

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

Notes		September Actual	YTD Actual	YTD Budget	YTD Variance	Annual Budget
	<b>Revenue</b>					
1	Registration Fees	\$ -	\$ 1,492,985	\$ 1,666,500	\$ (173,515)	\$ 2,499,000
2	Meeting Sponsorships	-	663,333	660,000	3,333	990,000
3	InKind Sponsorships	8,917	219,017	196,253	22,764	281,000
4	Event Sponsorships	-	142,806	330,000	(187,194)	530,000
5	Bits-N-Bites	-	88,000	100,000	(12,000)	150,000
6	Hackathon	-	15,000	80,000	(65,000)	120,000
7	Hotel Commissions	-	109,425	115,000	(5,575)	180,000
8	Miscellaneous Revenue	1,679	52,217	51,050	1,167	119,075
	<b>Total Revenue</b>	<b>\$ 10,596</b>	<b>\$ 2,782,783</b>	<b>\$ 3,198,803</b>	<b>\$ (416,020)</b>	<b>\$ 4,869,075</b>
	<b>Expenses</b>					
	<b>Meeting Expenses</b>					
9	Variable Managed Meeting Costs	-	746,443	788,135	41,692	1,275,488
10	IETF Secretariat (AMS)	21,147	345,493	346,010	517	486,521
11	Meeting Space	-	100,406	107,000	6,594	284,000
	NOC Expenses	-	-	-	-	-
12	InKind (Circuits)	-	72,098	30,000	(42,098)	55,000
13	Contract Costs	-	295,988	310,000	14,012	485,000
14	RPS Services	-	89,294	97,140	7,846	142,000
15	VAT Recovery Expense	-	12,000	12,000	-	12,000
	Other Meeting Expenses					
16	InKind	-	66,666	66,666	-	100,000
17	Miscellaneous	6,267	95,579	124,370	28,791	209,470
	<b>Total Meeting Expenses</b>	<b>27,414</b>	<b>1,823,967</b>	<b>1,881,321</b>	<b>57,354</b>	<b>3,049,479</b>
	<b>Operating Expenses</b>					
	RFC Services					
18	RFC Production Center	\$ 79,883	\$ 728,929	\$ 770,697	\$ 41,768	1,027,601
19	RFC Series Editor	154	103,221	113,334	10,113	155,000
20	IETF Secretariat (AMS)	121,874	1,093,946	1,093,946	-	1,459,564
	Administration					
21	IASA Support (incl. IAD expenses & sa	35,014	299,446	309,009	9,563	418,000
22	IETF Support	-	33,182	30,500	(2,682)	42,500
23	IAB Support	-	17,656	23,834	6,178	32,500
24	IRTF Support	965	965	6,666	5,701	10,000
25	Administrative InKind	2,917	26,253	26,253	-	35,000
26	Independent Submissions Editor	-	8,865	10,000	1,135	15,000
27	NomCom Support	-	1,786	5,334	3,548	8,000
28	Special Projects	-	60,517	37,500	(23,017)	50,000
29	Transition Expenses	-	-	-	-	25,000
	Tools Maintenance					
30	InKind	6,000	54,000	54,000	-	72,000
31	Contracts	13,952	88,049	105,003	16,954	140,000
	ISOC Support Services					
32	AMS Support Services	15,200	16,800	-	(16,800)	-
33	Accounting & Administrative Support	7,333	85,162	100,496	15,334	134,000
34	Sponsorship Support	12,000	112,000	126,000	14,000	168,000
35	Communications Support	14,502	129,403	170,251	40,848	227,000
	<b>Total Operating Expenses</b>	<b>309,794</b>	<b>2,860,180</b>	<b>2,982,823</b>	<b>122,643</b>	<b>4,019,165</b>
	<b>Total Expenses</b>	<b>\$ 337,208</b>	<b>\$ 4,684,147</b>	<b>\$ 4,864,144</b>	<b>\$ 179,997</b>	<b>\$ 7,068,644</b>
	<b>ISOC Contributions &amp; Capital Investment</b>					
36	ISOC Direct Contribution w/o Capital Inves	\$ (326,612)	\$(1,901,364)	\$ (1,665,341)	\$ (236,023)	\$ (2,199,569)
37	Capital Investment		65,626	60,000	(5,626)	135,000
38	ISOC Direct Contribution with Capital Inves	\$ (326,612)	\$(1,966,990)	\$ (1,725,341)	\$ (241,649)	\$ (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 99 (\$106k) and IETF 98 (\$67.5k)
- 2 a Meeting Sponsorships: Host sponsorship contribution
- b No significant variance
- 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 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 IETF 99 accrued based on budget, and lower attendance for IETF 98
- 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
- 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 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
- 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)
- 14 a NOC Expenses: RPS Services
- b Variance due to timing of expenses
- 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 Variance due to timing of expenses
- 18 a RFC Production Center
- b Variance due to timing of expenses
- 19 a RFC Series Editor
- b Variance due to timing of 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 No significant variance
- 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 timing of expenses
- 24 a IRTF Support: IRTF meeting expenses.
- b Variance due to timing of expenses
- 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 timing of expenses
- 27 a NomCom Support: NomCom meeting expenses.
- b Variance due to timing of expenses
- 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
- b No Variance
- 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 September 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\*