



# IAOC Report

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# Meetings Update

# 2014 Meetings



- **IETF 89 - London UK**
  - **Good meeting overall based on planned budget**
  - **Attendance: + 135**
  - **Revenue: + \$64k**
  - **Expenses: - \$69K**
  - **Bits-N-Bites cancelled, but a re-launch in Toronto**
- **IETF 90 - Toronto CA**
  - **Paid registrations trending the same as IETF 87 Berlin, which was a very successful IETF**
- **IETF 91 - Honolulu Hawaii is the site for IETF 91 in November**

# 2015 Meetings



- **IETF 92 - Dallas**
  - **Host & Welcome Reception: Google**
- **IETF 93 - Prague**
  - **Host: (In Negotiations)**
- **IETF 94 - Yokohama**
  - **Host: WIDE**

# 2016 Meetings



- **IETF 95 - Buenos Aires**

- **Expensive, meeting space: \$300K +**
- **No hotel contract yet (Still in negotiations, but getting close)**
- **Difficulty contracting: culture, business practices, communications, not a local**
- **No Host**
- **Survey indicated most regular IETF participants would come to BA but reaching the size of recent meetings depends on regional attendance, which may depend on ISOC regional activities in the next 20 months**

- **IETF 96 - Berlin**

- **Under contract, meeting space: \$215K**
- **No Host**

# 2016 Meetings



- **IETF 97 - Asian Venue (TBA)**
  - 3<sup>rd</sup> meeting in year with meeting space costs
  - Space costs: ~\$200K+
  - Also difficulty contracting
  
- **Conclusion: Meetings held outside of North America and Europe require very different techniques and require local support to be successful.**

# 2016 Meetings



- **The one-off commitment to hold an IETF meeting in Buenos Aires has resulted in a year of exceptional expenses and risk such that the IAOC is considering abandoning goal of one meeting a year in Asia in 2016 and holding the meeting in North America where there are no meeting space expenses.**
- **The IAOC would re-commit to holding a meeting in Asia in 2017.**
- **There will be a review in Toronto and we expect to make a decision in Honolulu. A meeting in Asia in 2016 is dependent on the success of ISOC efforts to acquire sponsorships.**



# Financial Update



# 2013 Financial Results



- **Revenue: \$3,387,552**
  - + \$41K more than Budget
  - Better than expected attendance: + 200
- **Expenses: \$5,316,270**
  - + \$41K more than Budget
  - Includes un-budgeted VAT expenses: \$164K
- **ISOC Contribution: \$1,928,718**
  - \$390.00 below Budget
- **Overall a very fiscally successful year!**

# 2014 Financial Update



- **Data through April 2014**
- **Revenues : \$1,424,385**
  - **+ \$95K more than Budget**
- **Expenses: \$1,924,574**
  - **+ \$132K less than Budget**
- **ISOC Contribution: \$500K**
  - **\$227K below Budget**
- **We are in good shape going into the Toronto IETF meeting.**



(BACKUP)

**Internet Society**  
**IETF Statement of Activity**  
**For the Month Ending December 31, 2013**

	December Actuals		YTD Actual		YTD Budget		YTD Variance	
Income								
IETF Registrations	\$	-	\$	2,259,419	\$	2,140,000	\$	119,419
Meeting Sponsorships		-		288,272		318,000		(29,728)
NOC Sponsorships		-		417,500		622,750		(205,250)
Hotel Commissions		-		172,113		165,000		7,113
Bits-N-Bites		-		165,000		-		165,000
New Revenue		-		56,068		100,000		(43,932)
Miscellaneous Revenue		2,445		29,180		-		29,180
<b>Total Income</b>	<b>\$</b>	<b>2,445</b>	<b>\$</b>	<b>3,387,552</b>	<b>\$</b>	<b>3,345,750</b>	<b>\$</b>	<b>41,802</b>
Expenses								
RFC Editor	\$	77,057	\$	891,141	\$	893,000		1,859
IETF Secretariat & Meeting (AMS)		148,000		1,777,416		1,788,000		10,584
Other Secretarial Expenses		-		-		-		-
Variable Managed Meeting Costs		32,611		974,668		923,072		(51,596)
Meeting Space		-		156,704		228,000		71,296
Other Meeting Expenses		1,555		169,221		154,200		(15,021)
NOC Expenses		-		504,133		554,000		49,867
IASA Support (incl. IAD expenses & salary)		36,063		341,179		333,586		(7,593)
IETF Support		-		28,772		35,250		6,478
IAB Support		3,189		24,735		40,250		15,515
IRTF Support		-		6,153		10,000		3,847
Independent Submissions Editor		-		11,445		20,000		8,555
Special Projects		-		-		50,000		50,000
NomCom Support		-		8,747		10,000		1,253
IETF Trust Expenses		2,339		40,183		35,500		(4,683)
Transition Expenses		-		-		-		-
IT Maintenance		44,492		93,242		75,000		(18,242)
VAT		2,402		138,831		-		(138,831)
VAT Recovery		-		24,699		-		(24,699)
G&A/Governance (Indirect)		10,417		125,000		125,000		(0)
<b>Total Expenses</b>	<b>\$</b>	<b>358,126</b>	<b>\$</b>	<b>5,316,270</b>	<b>\$</b>	<b>5,274,858</b>	<b>\$</b>	<b>(41,412)</b>
<b>ISOC Direct Contribution excl. development</b>	<b>\$</b>	<b>(355,681)</b>	<b>\$</b>	<b>(1,928,718)</b>	<b>\$</b>	<b>(1,929,108)</b>	<b>\$</b>	<b>390</b>
<b>IT Tools Development</b>		<b>110,376</b>		<b>209,283</b>		<b>300,000</b>		<b>90,717</b>
<b>ISOC Direct Contribution incl. development</b>	<b>\$</b>	<b>(466,057)</b>	<b>\$</b>	<b>(2,138,000)</b>	<b>\$</b>	<b>(2,229,108)</b>	<b>\$</b>	<b>91,108</b>

# IETF Meetings 2014

## IETF 89 London

Meeting Revenue	Actual	Budget	Variance	Notes
Registration	\$ 832,875	\$ 758,000	\$ 74,875	1
Sponsorships	\$ 330,000	\$ 300,000	\$ 30,000	
Event Sponsorships	\$ 30,000	\$ 50,000	\$ (20,000)	
Bits-N-Bites	\$ -	\$ 75,000	\$ (75,000)	2
Hotel Commissions	\$ 103,581	\$ 60,000	\$ 43,581	3
Miscellaneous	\$ 26,051	\$ 15,674	\$ 10,377	4
<b>TOTAL INCOME</b>	<b>\$ 1,322,507</b>	<b>\$ 1,258,674</b>	<b>\$ 63,833</b>	
Meeting Expenses	Actual	Budget	Variance	Notes
Food & Beverage	\$ 169,503	\$ 238,908	\$ 69,405	5
Network & Connectivity Costs	\$ 229,278	\$ 200,000	\$ (29,278)	6
Meeting Space	\$ 120,077	\$ 140,000	\$ 19,923	
Meeting Labor	\$ 112,110	\$ 113,500	\$ 1,390	
Audio Visual & Power	\$ 46,959	\$ 38,658	\$ (8,301)	
Miscellaneous	\$ 81,641	\$ 97,035	\$ 15,394	7
<b>Total Meeting Expenses</b>	<b>\$ 759,568</b>	<b>\$ 828,101</b>	<b>\$ 68,533</b>	
<b>Funds Available for IETF Operations</b>	<b>\$ 562,939</b>	<b>\$ 430,573</b>	<b>\$ 132,366</b>	8
Notes				
1 Paid attendance was 135 more than estimated in the Budget.				
2 Bits-N-Bites was cancelled.				
3 Hotel Commissions significantly exceeded estimates.				
4 Miscellaneous includes rebates on the hotel master account and space rental to groups.				
5 Food & Beverage was under the forecast chiefly due to the cancellation of Bits-N-Bites.				
6 Circuit and shipping expenses were higher than estimated.				
7 Miscellaneous includes credit card fees, cancellation insurance, shipping, travel, printing, etc.				
8 Funds Secretariat, RFC Services, Administration, etc, costs.				

Internet Society IETF Statement of Activity For the Month Ending April 30, 2014					
	April Actuals	YTD Actual	YTD Budget	YTD Variance	Annual Budget
<b>Income</b>					
IETF Registrations	\$ (20,647)	\$ 836,225	\$ 758,000	\$ 78,225	\$ 2,195,000
Meeting Sponsorships	-	330,000	300,000	30,000	930,000
InKind Sponsorships	52,915	101,665	86,667	14,998	260,000
Hotel Commissions	9,630	103,581	60,000	43,581	170,000
Bits-N-Bites	-	-	75,000	(75,000)	225,000
Event Revenue	-	30,000	50,000	(20,000)	150,000
Miscellaneous Revenue	321	22,913	-	22,913	25,000
<b>Total Income</b>	<b>\$ 42,220</b>	<b>\$ 1,424,385</b>	<b>\$ 1,329,667</b>	<b>\$ 94,718</b>	<b>\$ 3,955,000</b>
<b>Expenses</b>					
RFC Editor	\$ 81,793	\$ 319,380	\$ 323,336	3,956	\$ 970,000
IETF Secretariat & Meeting (AMS)	155,400	614,200	614,200	-	1,857,000
Variable Managed Meeting Costs	(8,682)	279,532	353,019	73,487	945,000
Meeting Space	-	120,077	140,000	19,923	140,000
Other Meeting Expenses	56,805	99,709	88,133	(11,576)	264,400
NOC Expenses	(2,021)	228,478	200,000	(28,478)	585,000
IASA Support (incl. IAD exp. & salary)	33,728	121,336	132,168	10,833	402,500
IETF Support	-	7,851	8,625	774	33,000
IAB Support	-	23,170	8,625	(14,545)	33,000
IRTF Support	-	2,494	3,333	839	10,000
Independent Submissions Editor	-	4,873	6,667	1,794	20,000
Special Projects	(18,172)	-	12,500	12,500	50,000
NomCom Support	-	1,525	2,700	1,175	8,000
IETF Trust Expenses	2,427	9,111	13,032	3,921	39,100
Transition Expenses	-	-	-	-	10,000
IT Maintenance	21,654	37,004	50,000	12,997	150,000
G&A/Governance (Indirect)	(47,042)	55,833	100,000	44,167	300,000
<b>Total Expenses</b>	<b>\$ 275,889</b>	<b>\$ 1,924,574</b>	<b>\$ 2,056,338</b>	<b>\$ 131,765</b>	<b>\$ 5,817,000</b>
	<b>April Actuals</b>	<b>YTD Actual</b>	<b>YTD Budget</b>	<b>YTD Variance</b>	<b>Annual Budget</b>
<b>ISOC Direct Contribution excl. Tools dev.</b>	<b>\$ (233,670)</b>	<b>\$ (500,189)</b>	<b>\$ (726,671)</b>	<b>\$ 226,482</b>	<b>\$ (1,862,000)</b>
<b>IT Tools Development</b>	<b>-</b>	<b>63,900</b>	<b>-</b>	<b>(63,900)</b>	<b>250,000</b>
<b>ISOC Direct Contribution incl. Tools dev.</b>	<b>\$ (233,670)</b>	<b>\$ (564,089)</b>	<b>\$ (726,671)</b>	<b>\$ 162,582</b>	<b>\$ (2,112,000)</b>