

**Internet Society**  
**IETF Statement of Activity**  
**For the Month Ending November 30, 2017**

Notes		November Actual	YTD Actual	YTD Budget	YTD Variance	Annual Budget
	<b>Revenue</b>					
1	Registration Fees	\$ 670,310	\$ 2,163,295	\$ 2,499,000	\$ (335,705)	\$ 2,499,000
2	Meeting Sponsorships	330,000	990,000	990,000	-	990,000
3	InKind Sponsorships	67,250	295,184	272,083	23,101	281,000
4	Event Sponsorships	87,000	229,806	530,000	(300,194)	530,000
5	Bits-N-Bites	-	88,000	100,000	(12,000)	150,000
6	Hackathon	40,000	55,000	120,000	(65,000)	120,000
7	Hotel Commissions	73,300	189,896	180,000	9,896	180,000
8	Miscellaneous Revenue	64,193	116,410	119,075	(2,665)	119,075
	<b>Total Revenue</b>	<b>\$ 1,332,053</b>	<b>\$ 4,127,591</b>	<b>\$ 4,810,158</b>	<b>\$ (682,567)</b>	<b>\$ 4,869,075</b>
	<b>Expenses</b>					
	<b>Meeting Expenses</b>					
9	Variable Managed Meeting Costs	495,496	1,242,065	1,275,488	33,423	1,275,488
10	IETF Secretariat (AMS)	88,834	455,474	465,104	9,630	486,521
11	Meeting Space	129,734	229,140	284,000	54,860	284,000
	NOC Expenses	-	-	-	-	-
12	InKind (Circuits)	25,000	97,098	55,000	(42,098)	55,000
13	Contract Costs	161,069	457,057	485,000	27,943	485,000
14	RPS Services	49,712	139,006	142,000	2,994	142,000
15	VAT Recovery Expense	-	12,000	12,000	-	12,000
	Other Meeting Expenses					
16	InKind	33,333	99,999	100,000	1	100,000
17	Miscellaneous	121,896	222,305	209,470	(12,835)	209,470
	<b>Total Meeting Expenses</b>	<b>1,105,073</b>	<b>2,954,143</b>	<b>3,028,062</b>	<b>73,919</b>	<b>3,049,479</b>
	<b>Operating Expenses</b>					
	RFC Services					
18	RFC Production Center	\$ 87,120	\$ 895,932	\$ 947,768	\$ 51,836	1,027,601
19	RFC Series Editor	14,187	127,408	145,000	17,592	155,000
20	IETF Secretariat (AMS)	121,874	1,337,694	1,337,694	-	1,459,564
	Administration					
21	IASA Support (incl. IAD expenses & sa	63,844	369,372	383,167	13,795	418,000
22	IETF Support	16,475	42,992	42,500	(492)	42,500
23	IAB Support	12,671	30,327	32,500	2,173	32,500
24	IRTF Support	-	965	10,000	9,035	10,000
25	Administrative InKind	2,917	32,087	32,087	-	35,000
26	Independent Submissions Editor	3,825	12,690	15,000	2,310	15,000
27	NomCom Support	7,037	8,823	8,000	(823)	8,000
28	Special Projects	-	60,517	37,500	(23,017)	50,000
29	Transition Expenses	5,748	29,707	24,000	(5,707)	25,000
	Tools Maintenance					
30	InKind	6,000	66,000	66,000	-	72,000
31	Contracts	20,936	114,126	128,333	14,208	140,000
	ISOC Support Services					
32	AMS Support Services	15,200	54,000	-	(54,000)	-
33	Accounting & Administrative Support	-	85,162	111,663	26,501	134,000
34	Sponsorship Support	12,000	136,000	152,000	16,000	168,000
35	Communications Support	17,967	161,872	208,081	46,209	227,000
	<b>Total Operating Expenses</b>	<b>407,801</b>	<b>3,565,674</b>	<b>3,681,293</b>	<b>115,619</b>	<b>4,019,165</b>
	<b>Total Expenses</b>	<b>\$ 1,512,874</b>	<b>\$ 6,519,818</b>	<b>\$ 6,709,355</b>	<b>\$ 189,537</b>	<b>\$ 7,068,644</b>
	<b>ISOC Contributions &amp; Capital Investment</b>					
36	ISOC Direct Contribution w/o Capital Inves	\$ (180,821)	\$(2,392,227)	\$ (1,899,197)	\$ (493,030)	\$ (2,199,569)
37	Capital Investment		65,626	60,000	(5,626)	135,000
38	ISOC Direct Contribution with Capital Inves	\$ (180,821)	\$(2,457,853)	\$ (1,959,197)	\$ (498,656)	\$ (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 100 (\$162k), ( IETF 99 (\$106k) and IETF 98 (\$67.5k)
- 2 a Meeting Sponsorships: Host sponsorship contribution
- b The accrual for Ericsson's IETF98 sponsorship was incorrect and should have been \$330,000 not \$333,333.
- 3 a InKind Sponsorships: The value of donated services and goods associated with the meetings, plus contributions of WebEx and tools support services
- b Variance continues from IETF 98 - \$58,000 budgeted for IETF 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 IETF100 (\$113k), IETF 99 (\$157k) and IETF 98 (\$30k)
- 5 a Bits-N-Bites: Includes the revenue received from event sponsors.
- b Variance due to shortfall of sponsors for IETF 99 (\$15k)
- 6 a Hackathon: Sponsor revenue
- b Variance due to shortfall of sponsors for IETF 99 (\$40k) and IETF 98 (\$25k)
- 7 a Hotel Commissions: IETF receives a commission from IETF guest rooms reserved by meeting attendees.
- b Variance due to greater than anticipated commission from IETF100 (approx. \$8k)
- 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 No significant variance (includes estimate of \$45,000 rebate from City of Singapore)
- 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 IETF100 (\$5k), over budget for IETF 99 (\$32k) and under budget for IETF 98 (\$67k)
- 10 a IETF Secretariat Labor (AMS): AMS labor costs associated with IETF meetings.
- b No significant variance
- 11 a Meeting Space: Charges for meeting rooms (not charged separately in North America).
- b Variance due to expenses being under budget for IETF 99 and under budget for IETF 100 (\$48k)
- 12 a NOC Expenses: InKind (Circuits)
- b Variance due to InKinds being greater than budgeted for IETF 99 (\$20k) & IETF 98 (\$22k)
- 13 a NOC Expenses: Contract Costs (Contractor services for the NOC)
- b Variance due to expenses being under budget for IETF 99 (\$2k) & IETF 98 (\$12k) & IETF100 (14k)
- 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 Accrued expense based on the budget
- 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 No significant variance
- 18 a RFC Production Center
- b Variance due to expectation that additional editor would be needed to coincide with new tool deployment which did not occur in 2017
- 19 a RFC Series Editor
- b Variance due to lower than expected expenses
- 20 a IETF Secretariat: AMS labor costs associated with IESG, IAB, administrative, financial, and IT support.
- b No Variance
- 21 a IASA Support: IAD compensation, travel, legal, IAOC meeting and retreat expenses, insurance, and miscellaneous.
- b
- 22 a IETF Support: IESG meeting and retreat expenses, travel, and miscellaneous.
- b No significant variance
- 23 a IAB Support: IAB meeting and retreat expenses, travel, and miscellaneous.
- b Variance due to lower than expected travel expenses
- 24 a IRTF Support: IRTF meeting expenses.
- b Variance due to timing of expenses. Expenses will appear in December financial statement.
- 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 Variance due to lower than expected expenses
- 27 a NomCom Support: NomCom meeting expenses.
- b No significant variance
- 28 a Special Projects: IAOC discretionary funds for special projects, studies, or other.
- b Variance due to termination payment with prior NOC provider
- 29 a Transition Expense - IAD Transition Costs
- b Variance due to consultancy overlap
- 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 AMS Support Services
- Fees begin in August 2017, not budgeted, but partially offset in unspent budget in ISOC Support Services
- 33 a ISOC Support Services: Accounting & Administrative
- b Variance due to not charging for Administrative Services in September, August, July & June
- 34 a ISOC Support Services: Sponsorship Support
- b November fee for IETF Sponsorship Support
- 35 a ISOC Support Services: Communications Support
- b Budget reflects YTD cost for deliverable \$50,000 - Stonehouse Photography \$15,400 at IETF 98 results in variance of \$34,600
- 36 a ISOC Direct Contribution w/o Capital Investment
- b
- 37 a Capital Investment: Investment by Internet Society in IETF and RFC Editor software development.
- b Variance due to timing of expenses
- 38 a ISOC Direct Contribution with Capital Investment: Total of the direct financial contribution and capital investment.
- b

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