

Internet Society
IETF Statement of Activity
For the Month Ending December 31, 2010

	DEC ACTL	YTD ACTL	YTD BDGT	YTD VAR	ANNL BDGT
Revenue					
Meeting Revenue					
IETF Registrations	469	2,090,102	2,084,000	6,102	2,084,000
Hotel Commissions	-	95,395	70,000	25,395	70,000
Total Meeting Revenue	469	2,185,497	2,154,000	31,497	2,154,000
Sponsorship Revenue					
ISOC's IETF Sponsorships	-	368,731	490,000	(121,269)	490,000
NOC Sponsorships	-	379,094	420,000	(40,906)	420,000
Total Sponsorship Revenue	-	747,825	910,000	(162,175)	910,000
New/Miscellaneous Revenue					
New Revenue	-	54,000	70,000	(16,000)	70,000
Miscellaneous Revenue	400	45,803	-	45,803	-
Total New/Miscellaneous Rev	400	99,803	70,000	29,803	70,000
Total Revenue	869	3,033,124	3,134,000	(100,876)	3,134,000
Expenses					
RFC Services					
RFC Editor	120,075	819,811	747,000	(72,811)	747,000
Total RFC Services	120,075	819,811	747,000	(72,811)	747,000
Secretariat, Meeting & IT Svcs					
IETF Secretariat & Mtng (AMS)	128,625	1,543,680	1,538,000	(5,680)	1,538,000
Other Secretariat Expenses	3,971	3,971	15,000	11,029	15,000
Total Secretariat, Meeting & IT Svcs	132,596	1,547,651	1,553,000	5,349	1,553,000
Meeting Expenses					
Variable Managed Meeting Costs	20,352	729,931	850,000	120,069	850,000
Meeting Space	-	318,331	400,000	81,669	400,000
Other Meeting Expenses	1,394	110,760	107,500	(3,260)	107,500
NOC Expenses	11,948	493,709	420,000	(73,709)	420,000
Total Meeting Expenses	33,694	1,652,731	1,777,500	124,769	1,777,500
IASA, IETF, IAB, IRTF, NomCom Support					
IASA Support	48,062	319,646	309,556	(10,090)	309,556
IETF Support	3,174	24,376	34,750	10,374	34,750
IAB Support	2,934	23,687	29,750	6,063	29,750
IRTF Support	1,101	5,748	-	(5,748)	-
Tools	13,159	20,989	20,000	(989)	20,000
NomCom Support	-	12,245	7,000	(5,245)	7,000
Total IASA, IETF, IAB, IRTF, NomCom	68,431	406,691	401,056	(5,635)	401,056
IETF Trust Expenses					
IETF Trust Expenses	7,814	30,904	32,500	1,596	32,500
Total IETF Trust Expenses	7,814	30,904	32,500	1,596	32,500
Miscellaneous					
Transition Expenses	-	75,813	75,000	(813)	75,000
G&A/Governance (Indirect)	9,167	110,000	110,000	(0)	110,000
Total Miscellaneous	9,167	185,813	185,000	(813)	185,000
Total Expenses	371,778	4,643,603	4,696,056	52,453	4,696,056
ISOC Direct Contribution excl. development	(370,909)	(1,610,478)	(1,562,056)	(48,422)	(1,562,056)
IT Tools Development	117,270	242,535	575,000	332,465	575,000
ISOC Direct Contribution incl. development	(488,179)	(1,853,013)	(2,137,056)	284,043	(2,137,056)

2010 Budget Statement (Unaudited)

1. 2010 Budget Results Overview

Despite several financial challenges throughout the year the 2010 Budget targets were essentially met.

A. 2010 Budget Overview:

Revenues:	\$3.1 m
Expenses:	\$4.7 m
ISOC Direct Contribution:	\$1.6 m
Capital Tools:	\$575 k

B. Challenges for the year included:

1. No Host for Anaheim
2. Unexpected connectivity charges in Anaheim: \$65k
2. TRSE compensation exceeded Budget target by \$110k, which the Internet Society agreed to underwrite if necessary.

C. Results Overview:

1. Revenues reached \$3 m, \$100 k below Budget

Revenues for 2010 were \$101,000 below the budget due to the lack of a Host at IETF 77 in Anaheim and lower than expected meeting space costs, and thus a Host contribution, in Beijing.

Registration revenue was \$6,000 over the Budget, contributing \$2,090,000 to the operating expenses of the IETF.

2. Expenses of \$4.6 m were \$52 k below Budget

Major contributors to that figure were meeting costs, space and operations being under budget by \$200,000. These savings were offset by higher than expected NOC expenses, \$74,000, and the increase in RFC Series Editor costs of \$73,000.

3. ISOC direct contribution was \$1.6 m, \$48 k above Budget target, but \$62 k below the \$110 k the Internet Society had committed to during the year to meet the underwriting commitment of the RFC Editor.

4. Capitalized tools development work cost \$242 k, \$333 k below Budget. Development work didn't begin until Q2 when the three IDIQ development contractors were under contract. Lower than expected costs and faster development times resulted in projects scheduled for 2011 to be started in 2010. Tools

development peaked in December at \$117,000