

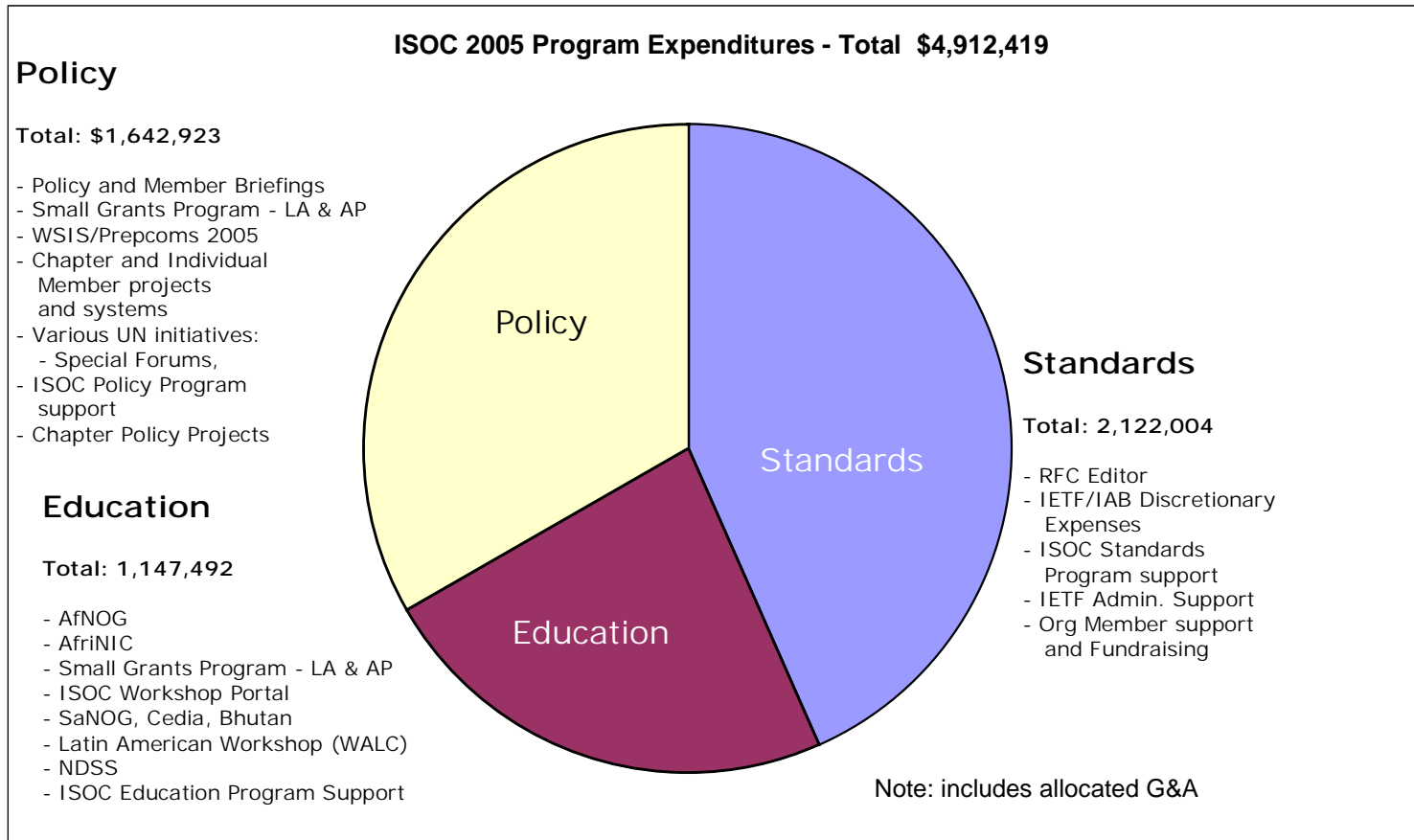
ISOC's Budget - 2005

Revenue:	<u>Total</u>				
Platinum	\$		600,000		
Organization Member			800,000		
Individual Member (700 @ \$75)			52,500		
NDSS 2005			100,000		
.org Surplus Contribution			3,400,000		
Security Expert Initiative			220,000		
Contributions & Miscellaneous			5,000		
Total Revenue	\$		5,177,500		
Expenses:			<u>Standards</u>	<u>Education</u>	<u>Public Policy</u>
ISOC Salaries & related exps.	1,607,322	(2)	442,089	416,525	748,708
IETF Staff Travel/Standards Misc.	20,000		20,000		
RFC Editor	802,000		802,000		
IETF Disc. Support	50,000		50,000		
IAB Disc. Support	34,000		34,000		
Insurance-Directors & Officers	16,000		16,000		
Travel, Phone, Mktng & Misc.	90,000		40,000	15,000	35,000
NDSS 2005 (excluding salaries)	65,000			65,000	
Programs (see detail)	1,189,000	(1)	469,000	240,000	480,000
"External" Programs - SEINIT	200,000			200,000	
Postal Award	25,000		25,000		
Total Direct Expenses	4,098,322		1,898,089	936,525	1,263,708
G&A/Governance	814,097	(2)	223,915	210,967	379,215
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Total Expenses	4,912,419		2,122,004	1,147,492	1,642,923
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Surplus (Loss)	265,081				

Notes: 1 - see detail on later page

2 - Total Salary costs = \$1.9M w/ G&A of \$331K, plus direct salaries from pillars

Total Expenditures by Pillar - 2005



2005 Budget - Governance & G&A

GOVERNANCE COSTS

	<u>2005</u> <u>Budget</u>	<u>2004</u> <u>Budget</u>
Legal fees	\$ 10,000	\$ 10,000
Directors & Officers Insurance	5,000	5,000
Board Meetings, travel & election exps.	50,000	33,000
Board & committee calls and Misc.	40,000	22,000
	<u>\$ 105,000</u>	<u>\$ 70,000</u>

G& A COSTS

Insurance and accounting	\$ 31,500	\$ 35,000
Repairs & Maintenance	24,700	6,500
Travel	6,000	15,000
Depreciation	86,000	75,000
Rent (net of sub-leases)	96,131	88,712
Telephone	25,000	25,000
Materials & Supplies	18,000	10,000
Bank, credit card and payroll fees	16,000	8,700
Outsourcing fees - Sys Admin.	63,600	20,000
Office expenses including electricity	25,000	10,000
Misc.(shipping, copying, postage, etc.)	12,000	8,000
Total G&A (Before Salaries)	<u>\$ 403,931</u>	<u>\$ 301,912</u>
Total Gov and G&A	\$ 508,931	371,912
Add: G& A/Gov Salaries	305,166	245,577
Total Gov/G&A to be allocated to all Pillars	<u>\$ 814,097</u>	<u>\$ 617,489</u>

IETF Budget Summary

- 2005 Projection - Meeting Fees
 - Meeting revenue = \$2,048 (assuming 1300 attendees/meeting at average \$525 reg. fee)
- Total Revenues = \$2,048
- Total Expenses = \$3,418
- Shortfall/Request to ISOC: \$1,370
 - Traditional expenses: \$ 902
 - Transition expenses: \$ 468
 - Plus requested 1 trimester of secretariat reserves to be available in cash reserves (approx. \$250K) through transition.

IETF Budget - Expenses

- 2005 Projection - Operational Expenses
 - Meeting costs \$ 1,364
 - Secretariat, tools, IAD 940
 - Office, fin/legal, ins. 88
 - IETF/IAB discretionary 84
 - Sub-Total \$ 2,476
- RFC Editor 802
- 2005 Projection - Transition Expenses
 - Legal & finance \$ 40
 - Tools devel/updates 100
 - Sub-Total: \$ 140
- Total 2005 expenses: \$ 3,418

ISOC Total Net Asset Trends 2005 Budget

