

IETF Administration LLC Budget

	2023 Budget	2022 Budget	Variance
Non-Meeting Revenue	2023 Budget	2022 Budget	Variance
Contributions	\$ 8,200,000	\$ 8,000,000	\$ 200,000
ISOC Contribution (Operating)	\$ 6,750,000	\$ 6,500,000	\$ 250,000
Endowment Contributions	\$ 1,150,000	\$ 1,000,000	\$ 150,000
ISOC Contribution (Endowment)	\$ 300,000	\$ 500,000	\$ (200,000)
Other Contributions	\$ -	\$ -	\$ -
Administrative In-Kind Contribution	\$ 58,050	\$ 9,000	\$ 49,050
Conference Services	\$ 58,050	\$ 9,000	\$ 49,050
Other	\$ 2,006,200	\$ 1,065,098	\$ 941,103
Interest Income	\$ 2,000	\$ 2,000	\$ -
Investment Interest Income	\$ 2,004,200	\$ 1,063,098	\$ 941,103
Total Non-Meeting Revenue	\$ 10,264,250	\$ 9,074,098	\$ 1,190,153

	2023 Budget	2022 Budget	Variance
Meeting Revenue	2023 Budget	2022 Budget	Variance
Registration Fees	\$ 1,936,125	\$ 1,999,500	\$ (63,375)
Sponsorship	\$ 1,455,000	\$ 1,280,000	\$ 175,000
1 Sponsorship - In-Kind	\$ 90,000	\$ -	\$ 90,000
Hotel Commissions	\$ 136,628	\$ 140,276	\$ (3,648)
2 Rebates & Comps	\$ 38,038	\$ 493,039	\$ (455,000)
10 Host Recharge	\$ 30,000	\$ -	\$ 30,000
Misc.	\$ -	\$ 21,500	\$ (21,500)
Total Meeting Revenue	\$ 3,685,791	\$ 3,934,315	\$ (248,524)

	2023 Budget	2022 Budget	Variance
TOTAL REVENUE	\$ 13,950,041	\$ 13,008,413	\$ 941,629

	2023 Budget	2022 Budget	Variance
Meeting Expenses	2023 Budget	2022 Budget	Variance
Venue Costs	\$ 1,869,724	\$ 1,671,836	\$ 197,888
Travel and Expenses	\$ 706,448	\$ 638,526	\$ 67,921
Meeting Support	\$ 1,158,520	\$ 1,069,622	\$ 88,897
NOC Support	\$ 712,975	\$ 750,413	\$ (37,438)
3 Sponsorship Supported Services	\$ 343,500	\$ -	\$ 343,500
Insurance, Payment Processing, Tax	\$ 118,324	\$ 132,884	\$ (14,560)
Site Visits	\$ 24,325	\$ 24,325	\$ -
Total Meeting Expenses	\$ 4,933,815	\$ 4,287,606	\$ 646,208

	2023 Budget	2022 Budget	Variance
Operating Expenses	2023 Budget	2022 Budget	Variance
Administration	\$ 2,301,599	\$ 2,132,811	\$ 168,788
Staff Costs	\$ 1,041,502	\$ 963,696	\$ 77,807
Operations	\$ 394,736	\$ 399,350	\$ (4,614)
Board Costs	\$ 87,000	\$ 86,366	\$ 634
Secretariat - Admin	\$ 437,361	\$ 342,248	\$ 95,113
CPA Services	\$ 155,000	\$ 155,000	\$ -
Legal Services	\$ 186,000	\$ 186,150	\$ (150)
RFC Services	\$ 1,697,852	\$ 1,499,844	\$ 198,008
8 RFC Production Center	\$ 1,546,852	\$ 1,313,944	\$ 232,908
RFC Series Editor Replacement	\$ 142,000	\$ 176,900	\$ (34,900)
Independent Submissions Editor	\$ 9,000	\$ 9,000	\$ -
Community Leadership	\$ 841,935	\$ 737,583	\$ 104,352
Secretariat - Community leadership	\$ 598,935	\$ 570,414	\$ 28,521
IESG Support	\$ 41,500	\$ 38,795	\$ 2,705
IAB Support	\$ 41,500	\$ 38,795	\$ 2,705
IRTF Support	\$ 18,000	\$ 17,956	\$ 44
NomCom Support	\$ 2,000	\$ 1,622	\$ 378
Community Leadership Training	\$ 40,000	\$ 50,000	\$ (10,000)
4 Outreach Program	\$ 70,000	\$ 20,000	\$ 50,000
5 Diversity Program	\$ 30,000	\$ -	\$ 30,000
IETF Trust	\$ 310,216	\$ 94,893	\$ 215,323
Standard Budget	\$ 165,216	\$ 94,893	\$ 70,323
Special Projects	\$ 25,000	\$ -	\$ 25,000
9 Reserve	\$ 120,000	\$ -	\$ 120,000
Special Projects	\$ 100,000	\$ 100,000	\$ -
Tools	\$ 1,102,048	\$ 1,127,270	\$ (25,222)
6 Staff Costs	\$ 563,299	\$ 273,165	\$ 290,134
Secretariat - IT	\$ 479,148	\$ 456,331	\$ 22,817
Management/Planning	\$ 28,500	\$ 161,256	\$ (132,756)
Research/Analysis/Design	\$ 165,500	\$ 198,756	\$ (33,256)
Software Development	\$ 390,750	\$ 322,700	\$ 68,050
7 Infrastructure Development	\$ -	\$ 30,000	\$ (30,000)
Operations (non-Secretariat)	\$ 177,250	\$ 158,100	\$ 19,150
Review/Audit	\$ 50,000	\$ 100,000	\$ (50,000)
Capitalisation adjustment	\$ (752,400)	\$ (573,039)	\$ (179,361)
Total Operating Expenses	\$ 6,353,650	\$ 5,692,400	\$ 661,250

	2023 Budget	2022 Budget	Variance
Total Expenses	\$ 11,287,465	\$ 9,980,007	\$ 1,307,458

	2023 Budget	2022 Budget	Variance
Net Income	\$ 2,662,577	\$ 3,028,406	\$ (365,829)
Capital Expenditure	\$ 752,400	\$ 573,039	\$ 179,361
Tools	\$ 752,400	\$ 573,039	\$ 179,361
Other	\$ -	\$ -	\$ -
Net Income (after Capital Expenditure)	\$ 1,910,177	\$ 2,455,367	\$ (545,190)

Notes:

- 1 Estimated cost of circuits donated for each IETF meeting
- 2 Significantly lower due to estimated lower onsite numbers
- 3 New - \$49k moved, \$30k recharged to host, \$138k previously unbudgeted (fee waivers, host series lunch), \$133k new (coffee carts, carbon offsets, ASL interpretation)
- 4 Previously labelled as EMODIR Support
- 5 New
- 6 Now includes Tools Team PM
- 7 Retender of Infrastructure Services expected to be funded by savings in 'Secretariat - IT'
- 8 Additional costs associated with major refresh of RPC tools
- 9 New - IETF Trust will be building an operating reserve
- 10 New - previously unbudgeted

Notes	IETF116 Yokohama (USD)	IETF117 San Francisco (USD)	IETF118 Prague (USD)	Non-Specific	TOTAL
MEETING REVENUE	\$ 1,185,033	\$ 1,288,538	\$ 1,212,220		\$ 3,685,791
Registration Fees	\$ 629,500	\$ 658,000	\$ 648,625		\$ 1,936,125
Sponsorship	\$ 475,000	\$ 505,000	\$ 475,000		\$ 1,455,000
Sponsorship - In-Kind	\$ 30,000	\$ 30,000	\$ 30,000		\$ 90,000
Hotel Commissions	\$ 31,793	\$ 67,512	\$ 37,323		\$ 136,628
Rebates & Comps	\$ 8,740	\$ 18,026	\$ 11,272		\$ 38,038
Host Recharge	\$ 10,000	\$ 10,000	\$ 10,000		\$ 30,000
Misc.	\$ -	\$ -	\$ -		\$ -
MEETING EXPENSES	\$ 1,852,834	\$ 1,504,385	\$ 1,525,771	\$ 50,825	\$ 4,933,815
Venue Costs	\$ 755,894	\$ 563,010	\$ 550,820		\$ 1,869,724
Meeting Space	\$ 222,000	\$ -	\$ 148,349		\$ 370,349
F&B	\$ 401,339	\$ 421,200	\$ 280,681		\$ 1,103,220
A/V	\$ 96,200	\$ 115,000	\$ 95,340		\$ 306,540
Electrical Power	\$ -	\$ -	\$ -		\$ -
5% Overage Allocation	\$ 35,977	\$ 26,810	\$ 26,219		\$ 89,005
Exchange Rate Variance	\$ 378	\$ -	\$ 231		\$ 609
Travel and Expenses	\$ 311,808	\$ 204,389	\$ 190,251		\$ 706,448
Meeting Support	\$ 395,173	\$ 371,673	\$ 390,173	\$ 1,500	\$ 1,158,520
Secretariat	\$ 349,173	\$ 349,173	\$ 349,173		\$ 1,047,520
Shipping	\$ 24,000	\$ 2,500	\$ 20,000		\$ 46,500
Supplies	\$ 11,500	\$ 11,500	\$ 11,500		\$ 34,500
Printing	\$ 4,000	\$ 4,000	\$ 4,000		\$ 12,000
Temporary Labor	\$ 4,500	\$ 2,500	\$ 3,500		\$ 10,500
Miscellaneous	\$ 2,000	\$ 2,000	\$ 2,000		\$ 6,000
Non-Specific Mtg Expenses				\$ 1,500	\$ 1,500
NOC Support	\$ 244,000	\$ 202,428	\$ 241,547	\$ 25,000	\$ 712,975
NOC Lead	\$ 40,000	\$ 40,000	\$ 40,000		\$ 120,000
Venue Network Costs	\$ -	\$ -	\$ -		\$ -
NOC Services	\$ 141,000	\$ 99,428	\$ 138,547		\$ 378,975
Remote Participation Services	\$ 63,000	\$ 63,000	\$ 63,000	\$ 25,000	\$ 214,000
Non-Specific Mtg Expenses					\$ -
Sponsorship Supported Services	\$ 107,500	\$ 123,500	\$ 112,500		\$ 343,500
1 Host Supported Services	\$ 42,500	\$ 29,500	\$ 27,500		\$ 99,500
2 Diversity and Inclusivity Supported	\$ 61,000	\$ 60,000	\$ 51,000		\$ 172,000
3 Running Code Supported Services	\$ 4,000	\$ 4,000	\$ 4,000		\$ 12,000
4 Sustainability Supported Services	\$ -	\$ 30,000	\$ 30,000		\$ 60,000
Insurance, Payment Processing, Tax	\$ 38,459	\$ 39,385	\$ 40,480		\$ 118,324
MEETING (DEFICIT)/SURPLUS	\$ (667,801)	\$ (215,846)	\$ (313,551)		\$ (1,248,024)
Site Visits (formerly future meetings)				\$ 24,325	\$ 24,325
Staff Travel				\$ 16,250	\$ 16,250
NOC Travel				\$ 8,075	\$ 8,075
Executive Director/Other Travel				\$ -	\$ -

- 1 New - t-shirts, coffee carts, host speaker series
- 2 New - childcare, sign-language interpretation, fee waivers
- 3 New - hackathon
- 4 New - carbon offsets