Contract Costs		457,057	485,000	27,943	485,000
14	RPS Services		139,006	142,000	2,994	142,000
15	VAT Recovery Expense		12,000	12,000	-	12,000
	Other Meeting Expenses					
16	InKind		99,999	100,000	1	100,000
17	Miscellaneous		222,305	209,470	(12,835)	209,470
	Total Meeting Expenses	**40,601**	**2,994,744**	**3,049,479**	**54,735**	**3,049,479**
	Operating Expenses					
	RFC Services					
18	RFC Production Center	$ 79,883	$ 975,815	$ 1,027,601	$ 51,786	1,027,601
19	RFC Series Editor	10,000	137,408	155,000	17,592	155,000
20	IETF Secretariat (AMS)	121,874	1,459,568	1,459,564	(4)	1,459,564
	Administration					
21	IASA Support (incl. IAD expenses & salary)	24,090	393,412	418,000	24,588	418,000
22	IETF Support		42,992	42,500	(492)	42,500
23	IAB Support		30,327	32,500	2,173	32,500
24	IRTF Support	7,311	8,276	10,000	1,724	10,000
25	Administrative InKind	2,917	35,004	35,000	(4)	35,000
26	Independent Submissions Editor		12,690	15,000	2,310	15,000
27	NomCom Support		8,823	8,000	(823)	8,000
28	Special Projects		60,517	50,000	(10,517)	50,000
29	Transition Expenses	4,377	34,084	25,000	(9,084)	25,000
	Tools Maintenance					
30	InKind	6,000	72,000	72,000	-	72,000
31	Contracts	7,500	121,626	140,000	18,374	140,000
	ISOC Support Services					
32	AMS Support Services	15,200	69,200	-	(69,200)	-
33	Accounting & Administrative Support		85,162	134,000	48,838	134,000
34	Sponsorship Support		136,000	168,000	32,000	168,000
35	Communications Support	13,547	175,419	227,000	51,581	227,000
	Total Operating Expenses	**292,699**	**3,858,323**	**4,019,165**	**160,842**	**4,019,165**
	Total Expenses	**$ 333,300**	**$ 6,853,068**	**$ 7,068,644**	**$ 215,576**	**$ 7,068,644**
	ISOC Contributions & Capital Investment					
36	**ISOC Direct Contribution w/o Capital Investment**	**$(258,534)**	**$ (2,647,378)**	**$ (2,199,569)**	**$ (447,809)**	**$ (2,199,569)**
37	**Capital Investment**		**65,626**	**135,000**	**69,374**	**135,000**
38	**ISOC Direct Contribution with Capital Investment**	**$(258,534)**	**$ (2,713,004)**	**$ (2,334,569)**	**$ (378,435)**	**$ (2,334,569)**

IETF Statement Footnotes ("a" = description of category; "b" = commentary on Year-to-Date Variance)

1 a Registration fees: Early, Late, Student & Day
  b Lower than budgeted attendance for IETF 100 ($162k), (IETF 99 ($106k) and IETF 98 ($67.5k)

2 a Meeting Sponsorships: Host sponsorship contribution
  b The accrual for Ericsson's IETF98 sponsorship was infact correct and has been reverted back to $333,333.

3 a InKind Sponsorships: The value of donated services and goods associated with the meetings, plus contributions of WebEx and tools support services
  b Variance continues from IETF 98 - $58,000 budgeted for IETF 98; value was $80,000 (iNOC $33,000, Comcast $37,000 and AT&T $10,000)

4 a Event Sponsorships Includes the sponsorship contributions for the Welcome Reception, breaks, ice cream social, etc.
  b Variance due to shortfall of sponsors for IETF100 ($113k), IETF 99 ($157k) and IETF 98 ($30k)

5 a Bits-N-Bites: Includes the revenue received from event sponsors.
  b Variance due to shortfall of sponsors for IETF 99 ($15k)

6 a Hackathon: Sponsor revenue
  b Variance due to shortfall of sponsors for IETF 99 ($40k) and IETF 98 ($25k)

7 a Hotel Commissions: IETF receives a commission from IETF guest rooms reserved by meeting attendees.
  b December figures reflects higher than anticipated commission received from IETF95 & IETF97; commission received in 2017

8 a Miscellaneous Revenue: Includes revenue from tax rebates, hotel rebates, value of guest room comps and upgrades, room rentals, companion fees, fees for expedited letters of invitation, etc.
  b No significant variance (includes estimate of $45,000 rebate from City of Singapore)

9 a Variable Managed Meeting Costs: Includes food and beverage, audio visual equipment, electric power, security, shipping, staff travel, printing, temporary labor.
  b Variance due to expenses being under budget for IETF100 ($5k), over budget for IETF 99 ($32k) and under budget for IETF 98 ($67k)

10 a IETF Secretariat Labor (AMS): AMS labor costs associated with IETF meetings.
  b No significant variance

11 a Meeting Space: Charges for meeting rooms (not charged separately in North America).
  b Variance due to expenses being under budget for IETF 99 and under budget for IETF 100 ($48k)

12 a NOC Expenses: InKind (Circuits)
  b Variance due to Inkinds being greater than budgeted for IETF 99 ($20k) & IETF 98 ($22k)

13 a NOC Expenses: Contract Costs (Contractor services for the NOC)
  b Variance due to expenses being under budget for IETF 99 ($2k) & IETF 98 ($12k)

14 a NOC Expenses: RPS Services
  b No significant variance

15 a VAT Recovery Expense: The cost to recover VAT taxes on meeting expenses.
  b Accrued expense based on the budget

16 a Other Meeting Expenses: InKind
  b No Variance

17 a Other Meeting Expenses: Includes cancellation insurance, credit card fees, NOC volunteer costs, site qualification travel.
  b No significant variance

18 a RFC Production Center
  b Variance due to expectation that additional editor would be needed to coincide with new tool deployment which did not occur in 2017

19 a RFC Series Editor
  b Variance due to lower than expected expenses

20 a IETF Secretariat: AMS labor costs associated with IESG, IAB, administrative, financial, and IT support.
  b No Variance

21 a IASA Support: IAD compensation, travel, legal, IAOC meeting and retreat expenses, insurance, and miscellaneous.
  b

22 a IETF Support: IESG meeting and retreat expenses, travel, and miscellaneous.
  b No significant variance

23 a IAB Support: IAB meeting and retreat expenses, travel, and miscellaneous.
  b Variance due to lower than expected travel expenses

24 a IRTF Support: IRTF meeting expenses.
  b Variance due to timing of expenses. Expenses will appear in December financial statement.

25 a Administrative InKind: Value of Cisco WebEx contribution for IETF use.
  b No Variance

26 a Independent Submissions Editor: ISE travel and meeting expenses.
  b Variance due to lower than expected expenses

27 a NomCom Support: NomCom meeting expenses.
  b No significant variance

28 a Special Projects: IAOC discretionary funds for special projects, studies, or other.
  b Variance due to termination payment with prior NOC provider

29 a Transition Expense - IAD Transition Costs
  b Variance due to consultancy overlap

30 a Tools Maintenance: InKind
  b No Variance

31 a Tools Maintenance: Contracted Support (tools maintenance and upgrades)
  b Variance due to timing of expenses and exchange rate fluctuations

32 a AMS Support Services
    Fees begin in August 2017, not budgeted, but partially offset in unspent budget in ISOC Support Services

33 a ISOC Support Services: Accounting & Administrative
  b Variance due to not charging for Administrative Services in September, August, July & June

34 a ISOC Support Services: Sponsorship Support
  b November fee for IETF Sponsorship Support

35 a ISOC Support Services: Communications Support
  b Budget reflects YTD cost for deliverable $50,000 - Stonehouse Photography $15,400 at IETF 98 results in variance of $34,600

36 a ISOC Direct Contribution w/o Capital Investment
  b

37 a Capital Investment: Investment by Internet Society in IETF and RFC Editor software development.
  b Variance due to timing of expenses

38 a ISOC Direct Contribution with Capital Investment: Total of the direct financial contribution and capital investment.
  b

These statements are prepared on the accrual basis in accordance with generally accepted accounting principles