

Internet Society
IETF Statement of Activity
For the Month Ending November 30, 2016

	November Actuals	YTD Actual	YTD Budget	YTD Variance	Annual Budget	Notes
Income						
IETF Registrations	\$ 649,025	\$ 2,187,675	\$ 2,364,000	\$ (176,325)	\$ 2,364,000	1
Meeting Sponsorships	350,000	786,194	990,000	(203,806)	990,000	2
InKind Sponsorships	98,069	215,409	239,587	(24,178)	255,000	3
Hotel Commissions	40,000	125,058	140,000	(14,942)	140,000	4
Bits-N-Bites	48,500	140,500	210,000	(69,500)	210,000	5
Hack-a-thon	74,582	120,000	120,000	-	120,000	6
Event Revenue	65,000	179,000	150,000	29,000	150,000	7
Miscellaneous Revenue	19,693	54,589	99,000	(44,411)	107,000	8
Total Income	\$ 1,344,869	\$ 3,808,425	\$ 4,312,587	\$ (504,162)	\$ 4,336,000	
Expenses						
Meeting Expenses						
Variable Managed Meeting Costs	288,647	925,582	980,500	54,918	988,000	9
IETF Secretariat Labor	95,163	454,665	454,665	-	475,816	10
Meeting Space	129,307	339,058	439,000	99,942	439,000	11
NOC Expenses	253,781	744,890	728,500	(16,390)	731,000	12
Other Meeting Expenses	60,626	129,337	292,663	163,326	301,000	13
Total Meeting Expenses	827,524	2,593,532	2,895,328	301,796	2,934,816	
Operating Expenses						
RFC Editor	\$ 95,726	\$ 1,000,801	\$ 1,018,163	17,362	\$ 1,108,000	14
IETF Secretariat & Meeting (AMS)	118,954	1,308,494	1,308,494	-	1,427,447	15
IASA Support (incl. IAD expenses & salary)	34,558	400,364	349,981	(50,383)	379,023	16
IETF Support	14,989	44,072	32,500	(11,572)	32,500	17
IAB Support	4,504	18,225	32,500	14,275	32,500	18
IRTF Support	-	4,288	10,000	5,712	10,000	19
Administrative InKind	2,917	32,087	32,087	-	35,000	20
Independent Submissions Editor	(3,931)	14,289	15,000	711	15,000	21
Special Projects	-	-	12,500	12,500	25,000	22
NomCom Support	1,371	2,123	8,000	5,877	8,000	23
VAT Recovery Expense	-	27,710	95,000	67,290	95,000	24
IT Maintenance	37,009	143,915	114,587	(29,328)	125,000	25
G&A/Governance (Indirect)	22,917	252,087	252,087	-	275,000	26
Total Operating Expenses	329,014	3,248,455	3,280,899	32,444	3,567,470	
Total Expenses	\$ 1,156,538	\$ 5,841,987	\$ 6,176,227	\$ 334,240	\$ 6,502,286	
Internet Society						
Direct Contribution excl. development	\$ 188,331	\$ (2,033,562)	\$ (1,863,640)	\$ (169,922)	\$ (2,166,286)	27
IT Tools Development	9,600	62,308	150,000	87,692	200,000	28
Direct Contribution incl. development	\$ 178,731	\$ (2,095,870)	\$ (2,013,640)	\$ (82,230)	\$ (2,366,286)	29

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

- 1 a IETF Registrations: Early, Late, Student & Day
b IETF 95 \$87k less than budgeted, IETF 96 \$26k more than budgeted, IETF 97 \$115k less than budgeted
- 2 a Meeting Sponsorships: Host sponsorship contribution
b 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 \$91.6k YTD, the expense offset is in line 13b below. IETF 97 NOC Inkind was \$43.5k more than budgeted.
- 4 a Hotel Commissions: IETF receives a commission from IETF guest rooms reserved by meeting attendees.
b Accrued based on budgeted amount
- 5 a Bits-N-Bites: Includes the revenue received from event sponsors.
b IETF 96 \$31.5k less than budget, IETF 97 was \$26.5k less than budget
- 6 a Hackathon: Sponsor revenue
b Revenue is based on actual expenses; event cost less than budgeted. UPDATED: Huawei was billed \$120,000 in December for all 3 events. This has been updated in the Nov stmt.
- 7 a Event Revenue: Includes the sponsorship contributions for the Welcome Reception, breaks, ice cream social, etc.
b IETF 96 \$14k more than budgeted, IETF 97 \$15k more than budgeted
- 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 VAT should not have been budgeted since it is a pass through, 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 95 over budget by \$35k, IETF 96 under budget by \$125k, IETF 97 overbudget by \$34k
- 10 a IETF Meeting 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 IETF 95 under budget by \$7.5k, IETF 96 under budget by \$81.5k, IETF 97 underbudget by \$11k
- 12 a NOC Expenses: Contractor services for the NOC and remote participation services, including in-kind circuit contributions, travel and shipping expenses.
b IETF 97 Inkind NOC was \$43.5 more than budgeted
- 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 ~ \$91.6k YTD, IETF 95 under budget \$14k under budget, IETF 96 under budget by \$28k, IETF 97 \$30k 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: AMS labor costs associated with IESG, IAB, administrative, financial, and IT support.
b No significant variance
- 16 a IASA Support: IAD compensation, travel, legal, IAOC meeting and retreat expenses, insurance, and miscellaneous.
b Variance due to higher than anticipated legal fees
- 17 a IETF Support: IESG meeting and retreat expenses, travel, and miscellaneous.
b IETF Ombudsteam team training & a staff team member travel expenses
- 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 Actual less than budgeted
- 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 VAT should not have been budgeted since it is a pass through, only the VAT recovery fee of \$27k is recorded.
- 25 a IT Maintenance: Tools maintenance and upgrades, includes in-kind and contracted support.
b \$29k over budget
- 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
- 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