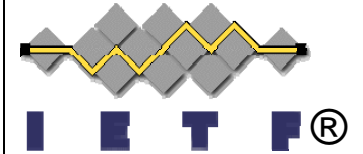
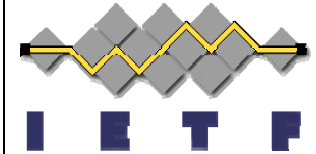


IASA Report
to the ISOC Board of Trustees
June 28, 2008
By Jonne Soininen



- 2008 High Level Review
 - First Quarter Meeting Review (IETF 71)
 - 2008 Full Year Outlook
- Forward looking projects
- 2009 – 2011 Advice
 - Key Considerations
 - Funding Sources
 - Expenses and ISOC Contribution

2008 High Level Review First Quarter 2008 Performance

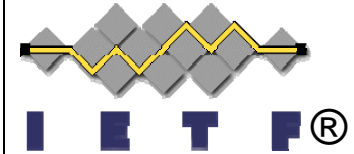


- IETF 71 Meeting performance was close to Budget
 - Attendance of 1,127 was close to expectations
 - Hotel Commissions (received in April) fully offset attendance shortfall

IETF/IASA			
Statement of Meeting Activities			
For the Three Months Ending March 31, 2008			
	Year to Date		
	Actual	Budget	Variance
MEETING REVENUE:			
IETF Registrations	\$ 715,850	\$ 730,500	\$ (14,650)
ISOC's IETF Sponsorships & NOC Hosting	170,000	170,000	-
Hotel Commissions	-	-	-
Other Revenue	-	-	-
Total IETF/IASA Revenues	885,850	900,500	(14,650)
MEETING EXPENSES:			
IETF Secretariat: Meeting (AMS)	78,686	84,205	5,519
Variable Managed Meeting Costs	270,925	326,000	55,075
General Meeting Contingency	-	-	-
Other Meeting Expenses (incl NOC Hosting exp)	178,435	179,984	1,549
Total Meeting Expenses	528,046	590,189	62,142
NET MEETING RESULTS	\$ 357,804	\$ 310,311	\$ 47,493

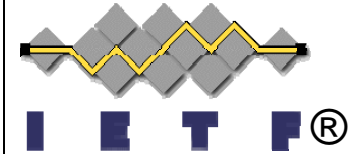
- Non-Meeting expenses for the Quarter (Editor, Support Costs) were consistent with Budget

2008 High Level Review Full-Year Meeting Outlook



- For the Year, the positive impact from the three IETF meetings will contribute \$1.1 million to be invested in other Secretariat, IASA, and RFC Editor activities.
- A total of \$605,000 in Meeting Sponsors have been secured by ISOC.
- Overall, IASA's 2008 budget calls for a contribution of \$1.55 million from ISOC.
 - Expenses are projected to be slightly under budget.
 - Meeting Registration Revenues for IETF 72 are on track
 - The "Contingency" budget of \$50,000 remains intact

2009 -2011 Forward Looking Projects



Restructuring the RFC Process:

The IAB is considering RFC Editor model changes to increase flexibility and operational support options, while reducing costs.

- An RFP would be issued in March 2009, to be effective in 2010
- Anticipated annual savings of \$100,000 (from both RFP and Restructure)

IETF Infrastructure Improvements:

Replace ID Tracker and Existing Tools

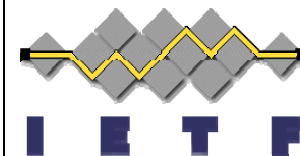
- Project would add WG Support and RFC Editor & IANA
- Investment would increase future efficiencies.

Additional Revenue Opportunities:

Intended to diversify sources and decrease dependence on ISOC contribution

- Task force led by ISOC is currently studying potential opportunities

2009 – 2011 Advice Key Considerations



- Registration Fees and attendance are expected to hold at existing levels.
 - Attendance risk remains, given rising costs & corporate spending pressures.

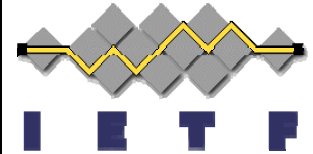
- As always, ISOC's ability to secure meeting and NOC sponsorships for all three yearly meetings is important to the meeting finances.

- A general expense increase of 5% per year is assumed.
 - Partially offset by savings in RFC Editor contract costs after 2009
 - Increased Tools Development will also be necessary to improve efficiency

- New Revenue Initiatives are important to maintaining this balance.
 - Target \$100K in 2009, growing to \$250K in 2010 and \$400K in 2011

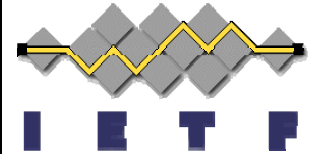
- As previously presented in the extended 2008 Budget, ISOC's contribution to the IETF is expected to hold steady at about \$1.55 million annually over this period.
 - Plus new infrastructure tools, as noted above
 - Stabilizing with increasing sources of New Revenue and declining RFC Editor Costs.

2009 – 2011 Advice
Funding Sources
(excluding ISOC Contribution)



IETF Budget 2008 - 2011 Update Funding Sources (\$000's) 28 June, 2008							
	2008 Budget	2008 Forecast	2009 Per Bus Plan	2009 Update	2010 Per Bus Plan	2010 Update	2011 Advice
Revenues							
Registration Fees	\$ 2,222.5	2,208.1	\$ 2,222.5	\$ 2,222.5	\$ 2,222.5	\$ 2,222.5	\$ 2,222.5
Hotel Commissions	180.0	194.7	180.0	180.0	180.0	180.0	180.0
Sponsorships	245.0	245.0	248.5	248.5	260.9	260.9	273.9
NOC Sponsorships	360.0	360.0	378.0	378.0	396.9	396.9	416.7
New Revenue (net)	(25.0)	(25.0)	115.0	100.0	350.0	250.0	400.0
Total Revenue	\$ 2,982.5	\$ 2,982.8	\$ 3,144.0	\$ 3,129.0	\$ 3,410.3	\$ 3,310.3	\$ 3,493.2

2009 – 2011 Advice Expenses and ISOC Contribution



IETF Budget 2008 - 2011 Update Expenses and ISOC Contribution (\$000's) 28 June, 2008							
	2008 Budget	2008 Forecast	2009 Per Bus Plan	2009 Update	2010 Per Bus Plan	2010 Update	2011 Advice
Expenses							
RFC Editor/Edit Svcs	737.8	737.6	700.0	730.0	735.0	575.0	575.0
Secretariat Contract - Labor Only	1,500.0	1,470.0	1,575.0	1,575.0	1,653.8	1,653.8	1,736.4
Managed Meeting Costs	919.6	894.5	965.6	965.6	1,013.9	1,013.9	1,064.6
Other Secretariat Costs	31.0	31.0	32.6	32.6	34.2	59.2	62.1
Other Meeting Expenses	236.6	242.5	248.5	248.5	260.9	260.9	273.9
NOC Expenses	360.0	360.0	378.0	378.0	396.9	396.9	416.7
Secretariat/Editor Transition Expenses	75.0	93.0	50.0	75.0	50.0	75.0	75.0
General Meeting Contingency	50.0	50.0	50.0	50.0	50.0	50.0	50.0
Special Projects (Non-Capitalizable)	35.0	35.0	36.8	36.8	38.6	38.6	40.5
Admin Support (IASA,IETF, IAB, NomCom)	482.4	480.9	506.5	506.5	531.9	531.9	558.5
IETF Trust	23.5	23.5	20.0	20.0	20.0	20.0	20.0
ISOC G&A	95.0	95.0	99.8	99.8	104.7	104.7	110.0
Total Expenses	4,545.9	4,513.0	4,662.6	4,717.6	4,889.8	4,779.8	4,982.8
ISOC Contribution to IETF Operations	\$ 1,563.4	\$ 1,530.2	\$ 1,518.7	\$ 1,588.7	\$ 1,479.5	\$ 1,469.5	\$ 1,489.6
Capital: Tools Develop (not included above)	\$ 100.0	\$ 175.0	\$ 200.0	\$ 225.0	\$ 100.0	\$ 150.0	\$ 150.0