

Internet Society
IETF Statement of Activity
For the Month Ending October 31, 2016

	October Actuals	YTD Actual	YTD Budget	YTD Variance	Annual Budget	Notes
Income						
IETF Registrations	\$ -	\$ 1,538,650	\$ 1,599,500	\$ (60,850)	\$ 2,364,000	1
Meeting Sponsorships	-	436,194	660,000	(223,806)	990,000	2
InKind Sponsorships	7,084	117,340	199,170	(81,830)	255,000	3
Hotel Commissions	-	85,058	100,000	(14,942)	140,000	4
Bits-N-Bites	-	92,000	135,000	(43,000)	210,000	5
Hack-a-thon	-	45,418	80,000	(34,582)	120,000	6
Event Revenue	-	114,000	100,000	14,000	150,000	7
Miscellaneous Revenue	-	34,896	99,000	(64,104)	107,000	8
Total Income	\$ 7,084	\$ 2,463,556	\$ 2,972,670	\$ (509,114)	\$ 4,336,000	
Expenses						
Meeting Expenses						
Variable Managed Meeting Costs	-	636,934	726,500	89,566	988,000	9
IETF Secretariat Labor	21,147	359,502	359,502	-	475,816	10
Meeting Space	-	209,752	299,000	89,248	439,000	11
NOC Expenses	-	491,109	506,000	14,891	731,000	12
Other Meeting Expenses	3,070	68,712	190,981	122,269	301,000	13
Total Meeting Expenses	24,217	1,766,009	2,081,983	315,974	2,934,816	
Operating Expenses						
RFC Editor	\$ 81,138	\$ 905,075	\$ 918,330	13,255	\$ 1,108,000	14
IETF Secretariat & Meeting (AMS)	118,954	1,189,540	1,189,540	-	1,427,447	15
IASA Support (incl. IAD expenses & salary)	22,386	365,806	315,687	(50,119)	379,023	16
IETF Support	3,174	29,084	23,834	(5,250)	32,500	17
IAB Support	-	13,721	23,834	10,113	32,500	18
IRTF Support	-	4,288	6,666	2,378	10,000	19
Administrative InKind	2,917	29,170	29,170	-	35,000	20
Independent Submissions Editor	-	18,220	10,000	(8,220)	15,000	21
Special Projects	-	-	12,500	12,500	25,000	22
NomCom Support	-	753	5,334	4,581	8,000	23
VAT Recovery Expense	-	27,710	95,000	67,290	95,000	24
IT Maintenance	4,167	106,906	104,170	(2,736)	125,000	25
G&A/Governance (Indirect)	22,917	229,170	229,170	-	275,000	26
Total Operating Expenses	255,653	2,919,443	2,963,235	43,792	3,567,470	
Total Expenses	\$ 279,870	\$ 4,685,452	\$ 5,045,218	\$ 359,766	\$ 6,502,286	
Internet Society						
Direct Contribution excl. development	\$ (272,786)	\$ (2,221,896)	\$ (2,072,548)	\$ (149,348)	\$ (2,166,286)	27
IT Tools Development	19,995	52,708	150,000	97,292	200,000	28
Direct Contribution incl. development	\$ (292,781)	\$ (2,274,604)	\$ (2,222,548)	\$ (52,056)	\$ (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 \$68k less than budgeted, IETF 96 \$29k more 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 \$75k 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.
- 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
- 6 a Hackathon: Sponsor revenue
- b 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 IETF 96 \$14k 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
- 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
- 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 ~ \$75k YTD, IETF 95 under budget \$14k under budget, IETF 96 under budget by \$28k
- 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 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 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 IETF 95 - \$3,485.18, IETF 96 - \$6,811.73, IESG Retreat - \$7,573.11
- 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 No significant variance
- 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