

Treasurer's Report

2018-11-16

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2018 T3 Session Estimate (Bangkok)

2018 T3 Estimate	As of July Closing EC	Current
NNA Session - Bangkok		
Session Income	\$ 423,621.32	\$ 498,064.00
NNA Venue Setaside	\$ -	
Session Expense	\$ (386,421.47)	\$ (444,225.85)
Session Surplus/(Loss)	\$ 37,199.85	\$ 53,838.15
Sponsorships	\$ -	\$ 9,000.00
Net Session Surplus/(Loss)	\$ 37,199.85	\$ 62,838.15

- Bigger than expected registration (689, w/19 cancellations)
 - ~\$37k increased income, ~50k increased surplus relative to 11/11
- Lower than expected expenses (~\$13k)
 - Expense does not include IETF, but does include Verilan Payout

Observations

- Better attendance at the last 2 meetings than expected
 - Activity in 802.1 from new industry sectors (also seen w/overlap in 802.3)
 - Expected increase in .1 from new projects?
 - Others?
- Fee for Social
 - Didn't hold back sold out social
 - Everyone who signed up did not attend
 - Some comments received regarding fee for social
 - Would be better to roll in to meeting fee for company approvals
 - However – issue is more about how to deal with socials where there is a cost per head in advance, and attendance is limited.

2018 Net Worth Change Forecast

March Session		(\$48,042.11)
July Session		\$61,288.27
November Session		\$62,838.15
Income Other		\$23,061.39
NA Expense Other		(\$9,345.80)
NNA Expense Other (IETF)		(\$10,000.00)
NNA Venue Setaside		\$0.00
Change in Foreign Currency		\$0.00
Net Worth Change		\$79,799.90

2018 Reserve Forecast

Reserves	Beginning	Change	End
USD General Reserve	\$1,118,438.49	\$26,961.75	\$1,145,400.24
NNA Reserve	\$320,285.19	\$52,838.15	\$373,123.34
General + NNA Reserve	\$1,438,723.68	\$79,799.90	\$1,518,523.58
Petty Cash	\$2,000.00	\$0.00	\$2,000.00
General + NNA + Petty Cash	\$1,440,723.68	\$79,799.90	\$1,520,523.58

- Key metric: Expected ~\$49k increased ending reserve relative to opening report – due to this meeting

2019 T1 Session Forecast (Vancouver)

2019 T1 Forecast	Current
NA Session - Vancouver	
Session Income	\$ 457,507.99
NNA Venue Setaside	\$ -
Session Expense	\$ (454,989.02)
Session Surplus/Loss	\$ 2,518.97
Sponsorships	\$ -
Net Session Surplus/Loss	\$ 2,518.97

- Forecast as of 7/13/18 – only change is accounting for NNA setaside

2019 T2 Session Forecast (Vienna)

2019 T2 Forecast	Current
NNA Session - Vienna	
Session Income	\$ 435,000.00
NNA Venue Setaside	\$ -
Session Expense	\$ (816,034.50)
Session Surplus/(Loss)	\$ (381,034.50)
Sponsorships	\$ 11,300.00
Net Session Surplus/(Loss)	\$ (369,734.50)

- Forecast as of 7/13/18, but adding in Vienna sponsorship (10k Euro)
- Turnout – if extra 10-15% overage continues, loss could go down, but unlikely lower than \$300k – not material

2019 T2 Session Forecast (Waikoloa)

2019 T3 Forecast	Current
NNA Session - Waikoloa	
Session Income	\$ 534,000.00
NNA Venue Setaside	\$ -
Session Expense	\$ (569,537.70)
Session Surplus/Loss	\$ (35,537.70)
Sponsorships	\$ -
Net Session Surplus/Loss	\$ (35,537.70)

- Forecast as of 7/13/18 – only change is accounting for NNA setaside

2019 Net Worth Change Forecast

March Session	\$2,518.97
July Session	(\$369,734.50)
November Session	(\$35,537.70)
Income Other	\$9,000.00
NA Expense Other	(\$7,000.00)
NNA Expense Other	\$0.00
NNA Venue Setaside	\$0.00
Change in Foreign Currency	\$0.00
Net Worth Change	(\$400,753.23)

Improvement of \$11,300 USD in Vienna due to sponsorship

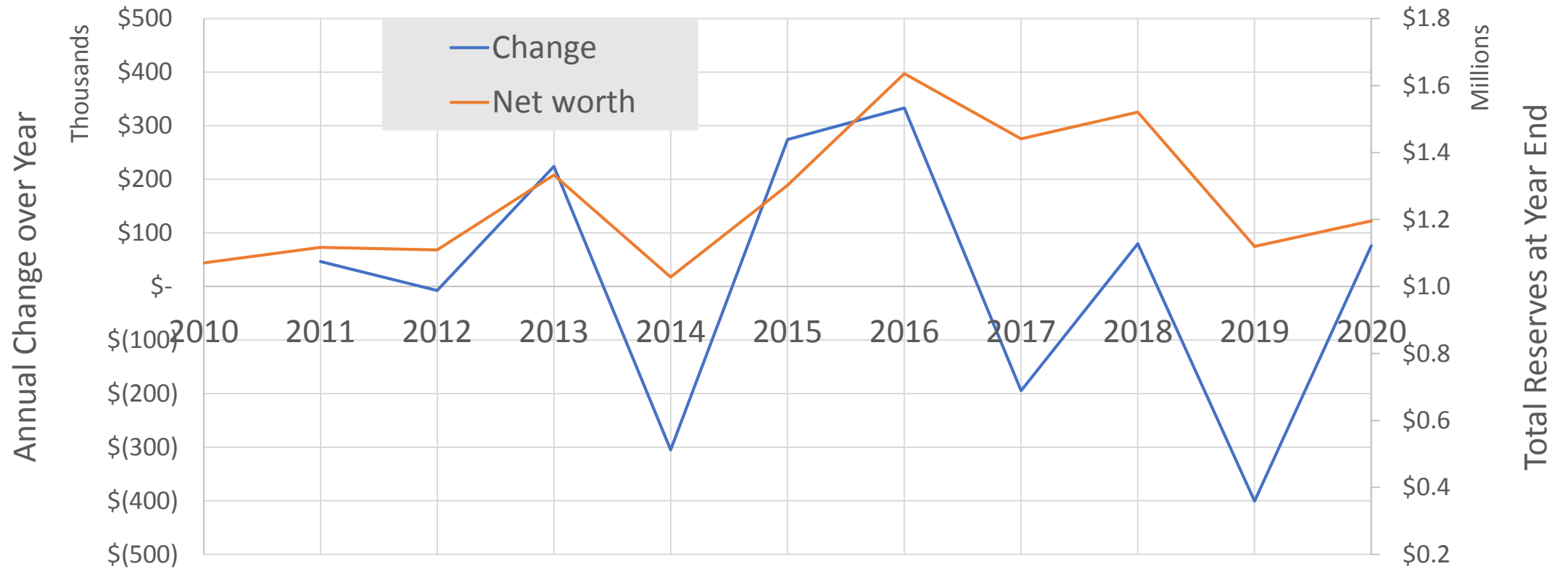
2019 Reserve Forecast

Reserves	Beginning	Change	End
USD General Reserve	\$1,145,400.24	(\$31,018.73)	\$1,114,381.51
NNA Reserve*	\$373,123.34	(\$369,734.50)	\$3,388.84
General + NNA Reserve	\$1,518,523.58	(\$400,753.23)	\$1,117,770.35
Petty Cash	\$2,000.00	\$0.00	\$2,000.00
General + NNA + Petty Cash	\$1,520,523.58	(\$400,753.23)	\$1,119,770.35

- NNA Reserve is previously allocated, change is Vienna estimated loss
- As planned, 2019 uses substantial reserves
 - Vienna now fits within previously allocated NNA reserves
 - Note - NOT expected to repeat in 2020 - expect net worth increase
- End of 2019 Reserve estimate is 60k more than at opening report

Growth in Net worth

802 Reserves & Change



Backup

Definitions and prior results, results for 2020 – not for presentation

Terminology

Triannual: IEEE 802 LMSC financial year naturally splits into three four-month periods aligned with the sessions: January-April, May - August, September - December. For budgeting purposes, these are referred to as triannuals, with shorthand of T1, T2, and T3.

Forecast: first budget developed far in advance by the Executive Secretary and the Meeting Administrator, usually from the signed contract numbers.

Estimate: budget updated during the session, usually on a daily basis.

Actual: the final budget once all the numbers have been finalized.

2018 T1 Session Results Actual

NA Session Result	
Session Income	\$429,027.78
NNA Venue Setaside	\$0.00
Session Expense	-\$477,069.89
Session Surplus/Loss	-\$48,042.11
Sponsorships	\$0.00
Net Session Surplus/Loss	-\$48,042.11

Actual as of 2018-04-16

2018 T2 Session Results Actual San Diego

NA Session Result	
Session Income	\$537,330.35
NNA Venue Setaside	\$0.00
Session Expense	-\$476,042.08
Session Surplus/Loss	\$61,288.27
Sponsorships	\$0.00
Net Session Surplus/Loss	\$61,288.27

Actual as of 2018-11-07

Historical Results Backup

2020 Net Worth Change Forecast

March Session	(\$37,472.70)
July Session	\$108,174.22
November Session	\$3,209.84
Income Other	\$9,000.00
NA Expense Other	(\$7,000.00)
NNA Expense Other	\$0.00
NNA Venue Setaside	\$0.00
Change in Foreign Currency	\$0.00
Net Worth Change	\$75,911.36

Observation – Net worth growth forecast of \$50-\$100k / year is within margin of error, Reserve should be stable between \$1M and \$1.1M

2011 Net Change

March Session	\$13,748.54
July Session	(\$49,166.24)
November Session	\$13,810.43
Income Other	\$2,755.07
NA Expense Other	(\$37,210.27)
NNA Expense Other	\$0.00
NNA Venue Setaside	\$0.00
Change in Foreign Currency	(\$4,222.73)
Depreciation	(\$752.00)
Net Worth Change	(\$61,037.20)

2012 Net Worth Change

March Session	(\$80,777.00)
July Session	\$15,420.49
November Session	(\$1,125.50)
Income Other	\$3,692.02
NA Expense Other	(\$18,731.03)
NNA Expense Other	\$0.00
NNA Venue Setaside	\$0.00
Change in Foreign Currency	\$8,771.71
Depreciation	(\$752.00)
Net Worth Change	(\$73,501.31)

2013 Net Worth Change

March Session	(\$22,180.39)
July Session	\$118,865.59
November Session	(\$8,444.58)
Income Other	\$2,132.00
NA Expense Other	(\$10,609.48)
NNA Expense Other	(\$7,137.76)
NNA Venue Setaside	\$156,900.00
Change in Foreign Currency	(\$5,689.95)
Depreciation	(\$752.00)
Net Worth Change	\$223,083.43

2014 Net Worth Change

March Session	(\$403,975.75)
July Session	\$40,521.38
November Session	(\$37,220.49)
Income Other	\$1,104.97
NA Expense Other	(\$14,775.41)
NNA Expense Other	(\$54,562.70)
NNA Venue Setaside	\$165,300.00
Change in Foreign Currency	(\$1,145.25)
Depreciation	(\$485.00)
Net Worth Change	(\$305,238.25)

2015 Net Worth Change

January Session	\$115,343.86
March Session	(\$14,481.19)
July Session	(\$97,180.88)
November Session	\$48,185.70
Income Other	\$1,183.63
NA Expense Other	(\$7,605.71)
NNA Expense Other	(\$474.70)
NNA Venue Setaside	\$229,100.00
Change in Foreign Currency	
Net Worth Change	\$274,070.71

2016 Net Worth Change

January Session	\$26,423.76
March Session	\$6,130.98
July Session	\$75,417.42
November Session	(\$8,207.53)
Income Other	\$1,457.38
NA Expense Other	(\$2,851.54)
NNA Expense Other	\$0.00
NNA Venue Setaside	\$234,700.00
Change in Foreign Currency	
Net Worth Change	\$333,070.47

2017 Net Worth Change

March Session	(\$50,595.22)
July Session	(\$179,629.42)
November Session	(\$24,319.79)
Income Other	\$4,735.70
NA Expense Other	(\$14,301.32)
NNA Expense Other	(\$2,799.86)
NNA Venue Setaside	\$72,350.00
Change in Foreign Currency	\$0.00
Net Worth Change	(\$194,559.91)