

INTERNET SOCIETY
Statement of Activities and Change in Net Assets
For the Eleven Months Ending November 30, 2007

IETF/IASA

	Current Month			Year to Date			Twelve Months Ending 12/31/2007		
	Actual	Budget	Variance	Actual	Budget	Variance	YEF	Budget	Variance
REVENUE:									
IETF Registrations	\$ 588,630	\$ 381,250	\$ 207,380	\$ 2,090,459	\$ 1,906,250	\$ 184,209	\$ 2,214,700	\$ 2,287,500	\$ (72,800) (5)
ISOC's IETF Sponsorships	-	-	-	256,789	275,000	(18,211)	495,800	325,000	170,800 (3),(4)
Hotel Commissions	-	-	-	155,947	120,000	35,947	213,100	180,000	33,100
Other Revenue	-	-	-	13,968	5,000	8,968	-	10,000	(10,000) (5)
Total Revenue	\$ 588,630	\$ 381,250	\$ 207,380	\$ 2,517,163	\$ 2,306,250	\$ 210,913	\$ 2,923,600	\$ 2,802,500	\$ 121,100
EXPENSES:									
RFC Editor	\$ 59,683	\$ 62,044	\$ 2,361	\$ 628,509	\$ 682,484	\$ 53,975	\$ 741,500	\$ 744,525	\$ 3,025 (7)
Copy-Edit Services	1,151	6,334	5,183	13,516	53,666	40,150	35,400	60,000	24,600
IETF Secretariat & Meeting (NeuStar)	136,860	135,885	(975)	2,032,323	2,108,138	75,815	2,456,200	2,506,242	50,042
Secretariat Transition Expenses	9,115	-	(9,115)	16,032	-	(16,032)	100,000	-	(100,000)
Other Meeting Expenses	14,587	12,441	(2,146)	478,776	214,190	(264,586)	565,100	240,625	(324,475) (3),(6)
Short Term Contracts	-	20,000	20,000	-	50,000	50,000	-	50,000	50,000
Tools	-	5,000	5,000	3,810	20,000	16,190	13,600	20,000	6,400
IASA Support (incl. IAD expenses and salary)	20,751	21,573	822	257,285	257,410	125	281,775	278,983	(2,792)
IETF Support	369	4,942	4,573	26,497	54,362	27,865	67,303	59,300	(8,003)
IAB Support	1,394	4,765	3,371	28,796	52,415	23,619	41,996	57,175	15,179
IETF Trust Expenses	100	1,959	1,859	16,429	21,541	5,112	23,500	23,500	-
G&A/Governance (Indirect)	5,879	7,272	1,393	77,296	79,985	2,689	85,299	87,257	1,958
Total IETF/IASA expenses	\$ 249,890	\$ 282,215	\$ 32,325	\$ 3,579,270	\$ 3,594,191	\$ 14,921	\$ 4,411,673	\$ 4,127,607	\$ (284,066)
Anticipated ISOC Contribution	\$ (338,740)	\$ (99,035)	\$ 239,705	\$ 1,062,107	\$ 1,287,941	\$ 225,834	\$ 1,488,073	\$ 1,325,107	\$ (162,966) (8)

Notes:

- (1) For 2007, the ISOC Board approved a contribution to IETF/IASA of \$1,325,107.
- (2) As of November 30, \$1,062,107 was needed in addition to IETF meeting receipts and sponsorships to meet expenses.
- (3) Revenues are \$211K ahead of budget for the year-to-date. For the remainder of the year, revenues are forecast to be \$121K better than budget. An unbudgeted portion of the revenue comes from the fact that we are now offering a "turnkey" NOC solution to sponsors. Therefore, NOC host contributions are now included in Revenue, and NOC outsourcing costs are now included in Other Meeting Expenses.
- (4) Year-to-date Sponsorship revenue consists of \$150K from NeuStar, \$23K from CZ.NIC, and \$84K from Motorola. Forecasted Sponsorship revenue and Host contributions include \$20K from Huawei Technologies for the Vancouver meeting in December, \$20K due from Motorola for additional NOC expenses for the Chicago meeting in July, and \$150K from Cisco.
- (5) Registration revenues are forecasted to be down by 3% for the year. In addition, miscellaneous revenues of \$10K will not be realized.
- (6) NOC outsourcing expense element added to "Other Meeting Expenses". This line item is (\$251K) over budget Year-to-Date due to the fact that the NOC outsourcing expenses were not included in the original 2007 budget; however these expenses will be mostly offset by Host contributions and sponsorships from CZ.NIC.
- (7) RFC Editor converted from quarterly invoices to monthly invoices in July.
 (Note: The actuals also include \$32K of 2006 expenses that were billed to ISOC in May 2007, which was after the 2006 audit was completed; therefore they are part of 2007 figures.)
- (8) Total budget shortfall for the year is forecasted to be (\$163K).