

IETF Statement of Activity For the Month Ending September 30, 2019					
	September	YTD Actual	YTD Budget	YTD Variance	Annual Budget
Non-Meeting Revenue					
ISOC Contribution	\$ -	\$ 5,131,078	\$ 5,000,000	\$ 131,078	\$ 5,000,000
ISOC Contribution Cash	\$ -	\$ 5,000,000	\$ 5,000,000	\$ -	\$ 5,000,000
ISOC In-Kind Contribution (Comms Support)	\$ -	\$ 131,078	\$ -	\$ 131,078	\$ -
Administrative In-Kind Contribution	\$ 9,630	\$ 86,670	\$ 60,420	\$ 26,250	\$ 80,560
Webex	\$ 2,917	\$ 26,250	\$ -	\$ 26,250	\$ -
IK Tools Maintenance	\$ 6,713	\$ 60,420	\$ 60,420	\$ -	\$ 80,560
Other	\$ 27,431	\$ 240,822	\$ 2,250	\$ 238,572	\$ 3,000
Interest Income	\$ 92	\$ 1,024	\$ 2,250	\$ (1,226)	\$ 3,000
Investment Interest Income	\$ 24,529	\$ 220,090	\$ -	\$ 220,090	\$ -
Endowment Interest Income	\$ 2,809	\$ 8,107	\$ -	\$ 8,107	\$ -
Misc	\$ -	\$ 11,600	\$ -	\$ 11,600	\$ -
Total Non-Meeting Revenue	\$ 37,061	\$ 5,458,570	\$ 5,062,670	\$ 395,900	\$ 5,083,560
Meeting Revenue					
Registration Fees	\$ -	\$ 1,595,025	\$ 1,429,625	\$ 165,400	\$ 2,067,250
Sponsorship	\$ -	\$ 788,833	\$ 930,000	\$ (141,167)	\$ 1,405,000
Sponsorship - In-Kind	\$ -	\$ 93,433	\$ 116,666	\$ (23,233)	\$ 175,000
Hotel Commissions	\$ 2,755	\$ 100,307	\$ 109,392	\$ (9,086)	\$ 172,967
Rebates & Comps	\$ -	\$ 105,396	\$ 90,806	\$ 14,589	\$ 106,663
Misc.	\$ -	\$ 16,938	\$ 10,000	\$ 6,938	\$ 15,000
Total Meeting Revenue	\$ 2,755	\$ 2,699,931	\$ 2,686,490	\$ 13,442	\$ 3,941,880
TOTAL REVENUE	\$ 39,816	\$ 8,158,501	\$ 7,749,160	\$ 409,341	\$ 9,025,440
Meeting Expenses					
Venue Costs	\$ -	\$ 637,890	\$ 694,274	\$ (56,384)	\$ 1,327,676
Meeting Support	\$ 68,600	\$ 772,423	\$ 768,465	\$ 3,958	\$ 1,211,765
NOC Support	\$ 10,000	\$ 647,109	\$ 644,724	\$ 2,385	\$ 1,085,887
Other	\$ -	\$ 115,894	\$ 99,274	\$ 16,619	\$ 140,497
Future Meetings	\$ 11,001	\$ 31,496	\$ 35,750	\$ (4,254)	\$ 71,500
Total Meeting Expenses	\$ 89,601	\$ 2,204,812	\$ 2,242,488	\$ (37,676)	\$ 3,837,325
Operating Expenses					
RFC Services	\$ 115,384	\$ 915,901	\$ 918,000	\$ (2,099)	\$ 1,225,000
RFC Production Center	\$ 106,225	\$ 836,025	\$ 821,775	\$ 14,250	\$ 1,095,700
RFC Series Editor	\$ 9,159	\$ 79,876	\$ 90,225	\$ (10,349)	\$ 120,300
Independent Submissions Editor	\$ -	\$ -	\$ 6,000	\$ (6,000)	\$ 9,000
IETF Secretariat	\$ 119,350	\$ 1,057,160	\$ 1,057,160	\$ -	\$ 1,410,210
Administrative	\$ 69,250	\$ 607,790	\$ 607,790	\$ -	\$ 810,540
IT	\$ 33,350	\$ 299,945	\$ 299,945	\$ -	\$ 399,995
Financial	\$ 16,750	\$ 149,425	\$ 149,425	\$ -	\$ 199,675
Administration	\$ 81,235	\$ 798,202	\$ 1,207,250	\$ (409,048)	\$ 1,608,000
IETF Admin Support	\$ 81,235	\$ 765,213	\$ 1,090,500	\$ (325,287)	\$ 1,454,000
IESG Support	\$ -	\$ 10,621	\$ 27,000	\$ (16,379)	\$ 31,500
IAB Support	\$ -	\$ 5,767	\$ 27,000	\$ (21,233)	\$ 31,500
ANRW Support	\$ -	\$ 4,750	\$ 3,000	\$ 1,750	\$ 3,000
NomCom Support	\$ -	\$ -	\$ 750	\$ (750)	\$ 2,000
Board Support	\$ -	\$ 11,851	\$ 59,000	\$ (47,149)	\$ 86,000
IETF Trust Contribution	\$ -	\$ 65,258	\$ 65,258	\$ -	\$ 65,258
RFP Management Expenses	\$ -	\$ -	\$ 56,250	\$ (56,250)	\$ 150,000
Secretariat	\$ -	\$ -	\$ -	\$ -	\$ 65,000
Tools	\$ -	\$ -	\$ -	\$ -	\$ 10,000
Administration	\$ -	\$ -	\$ 56,250	\$ (56,250)	\$ 75,000
Misc.	\$ -	\$ -	\$ -	\$ -	\$ -
Special Projects	\$ -	\$ -	\$ 37,500	\$ (37,500)	\$ 50,000
Tools	\$ 45,015	\$ 421,789	\$ 244,799	\$ 176,990	\$ 326,399
In-Kind	\$ 6,713	\$ 60,420	\$ 60,420	\$ -	\$ 80,560
Tools Contracts	\$ 8,559	\$ 97,976	\$ 184,379	\$ (86,404)	\$ 245,839
Tools Maintenance	\$ 8,559	\$ 82,208	\$ 90,629	\$ (8,422)	\$ 120,839
Tools Maintenance Support	\$ -	\$ -	\$ 3,750	\$ (3,750)	\$ 5,000
YANG Catalog	\$ -	\$ 15,768	\$ 90,000	\$ (74,232)	\$ 120,000
Depreciation Expense	\$ 29,742	\$ 263,394	\$ -	\$ 263,394	\$ -
Total Operating Expenses	\$ 360,983	\$ 3,258,310	\$ 3,586,217	\$ (327,907)	\$ 4,834,867
Total Expenses	\$ 450,584	\$ 5,463,122	\$ 5,828,705	\$ (365,583)	\$ 8,672,193
Net Income	\$ (410,769)	\$ 2,695,379	\$ 1,920,455	\$ 774,924	\$ 353,247
Capital Investment	\$ 69,753	\$ 69,753	\$ 142,913	\$ (73,160)	\$ 190,550

NOTES (refers to YTD Actual versus Month)

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| 1 | ISOC provided In-Kind Comms support January - August 2019. |
| 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 |