

2020 Budget			
	2020 Budget	2019 Budget	Budget Variance
Non-Meeting Revenue			
Contributions	\$ 5,075,000	\$ 5,000,000	\$ 75,000
ISOC Contribution Cash	\$ 5,000,000	\$ 5,000,000	\$ -
Other Contributions	\$ 75,000	\$ -	\$ 75,000
Administrative In-Kind Contribution	\$ 9,000	\$ 80,560	\$ (71,560)
Conference Services	\$ 9,000	\$ -	\$ 9,000
Comms Support	\$ -	\$ -	\$ -
Tools Maintenance (2019)	\$ -	\$ 80,560	\$ (80,560)
Other	\$ 373,414	\$ 3,000	\$ 370,414
Interest Income	\$ 2,000	\$ 3,000	\$ (1,000)
Investment Interest Income	\$ 349,914	\$ -	\$ 349,914
IRTF Income	\$ 21,500	\$ -	\$ 21,500
Total Non-Meeting Revenue	\$ 5,457,414	\$ 5,083,560	\$ 373,854
Meeting Revenue			
Registration Fees	\$ 2,145,625	\$ 2,067,250	\$ 78,375
Sponsorship	\$ 1,327,550	\$ 1,405,000	\$ (77,450)
Sponsorship - In-Kind	\$ 75,000	\$ 175,000	\$ (100,000)
Hotel Commissions	\$ 165,906	\$ 172,967	\$ (7,061)
Rebates & Comps	\$ 89,918	\$ 106,663	\$ (16,745)
Misc.	\$ 15,000	\$ 15,000	\$ -
Total Meeting Revenue	\$ 3,818,999	\$ 3,941,880	\$ (122,881)
TOTAL REVENUE	\$ 9,276,413	\$ 9,025,440	\$ 250,973
Meeting Expenses			
Venue Costs	\$ 1,458,848	\$ 1,327,676	\$ 131,172
Meeting Support	\$ 1,317,680	\$ 1,211,765	\$ 105,915
NOC Support	\$ 1,100,219	\$ 1,085,887	\$ 14,332
Other	\$ 146,995	\$ 140,497	\$ 6,498
Site Visits (formerly Future Meetings)	\$ 86,500	\$ 71,500	\$ 15,000
Total Meeting Expenses	\$ 4,110,242	\$ 3,837,325	\$ 272,917
Operating Expenses			
RFC Services	\$ 1,371,444	\$ 1,225,000	\$ 146,444
RFC Production Center	\$ 1,252,144	\$ 1,095,700	\$ 156,444
RFC Series Editor	\$ 110,300	\$ 120,300	\$ (10,000)
Independent Submissions Editor	\$ 9,000	\$ 9,000	\$ -
IETF Secretariat	\$ 1,429,120	\$ 1,410,210	\$ 18,910
Administrative	\$ 886,080	\$ 810,540	\$ 75,540
IT	\$ 443,040	\$ 399,995	\$ 43,045
CPA Financial Services	\$ 100,000	\$ 199,675	\$ (99,675)
Administration	\$ 1,671,084	\$ 1,605,000	\$ 66,084
IETF Admin Support	\$ 1,430,960	\$ 1,454,000	\$ (23,040)
IESG Support	\$ 31,500	\$ 31,500	\$ -
IAB Support	\$ 31,500	\$ 31,500	\$ -
IRTF Support	\$ 33,624	\$ -	\$ 33,624
NomCom Support	\$ 1,500	\$ 2,000	\$ (500)
Board Support	\$ 92,000	\$ 86,000	\$ 6,000
Community Leadership Training	\$ 50,000	\$ -	\$ 50,000
IETF Trust Contribution	\$ 110,000	\$ 65,258	\$ 44,742
Standard Budget	\$ 77,000	\$ 65,258	\$ 11,742
Special Projects	\$ 33,000	\$ -	\$ 33,000
RFP Management Expenses	\$ 95,000	\$ 150,000	\$ (55,000)
Secretariat/Financial	\$ 10,000	\$ 65,000	\$ (55,000)
Tools	\$ 10,000	\$ 10,000	\$ -
Administrative	\$ 75,000	\$ 75,000	\$ -
Misc.	\$ -	\$ -	\$ -
Special Projects	\$ 50,000	\$ 50,000	\$ -
Tools	\$ 378,800	\$ 326,399	\$ 52,401
Contracts	\$ 345,800	\$ 206,399	\$ 139,401
Tools Maintenance Contract	\$ 200,000	\$ 125,839	\$ 74,161
Minor Tools Enhancements	\$ 60,000	\$ -	\$ 60,000
YANG Catalog Maintenance	\$ 85,800	\$ -	\$ 85,800
In-Kind Tools Maintenance (2019)	\$ -	\$ 80,560	\$ (80,560)
Tools Maintenance Support	\$ 33,000	\$ 120,000	\$ (87,000)
Wagtail Support	\$ 10,000	\$ -	\$ 10,000
Backup GitHub	\$ 8,000	\$ -	\$ 8,000
Transition YANGvalidator.org & YANG Maintenance	\$ -	\$ 120,000	\$ (120,000)
Mysql to Postgresql	\$ 10,000	\$ -	\$ 10,000
Datatracker Updates	\$ 5,000	\$ -	\$ 5,000
Total Operating Expenses	\$ 5,105,448	\$ 4,831,867	\$ 273,581
Total Expenses			
	2020 Budget	2019 Budget	Budget Variance
Total Expenses	\$ 9,215,690	\$ 8,669,192	\$ 546,498
Net Income			
	2020 Budget	2019 Budget	Budget Variance
Net Income	\$ 60,723	\$ 356,248	\$ (295,525)
IETF Capital Investment	\$ 160,500	\$ 190,550	\$ (30,050)
Net Income (after Capital Expenditures)	\$ (99,777)	\$ 165,698	\$ (265,475)

Operational Reserve

		2020 Budget
Reserves		
Income		
One time ISOC Operational Reserve Contribution (2019)		\$ 13,655,183
Interest Income 2019 (2.5%)	\$	341,380
Interest Income 2020 (2.5%)	\$	349,914
Other Contributions	\$	-
TOTAL Reserve Balance		\$ 14,346,476

Endowment

		2020 Budget
Reserves		
Income		
Opening Balance (July 2019)		\$ 3,038,332
Interest Income 2019 (2.5%)	\$	37,979
Interest Income 2020 (2.5%)	\$	75,958
Other Contributions	\$	-
TOTAL Endowment Balance		\$ 3,152,269

IETF 2020 Chart of Accounts	
Non-Meeting Revenue	Description
ISOC Contribution	
ISOC Cash Contribution	Internet Society financial contribution to IETF LLF per agreement
Other Contributions	Contributions made by other entities to support the IETF Administration LLC
Administrative In-Kind Contribution	
Conference Services	Webex In-Kind conference service donation
Other	
Interest Income	Anticipated operational income interest income
Investment Interest Income	Anticipated operational reserve interest income
IRTF Income	Anticipated IRTF activity related income
Meeting Revenue	Description
Registration Fees	Registration Fees: Early, Standard, Late, Student, One Day Pass
Sponsorship	Host Sponsorship and Event Sponsorships
Sponsorship - In-Kind	The value of donated connectivity services associated with the meetings
Hotel Commissions	IETF receives a commission from IETF guest rooms reserved by meeting attendees
Rebates & Comps	The value of venue rebates and complimentary rooms and/or F&B associated with the meetings
Misc.	Revenue generated from room rentals, expedited letter of invitations, etc.
Meeting Expenses	Description
Venue Costs	Costs associated with the meeting venue including meeting space, F&B, A/V and electrical power
Meeting Support	Costs related to meeting support including labor, shipping, T&E, supplies, printing, etc.
NOC Support	Costs related to NOC support including the value of donated circuits and NOC support,
Other	Includes cancellation insurance, credit card/bank fees, VAT recovery expenses, etc.
Site Visits (formerly Future Meetings)	Travel expenses associated with future meeting site visits
Operating Expenses	Description
RFC Services	
RFC Production Center	RFC Production Center contract costs and expenses
RFC Series Editor	RFC Series Editor contract costs, expenses and non-IETF mtg travel expenses
Independent Submissions Editor	ISE expenses
IETF Secretariat	
Administrative	Secretariat Labor associated with administrative support
IT	Secretariat Labor associated with IT support
Financial	Secretariat Labor associated with financial support
Administration	
IETF Admin Support	LLC administration costs including: salaries, benefits, staff expenses, legal fees,
IESG Support	Retreat, meeting and misc. expenses
IAB Support	Retreat, meeting and misc. expenses
IRTF Support	Funds to support IRTF activities such as the annual ANRW Conference
NomCom Support	Annual dinner
Board Support	Retreat, meeting, recruitment and misc. expenses
Community Leadership Training	Funds to provide training for IETF working group chairs and other leadership positions
IETF Trust Contribution	IETF Administration LLC funding contribution to the IETF Trust
RFP Management Expenses	
Secretariat/Financial	Transition costs to move financial management to new CPA Firm in 2020
Tools	Potential tools maintenance transition costs
Administrative	Potential ED, Comms Support and Fundraiser support transition costs
Misc.	
Special Projects	LLC discretionary fund for special projects, studies and other
Tools	
Contracts	IETF tool maintenance and minor enhancements as well as YANG Catalog
Tools Maintenance Support	Wagtail, GitHub, Mysql to Postgresq, Datatracker support & updates
IETF Capital Investment	IETF Administration LLC Capital Investment (tools and equipment)

	IETF107 Vancouver (USD)	IETF108 Madrid (USD)	IETF109 Bangkok (USD)	TOTAL
MEETING REVENUE	\$ 1,267,061.17	\$ 1,337,698.05	\$ 1,214,239.92	\$ 3,818,999.14
Registration Fees	\$ 706,875.00	\$ 780,000.00	\$ 658,750.00	\$ 2,145,625.00
Sponsorship	\$ 465,000.00	\$ 417,550.00	\$ 445,000.00	\$ 1,327,550.00
Sponsorship - In-Kind	\$ 25,000.00	\$ 25,000.00	\$ 25,000.00	\$ 75,000.00
Hotel Commissions	\$ 50,510.61	\$ 60,230.55	\$ 55,165.12	\$ 165,906.28
Rebates & Comps	\$ 14,675.56	\$ 49,917.50	\$ 25,324.80	\$ 89,917.86
Misc.	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 15,000.00
MEETING EXPENSES	\$ 1,224,278.58	\$ 1,364,398.90	\$ 1,313,283.36	\$ 3,901,960.84
Venue Costs	\$ 532,400.70	\$ 490,148.40	\$ 436,299.30	\$ 1,458,848.40
Meeting Space	\$ -	\$ 146,250.00	\$ 32,000.00	\$ 178,250.00
F&B	\$ 436,468.00	\$ 256,347.00	\$ 298,368.00	\$ 991,183.00
A/V	\$ 57,000.00	\$ 53,235.00	\$ 72,544.00	\$ 182,779.00
Electrical Power	\$ -	\$ 7,020.00	\$ -	\$ 7,020.00
5% Overage Allocation	\$ 25,281.40	\$ 23,142.60	\$ 20,145.60	\$ 68,569.60
Exchange Rate Variance	\$ 13,651.30	\$ 4,153.80	\$ 13,241.70	\$ 31,046.80
Meeting Support	\$ 387,660.00	\$ 430,060.00	\$ 480,460.00	\$ 1,302,680.00
Secretariat Labor	\$ 295,360.00	\$ 295,360.00	\$ 295,360.00	\$ 886,080.00
T&E	\$ 73,000.00	\$ 109,400.00	\$ 158,800.00	\$ 341,200.00
Shipping	\$ 8,500.00	\$ 14,500.00	\$ 15,500.00	\$ 38,500.00
Supplies	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 9,000.00
Printing	\$ 4,300.00	\$ 4,300.00	\$ 4,300.00	\$ 12,900.00
Temporary Labor	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 10,500.00
Miscellaneous	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 4,500.00
NOC Support	\$ 300,246.84	\$ 356,518.00	\$ 366,953.68	\$ 1,100,218.52
In-Kind Circuits	\$ 25,000.00	\$ 25,000.00	\$ 25,000.00	\$ 75,000.00
In-Kind NOC Support	\$ 40,000.00	\$ 40,000.00	\$ 40,000.00	\$ 120,000.00
Venue Network Costs	\$ -	\$ -	\$ -	\$ -
Connectivity Support	\$ 123,635.00	\$ 189,529.00	\$ 181,665.00	\$ 494,829.00
Remote Participation Support	\$ 76,500.00	\$ 68,500.00	\$ 72,500.00	\$ 217,500.00
NOC Travel	\$ 34,982.84	\$ 33,360.00	\$ 47,659.68	\$ 116,002.52
Miscellaneous	\$ 129.00	\$ 129.00	\$ 129.00	\$ 387.00
Non-Specific Mtg Expenses	\$ -	\$ -	\$ -	\$ 76,500.00
Other	\$ 29,752.44	\$ 75,171.50	\$ 30,070.38	\$ 134,994.31
Insurance	\$ 3,579.00	\$ 5,749.00	\$ 5,461.00	\$ 14,789.00
Credit Card/Bank Fees (Wires)	\$ 23,173.44	\$ 36,422.50	\$ 21,609.38	\$ 81,205.31
Hackathon T-Shirts	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 9,000.00
VAT Recovery Fee	\$ -	\$ 30,000.00	\$ -	\$ 30,000.00
MEETING DEFICIT/SURPLUS	\$ 42,782.59	\$ (26,700.85)	(\$99,043.44)	(\$82,961.69)