

IASA Report to ISOC Board of Trustees



Bob Hinden
IAOC Chair

4 August 2012

Open Internet Endowment

IETF Family Launch Update



- THANKS to everyone who has donated
 - 33 donors, greater than USD13,000
 - Tax deductible (where allowed)
- Important for IETF's financial sustainability
- Time is running out to receive special recognition for gifts made at this meeting
 - Use form on website
 - Visit table on 3rd floor or at Bits-N-Bites Thurs

<http://www.openinternetendowment.org>

Vancouver Meeting Results



- Paid attendance 1,160 (40 over budget)
- Registration fees and sponsorship over budget increasing support for IETF operations
 - Includes \$58K of Bits-N-Bites
- Vancouver is great venue
 - Let's come back!

Vancouver Meeting Results (2 August 2012)



		Budget	Actual	
Attendance				
	Paid	1,120	1,160	+40
Revenue				
	Registration Fees	\$710	\$743	\$33
	Sponsorship	\$260	\$288	\$28
	Commissions	\$55		

(Note: Dollars are in \$1,000)

Paris Summary



- Attendance well above plan by 146 people

- Host:

- Cisco



- Sponsors:

- afnic, Huawei, Orange, Scality, NBCUniversal, tail-f

- Net of \$383K for continuing operations

- Above budget by \$144K (a good thing)

Paris Meeting Results



		Budget	Actual	
Attendance	Paid	1,165	1,311	146
Revenue				
	Registration Fees	\$726	\$805	\$81
	Sponsorships	\$416	\$421	\$5
	Commissions	\$50	\$69	\$19
	SUB-TOTAL	\$1,192	\$1,295	\$103
Expenses				
	Meeting Expenses	\$747	\$696	\$51
	Network & Connectivity	\$206	\$216	\$10
	SUB-TOTAL	\$953	\$912	\$41
NET		\$238	\$383	\$144

2012 Year End Forecast



- Revenue above budget
- Expenses lower than budget
- Tools development (capital expense) is at budget
 - May run over
- ISOC contribution is less than budget

2012-2014 Financials



	2012 Budget	2012 Year End Forecast	2013 Advice	2014 Advice
Revenue	\$3,264.	\$3,397	\$3,221.	\$3,589.
Expenses				
IETF Operations	\$5,408	\$5,247	\$5,287.	\$5,713.
Tools Development	\$215.	\$215	\$50.	\$75.
ISOC Contribution	\$2,360.	\$2,065	\$2,117.	\$2,199.

(Note: Dollars are in \$1,000)

2012-2014 Detailed Budget



I E T F[®]

IETF 2012 - 2014 Budget				
	2012 Budget	2102 YEF	2013 Advice	2014 Advice
Revenues				
Registration Fees	\$ 2,152	\$ 2,232	\$ 2,101	\$ 2,119
Meeting Sponsorship	310	380	290	590
Network/NOC Host	556	481	555	605
Hotel Commissions	145	164	150	150
New Revenue	100	133	125	125
Miscellaneous	0	7	-	-
Total Revenue	\$ 3,264	\$ 3,397	\$ 3,221	\$ 3,589
IETF 2012 - 2014 Budget				
	2012 Budget	2102 YEF	2013 Advice	2014 Advice
Expenses				
RFC Services	900	958	\$ 933	\$ 933
Secretariat Services	1,775	1,766	1,788	1,788
Meeting Space Costs	350	325	290	590
Network/NOC Costs	600	566	555	630
Meeting Operations (Secretariat)	912	935	828	828
Other Meeting Costs	118	119	124	124
Transition Expenses	85	6	60	60
Special Projects	50	36	50	50
IT Maintenance	50	10	75	100
Admin (IASA,IETF, IAB, IRTF, NomCom)	415	381	424	442
IETF Trust	35	24	37	39
ISOC G&A	120	120	125	130
Total Expenses	\$ 5,408	\$ 5,247	\$ 5,287	\$ 5,713
ISOC Direct Contribution Excluding Development	\$ 2,145	\$ 1,850	\$ 2,067	\$ 2,124
IT Tools Development	215	215	50	75
ISOC Direct Contribution Including Development	\$ 2,360	\$ 2,065	\$ 2,117	\$ 2,199

Meetings News



- IETF 85 Atlanta

National Cable & Telecommunications Association



- IETF 86 Orlando



- Still Need hosts for
 - IETF 87 Berlin
 - IETF 88 Vancouver

Contract News



- Mail Searching and Archive Tool
 - RFP Issued
 - Contract awarded to AMS

- IETF Meeting Agenda Scheduling Tool
 - RFP Issued
 - No bids, RFP Extended to 31 August 2012

Bits-N-Bites



- First Bits-N-Bites networking event here in Vancouver
 - Thursday, 7pm, Plaza AB
- Sponsors



HUAWEI





Thank You



(BACKUP)

Acknowledgements



- NOC Volunteers
 - Chris Elliott
 - Bill Fenner
 - Joel Jaeggli
 - Bill Jensen
 - Warren Kumari
 - Lucy Lynch
 - Jim Martin
 - Karen O'Donoghue
 - Bjoern Zeeb
- Code Sprint
 - Richard Barnes
 - Ryan Cross
 - Russ Housley
 - Tero Kivinen
 - Suresh Krishnan
 - Henrik Levkowetz
 - Adam Roach
 - Robert Sparks

Host

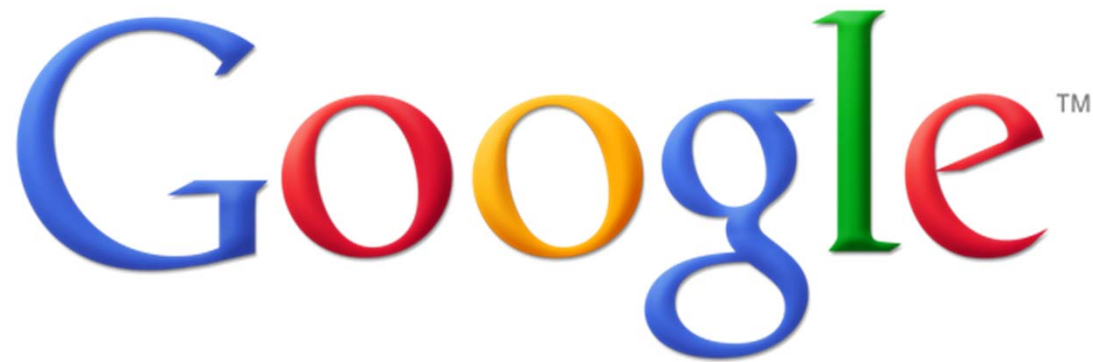


Google™

Sponsor Acknowledgments



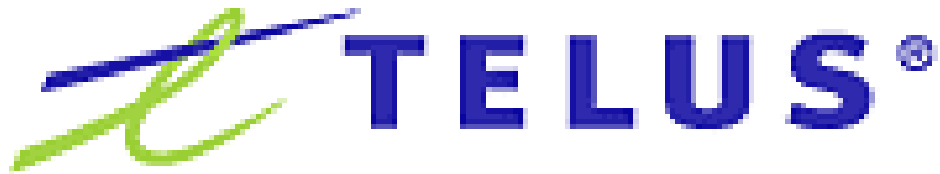
Welcome Reception



Sponsor Acknowledgments



Connectivity Sponsor



Ice Cream Social



VERISIGN™

IETF83 Financial Details



I E T F®

2012 IETF Meetings					
Paris IETF 83 Meeting					
Meeting Revenue		Actual	Budget	Variance	Notes
Registration Revenue	\$	805,070	\$ 725,500	\$ 79,570	1
Sponsorships	\$	30,000	\$ 30,000	\$ -	
Meeting Space	\$	250,000	\$ 180,000	\$ 70,000	2
NOC	\$	130,793	\$ 206,000	\$ (75,207)	3
Hotel Commission	\$	69,100	\$ 50,000	\$ 19,100	
Miscellaneous	\$	9,640	\$ -	\$ 9,640	4
TOTAL REVENUE	\$	1,294,603	\$ 1,191,500	\$ 103,103	
Meeting Expenses		Actual	Budget	Variance	Notes
Meeting Room Costs	\$	244,231	\$ 250,000	\$ 5,769	
Network & Connectivity Costs	\$	215,678	\$ 206,300	\$ (9,378)	
F&B	\$	166,486	\$ 167,687	\$ 1,201	
Meeting Labor	\$	110,000	\$ 110,000	\$ -	
Miscellaneous	\$	100,693	\$ 154,760	\$ 54,067	5
Audio Visual & Power	\$	74,872	\$ 64,464	\$ (10,408)	
TOTAL EXPENSES	\$	911,960.37	\$ 953,211.00	\$ 41,250.63	
Funds Available for IETF Operations		382,643	238,289	144,354	6
Notes					
1	There were 146 more paid registrations than forecast by the Budget				
2	Budget for meeting space sponsor funds was conservative as there was no Host at the time of adoption				
3	Budget forecast circuits costing more than actual as circuits not sponsored when Budget adopted				
4	Revenues from T-shirt sales, use of rooms, AV, and food and beverage by organizations				
5	Includes credit card fees, cancellation insurance, shipping, captioning, travel, security				
6	Funds Secretariat, RFC Services, Administration, etc. costs				

2012-2014 Expenses



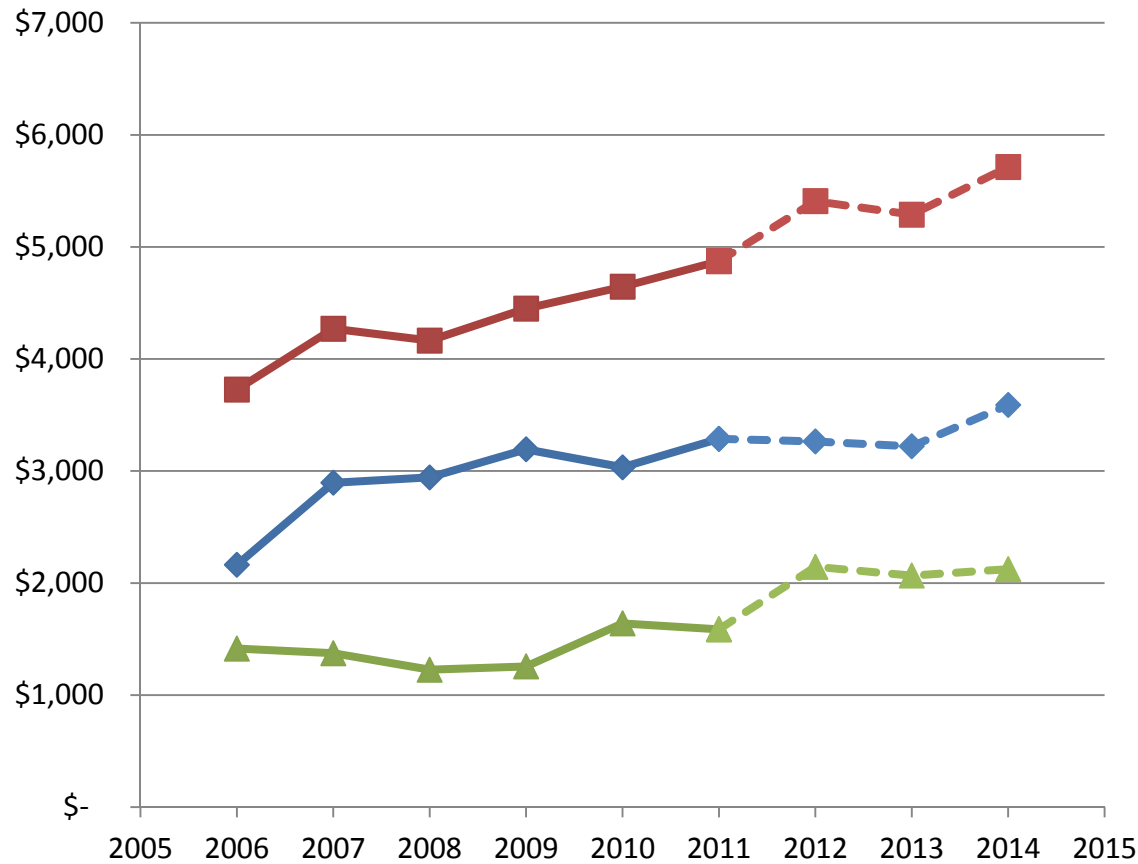
IETF 2012 - 2014 Budget			
Expenses	2012 Budget	2013 Advice	2014 Advice
RFC Services	900	\$ 933	\$ 933
Secretariat Services	1,775	1,788	1,788
Secretariat Costs (Other)	0	-	-
Direct Meeting Costs			
Meeting Space Costs			
<i>In Kind</i>	40	90	90
<i>Cash</i>	310	200	500
Meeting Space Costs	350	290	590
Network/NOC Costs			
<i>In Kind</i>	125	75	125
<i>Cash</i>	475	480	505
Network/NOC Costs	600	555	630
Meeting Operations (Secretariat)	912	828	828
Other Meeting Costs	118	124	124
Subtotal Direct Meeting Costs	1,979	1,796	2,171
Transition Expenses	85	60	60
Special Projects	50	50	50
IT Maintenance	50	75	100
Admin (IASA, IETF, IAB, IRTF, NomCom)	415	424	442
IETF Trust	35	37	39
ISOC G&A	120	125	130
Total Expenses	\$ 5,408	\$ 5,287	\$ 5,713

2012-2014 Revenue



IETF 2012 - 2014 Budget			
Revenues	2012 Budget	2013 Advice	2014 Advice
Registration Fees	\$ 2,152	\$ 2,101	\$ 2,119
Meeting Sponsorships			
<i>In Kind Sponsorships</i>	40	90	90
<i>Cash Sponsorships</i>	270	200	500
Meeting Sponsorship	310	290	590
Network/NOC			
<i>In Kind Sponsorships</i>	125	75	100
<i>Cash Sponsorships</i>	431	480	505
Network/NOC Host	556	555	605
Hotel Commissions	145	150	150
New Revenue	100	125	125
Miscellaneous	0	-	-
Total Revenue	\$ 3,264	\$ 3,221	\$ 3,589

IASA Financial History



◆ Revenue
 ■ Expenses
 ▲ ISOC Contribution

Notes:
 Dollars are in \$1,000
 Tools dev not included

2012 is Budget
 2013+ is Advice

Future Meetings



- 2012
 - Atlanta, November, North American Cable Industry
- 2013
 - Orlando, March, Comcast and NBC Universal
 - Berlin, July / August, **Host needed**
 - Vancouver, November, **Host needed**
- 2014
 - London, March, **Host needed**
 - Toronto, July, **Host needed**
 - Honolulu, November, **Host needed**

Future Meetings(2)



- 2015
 - Americas, March, Host needed
 - Europe, July, Host needed
 - Yokohama, November, Wide
- 2016
 - Location TBD, March / April, Host needed
 - Location TBD, July, Host needed
 - Location TBD, November, Host needed
- 2017
 - Location TBD, March, Host needed
 - Location TBD, July, Host needed
 - Location TBD, November, Host needed