

**Meeting:** IAOC

**Date:** The meeting was called to order on 2017-09-14 at 9:01 AM PDT by Leslie Daigle. Quorum was established.

**Attendees:**

Alissa Cooper  
Kaveh Ranjbar  
Leslie Daigle  
Lou Berger  
Ted Hardie  
Tobias Gondrom  
Ray Pelletier

**Guests:**

Alexa Morris  
Michael Richardson  
Ole Jacobsen

**Not Present:**

Kathy Brown  
John Levine

**Scribe:**

Liz Flynn

**1. 2018 Budget High Level Overview**

<b>2018 Budget</b>	<b>Version -03</b>	<b>Version -04</b>
<b>Total Revenue</b>	<b>\$3,956,075</b>	<b>\$ 3,911,075</b>
<b>Total Meeting Expenses</b>	<b>\$2,918,922</b>	<b>\$ 2,820,832</b>
<b>Total Operating Expenses</b>	<b>\$4,253,545</b>	<b>4,243,545</b>
<b>Total Expenses</b>	<b>\$7,172,467</b>	<b>\$ 7,064,377</b>
<b>ISOC Direct Contribution w/o Cap Inves</b>	<b>(\$3,216,392)</b>	<b>\$ (3,153,302)</b>
<b>Capital Investment</b>	<b>\$200,000</b>	<b>150,000</b>
<b>ISOC Direct Contribution w/ Cap Invest</b>	<b>(\$3,413,392)</b>	<b>\$ (3,303,302)</b>

**2. Sponsorships**

For 2018 a target of \$1.5M has been set for sponsorships. The details of that program are still being worked out in the Sponsorship committee. \$1.5M is an achievable number, and if the committee surpasses the goal the ISOC contribution can be reduced.

ISOC's contribution is larger this year because of several factors. In 2017's budget there was an unrealistic expectation for sponsorship revenue, which when unmet led to ISOC covering more. Revenues are down and expenses are growing. Over the past two years we've been reflecting more of the reality of what ISOC had to pick up and more expenses are appearing on our budget than they did previously.

### **3. Registration Fees**

Registration fees have not been increasing at the same rate as costs are rising. The last fee increase was at IETF 92. Historically registration fees are kept static for a while and then make large jumps.

Should meeting fees be tied to the cost of the meeting? How do meeting sponsorships apply? There is always a danger of pushing people out if fees are raised. This conversation needs to include the IESG, IASA2.0, ISOC, and the community.

### **4. Future IETF Budget Model**

The IAOC Finance Committee is not equipped to create a new financial model right now but Lou (as Finance Chair) wants to begin discussing where and how the topic gets addressed. Any discussion of a model needs to take care not to change the way work gets done and who attends meetings.

The consensus among those present is that continuing with the current model for now is the best path forward, noting concerns for future models.

Ray and Lou have been gathering recent historical data that could be presented to the community. The Finance Committee (Michael Richardson) will start preparing and reviewing materials, and the IAOC can decide how and when to distribute them.

For now the 2018 budget will proceed according to the current model and with no raise in registration fees.

### **5. AOB**

With no other business, the meeting was concluded at 10:00 AM PDT.