

IETF Statement of Activity For the Month Ending July 31, 2019					
	July	YTD Actual	YTD Budget	YTD Variance	Annual Budget
Non-Meeting Revenue					
ISOC Contribution	\$ 16,385	\$ 5,114,693	\$ 5,000,000	\$ 114,693	\$ 5,000,000
ISOC Contribution Cash	\$ -	\$ 5,000,000	\$ 5,000,000	\$ -	\$ 5,000,000
ISOC In-Kind Contribution (Comms Support)	\$ 16,385	\$ 114,693	\$ -	\$ 114,693	\$ -
Administrative In-Kind Contribution	\$ 9,630	\$ 67,410	\$ 46,993	\$ 20,417	\$ 80,560
Webex	\$ 2,917	\$ 20,417	\$ -	\$ 20,417	\$ -
IK Tools Maintenance	\$ 6,713	\$ 46,993	\$ 46,993	\$ -	\$ 80,560
Other	\$ 29,402	\$ 183,939	\$ 1,750	\$ 182,189	\$ 3,000
Interest Income	\$ 108	\$ 825	\$ 1,750	\$ (925)	\$ 3,000
Investment Interest Income	\$ 29,078	\$ 171,300	\$ -	\$ 171,300	\$ -
Endowment Interest Income	\$ 215	\$ 215	\$ -	\$ 215	\$ -
Misc	\$ -	\$ 11,600	\$ -	\$ 11,600	\$ -
Total Non-Meeting Revenue	\$ 55,417	\$ 5,366,043	\$ 5,048,743	\$ 317,299	\$ 5,083,560
Meeting Revenue					
Registration Fees	\$ 782,180	\$ 1,596,625	\$ 1,429,625	\$ 167,000	\$ 2,067,250
Sponsorship	\$ 397,667	\$ 788,833	\$ 930,000	\$ (141,167)	\$ 1,405,000
Sponsorship - In-Kind	\$ 35,100	\$ 93,433	\$ 116,666	\$ (23,233)	\$ 175,000
Hotel Commissions	\$ 58,261	\$ 97,552	\$ 109,392	\$ (11,841)	\$ 172,967
Rebates & Comps	\$ 29,381	\$ 105,396	\$ 90,806	\$ 14,589	\$ 106,663
Misc.	\$ 12,138	\$ 16,638	\$ 10,000	\$ 6,638	\$ 15,000
Total Meeting Revenue	\$ 1,314,726	\$ 2,698,476	\$ 2,686,490	\$ 11,987	\$ 3,941,880
TOTAL REVENUE	\$ 1,370,143	\$ 8,064,519	\$ 7,735,233	\$ 329,286	\$ 9,025,440
Meeting Expenses					
Venue Costs	\$ 261,214	\$ 637,890	\$ 694,274	\$ (56,384)	\$ 1,327,676
Meeting Support	\$ 133,486	\$ 635,210	\$ 699,865	\$ (64,655)	\$ 1,211,765
NOC Support	\$ 302,612	\$ 620,369	\$ 644,724	\$ (24,355)	\$ 1,085,887
Other	\$ 48,774	\$ 115,894	\$ 99,274	\$ 16,619	\$ 140,497
Future Meetings	\$ 2,170	\$ 19,115	\$ 35,750	\$ (16,635)	\$ 71,500
Total Meeting Expenses	\$ 748,256	\$ 2,028,477	\$ 2,173,888	\$ (145,410)	\$ 3,837,325
Operating Expenses					
RFC Services	\$ 100,000	\$ 700,517	\$ 706,000	\$ (5,483)	\$ 1,225,000
RFC Production Center	\$ 91,225	\$ 638,575	\$ 638,575	\$ -	\$ 1,095,700
RFC Series Editor	\$ 8,775	\$ 61,942	\$ 61,425	\$ 517	\$ 120,300
Independent Submissions Editor	\$ -	\$ -	\$ 6,000	\$ (6,000)	\$ 9,000
IETF Secretariat	\$ 116,850	\$ 820,960	\$ 820,960	\$ -	\$ 1,410,210
Administrative	\$ 66,750	\$ 471,790	\$ 471,790	\$ -	\$ 810,540
IT	\$ 33,350	\$ 233,245	\$ 233,245	\$ -	\$ 399,995
Financial	\$ 16,750	\$ 115,925	\$ 115,925	\$ -	\$ 199,675
Administration	\$ 104,719	\$ 639,264	\$ 935,583	\$ (296,319)	\$ 1,608,000
IETF Admin Support	\$ 99,969	\$ 606,275	\$ 835,750	\$ (229,475)	\$ 1,454,000
LLC Staff Salaries & Benefits	\$ 54,955	\$ 399,766	\$ 504,292	\$ (104,525)	\$ 864,500
LLS Staff Expenses	\$ -	\$ -	\$ 750	\$ (750)	\$ 1,500
HR Administration	\$ -	\$ -	\$ 2,625	\$ (2,625)	\$ 4,500
CPA Services	\$ -	\$ -	\$ 58,333	\$ (58,333)	\$ 100,000
IT Support	\$ -	\$ -	\$ 21,000	\$ (21,000)	\$ 36,000
Legal	\$ 12,450	\$ 96,824	\$ 92,750	\$ 4,074	\$ 159,000
D&O/Business Insurance	\$ 5,052	\$ 13,787	\$ 14,583	\$ (796)	\$ 25,000
Face to Face Leadership/Staff Meetings	\$ -	\$ -	\$ 15,000	\$ (15,000)	\$ 30,000
Comms Deliverables	\$ 10,673	\$ 25,559	\$ 43,750	\$ (18,191)	\$ 75,000
Conferencing Services	\$ 2,917	\$ 20,417	\$ 21,000	\$ (583)	\$ 36,000
Supplies	\$ -	\$ -	\$ 1,250	\$ (1,250)	\$ 2,500
Computer Equipment (PCs, printers, etc.)	\$ -	\$ -	\$ 7,500	\$ (7,500)	\$ 15,000
Recruitment	\$ 10,694	\$ 37,901	\$ 50,000	\$ (12,099)	\$ 100,000
Audit (2020)	\$ -	\$ -	\$ -	\$ -	\$ -
Miscellaneous	\$ 3,230	\$ 12,021	\$ 2,917	\$ 9,104	\$ 5,000
IESG Support	\$ -	\$ 10,621	\$ 24,500	\$ (13,879)	\$ 31,500
Retreats/Workshops	\$ -	\$ 10,621	\$ 19,500	\$ (8,879)	\$ 19,500
I*CEOs Meetings	\$ -	\$ -	\$ -	\$ -	\$ 2,000
Discretionary Fund	\$ -	\$ -	\$ 2,500	\$ (2,500)	\$ 5,000
Miscellaneous/Awards	\$ -	\$ -	\$ 2,500	\$ (2,500)	\$ 5,000

9	IAB Support	\$ -	\$ 5,767	\$ 24,500	\$ (18,733)	\$ 31,500
	ANRW Support	\$ 4,750	\$ 4,750	\$ 3,000	\$ 1,750	\$ 3,000
	NomCom Support	\$ -	\$ -	\$ 750	\$ (750)	\$ 2,000
10	Board Support	\$ -	\$ 11,851	\$ 47,083	\$ (35,232)	\$ 86,000
	Retreats/Workshops	\$ -	\$ 11,851	\$ 11,000	\$ 851	\$ 22,000
	IETF Trust Contribution	\$ -	\$ 65,258	\$ 65,258	\$ -	\$ 65,258
	RFP Management Expenses	\$ -	\$ -	\$ 37,500	\$ (37,500)	\$ 150,000
	Secretariat	\$ -	\$ -	\$ -	\$ -	\$ 65,000
	Tools	\$ -	\$ -	\$ -	\$ -	\$ 10,000
11	Administration	\$ -	\$ -	\$ 37,500	\$ (37,500)	\$ 75,000
	Misc.	\$ -	\$ -	\$ -	\$ -	\$ -
	Special Projects	\$ -	\$ -	\$ 25,000	\$ (25,000)	\$ 50,000
	Tools	\$ 47,227	\$ 323,429	\$ 189,983	\$ 133,446	\$ 326,399
	In-Kind	\$ 6,713	\$ 46,993	\$ 46,993	\$ -	\$ 80,560
12	Tools Contracts	\$ 10,771	\$ 72,526	\$ 142,989	\$ (70,463)	\$ 245,839
	Tools Maintenance	\$ 8,366	\$ 63,111	\$ 70,489	\$ (7,378)	\$ 120,839
	Tools Maintenance Support	\$ -	\$ -	\$ 2,500	\$ (2,500)	\$ 5,000
	YANG Catalog	\$ 2,405	\$ 9,415	\$ 70,000	\$ (60,585)	\$ 120,000
13	Depreciation Expense	\$ 29,742	\$ 203,909	\$ -	\$ 203,909	\$ -
	Total Operating Expenses	\$ 368,795	\$ 2,549,427	\$ 2,780,284	\$ (230,857)	\$ 4,834,867
	Total Expenses	\$ 1,117,051	\$ 4,577,905	\$ 4,954,172	\$ (376,267)	\$ 8,672,193
	Net Income	\$ 253,091	\$ 3,486,614	\$ 2,781,061	\$ 705,553	\$ 353,247
14	Capital Investment	\$ 69,753	\$ 69,753	\$ 95,275	\$ (25,522)	\$ 190,550

NOTES (refers to YTD Actual versus Month)

- 1 ISOC is providing Comms Support until the LLC hires or contracts their own Comms staff; amount adjusted to reflect new value provided by ISOC
- 2 Represents income from subpoena authentication fees
- 3 IETF104 & IETF105 Event and Welcome Reception sponsorship lower than anticipated
- 4 Hotel Commission IETF104 lower than anticipated
- 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 Variance due to timing of expenses
- 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