

**IETF 74  
San Francisco, CA USA  
Financial Statement**

**Meeting Revenue**

Registrations	Actual	Budget	Variance	Notes
Paid Attendees	1168	1160	8	
Average Reg. Fee	633			
Early @ \$635	962	610,870		
Regular @\$785	153	120,105		
Student @\$150	53	7,950		
Comps @ \$0		0		
Cancellation Fee @\$63.50	10	635		
<b>Registration Subtotal</b>	<b>1168</b>	<b>\$ 739,560</b>	<b>\$ 785,500</b>	<b>\$ (45,940) (1)</b>
Sponsorships	30,000	30,000	0	
NOC Sponsorship	130,000	130,000	0	
Hotel Commission	60,560	60,000	560	
Miscellaneous	9,976	0	9,976	
<b>Total Revenue</b>	<b>970,096</b>	<b>1,005,500</b>	<b>(35,404)</b>	

**Meeting Expenses**

Food & Beverage	180,130	285,000	104,870	(2)
Network & Connectivity Costs	130,000	130,000	0	
Meeting Room Costs	0	0	0	
Meeting Labor	111,094	112,500	1,406	
Audio Visual & Power	53,497	43,000	(10,497)	
Travel; Meeting and Qual Visits	13,439	8,000	(5,439)	
Miscellaneous	45,817	49,565	3,748	
<b>Total Expenses</b>	<b>533,977</b>	<b>628,065</b>	<b>94,088</b>	

<b>Net Surplus/(Deficit)</b>	<b>\$ 436,119</b>	<b>\$ 377,435</b>	<b>\$ 58,684</b>	<b>(3)</b>
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**Notes**

- (1) Registration fee reduced from budgeted \$675 to \$635.
- (2) Cost below budget estimate.
- (3) Surplus applied to other IASA expenses, including the RFC Editor, general Secretariat costs, IASA Admin.