

Internet Society
IETF Statement of Activity
For the Month Ending March 31, 2011

	MAR ACTL	YTD ACTL	YTD BDGT	YTD VAR	ANNL BDGT
Revenue					
Meeting Revenue					
IETF Registrations	754,720	754,720	711,000	43,720	2,132,250
Hotel Commissions	62,000	62,000	50,000	12,000	140,000
Total Meeting Revenue	816,720	816,720	761,000	55,720	2,272,250
Sponsorship Revenue					
ISOC's IETF Sponsorships	111,765	111,765	140,000	-28,235	480,000
NOC Sponsorships	185,000	185,000	175,000	10,000	465,000
Total Sponsorship Revenue	296,765	296,765	315,000	-18,235	945,000
New/Miscellaneous Revenue					
New Revenue	22,930	22,930	30,000	-7,070	100,000
Miscellaneous Revenue	19,068	19,068	0	19,068	0
Total New/Miscellaneous Rev	41,997	41,997	30,000	11,997	100,000
Total Revenue	1,155,483	1,155,483	1,106,000	49,483	3,317,250
Expenses					
RFC Services					
RFC Editor	54,110	153,560	160,600	7,040	886,700
Total RFC Services	54,110	153,560	160,600	7,040	886,700
Secretariat, Meeting & IT Svcs					
IETF Secretariat & Mtng (AMS)	135,056	398,737	403,560	4,823	1,614,241
Other Secretariat Expenses	1,158	1,158	5,667	4,509	17,000
Total Secretariat, Meeting & IT Svcs	136,214	399,895	409,227	9,332	1,631,241
Meeting Expenses					
Variable Managed Meeting Costs	207,087	211,248	210,000	-1,248	780,000
Meeting Space	111,765	111,765	110,000	-1,765	390,000
Other Meeting Expenses	26,584	41,371	38,830	-2,541	114,500
NOC Expenses	179,000	179,000	175,000	-4,000	465,000
NOC Volunteers	4,500	4,500	0	-4,500	0
Total Meeting Expenses	528,937	547,885	533,830	-14,055	1,749,500
IASA, IETF, IAB, IRTF, NomCom Support					
IASA Support	22,974	62,936	82,204	19,268	300,875
IETF Support	5,673	5,673	8,375	2,702	34,625
IAB Support	6,036	6,036	9,000	2,964	31,625
IRTF Support	5,227	5,227	5,000	-227	15,000
Special Projects	7,699	22,426	22,500	74	60,000
NomCom Support	163	163	2,667	2,503	8,875
Total IASA, IETF, IAB, IRTF, NomCom	47,772	102,462	129,745	27,283	451,000
IETF Trust Expenses					
IETF Trust Expenses	1,555	4,730	9,325	4,595	25,000
Total IETF Trust Expenses	1,555	4,730	9,325	4,595	25,000
Miscellaneous					
Transition Expenses	-400	39,600	40,000	400	145,000
G&A/Governance (Indirect)	9,583	28,750	28,749	-1	115,000
Total Miscellaneous	9,183	68,350	68,749	399	260,000
Total Expenses	777,772	1,276,882	1,311,476	34,594	5,003,441
ISOC Direct Contribution excl. development	377,711	(121,399)	(205,476)	84,077	(1,686,191)
IT Tools Development	22,647	24,117	50,000	25,883	429,000
ISOC Direct Contribution incl. development	355,064	(145,516)	(255,476)	109,960	(2,115,191)

2011 March IETF Statement

1. Summary

March is the first of the three IETF meeting months and the first revenues recognized for the year. Overall, revenues exceeded budget expectations for the month and Q1 by \$49.5k. Expenses totaled \$778k for the month and represented 15.5% of the year's total expenses, which is typical for an IETF meeting month.

2. Revenue: March & Q1: \$1,155,483

Sponsorship revenues fell short of budget targets, but other revenues exceeded their targets for a net positive of \$49.5k.

Revenues from IETF meeting registrations, hotel commissions and miscellaneous, principally income from the Hilton 5% Master Account rebate of \$17.5k, exceeded the budget by \$55.7k.

Sponsorship revenues were \$315k, off \$30k from the budget target of \$345k, essentially the result of not securing a sponsor for the Welcome Reception.

3. Expenses: March: \$777,772 Q1: \$1,276,882

The typical month's operational expenses are about \$250k. Added to these in March are \$529k in meeting-related expenses; the principal expenses being the NOC at \$179k, meeting space at \$112k and \$207k for items like food and beverage, audio visual equipment, power, travel, shipping, etc. Other meeting expenses of \$27k include the cost of processing credit cards and obtaining cancellation insurance for the meeting.

For Q1 overall expenses are below those expected by this point by \$34.6k.

4. Tools: \$22,647

March saw two development projects completed. There are \$195k in projects in work, several of which are due for completion in April.