

**INTERNET SOCIETY**  
**Statement of Activities and Change in Net Assets**  
**For the Nine Months Ending September 30, 2007**

**IETF/IASA**

	Current Month		Year to Date					Annual Variance		
	September		Year to Date			Fav (Unfav) Variance		Annual		Variance
	Actual	Budget	Actual	Forecast	Budget	Act/Forecast	Act/Budget	YEF	Budget	YEF/Budget
<b>REVENUE:</b>										
IETF Registrations	\$ 35,950	\$ -	\$ 1,410,604	\$ 1,374,655	\$ 1,525,000	\$ 35,949	\$ (114,396)	\$ 2,106,655	\$ 2,287,500	\$ (180,845)
ISOC's IETF Sponsorships	-	-	256,789	172,889	275,000	83,900	(18,211)	442,374	325,000	117,374
Hotel Commissions	72,866	60,000	72,866	-	120,000	72,866	(47,134)	213,081	180,000	33,081
Other Revenue	-	-	-	-	5,000	-	(5,000)	-	10,000	(10,000)
<b>Total Revenue</b>	<b>\$ 108,816</b>	<b>\$ 60,000</b>	<b>\$ 1,740,259</b>	<b>\$ 1,547,544</b>	<b>\$ 1,925,000</b>	<b>\$ 192,715</b>	<b>\$ (184,741)</b>	<b>\$ 2,762,110</b>	<b>\$ 2,802,500</b>	<b>\$ (40,390)</b>
<b>EXPENSES:</b>										
RFC Editor	\$ 20,366	\$ 62,044	\$ 513,826	\$ 463,903	\$ 558,394	\$ (49,923)	\$ 44,568	\$ 744,504	\$ 744,525	\$ 21
Copy-Edit Services	310	6,333	9,955	9,345	40,998	(610)	31,043	35,385	60,000	24,615
IETF Secretariat & Meeting (NeuStar)	439,931	135,880	1,750,460	1,194,600	1,836,378	(555,860)	85,918	2,455,555	2,506,242	50,687
Other Meeting Expenses	22,976	-	424,647	346,999	201,752	(77,648)	(222,895)	564,544	240,625	(323,919)
Short Term Contracts	-	-	-	-	30,000	-	30,000	-	50,000	50,000
Tools	210	2,500	3,810	3,600	15,000	(210)	11,190	13,600	20,000	6,400
IASA Support (incl. IAD expenses and salary)	19,528	21,573	208,143	172,715	214,264	(35,428)	6,121	291,460	278,983	(12,477)
IETF Support	9,421	4,941	23,941	20,142	44,475	(3,799)	20,534	47,352	59,300	11,948
IAB Support	10,618	4,764	25,752	18,472	42,881	(7,280)	17,129	44,797	57,175	12,378
IETF Trust Expenses	862	1,959	15,281	11,511	17,625	(3,770)	2,344	23,500	23,500	-
G&A/Governance (Indirect)	7,003	7,272	62,830	48,941	65,443	(13,889)	2,613	85,299	87,257	1,958
<b>Total IETF/IASA expenses</b>	<b>\$ 531,225</b>	<b>\$ 247,266</b>	<b>\$ 3,038,645</b>	<b>\$ 2,290,228</b>	<b>\$ 3,067,210</b>	<b>\$ (748,417)</b>	<b>\$ 28,565</b>	<b>\$ 4,305,996</b>	<b>\$ 4,127,607</b>	<b>\$ (178,389)</b>

**Notes:**

- (1) For 2007, the ISOC Board approved a contribution to IETF/IASA of \$1,325,107.
- (2) As of September 30, \$1,305,931 of the ISOC contribution was needed in addition to IETF meeting receipts and sponsorships to meet expenses.
- (3) Revenues are (\$185K) negative for the year-to-date. For the remainder of the year, revenues may recover and are forecast to be only (\$40K) under the 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 7% for the year. In addition, miscellaneous revenues of \$10K will not be realized leaving a total revenue shortfall of \$40K.
- (6) NOC outsourcing expense element added to "Other Meeting Expenses". This line item is (\$223K) 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 (\$219K).  
 However, loss of unsubscribed sponsorship revenues in the forecast could push this shortfall an additional \$100K. The IAD and IAOC will review ideas to reduce this forecasted shortfall.