

IETF Statement of Activity For the Month Ending October 31, 2019						
	October	YTD Actual	YTD Budget	YTD Variance	Annual Budget	
Non-Meeting Revenue						
	\$ -	\$ 5,131,078	\$ 5,000,000	\$ 131,078	\$ 5,000,000	
ISOC Contribution	\$ -	\$ 5,000,000	\$ 5,000,000	\$ -	\$ 5,000,000	
ISOC Contribution Cash	\$ -	\$ 131,078	\$ -	\$ 131,078	\$ -	
ISOC In-Kind Contribution (Comms Support)	\$ 9,630	\$ 96,300	\$ 67,133	\$ 29,167	\$ 80,560	
Administrative In-Kind Contribution	\$ 2,917	\$ 29,167	\$ -	\$ 29,167	\$ -	
Webex	\$ 6,713	\$ 67,133	\$ 67,133	\$ -	\$ 80,560	
IK Tools Maintenance	\$ 30,117	\$ 270,939	\$ 2,500	\$ 268,439	\$ 3,000	
Other	\$ 83	\$ 1,107	\$ 2,500	\$ (1,393)	\$ 3,000	
Interest Income	\$ 21,892	\$ 241,983	\$ -	\$ 241,983	\$ -	
Investment Interest Income	\$ 8,142	\$ 16,249	\$ -	\$ 16,249	\$ -	
Endowment Interest Income	\$ -	\$ 11,600	\$ -	\$ 11,600	\$ -	
Misc	\$ 39,747	\$ 5,498,317	\$ 5,069,633	\$ 428,684	\$ 5,083,560	
Total Non-Meeting Revenue	\$ 39,747	\$ 5,498,317	\$ 5,069,633	\$ 428,684	\$ 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	\$ -	\$ 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	\$ -	\$ 2,699,931	\$ 2,686,490	\$ 13,442	\$ 3,941,880	
TOTAL REVENUE	\$ 39,747	\$ 8,198,248	\$ 7,756,123	\$ 442,125	\$ 9,025,440	
Meeting Expenses						
Venue Costs	\$ -	\$ 637,890	\$ 694,274	\$ (56,384)	\$ 1,327,676	
Meeting Support	\$ 68,600	\$ 841,023	\$ 768,465	\$ 72,558	\$ 1,211,765	
NOC Support	\$ 10,000	\$ 657,109	\$ 644,724	\$ 12,385	\$ 1,085,887	
Other	\$ -	\$ 115,894	\$ 99,274	\$ 16,619	\$ 140,497	
Future Meetings	\$ 2,950	\$ 34,446	\$ 35,750	\$ (1,304)	\$ 71,500	
Total Meeting Expenses	\$ 81,550	\$ 2,286,362	\$ 2,242,488	\$ 43,874	\$ 3,837,325	
Operating Expenses						
RFC Services	\$ 115,823	\$ 1,031,724	\$ 1,019,333	\$ 12,391	\$ 1,225,000	
RFC Production Center	\$ 106,225	\$ 942,250	\$ 913,083	\$ 29,167	\$ 1,095,700	
RFC Series Editor	\$ 9,598	\$ 89,474	\$ 100,250	\$ (10,776)	\$ 120,300	
Independent Submissions Editor	\$ -	\$ -	\$ 6,000	\$ (6,000)	\$ 9,000	
IETF Secretariat	\$ 116,850	\$ 1,174,010	\$ 1,174,010	\$ -	\$ 1,410,210	
Administrative	\$ 66,750	\$ 674,540	\$ 674,540	\$ -	\$ 810,540	
IT	\$ 33,350	\$ 333,295	\$ 333,295	\$ -	\$ 399,995	
Financial	\$ 16,750	\$ 166,175	\$ 166,175	\$ -	\$ 199,675	
Administration	\$ 95,864	\$ 894,066	\$ 1,320,833	\$ (426,767)	\$ 1,608,000	
IETF Admin Support	\$ 88,879	\$ 854,091	\$ 1,199,250	\$ (345,159)	\$ 1,454,000	
IESG Support	\$ 6,985	\$ 17,606	\$ 27,000	\$ (9,394)	\$ 31,500	
IAB Support	\$ -	\$ 5,767	\$ 27,000	\$ (21,233)	\$ 31,500	
ANRW Support	\$ -	\$ 4,750	\$ 3,000	\$ 1,750	\$ 3,000	
NomCom Support	\$ -	\$ -	\$ 1,500	\$ (1,500)	\$ 2,000	
Board Support	\$ -	\$ 11,851	\$ 63,083	\$ (51,232)	\$ 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	\$ 48,672	\$ 470,463	\$ 271,583	\$ 198,881	\$ 326,399	
In-Kind	\$ 6,713	\$ 67,133	\$ 67,133	\$ -	\$ 80,560	
Tools Contracts	\$ 13,138	\$ 111,116	\$ 204,449	\$ (93,334)	\$ 245,839	
Tools Maintenance	\$ 8,452	\$ 90,662	\$ 100,699	\$ (10,037)	\$ 120,839	
Tools Maintenance Support	\$ -	\$ -	\$ 3,750	\$ (3,750)	\$ 5,000	
YANG Catalog	\$ 4,686	\$ 20,454	\$ 100,000	\$ (79,546)	\$ 120,000	
Depreciation Expense	\$ 28,821	\$ 292,214	\$ -	\$ 292,214	\$ -	
Total Operating Expenses	\$ 377,209	\$ 3,635,521	\$ 3,944,767	\$ (309,246)	\$ 4,834,867	
Total Expenses	\$ 458,759	\$ 5,921,883	\$ 6,187,255	\$ (265,372)	\$ 8,672,193	
Net Income	\$ (419,012)	\$ 2,276,365	\$ 1,568,868	\$ 707,497	\$ 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 |