

**Internet Society**  
**IETF Statement of Activity**  
**For the Month Ending March 31, 2017**

Notes		March Actuals	YTD Actual	YTD Budget	YTD Variance	Annual Budget
	<b>Revenue</b>					
1	Registration Fees	\$ 731,670	\$ 731,670	\$ 799,125	\$ (67,455)	\$ 2,499,000
2	Meeting Sponsorships	333,333	333,333	330,000	3,333	990,000
3	InKind Sponsorships	89,348	107,182	84,751	22,431	281,000
4	Event Sponsorships	100,000	100,000	130,000	(30,000)	530,000
5	Bits-N-Bites	55,000	55,000	50,000	5,000	150,000
6	Hackathon	15,000	15,000	40,000	(25,000)	120,000
7	Hotel Commissions	58,699	58,699	65,000	(6,301)	180,000
8	Miscellaneous Revenue	29,885	29,885	18,025	11,860	119,075
	<b>Total Revenue</b>	<b>\$ 1,412,935</b>	<b>\$ 1,430,769</b>	<b>\$ 1,516,901</b>	<b>\$ (86,132)</b>	<b>\$ 4,869,075</b>
	<b>Expenses</b>					
	<b>Meeting Expenses</b>					
9	Variable Managed Meeting Costs	395,254	395,254	510,855	115,601	1,275,488
10	IETF Secretariat (AMS)	97,181	140,509	140,509	-	486,521
11	Meeting Space	-	-	-	-	284,000
	NOC Expenses	-	-	-	-	-
12	InKind (Circuits)	47,098	47,098	25,000	(22,098)	55,000
13	Contract Costs	122,846	122,846	135,000	12,154	485,000
14	RPS Services	41,517	41,517	44,880	3,363	142,000
15	VAT Recovery Expense	-	-	-	-	12,000
	Other Meeting Expenses					
16	InKind	33,333	33,333	33,333	-	100,000
17	Miscellaneous	32,907	33,066	51,099	18,033	209,470
	<b>Total Meeting Expenses</b>	<b>770,136</b>	<b>813,623</b>	<b>940,676</b>	<b>127,053</b>	<b>3,049,479</b>
	<b>Operating Expenses</b>					
	RFC Services					
18	RFC Production Center	\$ 81,180	\$ 240,946	\$ 256,899	\$ 15,953	1,027,601
19	RFC Series Editor	12,928	33,203	41,667	8,464	155,000
20	IETF Secretariat (AMS)	121,874	365,622	362,702	(2,920)	1,459,564
	Administration					
21	IASA Support (incl. IAD expenses & salary)	44,568	92,757	108,703	15,946	418,000
22	IETF Support	15,943	15,943	12,000	(3,943)	42,500
23	IAB Support	8,237	8,237	8,667	430	32,500
24	IRTF Support	-	-	3,333	3,333	10,000
25	Administrative InKind	2,917	8,751	8,751	-	35,000
26	Independent Submissions Editor	4,890	4,890	5,000	110	15,000
27	NomCom Support	1,415	1,415	2,667	1,252	8,000
28	Special Projects	-	-	12,500	12,500	50,000
29	Transition Expenses	-	-	-	-	25,000
	Tools Maintenance					
30	InKind	6,000	18,000	18,000	-	72,000
31	Contracts	22,818	24,978	35,001	10,023	140,000
	ISOC Support Services					
32	Accounting & Administrative Support	11,166	33,498	33,498	-	134,000
33	Sponsorship Support	14,000	42,000	42,000	-	168,000
34	Communications Support	28,067	53,401	56,751	3,350	227,000
	<b>Total Operating Expenses</b>	<b>376,002</b>	<b>943,641</b>	<b>1,008,139</b>	<b>64,498</b>	<b>4,019,165</b>
	<b>Total Expenses</b>	<b>\$ 1,146,138</b>	<b>\$ 1,757,264</b>	<b>\$ 1,948,815</b>	<b>\$ 191,551</b>	<b>\$ 7,068,644</b>
	<b>ISOC Contributions &amp; Capital Investment</b>					
35	ISOC Direct Contribution w/o Capital Investment	\$ 266,797	\$ (326,495)	\$ (431,914)	\$ 105,419	\$ (2,199,569)
36	Capital Investment	25,901	56,926	30,000	(26,926)	135,000
37	ISOC Direct Contribution with Capital Investment	\$ 240,896	\$ (383,421)	\$ (461,914)	\$ 78,493	\$ (2,334,569)

**IETF Statement Footnotes ("a" = description of category;  
"b" = commentary on Year-to-Date Variance)**

- 1 a Registration fees: Early, Late, Student & Day
- b Lower than budgeted attendance for IETF 98
- 2 a Meeting Sponsorships: Host sponsorship contribution
- b No Variance
- 3 a InKind Sponsorships: The value of donated services and goods associated with the meetings, plus contributions of WebEx and tools support services
- b \$58,000 budgeted for IEF 98; value was \$80,000 (iNOC \$33,000, Comcast \$37,000 and AT&T \$10,000)
- 4 a Event Sponsorships Includes the sponsorship contributions for the Welcome Reception, breaks, ice cream social, etc.
- b Variance due to shortfall of sponsors for IETF 98
- 5 a Bits-N-Bites: Includes the revenue received from event sponsors.
- b No significant variance
- 6 a Hackathon: Sponsor revenue
- b Variance due to shortfall of sponsors for IETF 98
- 7 a Hotel Commissions: IETF receives a commission from IETF guest rooms reserved by meeting attendees.
- b Commissions based on rooms booked; lower attendance for IETF 98
- 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 Variance due to timing
- 9 a Variable Managed Meeting Costs: Includes food and beverage, audio visual equipment, electric power, security, shipping, staff travel, printing, temporary labor.
- b Variance due to expenses being under budget for IETF 98
- 10 a IETF Secretariat Labor (AMS): AMS labor costs associated with IETF meetings.
- b No Variance
- 11 a Meeting Space: Charges for meeting rooms (not charged separately in North America).
- b No Variance
- 12 a NOC Expenses: InKind (Circuits)
- b IETF 98 InKinds were greater than budgeted
- 13 a NOC Expenses: Contract Costs (Contractor services for the NOC)
- b Variance due to expenses being under budget for IETF 98
- 14 a NOC Expenses: RPS Services
- b No significant variance
- 15 a VAT Recovery Expense: The cost to recover VAT taxes on meeting expenses.
- b No Variance
- 16 a Other Meeting Expenses: InKind
- b No Variance
- 17 a Other Meeting Expenses: Includes cancellation insurance, credit card fees, NOC volunteer costs, site qualification travel.
- b Variance due to timing of expenses
- 18 a RFC Production Center
- b Variance due to timing of expenses
- 19 a RFC Series Editor
- b Variance due to timing of expenses
- 20 a IETF Secretariat: AMS labor costs associated with IESG, IAB, administrative, financial, and IT support.
- b No significant variance
- 21 a IASA Support: IAD compensation, travel, legal, IAOC meeting and retreat expenses, insurance, and miscellaneous.
- b Variance due to timing of expenses
- 22 a IETF Support: IESG meeting and retreat expenses, travel, and miscellaneous.
- b Variance due to timing of expenses
- 23 a IAB Support: IAB meeting and retreat expenses, travel, and miscellaneous.
- b No significant variance
- 24 a IRTF Support: IRTF meeting expenses.
- b Variance due to timing of expenses
- 25 a Administrative InKind: Value of Cisco WebEx contribution for IETF use.
- b No Variance
- 26 a Independent Submissions Editor: ISE travel and meeting expenses.
- b No significant variance
- 27 a NomCom Support: NomCom meeting expenses.
- b Variance due to timing of expenses
- 28 a Special Projects: IAOC discretionary funds for special projects, studies, or other.
- b Variance due to timing of expenses
- 29 a Transition Expense
- b No Variance
- 30 a Tools Maintenance: InKind
- b No Variance
- 31 a Tools Maintenance: Contracted Support (tools maintenance and upgrades)
- b Variance due to timing of expenses
- 32 a ISOC Support Services: Accounting & Administrative
- b No Variance
- 33 a ISOC Support Services: Sponsorship Support
- b No Variance
- 34 a ISOC Support Services: Communications Support
- b Stonehouse Photography \$15,400 at IETF 98
- 35 a ISOC Direct Contribution w/o Capital Investment
- b Variance due to timing of expenses
- 36 a Capital Investment: Investment by Internet Society in IETF and RFC Editor software development.
- b Variance due to timing of expenses
- 37 a ISOC Direct Contribution with Capital Investment: Total of the direct financial contribution and capital investment.
- b Variance due to timing of expenses

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