

**IETF Statement of Activity
For the Month Ending March 31, 2018**

	March	YTD Actual	YTD Budget	YTD Variance	Annual Budget
Non-Meeting Revenue					
ISOC Contribution	\$ 13,750	\$ 791,250	\$ 828,750	\$ (37,500)	\$ 3,007,774
ISOC Contribution Cash	\$ -	\$ 750,000	\$ 750,000	\$ -	\$ 2,692,774
ISOC In-Kind Contribution (Comms Support)	\$ 13,750	\$ 41,250	\$ 41,250	\$ -	\$ 165,000
ISOC In-Kind Contribution (Sponsorship Support)	\$ -	\$ -	\$ 37,500	\$ (37,500)	\$ 150,000
Administrative In-Kind Contribution	\$ 9,417	\$ 28,251	\$ 28,251	\$ -	\$ 113,000
Webex	\$ 2,917	\$ 8,751	\$ 8,751	\$ -	\$ 35,000
IK Tools Maintenance	\$ 6,500	\$ 19,500	\$ 19,500	\$ -	\$ 78,000
Total Non-Meeting Revenue	\$ 23,167	\$ 819,501	\$ 857,001	\$ (37,500)	\$ 3,120,774
Meeting Revenue					
Registration Fees	\$ 810,575	\$ 810,575	\$ 746,250	\$ 64,325	\$ 2,114,750
Sponsorship	\$ 483,333	\$ 483,333	\$ 450,000	\$ 33,333	\$ 1,325,000
Sponsorship - In-Kind	\$ 58,333	\$ 58,333	\$ 58,333	\$ -	\$ 175,000
Hotel Commissions	\$ 60,000	\$ 60,000	\$ 60,000	\$ -	\$ 160,000
Misc.	\$ 82,510	\$ 82,510	\$ 74,025	\$ 8,485	\$ 134,075
Total Meeting Revenue	\$ 1,494,751	\$ 1,494,751	\$ 1,388,608	\$ -	\$ 3,908,825
TOTAL REVENUE	\$ 1,517,918	\$ 2,314,252	\$ 2,245,609	\$ 68,643	\$ 7,029,599
Meeting Expenses					
Variable Managed Meeting Costs	\$ 343,340	\$ 343,340	\$ 358,447	\$ (15,107)	\$ 969,424
IETF Secretariat	\$ 132,130	\$ 264,260	\$ 264,260	\$ -	\$ 792,780
Meeting Space	\$ 76,956	\$ 76,956	\$ 110,000	\$ (33,044)	\$ 210,000
NOC Expenses	\$ 317,634	\$ 317,639	\$ 296,936	\$ 20,703	\$ 832,936
In-Kind Circuits	\$ 25,000	\$ 25,000	\$ 25,000	\$ -	\$ 75,000
Contract Costs (incl. shipping)	\$ 183,183	\$ 183,183	\$ 175,000	\$ 8,183	\$ 500,000
Venue Network Costs	\$ 15,992	\$ 15,992	\$ 12,936	\$ 3,056	\$ 12,936
Remote & Mtg Archive Services	\$ 49,706	\$ 49,706	\$ 50,000	\$ (294)	\$ 150,000
RPS Travel	\$ 13,363	\$ 13,363	\$ 9,000	\$ 4,363	\$ 35,000
NOC Travel	\$ 30,391	\$ 30,396	\$ 25,000	\$ 5,396	\$ 60,000
VAT Recovery Expense	\$ 20,000	\$ 20,000	\$ 20,000	\$ -	\$ 20,000
Other Meeting Expenses	\$ 100,419	\$ 100,718	\$ 107,586	\$ 6,868	\$ 264,229
In-Kind	\$ 33,333	\$ 33,333	\$ 33,333	\$ -	\$ 100,000
Ombuds Travel	\$ 8,000	\$ 8,000	\$ 8,000	\$ -	\$ 20,000
Miscellaneous (insurance, credit card fees, other)	\$ 59,086	\$ 59,385	\$ 66,253	\$ (6,868)	\$ 144,229
Total Meeting Expenses	\$ 990,479	\$ 1,122,913	\$ 1,157,229	\$ (34,316)	\$ 3,089,369
Operating Expenses					
RFC Services	\$ 101,041	\$ 283,148	\$ 309,540	\$ (26,392)	\$ 1,238,160
RFC Production Center	\$ 88,487	\$ 251,847	\$ 273,790	\$ (21,943)	\$ 1,095,160
RFC Series Editor	\$ 12,553	\$ 31,300	\$ 35,750	\$ (4,450)	\$ 143,000
IETF Secretariat	\$ 114,860	\$ 341,330	\$ 341,330	\$ -	\$ 1,375,070
Administrative	\$ 66,290	\$ 197,570	\$ 197,570	\$ -	\$ 794,180
IT	\$ 33,145	\$ 98,785	\$ 98,785	\$ -	\$ 397,090
Financial	\$ 15,425	\$ 44,975	\$ 44,975	\$ -	\$ 183,800
Administration	\$ 76,581	\$ 157,330	\$ 167,500	\$ (10,170)	\$ 670,000
IASA Support	\$ 56,273	\$ 131,189	\$ 129,375	\$ 1,814	\$ 517,500
IETF Support	\$ 6,330	\$ 6,330	\$ 9,375	\$ (3,045)	\$ 37,500
IAB Support	\$ 6,468	\$ 6,468	\$ 9,375	\$ (2,907)	\$ 37,500
IRTF Support	\$ -	\$ -	\$ 3,125	\$ (3,125)	\$ 12,500
Independent Submissions Editor	\$ 3,636	\$ 3,636	\$ 5,000	\$ (1,364)	\$ 20,000
NomCom Support	\$ 956	\$ 956	\$ 2,500	\$ (1,544)	\$ 10,000
Administrative In-Kind	\$ 2,917	\$ 8,750	\$ 8,750	\$ -	\$ 35,000
Special Projects	\$ -	\$ -	\$ 12,500	\$ (12,500)	\$ 50,000
Transition Expenses	\$ 2,000	\$ 6,000	\$ 18,750	\$ (12,750)	\$ 75,000
IAD	\$ -	\$ -	\$ 12,500	\$ (12,500)	\$ 50,000
Legal	\$ 2,000	\$ 6,000	\$ 6,250	\$ (250)	\$ 25,000
Tools Maintenance	\$ 19,895	\$ 70,519	\$ 54,250	\$ 16,269	\$ 217,000
In-Kind (IK)	\$ 6,500	\$ 19,500	\$ 19,500	\$ -	\$ 78,000
Contracts	\$ 13,395	\$ 51,019	\$ 34,750	\$ 16,269	\$ 139,000
ISOC Support Services	\$ 13,750	\$ 41,250	\$ 78,750	\$ (37,500)	\$ 315,000
Sponsorship Support	\$ -	\$ -	\$ 37,500	\$ (37,500)	\$ 150,000
Communications Support	\$ 13,750	\$ 41,250	\$ 41,250	\$ -	\$ 165,000
Total Operating Expenses	\$ 328,126	\$ 899,576	\$ 982,620	\$ (83,044)	\$ 3,940,230
Total Expenses	\$ 1,318,606	\$ 2,022,490	\$ 2,139,849	\$ (117,360)	\$ 7,029,599
Net Income	\$ 199,312	\$ 291,762	\$ 105,760	\$ 186,002	\$ -
ISOC Capital Investment	\$ -	\$ -	\$ 33,333	\$ (33,333)	\$ 200,000

NOTES

- 1 Budgeted staff position vacant Jan - Mar 2018
- 2 IETF101 paid registrations greater than budgeted - 87 more
- 3 IETF 101 Host Sponsorship greater than budgeted
- 4 IETF101 Affiliate room rental greater than budgeted
- 5 IETF101 F&B costs slightly lower than budgeted
- 6 IETF101 Estimated meeting space charge lower than anticipated
- 7 IETF101 Contractor expenses greater than budgeted - travel and shipping
- 8 IETF101 NOC travel expenses greater than budgeted
- 9 IETF101 Cost of insurance and cost of hotel sponsored Welcome Reception lower than budgeted
- 10 Budget includes hiring new editor for new format work; not yet required
- 11 Lower than anticipated RSE expenses
- 12 No special projects to date
- 13 No IAD transition expenses to date
- 14 Variance due to timing of expenses and additional unanticipated Torchbox work
- 15 Budgeted staff position vacant Jan - Mar 2018

2018 Meeting Budget				
	IETF101 Actual	IETF101 Budget	IETF102	IETF103
REVENUE				
Registration Fees	\$810,575	\$746,250	\$703,500	\$665,000
Sponsorship	\$483,333	\$450,000	\$450,000	\$425,000
Sponsorship - InKind	\$58,333	\$58,333	\$58,333	\$58,334
Hotel Commissions	\$60,000	\$60,000	\$60,000	\$40,000
Misc	\$82,510	\$74,025	\$51,025	\$9,025
TOTAL REVENUE	\$1,494,751	\$1,388,608	\$1,322,858	\$1,197,359
EXPENSES				
Variable Managed Meeting Costs	\$343,340	\$358,447	\$375,650	\$235,327
IETF Secretariat	\$264,260	\$264,260	\$264,260	\$264,260
Meeting Space	\$76,956	\$110,000	\$0	\$100,000
NOC Expenses	\$317,639	\$296,936	\$248,000	\$288,000
<i>In-Kind (Circuits)</i>	\$25,000	\$25,000	\$25,000	\$25,000
<i>Contract Costs (incl. shipping)</i>	\$183,183	\$175,000	\$150,000	\$175,000
<i>Venue Network Costs</i>	\$15,992	\$12,936		
<i>Remote & Mtg Archive Services</i>	\$49,706	\$50,000	\$50,000	\$50,000
<i>RPS Travel</i>	\$13,363	\$9,000	\$13,000	\$13,000
<i>NOC Travel</i>	\$30,396	\$25,000	\$10,000	\$25,000
VAT Recovery Expense	\$20,000	\$20,000		
Other Meeting Expenses	\$100,718	\$107,586	\$75,697	\$80,946
<i>In-Kind</i>	\$33,333	\$33,333	\$33,333	\$33,334
<i>Ombuds Travel</i>	\$8,000	\$8,000	\$4,000	\$8,000
<i>Miscellaneous (insurance, credit card fees, other)</i>	\$59,385	\$66,253	\$38,364	\$39,612
TOTAL EXPENSES	\$1,122,913	\$1,157,229	\$1,287,304	\$1,337,479
NET INCOME	\$371,837	\$231,379	\$35,554	-\$140,120