



IASA Report to ISOC Board of Trustees

Bob Hinden
IAOC Chair

3 August 2013

Berlin IETF Summary



- Paid attendance 1,382 (232 over plan)
 - Highest since IETF 63 Paris (1,432)
- Registration fees and sponsorship below budget by \$33K (\$165K adjusting for VAT)
- No Host, five sponsors

Berlin Sponsors

Platinum



Gold

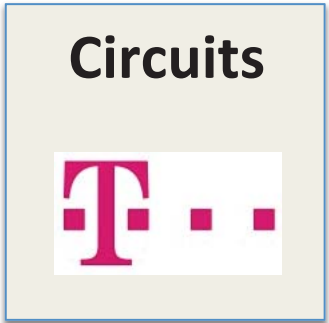


Bronze

Welcome Reception



Ice Cream Social



Bits-N-Bites



- Fourth Bits-N-Bites Networking Event
Thursday, 7pm, Pavilion



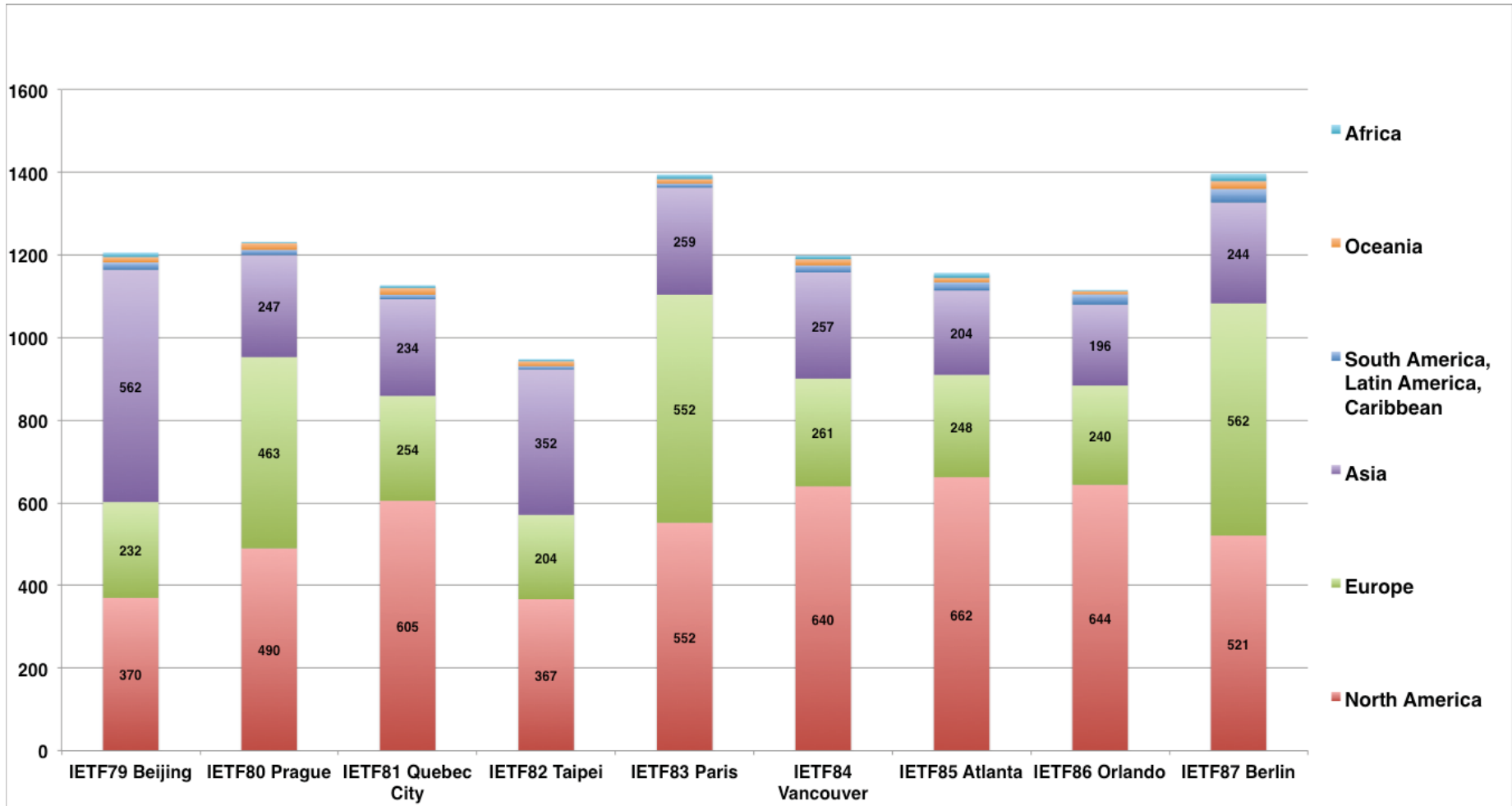
VAT in Berlin



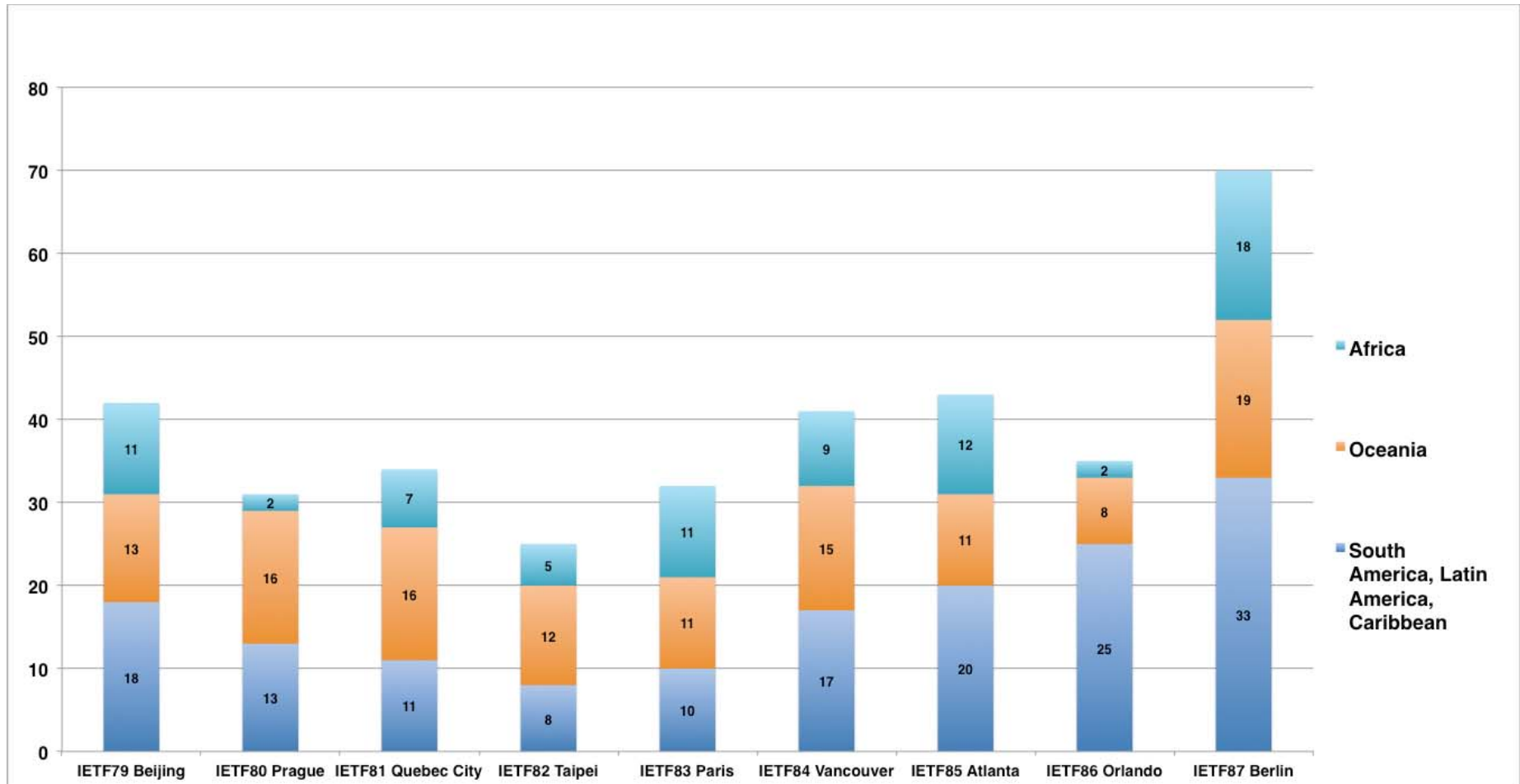
- VAT Rules recently changed in the EU **I E T F**[®]
- After consulting with ISOC and VAT experts
 - VAT (19%) is required to be collected on IETF Registration Fees for Berlin meeting
 - We expect to recover \$65K in VAT expenses
 - Venue space, Food & Beverage, etc.
- IAOC (with ISOC support) decided to keep total registration fee the same
 - VAT is included in announced price
 - ~ \$132K registration fee revenue reduction

<http://www.ietf.org/meeting/87/vat.html>

IETF Attendance by Region



Africa, Oceania, South America/ Latin America/Caribbean



South America IETF Meeting



- Site visit to Buenos Aires and Sao Paulo in February 2013
- IAOC recommend having an IETF meeting in Buenos Aires and asked community for feedback and to respond to a survey
- Based on the the feedback, survey results, and ISOC organizing local events
 - We are proceeding with planning a single meeting in Buenos Aires

Buenos Aires Conclusions



- Survey
 - 656 Responses
 - 72.3% said they were likely to attend
 - 71.8% of active participants were likely to attend
 - Compares to 85% for London and 68.4% for Yokohama
- Community Feedback
 - A single meeting in South America isn't enough to build long term participation
 - ISOC will organize local events

http://iaoc.ietf.org/documents/SurveySummary_Unfiltered_06172013.pdf

http://iaoc.ietf.org/documents/SurveySummary_Active_06172013-1.pdf

<http://iaoc.ietf.org/documents/ISOC%20Activities%20supporting%20IETF%20in%20LAC.pdf>

Meeting News



- Multi-Year Host Sponsorship Agreements
 - Cisco Systems
 - Juniper Networks

- Still Need Hosts for
 - IETF 88 Vancouver (Hyatt)
 - IETF 89 London (Hilton Metropole)
 - IETF 90 Toronto (Fairmont)

IETF91 Honolulu



- Cisco Systems Hosting



Year End Forecast



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	2013 Budget	2013 Year End Forecast	2013 YEF Variance	2014 Advice	2015 Advice
Revenue	\$3,346.	\$3,125.	(\$221.)	\$3,276.	\$3,449.
Expenses					
IETF Operations	\$5,275.	\$5,124.	\$151.	\$5,433.	\$5807.
Tools Development	300.	\$176.	\$125.	\$250.	\$200.
ISOC Contribution	\$2,229.	\$2,175.	\$54.	\$2,407.	\$2,508.

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

Detailed YEF



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	Jan - Jun Actual	Jul - Dec Forecast	Year End Forecast	Annual Budget	YEF Variance
Income					
IETF Registrations	\$ 685,415	\$ 1,373,491	\$ 2,058,906	\$ 2,140,000	\$ (81,094)
Meeting Sponsorships	-	\$ 287,500	\$ 287,500	318,000	\$ (30,500)
NOC Sponsorships	200,000	\$ 205,000	\$ 405,000	622,750	\$ (217,750)
Hotel Commissions	54,113	\$ 105,000	\$ 159,113	165,000	\$ (5,887)
Bits-N-Bites	55,000	\$ 135,000	\$ 190,000	-	\$ 190,000
New Revenue	5,000	\$ 15,000	\$ 20,000	100,000	\$ (80,000)
Miscellaneous Revenue	4,280	\$ -	\$ 4,280	-	\$ 4,280
Total Income	\$ 1,003,809	\$ 2,120,991	\$ 3,124,800	\$ 3,345,750	\$ (220,950)
Expenses					
RFC Editor	\$ 437,236	\$ 454,465	\$ 891,701	\$ 893,000	\$ 1,299
IETF Secretariat & Meeting (AMS)	889,416	\$ 894,000	\$ 1,783,416	1,788,000	\$ 4,584
Variable Managed Meeting Costs	268,982	\$ 635,753	\$ 904,735	923,072	\$ 18,337
Meeting Space	-	\$ 173,451	\$ 173,451	228,000	\$ 54,549
Other Meeting Expenses	66,430	\$ 104,350	\$ 170,780	154,200	\$ (16,580)
NOC Expenses	146,437	\$ 357,500	\$ 503,937	554,000	\$ 50,063
IASA Support (incl. IAD expenses & salary)	174,256	\$ 169,399	\$ 343,655	333,586	\$ (10,069)
IETF Support	11,603	\$ 18,167	\$ 29,770	35,250	\$ 5,480
IAB Support	7,894	\$ 21,500	\$ 29,394	40,250	\$ 10,856
IRTF Support	1,200	\$ 6,667	\$ 7,867	10,000	\$ 2,133
Independent Submissions Editor	4,033	\$ 13,333	\$ 17,366	20,000	\$ 2,634
Special Projects	4,993	\$ 25,000	\$ 29,993	50,000	\$ 20,007
NomCom Support	-	\$ 6,667	\$ 6,667	10,000	\$ 3,333
IETF Trust Expenses	18,319	\$ 17,758	\$ 36,077	35,500	\$ (577)
Transition Expenses	-	\$ -	\$ -	-	\$ -
IT Maintenance	20,255	\$ 50,000	\$ 70,255	75,000	\$ 4,745
G&A/Governance (Indirect)	62,500	\$ 62,498	\$ 124,998	125,000	\$ 2
Total Expenses	\$ 2,113,554	\$ 3,010,508	\$ 5,124,062	\$ 5,274,858	\$ 150,796
ISOC Direct Contribution excl. development	\$ (1,109,745)	\$ (889,517)	\$ (1,999,262)	\$ (1,929,108)	\$ (70,154)
IT Tools Development	42,887	132,613	175,500	300,000	124,500
ISOC Direct Contribution incl. development	\$ (1,152,632)	\$ (1,022,130)	\$ (2,174,762)	\$ (2,229,108)	\$ 54,346



Thank You



(BACKUP)

Orlando Meeting Summary



- Attendance below plan by 67 people
- Hosts
 - Comcast & NBC Universal
- Sponsors
 - Welcome Reception: NBC Universal
 - Connectivity: Bright House
 - Ice Cream Social: Polycom
- Bits-N-Bites
 - Comcast, Huawei, ICANN, Internet Society, Nominum
- Net of \$454K for continuing operations
 - Above budget by \$25K (a good thing)

(Detailed numbers at <http://iaoc.ietf.org/budget.html>)

Orlando Meeting Results



		Budget	Actual	
Attendance	Paid	1,145	1078	67
Revenue				
	Registration Fees	\$718	\$685	(\$33)
	Sponsorships	\$245	\$252	\$7
	Commissions	\$60	\$54	(\$6)
	SUB-TOTAL	\$1,023	\$991	(\$32)
Expenses				
	Meeting Expenses	\$409	\$391	18
	Network & Connectivity	\$185	\$146	\$39
	SUB-TOTAL	\$594	\$537	\$57
NET		\$429	\$454	\$25

2012-2015 Financials



	2012 Budget	2012 Year End Forecast	2013 Budget	2014 Advice	2015 Advice
Revenue	\$3,264.	\$3,485.	\$3,346.	\$3,276.	\$3,449.
Expenses					
IETF Operations	\$5,408.	\$5,057.	\$5,275.	\$5,433.	\$5807.
Tools Development	\$215.	\$215.	\$300.	\$250.	\$200.
ISOC Contribution	\$2,360.	\$1,787.	\$2,229.	\$2,407.	\$2,508.

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

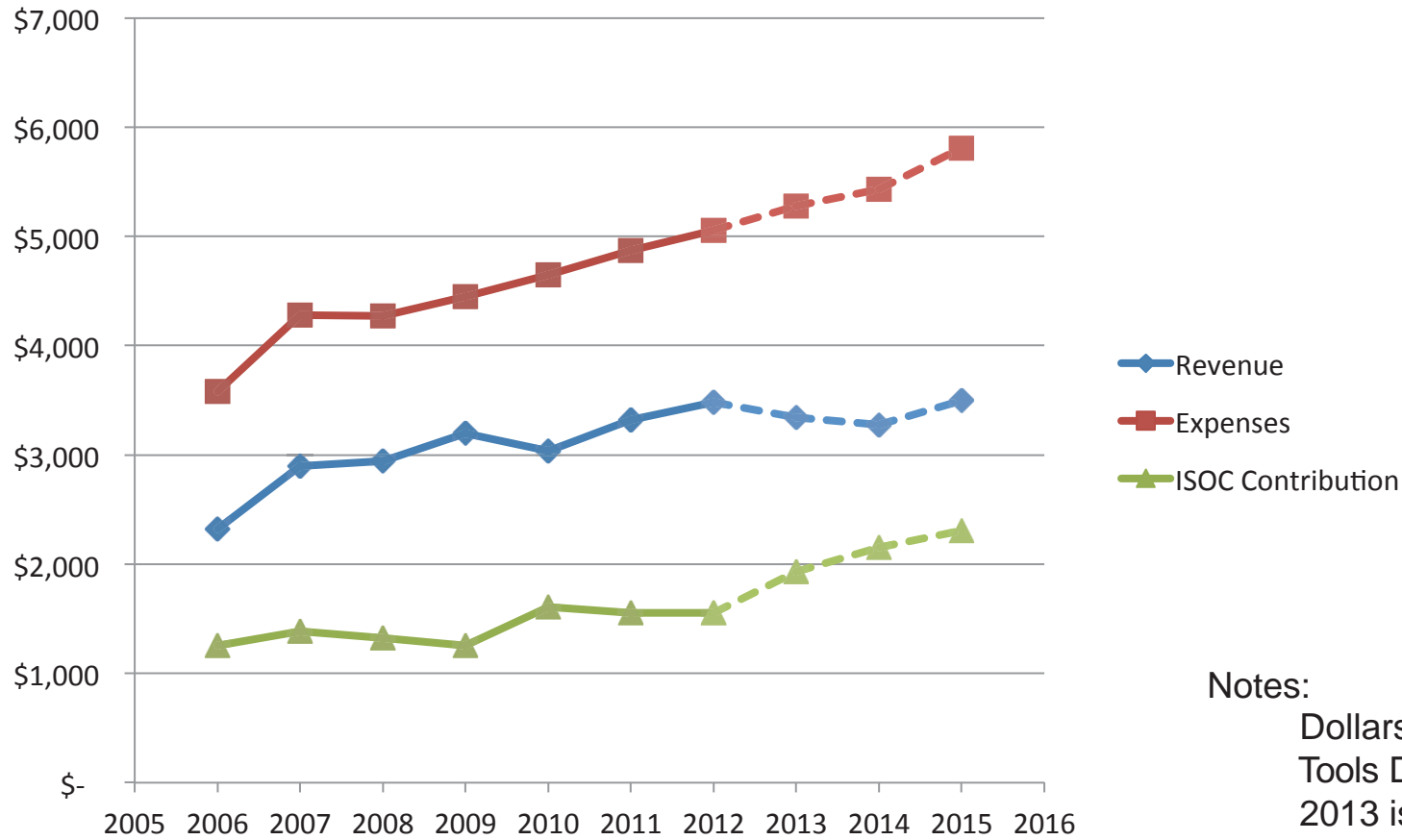
2012-2015 Detailed



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IETF 2012 - 2015 Budget		2012	2012	2013	2014	2015
Revenues		Budget	Actuals	Budget	Advice	Advice
Registration Fees		\$ 2,152	\$ 2,237	\$ 2,140	\$ 2,116	\$ 2,124
Meeting Sponsorship		310	359	318	265	440
Network/NOC Host		556	533	624	600	650
Hotel Commissions		145	203	165	170	160
New Revenue		100	194	100	125	125
Miscellaneous		0	45	-	-	-
Total Revenue		\$ 3,264	\$ 3,571	\$ 3,346	\$ 3,276	\$ 3,499
IETF 2012 - 2015 Budget		2012	2012	2013	2014	2015
Expenses		Budget	Actuals	Budget	Advice	Advice
RFC Services		900	876	\$ 893	\$ 918	\$ 955
Secretariat Services		1,775	1,768	1,788	1,841	1,896
Meeting Space Costs		350	244	228	200	350
Network/NOC Costs		600	600	554	600	660
Meeting Operations (Secretariat)		912	991	923	950	950
Other Meeting Costs		118	110	154	133	136
Subtotal Direct Meeting Costs		1,979	1,945	1,858	1,883	2,096
Transition Expenses		85	6	-	-	-
Special Projects		50	32	50	50	50
IT Maintenance		50	3	75	100	150
Admin (IASA, IETF, IAB, IRTF, NomCom, IAD, ISE)		415	409	451	472	490
IETF Trust		35	29	36	38	40
ISOC G&A		120	120	125	130	130
Total Expenses		\$ 5,408	\$ 5,188	\$ 5,275	\$ 5,433	\$ 5,807
IETF 2012 - 2015 Budget		2012	2012	2013	2014	2015
		Budget	Actual	Budget	Advice	Advice
ISOC Direct Contribution Excluding Development		\$ 2,145	\$ 1,617	\$ 1,929	\$ 2,157	\$ 2,308
IT Tools Development		215	255	300	250	200
ISOC Direct Contribution Including Development		\$ 2,360	\$ 1,872	\$ 2,229	\$ 2,407	\$ 2,508

IASA Financial History



Notes:
 Dollars are in \$1,000
 Tools Dev not included
 2013 is Budget
 2014+ is Advice

Future Meetings



- 2013
 - Vancouver, November, Hyatt, **Host needed**
- 2014
 - London, March, Hilton Metropole, **Host needed**
 - Toronto, July, Fairmont, **Host needed**
 - Honolulu, November, Hilton Hawaiian Village, Cisco Systems
- 2015
 - Dallas, March, Host needed
 - Europe, July, Host needed
 - Yokohama, November, Wide

Future Meetings(2)



- 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
- IETF Meeting Calendar set for 2017 - 2022

Contract News



- IETF Meeting Agenda Scheduling Tool
 - Scheduled to be ready for IETF 88
- NomCom Tools
 - Will be used by NomCom 2013
- IAOC & Trust website makeover
 - IAOC completed
 - Trust in work
- Mail Search & Archive Tool
 - To be ready this year