

IETF Statement of Activity For the Month Ending November 30, 2019						
	November	YTD Actual	YTD Budget	YTD Variance	Annual Budget	
Non-Meeting Revenue						
	\$ -	\$ 5,131,078	\$ 5,000,000	\$ 131,078	\$ 5,000,000	
1 ISOC Contribution	\$ -	\$ 5,000,000	\$ 5,000,000	\$ -	\$ 5,000,000	
ISOC Contribution Cash	\$ -	\$ 131,078	\$ -	\$ 131,078	\$ -	
ISOC In-Kind Contribution (Comms Support)	\$ -	\$ -	\$ -	\$ -	\$ -	
Administrative In-Kind Contribution	\$ 9,630	\$ 105,930	\$ 73,847	\$ 32,083	\$ 80,560	
Webex	\$ 2,917	\$ 32,083	\$ -	\$ 32,083	\$ -	
IK Tools Maintenance	\$ 6,713	\$ 73,847	\$ 73,847	\$ -	\$ 80,560	
Other	\$ 27,321	\$ 298,260	\$ 2,750	\$ 295,510	\$ 3,000	
Interest Income	\$ 78	\$ 1,185	\$ 2,750	\$ (1,565)	\$ 3,000	
Investment Interest Income	\$ 18,498	\$ 260,480	\$ -	\$ 260,480	\$ -	
Endowment Interest Income	\$ 2,657	\$ 18,907	\$ -	\$ 18,907	\$ -	
Misc	\$ 6,088	\$ 17,688	\$ -	\$ 17,688	\$ -	
Total Non-Meeting Revenue	\$ 36,951	\$ 5,535,268	\$ 5,076,597	\$ 458,671	\$ 5,083,560	
Meeting Revenue						
3 Registration Fees	\$ 711,445	\$ 2,306,470	\$ 2,067,250	\$ 239,220	\$ 2,067,250	
Sponsorship	\$ 431,667	\$ 1,220,500	\$ 1,405,000	\$ (184,500)	\$ 1,405,000	
Sponsorship - In-Kind	\$ 24,234	\$ 117,667	\$ 175,000	\$ (57,333)	\$ 175,000	
4 Hotel Commissions	\$ 55,000	\$ 155,307	\$ 172,967	\$ (17,661)	\$ 172,967	
Rebates & Comps	\$ 104,632	\$ 210,028	\$ 106,663	\$ 103,365	\$ 106,663	
5 Misc.	\$ 4,325	\$ 21,263	\$ 15,000	\$ 6,263	\$ 15,000	
Total Meeting Revenue	\$ 1,331,303	\$ 4,031,234	\$ 3,941,880	\$ 89,354	\$ 3,941,880	
TOTAL REVENUE	\$ 1,368,254	\$ 9,566,502	\$ 9,018,477	\$ 548,025	\$ 9,025,440	
Meeting Expenses						
6 Venue Costs	\$ 553,218	\$ 1,191,108	\$ 1,327,676	\$ (136,568)	\$ 1,327,676	
Meeting Support	\$ 200,594	\$ 1,041,617	\$ 1,143,165	\$ (101,548)	\$ 1,211,765	(for YTD Budget - deduct Dec)
NOC Support	\$ 302,370	\$ 959,479	\$ 1,075,887	\$ (116,408)	\$ 1,085,887	(for YTD Budget - deduct Dec)
Other	\$ 49,760	\$ 235,581	\$ 773,702	\$ (538,121)	\$ 773,702	
Future Meetings	\$ -	\$ 34,446	\$ 71,500	\$ (37,054)	\$ 71,500	
Total Meeting Expenses	\$ 1,105,941	\$ 3,462,231	\$ 4,391,930	\$ (929,700)	\$ 4,470,529	
Operating Expenses						
7 RFC Services	\$ 115,032	\$ 1,146,756	\$ 1,123,667	\$ 23,089	\$ 1,225,000	
RFC Production Center	\$ 106,257	\$ 1,048,507	\$ 1,004,392	\$ 44,115	\$ 1,095,700	
RFC Series Editor	\$ 8,775	\$ 98,249	\$ 110,275	\$ (12,026)	\$ 120,300	
Independent Submissions Editor	\$ -	\$ -	\$ 9,000	\$ (9,000)	\$ 9,000	
IETF Secretariat	\$ 116,850	\$ 1,290,860	\$ 1,290,860	\$ -	\$ 1,410,210	
Administrative	\$ 66,750	\$ 741,290	\$ 741,290	\$ -	\$ 810,540	
IT	\$ 33,350	\$ 366,645	\$ 366,645	\$ -	\$ 399,995	
Financial	\$ 16,750	\$ 182,925	\$ 182,925	\$ -	\$ 199,675	
Administration	\$ 149,415	\$ 1,043,480	\$ 1,439,167	\$ (395,686)	\$ 1,608,000	
8 IETF Admin Support	\$ 141,348	\$ 995,439	\$ 1,308,000	\$ (312,561)	\$ 1,454,000	
IESG Support	\$ 3,250	\$ 20,856	\$ 27,000	\$ (6,144)	\$ 31,500	
Retreats/Workshops	\$ 3,250	\$ 20,856	\$ 19,500	\$ 1,356	\$ 19,500	
9 IAB Support	\$ -	\$ 5,767	\$ 27,000	\$ (21,233)	\$ 31,500	
ANRW Support	\$ -	\$ 4,750	\$ 3,000	\$ 1,750	\$ 3,000	
NomCom Support	\$ -	\$ -	\$ 1,500	\$ (1,500)	\$ 2,000	
10 Board Support	\$ 4,816	\$ 16,667	\$ 72,667	\$ (55,999)	\$ 86,000	
IETF Trust Contribution	\$ -	\$ 65,258	\$ 65,258	\$ -	\$ 65,258	
11 RFP Management Expenses	\$ -	\$ -	\$ 56,250	\$ (56,250)	\$ 150,000	
Secretariat	\$ -	\$ -	\$ -	\$ -	\$ 65,000	
Tools	\$ -	\$ -	\$ -	\$ -	\$ 10,000	
Administration	\$ -	\$ -	\$ 56,250	\$ (56,250)	\$ 75,000	
Misc.	\$ -	\$ -	\$ -	\$ -	\$ -	
Special Projects	\$ -	\$ -	\$ 37,500	\$ (37,500)	\$ 50,000	
Tools	\$ 46,662	\$ 517,126	\$ 298,366	\$ 218,760	\$ 326,399	
In-Kind	\$ 6,713	\$ 73,847	\$ 73,847	\$ -	\$ 80,560	
12 Tools Contracts	\$ 11,068	\$ 122,184	\$ 224,519	\$ (102,335)	\$ 245,839	
Tools Maintenance	\$ 8,597	\$ 99,259	\$ 110,769	\$ (11,510)	\$ 120,839	
Tools Maintenance Support	\$ -	\$ -	\$ 3,750	\$ (3,750)	\$ 5,000	
YANG Catalog	\$ 2,471	\$ 22,925	\$ 110,000	\$ (87,075)	\$ 120,000	
13 Depreciation Expense	\$ 28,881	\$ 321,095	\$ -	\$ 321,095	\$ -	
Total Operating Expenses	\$ 427,959	\$ 4,063,480	\$ 4,311,067	\$ (247,587)	\$ 4,834,867	
Total Expenses	\$ 1,533,900	\$ 7,525,711	\$ 8,702,997	\$ (1,177,287)	\$ 9,305,397	
Net Income	\$ (165,646)	\$ 2,040,792	\$ 315,480	\$ 1,725,312	\$ (279,958)	
14 Capital Investment	\$ 69,753	\$ 69,753	\$ 142,913	\$ (73,160)	\$ 190,550	

NOTES (*refers to YTD Actual versus Month*)

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| 1 | ISOC provided In-Kind Comms support January - August 2019. |
| 2 | Represents income from subpoena authentication fees |
| 3 | Event and Welcome Reception sponsorship lower than anticipated |
| 4 | Hotel Commission IETF104 lower than anticipated; IETF106 estimated |
| 5 | Greater than anticipated affiliate room rental income |
| 6 | Greater than anticipated registration payments resulted in more credit card transaction fees |
| 7 | Variance due to delay in hiring permanent LLC staff/contractors and associated benefits |
| 8 | IESG Retreat Expenses lower than anticipated |
| 9 | IAB Retreat Expenses lower than anticipated |
| 10 | Use of Board Discretionary Fund lower than anticipated |
| 11 | RFP Transition budget not utilized yet |
| 12 | Variance due to lower than anticipated YANG Catalog support expenses |
| 13 | Depreciation expense carried over from IETF assets transferred from ISOC books to IETF books 12/31/18 |
| 14 | Represents investment in RFC v3 tools development |