

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

	September Actuals	YTD Actual	YTD Budget	YTD Variance	Annual Budget	Notes
<b>Income</b>						
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	110,256	183,753	(73,497)	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
<b>Total Income</b>	<b>\$ 7,084</b>	<b>\$ 2,456,472</b>	<b>\$ 2,957,253</b>	<b>\$ (500,781)</b>	<b>\$ 4,336,000</b>	
<b>Expenses</b>						
<b>Meeting Expenses</b>						
Variable Managed Meeting Costs	-	636,934	726,500	89,566	988,000	9
IETF Secretariat Labor	21,147	338,355	338,355	-	475,816	10
Meeting Space	-	209,752	299,000	89,248	439,000	11
NOC Expenses	-	491,109	503,500	12,391	731,000	12
Other Meeting Expenses	5,195	65,642	182,648	117,006	301,000	13
<b>Total Meeting Expenses</b>	<b>26,342</b>	<b>1,741,792</b>	<b>2,050,003</b>	<b>308,211</b>	<b>2,934,816</b>	
<b>Operating Expenses</b>						
RFC Editor	\$ 99,218	\$ 823,936	\$ 828,497	4,561	\$ 1,108,000	14
IETF Secretariat & Meeting (AMS)	118,954	1,070,586	1,070,586	-	1,427,447	15
IASA Support (incl. IAD expenses & salary)	89,793	343,420	284,893	(58,527)	379,023	16
IETF Support	-	25,910	23,834	(2,076)	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	26,253	26,253	-	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	23,407	102,739	93,753	(8,986)	125,000	25
G&A/Governance (Indirect)	22,917	206,253	206,253	-	275,000	26
<b>Total Operating Expenses</b>	<b>357,206</b>	<b>2,663,789</b>	<b>2,687,403</b>	<b>23,614</b>	<b>3,567,470</b>	
<b>Total Expenses</b>	<b>\$ 383,548</b>	<b>\$ 4,405,581</b>	<b>\$ 4,737,406</b>	<b>\$ 331,825</b>	<b>\$ 6,502,286</b>	
<b>Internet Society</b>						
Direct Contribution excl. development	\$ (376,464)	\$ (1,949,109)	\$ (1,780,153)	\$ (168,956)	\$ (2,166,286)	27
IT Tools Development	-	32,713	85,000	52,287	200,000	28
Direct Contribution incl. development	\$ (376,464)	\$ (1,981,822)	\$ (1,865,153)	\$ (116,669)	\$ (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 96 Attendance 69 above forecast, resulting in \$26k positive variance for IETF 96, overall, \$60k under budget
- 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 \$75,000 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. Accrued an estimated amount of \$42.5k for IETF 96
- b Based on estimates, still waiting for final numbers
- 5 a Bits-N-Bites: Includes the revenue received from event sponsors.
- b IETF 96 sponsors fell short by \$31,500
- 6 a Hackathon: Sponsor revenue
- b IETF 96 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 No significant variance
- 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 Although in the budget, IETF 96 VAT was not booked in the revenue line item, 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 96 Meeting Costs were under budget by \$125k; there was no significant variance for IETF 95
- 10 a IETF Meeting Labor (AMS): AMS labor costs associated with IETF meetings.
- b
- 11 a Meeting Space: Charges for meeting rooms (not charged separately in North America).
- b IETF 96 Meeting space under budget by \$81,500, IETF 95 Meeting space under budget by \$7,800
- 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 ~ \$75,000 YTD, Other Meeting Expfor IETF 96 were \$28K under budget & IETF 95 \$14K 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 for ongoing case
- 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 No significant variance
- 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 Although in the budget, did not record the full VAT fees as they are reimbursable; only booked the fee paid to recover (\$27,710)
- 25 a IT Maintenance: Tools maintenance and upgrades, includes in-kind and contracted support.
- b Variance represents timing difference in tools maintenance costs.
- 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, budget starts in June 2016
- 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\*