## Internet Society

### IETF Statement of Activity

For the Month Ending July 31, 2016

<table>
<thead>
<tr>
<th>Income</th>
<th>July Actuals</th>
<th>YTD Actual</th>
<th>YTD Budget</th>
<th>YTD Variance</th>
<th>Annual Budget</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>IETF Registrations</td>
<td>$887,300</td>
<td>$1,538,650</td>
<td>$1,599,500</td>
<td>$(60,850)</td>
<td>$2,364,000</td>
<td>1</td>
</tr>
<tr>
<td>Meeting Sponsorships</td>
<td>336,194</td>
<td>436,194</td>
<td>660,000</td>
<td>(223,806)</td>
<td>990,000</td>
<td>2</td>
</tr>
<tr>
<td>InKind Sponsorships</td>
<td>7,084</td>
<td>96,088</td>
<td>152,919</td>
<td>(56,831)</td>
<td>255,000</td>
<td>3</td>
</tr>
<tr>
<td>Hotel Commissions</td>
<td>42,500</td>
<td>85,058</td>
<td>100,000</td>
<td>(14,942)</td>
<td>140,000</td>
<td>4</td>
</tr>
<tr>
<td>Bits-N-Bites</td>
<td>43,500</td>
<td>92,000</td>
<td>135,000</td>
<td>(21,500)</td>
<td>210,000</td>
<td>5</td>
</tr>
<tr>
<td>Hack-a-thon</td>
<td>23,379</td>
<td>45,419</td>
<td>80,000</td>
<td>(34,581)</td>
<td>120,000</td>
<td>6</td>
</tr>
<tr>
<td>Event Revenue</td>
<td>64,000</td>
<td>114,000</td>
<td>100,000</td>
<td>14,000</td>
<td>150,000</td>
<td>7</td>
</tr>
<tr>
<td>Miscellaneous Revenue</td>
<td>8,851</td>
<td>34,897</td>
<td>99,000</td>
<td>(64,104)</td>
<td>107,000</td>
<td>8</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>$1,412,808</strong></td>
<td><strong>$2,442,305</strong></td>
<td><strong>$2,926,419</strong></td>
<td><strong>$(484,114)</strong></td>
<td><strong>$4,336,000</strong></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th>YTD Actual</th>
<th>YTD Budget</th>
<th>YTD Variance</th>
<th>Annual Budget</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Meeting Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Variable Managed Meeting Costs</td>
<td>259,772</td>
<td>636,934</td>
<td>719,000</td>
<td>82,066</td>
<td>988,000</td>
</tr>
<tr>
<td>IETF Secretariat Labor</td>
<td>95,163</td>
<td>296,061</td>
<td>296,061</td>
<td>-</td>
<td>475,816</td>
</tr>
<tr>
<td>Meeting Space</td>
<td>132,577</td>
<td>209,752</td>
<td>299,000</td>
<td>89,248</td>
<td>439,000</td>
</tr>
<tr>
<td>NOC Expenses</td>
<td>189,372</td>
<td>491,109</td>
<td>498,500</td>
<td>7,391</td>
<td>731,000</td>
</tr>
<tr>
<td>Other Meeting Expenses</td>
<td>33,896</td>
<td>58,135</td>
<td>165,982</td>
<td>107,847</td>
<td>301,000</td>
</tr>
<tr>
<td><strong>Total Meeting Expenses</strong></td>
<td><strong>710,780</strong></td>
<td><strong>1,691,992</strong></td>
<td><strong>1,978,543</strong></td>
<td><strong>286,551</strong></td>
<td><strong>2,934,816</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Operating Expenses</strong></th>
<th>YTD Actual</th>
<th>YTD Budget</th>
<th>YTD Variance</th>
<th>Annual Budget</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>RFC Editor</td>
<td>$94,411</td>
<td>$636,593</td>
<td>$648,831</td>
<td>$12,238</td>
<td>$1,108,000</td>
</tr>
<tr>
<td>IETF Secretariat &amp; Meeting (AMS)</td>
<td>118,954</td>
<td>832,678</td>
<td>832,678</td>
<td>-</td>
<td>1,427,447</td>
</tr>
<tr>
<td>IASA Support (incl. IAD expenses &amp; salary)</td>
<td>56,215</td>
<td>229,908</td>
<td>226,805</td>
<td>(3,103)</td>
<td>379,023</td>
</tr>
<tr>
<td>IETF Support</td>
<td>6,954</td>
<td>19,872</td>
<td>23,834</td>
<td>3,962</td>
<td>32,500</td>
</tr>
<tr>
<td>IAB Support</td>
<td>4,633</td>
<td>13,721</td>
<td>23,834</td>
<td>10,113</td>
<td>32,500</td>
</tr>
<tr>
<td>IRTF Support</td>
<td>2,667</td>
<td>6,666</td>
<td>6,666</td>
<td>3,999</td>
<td>10,000</td>
</tr>
<tr>
<td>Administrative InKind</td>
<td>2,917</td>
<td>20,419</td>
<td>20,419</td>
<td>-</td>
<td>35,000</td>
</tr>
<tr>
<td>Independent Submissions Editor</td>
<td>10,189</td>
<td>14,024</td>
<td>10,000</td>
<td>(4,024)</td>
<td>15,000</td>
</tr>
<tr>
<td>Special Projects</td>
<td>-</td>
<td>-</td>
<td>12,500</td>
<td>12,500</td>
<td>25,000</td>
</tr>
<tr>
<td>NomCom Support</td>
<td>753</td>
<td>753</td>
<td>5,334</td>
<td>4,581</td>
<td>8,000</td>
</tr>
<tr>
<td>VAT Recovery Expense</td>
<td>-</td>
<td>27,710</td>
<td>95,000</td>
<td>67,290</td>
<td>95,000</td>
</tr>
<tr>
<td>IT Maintenance</td>
<td>5,947</td>
<td>64,717</td>
<td>72,919</td>
<td>8,202</td>
<td>125,000</td>
</tr>
<tr>
<td>G&amp;A/Governance (Indirect)</td>
<td>22,917</td>
<td>160,419</td>
<td>160,419</td>
<td>-</td>
<td>275,000</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td><strong>323,890</strong></td>
<td><strong>2,023,481</strong></td>
<td><strong>2,139,239</strong></td>
<td><strong>115,758</strong></td>
<td><strong>3,567,470</strong></td>
</tr>
</tbody>
</table>

**Total Expenses**

- **July Actuals** $1,034,670
- **YTD Actual** $3,715,473
- **YTD Budget** $4,117,782
- **YTD Variance** $402,309
- **Annual Budget** $6,502,286

**Internet Society**

- **Direct Contribution excl. development** $378,138
- **IT Tools Development** 28,713
- **Direct Contribution incl. development** $349,425

**Notes:**

- **7:** Hack-a-thon
- **9:** IETF Registrations
- **10:** IETF Secretariat Labor
- **12:** Meeting Space
- **13:** NOC Expenses
- **14:** RFC Editor
- **15:** IETF Secretariat & Meeting (AMS)
- **16:** IASA Support (incl. IAD expenses & salary)
- **17:** IETF Support
- **18:** IAB Support
- **19:** IRTF Support
- **20:** Administrative InKind
- **21:** Independent Submissions Editor
- **22:** Special Projects
- **23:** NomCom Support
- **24:** Independent Submissions Editor
- **25:** VAT Recovery Expense
- **26:** IT Maintenance
- **27:** G&A/Governance (Indirect)
- **28:** RFC Editor
IETF Statement Footnotes ("a" = description of category; "b" = commentary on Year-to-Date Variance)

1 a IETF Registrations: Early, Late, Student & Day
   b IETF 96 Attendance 69 above forecast, resulting in $26k positive variance for IETF 96, overall, $60k under budget
2 a Meeting Sponsorships: Host sponsorship contribution
   b IETF 96 Host-Juniper-$330,000, IETF 95 $230k under budget
3 a InKind Sponsorships: The value of donated services and goods associated with the meetings, plus contributions of WebEx and tools support services
   b The variance represents the loss of an expected InKind corporate contribution $75,000 YTD, the expense offset is in line 13b below
4 a Hotel Commissions: IETF receives a commission from IETF guest rooms reserved by meeting attendees. Accrued an estimated amount of $42.5k for IETF 96
   b Based on estimates, still waiting for final numbers
5 a Bits-N-Bites: Includes the revenue received from event sponsors.
   b IETF 96 sponsors fell short by $31,500
6 a Hackathon: Sponsor revenue
   b IETF 96 Revenue is based on actual expenses; event cost less than budgeted
7 a Event Revenue: Includes the sponsorship contributions for the Welcome Reception, breaks, ice cream social, etc.
   b No significant variance
8 a Miscellaneous Revenue: Includes revenue from tax rebates, hotel rebates, value of guest room comps and upgrades, room rentals, companion fees, fees for expedited letters of invitation, etc.
   b Although in the budget, IETF 96 VAT was not booked in the revenue line item, only the fee to recover the VAT paid is recorded. IETF 96 Hotel Rebates ~ $13k
9 a Variable Managed Meeting Costs: Includes food and beverage, audio visual equipment, electric power, security, shipping, staff travel, printing, temporary labor.
   b IETF 96 Meeting Costs were under budget by $125k; there was no significant variance for IETF 95
10 a IETF Meeting Labor (AMS): AMS labor costs associated with IETF meetings.
   b
11 a Meeting Space: Charges for meeting rooms (not charged separately in North America).
   b IETF 96 Meeting space under budget by $81,500, IETF 95 Meeting space under budget by $7,800
12 a NOC Expenses: Contractor services for the NOC and remote participation services, including in-kind circuit contributions, travel and shipping expenses.
   b No significant variance
13 a Other Meeting Expenses: Includes cancellation insurance, credit card fees, NOC volunteer costs, site qualification travel.
   b Part of the variance represents the loss of an expected InKind corporate contribution ~ $58,333 YTD, Other Meeting Expenses IETF 96 were $28k under budget & IETF 95 $14K under budget
14 a RFC Editor: Includes RFC Series Editor, RFC Production Center and RFC Publisher contract costs.
   b No significant variance
15 a IETF Secretariat: RFC Series Editor, RFC Production Center and RFC Publisher contract costs.
   b No significant variance
16 a IASA Support: IAD compensation, travel, legal, IAOC meeting and retreat expenses, insurance, and miscellaneous.
   b No significant variance
17 a IETF Support: IESG meeting and retreat expenses, travel, and miscellaneous.
   b No significant variance
18 a IAB Support: IAB meeting and retreat expenses, travel, and miscellaneous.
   b Variance due to timing of expenses
19 a IRTF Support: IRTF meeting expenses.
   b No significant variance
20 a Administrative InKind: Value of Cisco WebEx contribution for IETF use.
   b No significant variance
21 a Independent Submissions Editor: ISE travel and meeting expenses.
   b No significant variance
22 a Special Projects: IAOC discretionary funds for special projects, studies, or other.
   b Variance due to timing of expenses
23 a NomCom Support: NomCom meeting expenses.
   b Variance due to timing of expenses
24 a VAT Recovery Expense: The cost to recover VAT taxes on meeting expenses.
   b Although in the budget, did not record the full VAT fees as they are reimbursable; only booked the fee paid to recover ($27,710)
25 a IT Maintenance: Tools maintenance and upgrades, includes in-kind and contracted support.
   b Variance represents timing difference in tools maintenance costs
26 a G&A/Governance (Indirect): General & Administrative (G&A) fees cover the cost of support functions provided by ISOC.
   b No significant variance
27 a ISOC Direct Contribution: Internet Society financial contribution to the IETF for the fiscal year.
   b Represents impact of revenue shortfalls
28 a Capital Investment: Investment by Internet Society in IETF and RFC Editor software development.
   b Variance due to timing of expenses, budget starts in June 2016
29 a ISOC Contribution plus Capital Development: Total of the direct financial contribution and capital investment.
   b Represents impact of revenue shortfalls

*These statements are prepared on the accrual basis in accordance with generally accepted accounting principles*