

INTERNET SOCIETY
Statement of Activities and Change in Net Assets
For the Ten Months Ending October 31, 2007

IETF/IASA

	Current Month			Year to Date			Twelve Months Ending 12/31/2007			Notes
	Actual	Budget	Variance	Actual	Budget	Variance	YEF	Budget	Variance	
REVENUE:										
IETF Registrations	\$ 91,225	\$ -	\$ 91,225	\$ 1,501,829	\$ 1,525,000	\$ (23,171)	\$ 2,214,700	\$ 2,287,500	\$ (72,800)	
ISOC's IETF Sponsorships	-	-	-	256,789	275,000	(18,211)	495,800	325,000	170,800	(3),(4),(5)
Hotel Commissions	83,081	-	83,081	155,947	120,000	35,947	213,100	180,000	33,100	
Other Revenue	13,968	-	13,968	13,968	5,000	8,968	-	10,000	(10,000)	(5)
Total Revenue	\$ 188,273	\$ -	\$ 188,273	\$ 1,928,532	\$ 1,925,000	\$ 3,532	\$ 2,923,600	\$ 2,802,500	\$ 121,100	
EXPENSES:										
RFC Editor	\$ 55,000	\$ 62,044	\$ 7,044	\$ 568,826	\$ 620,440	\$ 51,614	\$ 741,500	\$ 744,525	\$ 3,025	(7)
Copy-Edit Services	2,410	6,334	3,924	12,365	47,332	34,967	35,400	60,000	24,600	
IETF Secretariat & Meeting (NeuStar)	145,003	135,875	(9,128)	1,895,463	1,972,253	76,790	2,456,200	2,506,242	50,042	
Secretariat Transition Expenses	6,917	-	(6,917)	6,917	-	(6,917)	100,000	-	(100,000)	
Other Meeting Expenses	39,542	-	(39,542)	464,189	201,749	(262,440)	565,100	240,625	(324,475)	(3),(6)
Short Term Contracts	-	-	-	-	30,000	30,000	-	50,000	50,000	
Tools	-	-	-	3,810	15,000	11,190	13,600	20,000	6,400	
IASA Support (incl. IAD expenses and salary)	28,391	21,573	(6,818)	236,534	235,837	(697)	281,775	278,983	(2,792)	
IETF Support	2,187	4,945	2,758	26,128	49,420	23,292	67,303	59,300	(8,003)	
IAB Support	1,650	4,769	3,119	27,402	47,650	20,248	41,996	57,175	15,179	
IETF Trust Expenses	1,048	1,957	909	16,329	19,582	3,253	23,500	23,500	-	
G&A/Governance (Indirect)	8,587	7,270	(1,317)	71,417	72,713	1,296	85,299	87,257	1,958	
Total IETF/IASA expenses	\$ 290,735	\$ 244,767	\$ (45,968)	\$ 3,329,380	\$ 3,311,976	\$ (17,404)	\$ 4,411,673	\$ 4,127,607	\$ (284,066)	
Anticipated ISOC Contribution	\$ 102,462	\$ 244,767	\$ 142,305	\$ 1,400,848	\$ 1,386,976	\$ (13,872)	\$ 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 October 31, \$1,400,848 was needed in addition to IETF meeting receipts and sponsorships to meet expenses.
- (3) Revenues are \$4K 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 and \$22,889 from CZ.NIC, and \$84K from Motorola. Forecasted sponsorship revenue includes \$20K from Huawei Technologies for the Vancouver meeting in December.
- (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 (\$K) 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).