

IETF Statement of Activity
For the Month Ending September 30, 2021

| | September | YTD Actual | YTD Budget | YTD Variance | Annual Budget | |
|----------------------------|--|--------------|--------------|--------------|----------------|---------------|
| Non-Meeting Revenue | | | | | | |
| 1 | Contributions | \$ - | \$ 100,000 | \$ 5,062,500 | \$ (4,962,500) | \$ 6,750,000 |
| | ISOC Contribution Cash | \$ - | \$ - | \$ 4,687,500 | \$ (4,687,500) | \$ 6,250,000 |
| | Endowment Contributions | \$ - | \$ 100,000 | \$ 375,000 | \$ (275,000) | \$ 500,000 |
| | Administrative In-Kind Contribution | \$ 4,875 | \$ 43,875 | \$ 9,000 | \$ 34,875 | \$ 9,000 |
| 2 | Conference Services | \$ 4,875 | \$ 43,875 | \$ 9,000 | \$ 34,875 | \$ 9,000 |
| | Other | \$ (414,963) | \$ 1,121,782 | \$ 548,205 | \$ 573,577 | \$ 730,940 |
| | Interest Income | \$ 54 | \$ 440 | \$ 1,500 | \$ (1,060) | \$ 2,000 |
| 3 | Investment Interest Income | \$ (415,017) | \$ 1,121,342 | \$ 546,705 | \$ 574,637 | \$ 728,940 |
| | IRTF Income | \$ - | \$ - | \$ - | \$ - | \$ - |
| | Total Non-Meeting Revenue | \$ (410,088) | \$ 1,265,657 | \$ 5,619,705 | \$ (4,354,048) | \$ 7,489,940 |
| Meeting Revenue | | | | | | |
| 4 | Registration Fees | \$ - | \$ 451,868 | \$ 903,875 | \$ (452,007) | \$ 1,510,625 |
| 4 | Sponsorship | \$ - | \$ 1,095,350 | \$ 637,500 | \$ 457,850 | \$ 1,045,833 |
| | Sponsorship - In-Kind | \$ - | \$ - | \$ - | \$ - | \$ - |
| 4 | Hotel Commissions | \$ - | \$ - | \$ 65,673 | \$ (65,673) | \$ 114,501 |
| 4 | Rebates & Comps | \$ - | \$ - | \$ 54,487 | \$ (54,487) | \$ 406,978 |
| 5 | Misc | \$ 450 | \$ 432,741 | \$ 26,500 | \$ 406,241 | \$ 26,500 |
| | Total Meeting Revenue | \$ 450 | \$ 1,979,959 | \$ 1,688,034 | \$ 291,925 | \$ 3,104,437 |
| | TOTAL REVENUE | \$ (409,638) | \$ 3,245,617 | \$ 7,307,739 | \$ (4,062,123) | \$ 10,594,377 |
| Meeting Expenses | | | | | | |
| | Venue Costs | \$ 291 | \$ 7,460 | \$ 663,915 | \$ (656,455) | \$ 1,111,088 |
| | Travel and Expenses | \$ - | \$ (1,442) | \$ 172,950 | \$ (174,392) | \$ 349,800 |
| | Meeting Support | \$ 73,840 | \$ 664,560 | \$ 658,420 | \$ 6,140 | \$ 1,006,480 |
| | NOC Support | \$ 11,634 | \$ 367,718 | \$ 426,258 | \$ (58,540) | \$ 701,387 |
| | Other | \$ 594 | \$ 70,985 | \$ 102,618 | \$ (31,633) | \$ 153,538 |
| | Site Visits (formerly Future Meetings) | \$ - | \$ - | \$ 17,000 | \$ (17,000) | \$ 25,500 |
| 6 | Total Meeting Expenses | \$ 86,359 | \$ 1,109,281 | \$ 2,041,161 | \$ (931,880) | \$ 3,347,792 |
| Operating Expenses | | | | | | |
| | Administration | \$ 95,158 | \$ 1,408,977 | \$ 1,496,047 | \$ (87,070) | \$ 1,994,729 |
| | Staff Costs | \$ 28,761 | \$ 638,224 | \$ 641,578 | \$ (3,354) | \$ 855,437 |
| 7 | Operations | \$ 15,765 | \$ 271,556 | \$ 291,024 | \$ (19,468) | \$ 388,032 |
| 8 | Board Costs | \$ - | \$ - | \$ 63,435 | \$ (63,435) | \$ 84,580 |
| | Secretariat - Admin | \$ 27,690 | \$ 249,210 | \$ 249,210 | \$ - | \$ 332,280 |
| 9 | CPA Services | \$ 10,491 | \$ 130,386 | \$ 116,250 | \$ 14,136 | \$ 155,000 |
| 10 | Legal Services | \$ 12,450 | \$ 119,601 | \$ 134,550 | \$ (14,949) | \$ 179,400 |
| | RFC Services | \$ 115,712 | \$ 1,041,934 | \$ 1,112,058 | \$ (70,124) | \$ 1,482,744 |
| | RFC Production Center | \$ 109,412 | \$ 985,234 | \$ 985,458 | \$ (224) | \$ 1,313,944 |
| 11 | RFC Series Editor | \$ 6,300 | \$ 56,700 | \$ 119,850 | \$ (63,150) | \$ 159,800 |
| | Independent Submissions Editor | \$ - | \$ - | \$ 6,750 | \$ (6,750) | \$ 9,000 |
| | Community Leadership | \$ 46,150 | \$ 455,850 | \$ 510,524 | \$ (54,674) | \$ 682,660 |
| | Secretariat - Community leadership | \$ 46,150 | \$ 415,350 | \$ 415,350 | \$ - | \$ 553,800 |
| 12 | IESG Support | \$ - | \$ - | \$ 16,680 | \$ (16,680) | \$ 22,240 |
| 13 | IAB Support | \$ - | \$ - | \$ 28,080 | \$ (28,080) | \$ 37,440 |
| 14 | IRTF Support | \$ - | \$ - | \$ 11,767 | \$ (11,767) | \$ 17,650 |
| | NomCom Support | \$ - | \$ - | \$ 1,148 | \$ (1,148) | \$ 1,530 |
| | Community Leadership Training | \$ - | \$ 40,500 | \$ 37,500 | \$ 3,000 | \$ 50,000 |
| | IETF Trust Contribution | \$ - | \$ 80,850 | \$ 60,638 | \$ 20,213 | \$ 80,850 |
| 15 | Standard Budget | \$ - | \$ 80,850 | \$ 60,638 | \$ 20,213 | \$ 80,850 |
| 16 | Special Projects | \$ - | \$ - | \$ 75,000 | \$ (75,000) | \$ 100,000 |
| | Tools | \$ 97,775 | \$ 919,140 | \$ 975,789 | \$ (56,649) | \$ 1,301,052 |
| | Secretariat - IT | \$ 36,920 | \$ 332,280 | \$ 332,280 | \$ - | \$ 443,040 |
| | Management/Planning | \$ 10,313 | \$ 93,358 | \$ 92,817 | \$ 541 | \$ 123,756 |
| 17 | Research/Analysis/Design | \$ 10,313 | \$ 92,817 | \$ 167,817 | \$ (75,000) | \$ 223,756 |
| 18 | Software Development | \$ 28,809 | \$ 251,091 | \$ 211,031 | \$ 40,059 | \$ 281,375 |

| | | | | | | |
|--|------------------------------|---------------------|-----------------------|---------------------|-----------------------|---------------------|
| 19 | Infrastructure Development | \$ - | \$ - | \$ 15,000 | \$ (15,000) | \$ 20,000 |
| 20 | Operations (non-Secretariat) | \$ 11,420 | \$ 149,595 | \$ 81,844 | \$ 67,751 | \$ 109,125 |
| 21 | Review/Audit | \$ - | \$ - | \$ 75,000 | \$ (75,000) | \$ 100,000 |
| Total Operating Expenses | | \$ 354,795 | \$ 3,906,751 | \$ 4,230,055 | \$ (323,305) | \$ 5,642,035 |
| Total Expenses | | \$ 441,154 | \$ 5,016,032 | \$ 6,271,217 | \$ (1,255,185) | \$ 8,989,827 |
| Net Income | | \$ (850,792) | \$ (1,770,415) | \$ 1,036,523 | \$ (2,806,938) | \$ 1,604,550 |
| 22 | Capital Investment | \$ 17,254 | \$ 155,286 | \$ 438,750 | \$ (283,464) | \$ 585,000 |
| Net Income (after Capital Expenditures) | | \$ (868,046) | \$ (1,925,701) | \$ 597,773 | \$ (2,523,474) | \$ 1,019,550 |

NOTES (refers to YTD Actual versus Month)

| | |
|----|---|
| 1 | The timing of the annual ISOC contribution has changed as part of the new funding agreement from December of the year before it applies to March of the current year in which it applies. |
| 2 | In-Kind Contribution is calculated at \$4,875 a month for 150 Webex users. |
| 3 | September's budget amount calculated as 9/12 of annual budget, so variance in actual vs. budget is dependent on timing-related market volatility. |
| 4 | The first meeting occurred in March 2021 and the second meeting occurred in July 2021. Meeting revenue has been recognized in March 2021 and July 2021. Actual revenue is trending less than what was budgeted for IETF110 and IETF111. |
| 5 | Insurance claim was paid in March 2021 for the IETF107 meeting. The meeting was cancelled in March 2020. |
| 6 | Meeting-related expenses budgeted to be recognized during the quarter that meeting is held. IETF110 and IETF111 were held virtually. Actual expenses for meeting and NOC support to be recognized as services are performed, not prepaid until the meeting is held. Meeting support represents AMS secretariat labor for IETF 110, IETF 111, & IETF 112 meetings, NOC support represents LineSpeed lead services provided through January-September 2021. There were also 2 Linespeed invoices for \$54,000 for IETF110 and IETF111. Other represent credit card fees for January-September 2021. |
| 7 | Operations total budget amount spreads across 2021 by each month equally. During the months of January-September 2021, actuals were lower than the budgeted amount. |
| 8 | No funds expended in January - September 2021; budgeted to be incurred quarterly throughout 2021. |
| 9 | CPA Services total budget amount spreads across 2021 by each month equally. During February and March 2021, the IETF FY20 audit was under way. GRF charged an additional \$10,000 for audit support services, in addition to RSM billing \$17,325 for the progression of the audit. |
| 10 | Legal services total budget amount spreads across 2021 by each month equally. During the months of January-September 2021, actuals were lower than the budgeted amount. |
| 11 | Standcore is invoicing at \$6,300 a month. Budget by month is roughly \$13,000. Actuals are lower than the amount that was budgeted in 2021. |
| 12 | No funds expended in January-September 2021; budgeted to be incurred equally from Jan-Dec '21. |
| 13 | No funds expended in January-September 2021; budgeted to be incurred equally from Jan-Dec '21. |
| 14 | No funds expended in January-September 2021; budgeted to be incurred equally from Jan-Dec '21. |
| 15 | Budgeted amount for year is \$80,850. In March 2021, IETF gave the entire 80k contribution. |
| 16 | No funds expended in January-September 2021; budgeted to be incurred equally from Jan-Dec '21. |
| 17 | Research/Analysis/Design's total budget amount spreads across 2021 by each month equally. During the months of January-September 2021, actuals were lower than the budgeted amount. |
| 18 | Software Development's total budget amount spreads across 2021 by each month equally. Actuals are higher than the budgeted amount. |
| 19 | No funds expended in January-September 2021; budgeted to be incurred equally from Jan-Dec '21. |
| 20 | Operations total budget amount spreads across 2021 by each month equally. During July 2021, Pantheon invoiced for Milestones 2 & 3, which caused actuals to be higher than the budgeted amount. |
| 21 | Budgeted amount spreads total expected 2021 tool costs equally by month. No audit costs are incurred as of September 2021. |
| 22 | NOTE: This amount includes depreciation expense on assets currently in service. Budget amount represents cash outflow for new tools and equipment (to be capitalized for accounting purposes) but not depreciation expense on existing asset. No capital investments were made in January-September 2021. |

Accrual Basis. No Assurance Provided. Disclosures Omitted.