

2020 Budget							
	2020 Budget	2019 Budget	Budget Variance	%	2019 Forecast	Forecast Variance	%
Non-Meeting Revenue							
Contributions	\$ 5,075,000	\$ 5,000,000	\$ 75,000	1.50%	\$ 5,075,000	\$ -	0.00%
ISOC Contribution Cash	\$ 5,000,000	\$ 5,000,000	\$ -		\$ 5,000,000	\$ -	
Other Contributions	\$ 75,000	\$ -	\$ 75,000		\$ 75,000	\$ -	
Administrative In-Kind Contribution	\$ 9,000	\$ 80,560	\$ (71,560)	-88.83%	\$ 211,638	\$ (202,638)	-95.75%
Conference Services	\$ 9,000	\$ -	\$ 9,000		\$ -	\$ 9,000	
Comms Support	\$ -	\$ -	\$ -		\$ 131,078	\$ (131,078)	
Tools Maintenance (2019)	\$ -	\$ 80,560	\$ (80,560)		\$ 80,560	\$ (80,560)	
Other	\$ 373,414	\$ 3,000	\$ 370,414	12347.14%	\$ 226,300	\$ 147,114	65.01%
Interest Income	\$ 2,000	\$ 3,000	\$ (1,000)		\$ 1,300	\$ 700	
Investment Interest Income	\$ 349,914	\$ -	\$ 349,914		\$ 225,000	\$ 124,914	
IRTF Income	\$ 21,500	\$ -	\$ 21,500		\$ -	\$ 21,500	
Total Non-Meeting Revenue	\$ 5,457,414	\$ 5,083,560	\$ 373,854	7.35%	\$ 5,512,938	\$ (55,524)	-1.01%
Meeting Revenue							
Registration Fees	\$ 2,145,625	\$ 2,067,250	\$ 78,375	3.79%	\$ 2,234,250	\$ (88,625)	-3.97%
Sponsorship	\$ 1,327,550	\$ 1,405,000	\$ (77,450)	-5.51%	\$ 1,263,833	\$ 63,717	5.04%
Sponsorship - In-Kind	\$ 75,000	\$ 175,000	\$ (100,000)	-57.14%	\$ 118,433	\$ (43,433)	-36.67%
Hotel Commissions	\$ 165,906	\$ 172,967	\$ (7,061)	-4.08%	\$ 161,127	\$ 4,779	2.97%
Rebates & Comps	\$ 89,918	\$ 106,663	\$ (16,745)	-15.70%	\$ 121,252	\$ (31,334)	-25.84%
Misc.	\$ 15,000	\$ 15,000	\$ -	0.00%	\$ 21,638	\$ (6,638)	-30.68%
Total Meeting Revenue	\$ 3,818,999	\$ 3,941,880	\$ (122,881)	-3.12%	\$ 3,920,533	\$ (101,534)	-2.59%
TOTAL REVENUE	\$ 9,276,413	\$ 9,025,440	\$ 250,973	2.78%	\$ 9,433,471	\$ (157,058)	-1.66%
Meeting Expenses							
Venue Costs	\$ 1,458,848	\$ 1,327,676	\$ 131,172	9.88%	\$ 1,271,292	\$ 187,556	14.75%
Meeting Support	\$ 1,299,480	\$ 1,211,765	\$ 87,715	7.24%	\$ 1,075,177	\$ 224,303	20.86%
NOC Support	\$ 1,100,219	\$ 1,085,887	\$ 14,332	1.32%	\$ 988,532	\$ 111,687	11.30%
Other	\$ 146,995	\$ 140,497	\$ 6,498	4.63%	\$ 157,117	\$ (10,122)	-6.44%
Site Visits (formerly Future Meetings)	\$ 86,500	\$ 71,500	\$ 15,000	20.98%	\$ 54,865	\$ 31,635	57.66%
Total Meeting Expenses	\$ 4,092,042	\$ 3,837,325	\$ 254,717	6.64%	\$ 3,546,983	\$ 545,059	15.37%
Operating Expenses							
RFC Services	\$ 1,371,444	\$ 1,225,000	\$ 146,444	11.95%	\$ 1,211,517	\$ 159,927	13.20%
RFC Production Center	\$ 1,252,144	\$ 1,095,700	\$ 156,444		\$ 1,095,200	\$ 156,944	
RFC Series Editor	\$ 110,300	\$ 120,300	\$ (10,000)		\$ 113,317	\$ (3,017)	
Independent Submissions Editor	\$ 9,000	\$ 9,000	\$ -		\$ 3,000	\$ 6,000	
IETF Secretariat	\$ 1,429,120	\$ 1,410,210	\$ 18,910	1.34%	\$ 1,410,210	\$ 18,910	1.34%
Administrative	\$ 886,080	\$ 810,540	\$ 75,540		\$ 810,540	\$ 75,540	
IT	\$ 443,040	\$ 399,995	\$ 43,045		\$ 399,995	\$ 43,045	
CPA Financial Services	\$ 100,000	\$ 199,675	\$ (99,675)		\$ 199,675	\$ (99,675)	
Administration	\$ 1,606,006	\$ 1,605,000	\$ 1,006	0.06%	\$ 1,200,621	\$ 405,385	33.76%
IETF Admin Support	\$ 1,365,882	\$ 1,454,000	\$ (88,118)		\$ 1,125,632	\$ 240,250	
IESG Support	\$ 31,500	\$ 31,500	\$ -		\$ 12,706	\$ 18,794	
IAB Support	\$ 31,500	\$ 31,500	\$ -		\$ 12,767	\$ 18,733	
IRTF Support	\$ 33,624	\$ -	\$ 33,624		\$ 3,000	\$ 30,624	
NomCom Support	\$ 1,500	\$ 2,000	\$ (500)		\$ 750	\$ 750	
Board Support	\$ 92,000	\$ 86,000	\$ 6,000		\$ 45,766	\$ 46,234	
Community Leadership Training	\$ 50,000	\$ -	\$ 50,000		\$ -	\$ 50,000	
IETF Trust Contribution	\$ 110,000	\$ 65,258	\$ 44,742	68.56%	\$ 65,258	\$ 44,742	68.56%
Standard Budget	\$ 77,000	\$ 65,258	\$ 11,742		\$ 65,258	\$ 11,742	
Special Projects	\$ 33,000	\$ -	\$ 33,000		\$ -	\$ 33,000	
RFP Management Expenses	\$ 95,000	\$ 150,000	\$ (55,000)	-36.67%	\$ 33,750	\$ 61,250	181.48%
Secretariat/Financial	\$ 10,000	\$ 65,000	\$ (55,000)		\$ 10,000	\$ -	
Tools	\$ 10,000	\$ 10,000	\$ -		\$ 5,000	\$ 5,000	
Administrative	\$ 75,000	\$ 75,000	\$ -		\$ 18,750	\$ 56,250	
Misc.	\$ -	\$ -	\$ -		\$ -	\$ -	
Special Projects	\$ 50,000	\$ 50,000	\$ -	0.00%	\$ 25,000	\$ 25,000	100.00%
Tools	\$ 361,012	\$ 326,399	\$ 34,613	10.60%	\$ 253,440	\$ 107,572	42.44%
Contracts	\$ 328,012	\$ 206,399	\$ 121,613	58.92%	\$ 194,025	\$ 133,987	69.06%
Tools Maintenance Contract	\$ 182,212	\$ 125,839	\$ 56,373		\$ 113,461	\$ 68,751	
Minor Tools Enhancements	\$ 60,000	\$ -	\$ 60,000		\$ -	\$ 60,000	
YANG Catalog Maintenance	\$ 85,800	\$ -	\$ 85,800		\$ -	\$ 85,800	
In-Kind Tools Maintenance (2019)	\$ -	\$ 80,560	\$ (80,560)		\$ 80,564	\$ (80,564)	
Tools Maintenance Support	\$ 33,000	\$ 120,000	\$ (87,000)	-72.50%	\$ 59,415	\$ (26,415)	-44.46%
Wagtail Support	\$ 10,000	\$ -	\$ 10,000		\$ -	\$ 10,000	
Backup GitHub	\$ 8,000	\$ -	\$ 8,000		\$ -	\$ 8,000	
Transition YANGvalidator.org & YANG Maintenance	\$ -	\$ 120,000	\$ (120,000)		\$ 59,415	\$ (59,415)	
Mysql to Postgresql	\$ 10,000	\$ -	\$ 10,000		\$ -	\$ 10,000	
Datatracker Updates	\$ 5,000	\$ -	\$ 5,000		\$ -	\$ 5,000	
Total Operating Expenses	\$ 5,022,582	\$ 4,831,867	\$ 190,715	3.95%	\$ 4,199,796	\$ 822,786	19.59%
Total Expenses	\$ 9,114,624	\$ 8,669,192	\$ 445,432	5.14%	\$ 7,746,779	\$ 1,367,845	17.66%
Net Income	\$ 161,789	\$ 356,248	\$ (194,459)	-54.59%	\$ 1,686,692	\$ (1,524,903)	-90.41%
IETF Capital Investment	\$ 160,500	\$ 190,550	\$ (30,050)	-15.77%	\$ 165,707	\$ (5,207)	-3.14%
Net Income (after Capital Expenditures)	\$ 1,289	\$ 165,698	\$ (164,409)	-99.22%	\$ 1,520,985	\$ (1,519,696)	-99.92%

Notes:

1 IRTF income includes ANRW sponsorships & registration revenue