

IETF Statement of Activity						
	September	YTD Actual	YTD Budget	YTD Variance	Annual Budget	
Non-Meeting Revenue						
	ISOC Contribution	\$ 13,750	\$ 2,398,750	\$ 2,486,250	\$ (87,500)	\$ 3,007,774
1	ISOC Contribution Cash	\$ -	\$ 2,275,000	\$ 2,250,000	\$ 25,000	\$ 2,692,774
	ISOC In-Kind Contribution (Comms Support)	\$ 13,750	\$ 123,750	\$ 123,750	\$ -	\$ 165,000
2	ISOC In-Kind Contribution (Sponsorship Support)	\$ -	\$ -	\$ 112,500	\$ (112,500)	\$ 150,000
Administrative In-Kind Contribution						
	Webex	\$ 9,417	\$ 84,753	\$ 84,753	\$ -	\$ 113,000
	IK Tools Maintenance	\$ 2,917	\$ 26,253	\$ 26,253	\$ -	\$ 35,000
	IK Tools Maintenance	\$ 6,500	\$ 58,500	\$ 58,500	\$ -	\$ 78,000
Total Non-Meeting Revenue						
		\$ 23,167	\$ 2,483,503	\$ 2,571,003	\$ (87,500)	\$ 3,120,774
Meeting Revenue						
3	Registration Fees	\$ -	\$ 1,508,860	\$ 1,449,750	\$ 59,110	\$ 2,114,750
4	Sponsorship	\$ -	\$ 916,666	\$ 900,000	\$ 16,666	\$ 1,325,000
	Sponsorship - In-Kind	\$ -	\$ 115,666	\$ 116,666	\$ (1,000)	\$ 175,000
5	Hotel Commissions	\$ 5,791	\$ 152,449	\$ 120,000	\$ 32,449	\$ 160,000
6	Misc.	\$ 30,278	\$ 147,916	\$ 125,050	\$ 22,866	\$ 134,075
Total Meeting Revenue						
		\$ 36,069	\$ 2,841,557	\$ 2,711,466	\$ 130,091	\$ 3,908,825
TOTAL REVENUE						
		\$ 59,236	\$ 5,325,060	\$ 5,282,469	\$ 42,591	\$ 7,029,599
Meeting Expenses						
7	Variable Managed Meeting Costs	\$ (12,156)	\$ 668,494	\$ 416,947	\$ 251,547	\$ 652,274
	IETF Secretariat	\$ 66,065	\$ 594,585	\$ 594,585	\$ -	\$ 792,780
8	Meeting Space	\$ -	\$ 76,956	\$ 110,000	\$ (33,044)	\$ 210,000
NOC Expenses						
	In-Kind Circuits	\$ -	\$ 49,000	\$ 50,000	\$ (1,000)	\$ 75,000
	Contract Costs (incl. shipping)	\$ -	\$ 327,716	\$ 325,000	\$ 2,716	\$ 500,000
	Venue Network Costs	\$ -	\$ 15,992	\$ 12,936	\$ 3,056	\$ 12,936
	Remote & Mtg Archive Services	\$ -	\$ 96,991	\$ 100,000	\$ (3,009)	\$ 150,000
9	RPS Travel	\$ -	\$ 34,454	\$ 22,000	\$ 12,454	\$ 35,000
10	NOC Travel	\$ -	\$ 62,920	\$ 35,000	\$ 27,920	\$ 60,000
	VAT Recovery Expense	\$ -	\$ 20,000	\$ 20,000	\$ -	\$ 20,000
Other Meeting Expenses						
	In-Kind	\$ -	\$ 66,666	\$ 66,666	\$ -	\$ 100,000
	Ombuds Travel	\$ -	\$ 12,000	\$ 12,000	\$ -	\$ 20,000
	Miscellaneous (insurance, credit card fees, other)	\$ -	\$ 115,357	\$ 104,617	\$ 10,740	\$ 144,229
11	Total Meeting Expenses	\$ 55,130	\$ 2,142,352	\$ 1,869,751	\$ 272,601	\$ 2,772,219
Operating Expenses						
	RFC Services	\$ 90,730	\$ 834,773	\$ 928,620	\$ (93,847)	\$ 1,238,160
12	RFC Production Center	\$ 81,680	\$ 746,561	\$ 821,370	\$ (74,809)	\$ 1,095,160
13	RFC Series Editor	\$ 9,050	\$ 88,212	\$ 107,250	\$ (19,038)	\$ 143,000
IETF Secretariat						
	Administrative	\$ 68,740	\$ 597,760	\$ 595,310	\$ 2,450	\$ 794,180
	IT	\$ 33,145	\$ 297,655	\$ 297,655	\$ -	\$ 397,090
	Financial	\$ 15,425	\$ 137,525	\$ 137,525	\$ -	\$ 183,800
Administration						
	IASA Support	\$ 30,712	\$ 367,788	\$ 388,125	\$ (20,337)	\$ 517,500
	IETF Support	\$ 40	\$ 25,920	\$ 28,125	\$ (2,205)	\$ 37,500
15	IAB Support	\$ -	\$ 22,416	\$ 28,125	\$ (5,709)	\$ 37,500
16	IRTF Support	\$ -	\$ 2,211	\$ 9,375	\$ (7,164)	\$ 12,500
17	Independent Submissions Editor	\$ -	\$ 3,636	\$ 15,000	\$ (11,364)	\$ 20,000
18	NomCom Support	\$ -	\$ 2,033	\$ 7,500	\$ (5,467)	\$ 10,000
	Administrative In-Kind	\$ 2,917	\$ 26,250	\$ 26,250	\$ -	\$ 35,000
19	Special Projects	\$ -	\$ -	\$ 37,500	\$ (37,500)	\$ 50,000
Transition Expenses						
	IAD	\$ -	\$ -	\$ 37,500	\$ (37,500)	\$ 50,000
20	Legal	\$ -	\$ 8,000	\$ 18,750	\$ (10,750)	\$ 25,000
21	Tools Maintenance	\$ 23,250	\$ 163,286	\$ 162,750	\$ 536	\$ 217,000
	In-Kind (IK)	\$ 6,500	\$ 58,500	\$ 58,500	\$ -	\$ 78,000
	Contracts	\$ 16,750	\$ 104,786	\$ 104,250	\$ 536	\$ 139,000
Support Services						
	Sponsorship Support	\$ 21,750	\$ 171,750	\$ 236,250	\$ (64,500)	\$ 315,000
22	Communications Support	\$ 8,000	\$ 48,000	\$ 112,500	\$ (64,500)	\$ 150,000
	Communications Support	\$ 13,750	\$ 123,750	\$ 123,750	\$ -	\$ 165,000
Total Operating Expenses						
		\$ 286,709	\$ 2,661,002	\$ 2,954,360	\$ (293,358)	\$ 3,940,230
Total Expenses						
		\$ 341,839	\$ 4,803,355	\$ 4,824,111	\$ (20,756)	\$ 6,712,449
Net Deficit/Surplus						
		\$ (282,603)	\$ 521,706	\$ 458,358	\$ 63,348	\$ 317,150
23	ISOC Capital Investment	\$ 40,163	\$ 65,163	\$ 150,000	\$ (84,838)	\$ 200,000

NOTES

- 1 \$25k represents YANG Catalog contribution
- 2 Sponsorship position contracted April 2018 outside of ISOC
- 3 IETF101 paid registrations greater than budgeted - 85 more
- 4 IETF 101 Host Sponsorship greater than budgeted
- 5 IETF101 and IETF102 Hotel Commission greater than budgeted
- 6 \$30,278 represents City of Montreal rebate not budgeted
- 7 IETF101 less than budgeted (14k); IETF102 less than budgeted (\$55.5k)
- 8 IETF101 actual meeting space fee lower than anticipated
- 9 RPS travel expenses greater than budgeted due to unrecognized comp rooms as expenses
- 10 NOC travel expenses greater than budgeted due to unrecognized comp rooms as expenses
- 11 IETF101 less than budgeted (\$15k), IETF102 less than budgeted (\$30k)
- 12 Budget includes hiring new editor for new format work; not yet required
- 13 Budgeted RSE Travel expenses greater than actual
- 14 Variance due to timing of expenses
- 15 Variance due to timing of expenses
- 16 Variance due to timing of expenses
- 17 Anticipated ISE expenses not submitted
- 18 Variance due to timing of expenses
- 19 No special projects to date
- 20 No IAD transition expenses to date
- 21 Legal transition expenses less than anticipated
- 22 Budgeted position vacant Jan - Mar 2018
- 23 Represents development of new RFC format tools

2018 Meeting Budget							
	IETF101 Actual	IETF101 Budget	IETF102 Actual	IETF102 Budget	IETF103 Actua	IETF103 Budget	TOTAL BUDGET
REVENUE							
Registration Fees	\$810,575	\$746,250	\$698,285	\$703,500		\$665,000	\$2,114,750
Sponsorship	\$483,333	\$450,000	\$433,333	\$450,000		\$425,000	\$1,325,000
Sponsorship - InKind	\$58,333	\$58,333	\$57,333	\$58,333		\$58,334	\$175,000
Hotel Commissions	\$76,561	\$60,000	\$75,888	\$60,000		\$40,000	\$160,000
Misc	\$87,173	\$74,025	\$59,869	\$51,025		\$9,025	\$134,075
TOTAL REVENUE	\$1,515,975	\$1,388,608	\$1,324,708	\$1,322,858	\$0	\$1,197,359	\$3,908,825
EXPENSES				\$26,253			
Variable Managed Meeting Costs	\$344,287	\$358,447	\$323,986	\$58,500		\$235,327	\$652,274
IETF Secretariat	\$264,260	\$264,260	\$264,260	\$264,260	\$66,065	\$264,260	\$792,780
Meeting Space	\$76,956	\$110,000	\$0	\$0		\$100,000	\$210,000
NOC Expenses	\$317,639	\$296,936	\$269,434	\$248,000		\$288,000	\$832,936
<i>In-Kind (Circuits)</i>	\$25,000	\$25,000	\$24,000	\$25,000		\$25,000	\$75,000
<i>Contract Costs (incl. shipping)</i>	\$183,183	\$175,000	\$144,532	\$150,000		\$175,000	\$500,000
<i>Venue Network Costs</i>	\$15,992	\$12,936					\$12,936
<i>Remote & Mtg Archive Services</i>	\$49,706	\$50,000	\$47,285	\$50,000		\$50,000	\$150,000
<i>RPS Travel</i>	\$13,363	\$9,000	\$21,092	\$13,000		\$13,000	\$35,000
<i>NOC Travel</i>	\$30,396	\$25,000	\$32,525	\$10,000		\$25,000	\$60,000
VAT Recovery Expense	\$20,000	\$20,000	\$0	\$0		\$0	\$20,000
Other Meeting Expenses	\$118,237	\$107,586	\$75,786	\$75,697		\$80,946	\$264,229
<i>In-Kind</i>	\$33,333	\$33,333	\$33,333	\$33,333		\$33,334	\$100,000
<i>Ombuds Travel</i>	\$8,000	\$8,000	\$4,000	\$4,000		\$8,000	\$20,000
<i>Miscellaneous (insurance, credit card fees, oth</i>	\$76,904	\$66,253	\$38,453	\$38,364		\$39,612	\$144,229
TOTAL EXPENSES	\$1,141,380	\$1,157,229	\$933,466	\$646,457	\$66,065	\$968,533	\$2,772,219
NET INCOME	\$374,595	\$231,379	\$391,242	\$676,401	-\$66,065	\$228,826	\$1,136,606