



# 2019

North American Network Operators' Group  
Annual Report

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**The Internet is the very foundation of our modern society.**

But the technologies that drive it are rapidly changing, as are the forces that threaten to subvert it.

Instruction: Resolverless DNS

and their CDN's want better performance  
me-to-neighbor  
many object references (images, scripts)  
to look up these DNS names is measurable  
(looking)

is studying "Resolverless DNS"  
"pushed" as part of a normal web content fetch  
T is considered "secure enough"  
the attack surface of web site defacement  
now be downloaded without triggering EP protections

#nanog2019



Now Under Construction: Reso

- Web content providers and their CDN's want better performance
- Which means, faster time-to-neighbor
- Most content includes many object references
- The time taken for a browser to look up these DNS (and may involve "red blocking")
- Therefore an IRTF WG is studying "Resolverless DNS"
- Here, DNS data will be "pushed" as part of a normal content fetch
- DNSSEC signatures won't be included; TLS is considered "secure enough"
- This terribly broadens the attack surface of web site defacement
- Bit coin mining JS can now be downloaded without triggering EP protections

**Advancing an open, secure, and robust Internet has never been more critical.**

And the Internet technologists of today and tomorrow who can lead that charge have never been more necessary.

**The future of the Internet is in our hands.**

Network engineers, operators, and architects are uniquely poised to address the most pressing challenges the Internet faces today.

**Guided by the open exchange of knowledge and expertise,**  
Network Operators' Groups (NOGs) exist to inspire, educate,  
and empower these technologists.

## COMMUNITY, IN ITS TRUEST SENSE

*NANOG is, and always has been, dedicated to the dynamic people who make up our community.*



### OUR MISSION

NANOG is committed to the ongoing advancement of an open, secure, and robust Internet, by providing a platform that inspires, educates, and empowers our community to work together in building the Internet of tomorrow.

### OUR CORE VALUES

We believe in working together to meet the ever-changing demands of a global network, while upholding our shared values of:

- Community
- Education
- Innovation
- Diversity
- Security

Through meetings, events, scholarships, fellowships, digital spaces, and social networks, we offer multiple ways for our community to:

- Meet and learn from other professionals working or studying in their field.
- Share the latest Internet technologies, and industry best practices.
- Form crucial peering arrangements.
- Discuss technical challenges faced by the industry.
- Have meaningful conversations about what's impacting their daily lives.
- Form strategic business relationships, and friendships with like-minded peers.

***INCLUSIVE, ADAPTABLE,  
AND FULL OF DIVERSITY***

The ecosystem we're building can handle nearly anything. With 86 nonprofit NOGs now in every major region of the world, NANOG was the first — and is still the largest.



**13,000+**

INDUSTRY  
PROFESSIONALS  
AND STUDENTS

**200+**

ARE FIRST-TIME  
ATTENDEES

**1,000+**

ATTEND NANOG  
CONFERENCES

**20+**

COUNTRIES AROUND  
THE WORLD  
REPRESENTED



## PEOPLE IN OUR COMMUNITY

**WORK** for ISPs of all sizes, content providers + multi-tenant data centers, hosting + cloud companies.

**STUDY** at the top engineering + computer science programs in the US.

### COMPANIES WITH EMPLOYEES WHO ARE ACTIVE IN OUR COMMUNITY

- Apple
- Amazon
- Cisco
- Comcast
- Facebook
- Fujitsu
- Google
- Juniper
- Microsoft
- Netflix
- Nokia
- Twitch
- Twitter
- Verizon

## WE MADE SIGNIFICANT PROGRESS IN 2019

Over the past year, the NANOG Staff, Board of Directors, and Committees successfully spearheaded improvements to some of the most critical aspects of our mission.

**37**  
COMMUNITY  
AMBASSADORS

**157**  
SPONSORSHIP  
PARTNERS

**3,421**  
CONFERENCE  
ATTENDEES

**553**  
OUTREACH PROGRAM  
PARTICIPANTS

**62**  
COLLEGE IMMERSION  
PARTICIPANTS

**4**  
SCHOLARSHIP  
RECIPIENTS

## NORTH AMERICAN COMMUNITIES WE'VE SERVED IN 2019

**NANOG U Tour:**

University of Illinois  
Urbana-Champaign

**NANOG STEM Tour**

Montgomery, AL

**NANOG 77**

Austin, TX

**NANOG 75**

San Francisco, CA

**ISOC Indigenous  
Connectivity Summit**

Hilo, Hawaii

**NANOG U Tour:**

Purdue University

**NANOG U Tour:**

Ball State University

**NANOG 76**

Washington DC

**CaribNOG 18**

St. John's, Antigua

**CaribNOG 17**

Bridgetown, Barbados

## **INSPIRING AND EDUCATING THE NEXT GENERATION OF NETWORKING PROFESSIONALS**

By providing a platform that engages more students, women, and people of color in our scholarships and educational programs.

### **2019 NANOG Scholarships**

Scholarships awarded to four exceptional undergraduate and graduate students from across North America, who are all eager to play a critical role in shaping our rapidly changing Internet ecosystem.

#### **Abha Ahuja Scholarship – \$10,000**

Celine Irvine – Georgia Institute of Technology

Sydney Pugh – University of Pennsylvania

#### **John Postel Scholarship – \$10,000**

Daniel Albrecht – Oklahoma State University

Chinasa Okolo – Cornell University



**Celine Irvine**  
Georgia Institute of Technology



**Sydney Pugh**  
University of Pennsylvania



**Daniel Albrecht**  
Oklahoma State University



**Chinasa Okolo**  
Cornell University

*I am honored and ecstatic to be one of the recipients of a NANOG scholarship. As I enter my doctoral program in computer and information science at University of Pennsylvania, this award will enable me to direct all of my focus on my studies, research, and career development in the vast field of technology and computing.*

— Sydney Pugh  
University of Pennsylvania

**62**  
STUDENTS

**4**  
UNIVERSITIES

## 2019 NANOG College Immersion Program

The NANOG College Immersion Program (NCI) allows students to connect with Internet tech professionals to gain a competitive edge, while they're still in school, and provides college educators with complete funding to bring up to 5 students to a NANOG conference.

62 students from 4 universities attended NANOG conferences as part of the NCI program in 2019:

- University of Colorado Boulder
- Ball State University
- George Mason University
- Clarkson University



*My experience at this conference has been amazing. I've met a lot of awesome people from different backgrounds, and it's been interesting talking to them about where they started and how they've gotten to where they are now.*

— Taylor Dillon  
Ball State University



## NANOG University

NANOG U brings talks and hands-on workshops on the latest Internet technologies to colleges and universities across North America. NANOG U's inspired and technical programming on the most current developments and challenges in network engineering, operations, and architecture is designed for both undergrad and graduate students, and is presented by some of the top minds in our community.

### NANOG U Fall Tour

November 17-19, 2019

- University of Illinois Urbana-Champaign
- Purdue University
- Ball State University

From DDoS attacks to mitigation and network optimization, NANOG U presented three days of talks and hands-on workshops taught by some of the brightest minds in our community.

From human trafficking relief, to business start-ups and academics, the students who attended NANOG U were inspired to investigate a whole new world of career opportunities in the field of Internet technologies, in the hopes of creating greater impact.



*I really enjoyed this conference because I learned so much more than I would in a classroom.*

— Caleb Truax III  
Ball State University

WORKING TOGETHER, FOR THE INTERNET OF TOMORROW

## NANOG STEM + Community Engagement

December 5-6 / Montgomery, Alabama

Two days of STEM-focused talks, lunch and learn sessions, and community meetings regarding industry trends and careers in Internet technologies.

### Schools + Orgs Visited

- Montgomery Chamber of Commerce
- Tech MGM
- MGMWERX
- Trenholm Air Force Base
- Auburn University at Montgomery
- Alabama State University
- Valiant Cross Academy
- Air Force University
- Air University Wargaming Institute
- Booker T. Washington Magnet High School



*NANOG's outreach program and vision of creating opportunities for more diversity align with Montgomery's desire to create more diverse and inclusive opportunities for its citizens and community. I believe our diversity of background, thought, and experience — as well as race and gender — give us the best opportunity to compete, and succeed as the world becomes more technically advanced.*

— Trent H. Edwards  
Montgomery Area  
Chamber of Commerce

## **GATHERING WITH THE NORTH AMERICAN NETWORKING COMMUNITY**

NANOG's tri-annual meetings draw up to 1,400 individuals in multiple facets of network engineering, operations, and architecture, who gather with us in major cities across North America to share + learn about the latest Internet technologies and challenges, form peering arrangements, conduct business, and make meaningful connections with like-minded peers.

### **IN 2019, WE**

Successfully negotiated contracts for four future conferences:

- NANOG 83: Toronto
- NANOG 84: Austin
- NANOG 85: Montreal
- NANOG 86: Hollywood

Began planning and managing all social events at NANOG conferences:

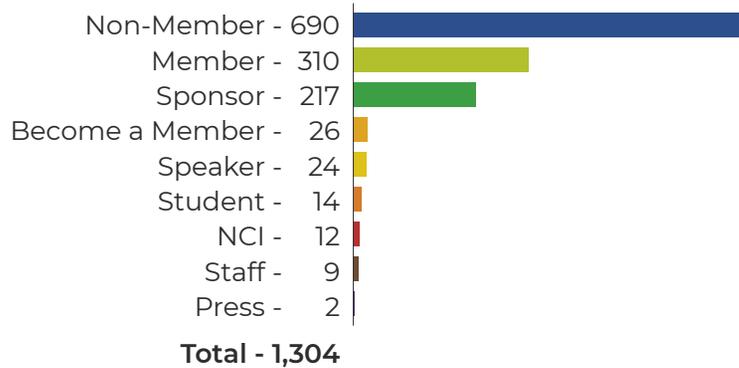
- NANOG 75: Exploratorium
- NANOG 76: Buffalo Billiards
- NANOG 77: Bangers Sausage & Beer Garden

Successfully deployed a new on-demand badging system during NANOG 77, resulting in a quicker + easier registration experience for our community.

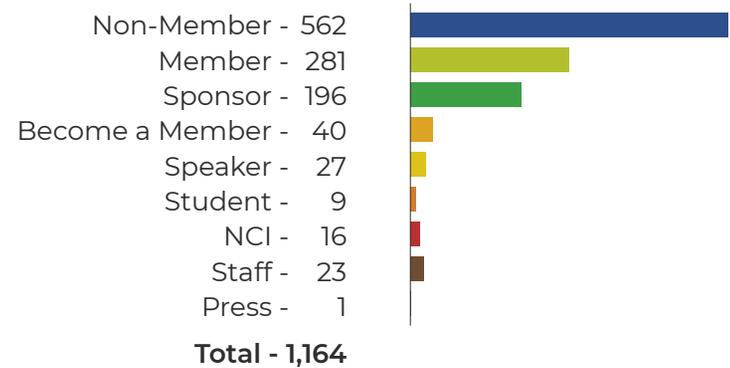


## 2019 NANOG MEETINGS, AT A GLANCE

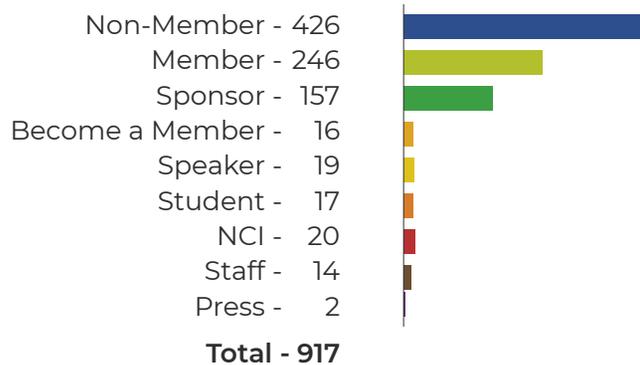
### NANOG 75 Registration



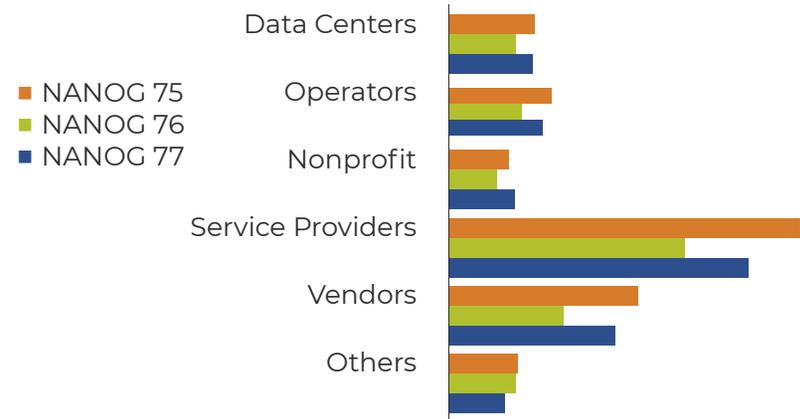
### NANOG 77 Registration



### NANOG 76 Registration

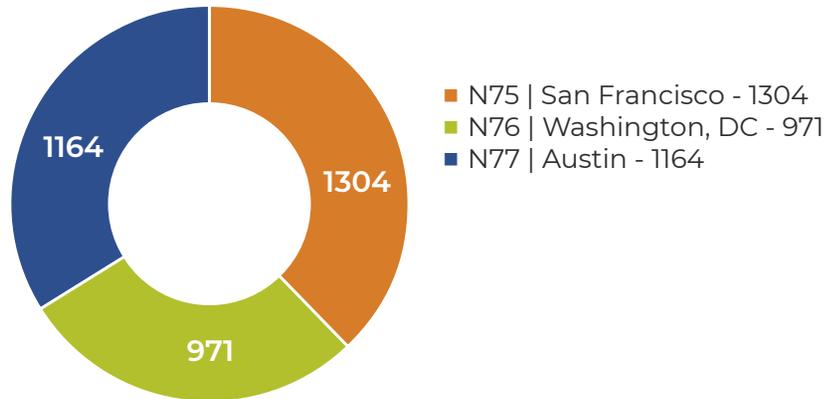


### Registration by Organization Type

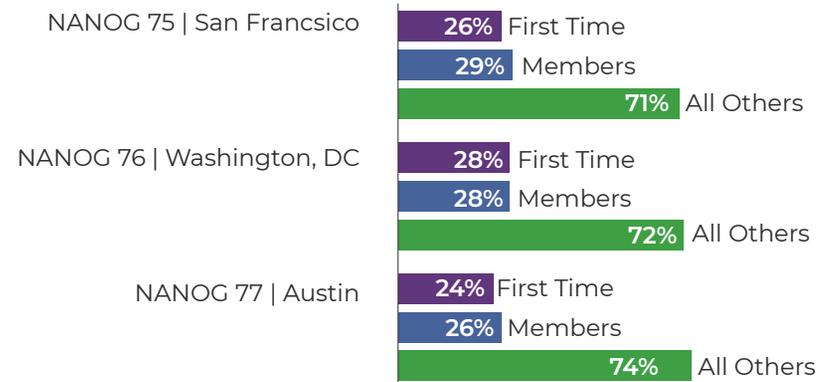


## 2019 NANOG MEETINGS, AT A GLANCE

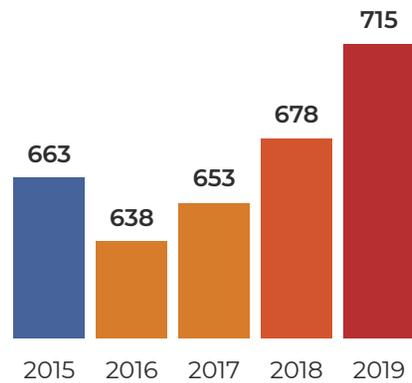
2019 Meeting Attendance



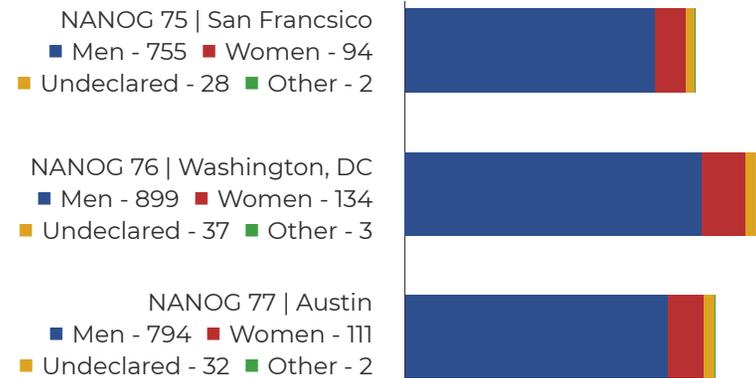
2019 Meeting Attendance



Membership Trend



2019 Meeting Attendance by Gender





## *NANOG 75 - San Francisco, CA*

Our 75th community-wide gathering was held February 18-20, 2019, in San Francisco, CA at the Hyatt Regency San Francisco. The NANOG 75 Hackathon took place on February 17, 2019.

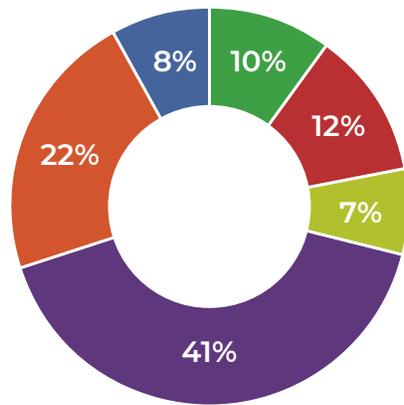
**1,304**  
TOTAL ATTENDEES

**342**  
MEMBER  
REGISTRATIONS

**15**  
STUDENT  
REGISTRATIONS

**25**  
SPEAKERS

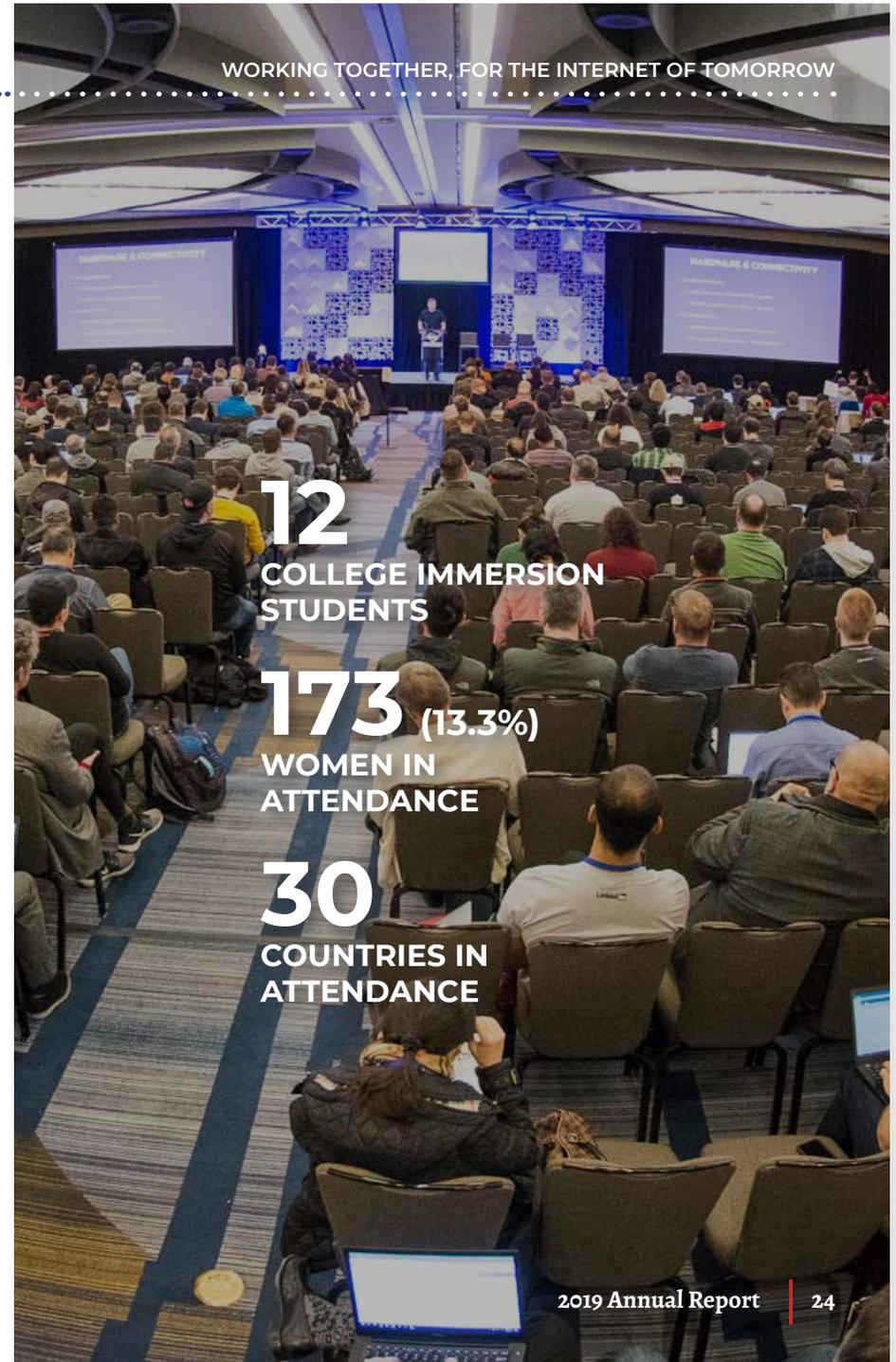
### NANOG 75 Organizational Demographics



- Data Center/Colocation - 10%
- IX Operator/Network Operator - 12%
- Non Profit (Gov't/Education/Research/Organization/RIR) Service - 7%
- Provider (Cloud/Internet/Content/Consulting) - 41%
- Vendor (Equipment/Software/WebServerHosting) - 22%
- Other - 8%

### Organizations with greatest attendance

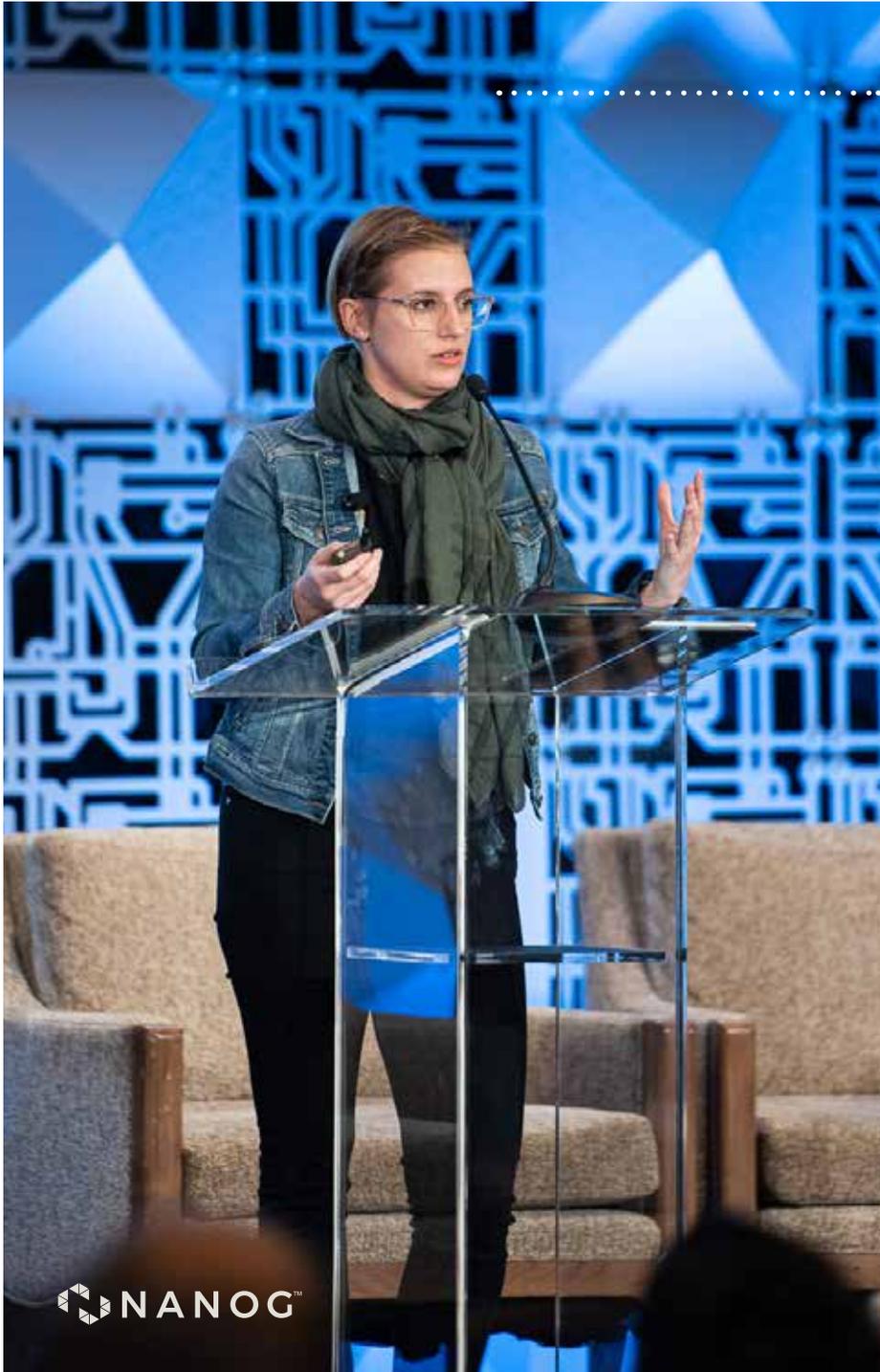
- NTT Communications – 37
- Cisco – 36
- Juniper Network – 25
- Facebook – 23
- Amazon Web Services – 18
- Google – 18
- NETSCOUT | Arbor Networks – 18
- Netflix – 18
- GTT – 17
- Nokia – 16
- Kentik – 15



**12**  
COLLEGE IMMERSION  
STUDENTS

**173** (13.3%)  
WOMEN IN  
ATTENDANCE

**30**  
COUNTRIES IN  
ATTENDANCE



## *NANOG 76 - Washington, DC*

Our 76th community-wide gathering was held June 10-12, 2019, in Washington, DC at the Renaissance Washington, DC Downtown Hotel. The NANOG 76 Hackathon took place on June 9, 2019.

**917**

TOTAL ATTENDEES

**266**

MEMBER  
REGISTRATIONS

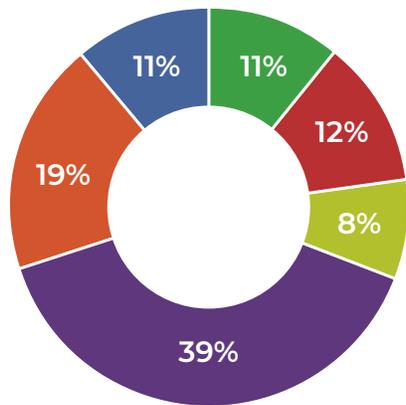
**17**

STUDENT  
REGISTRATIONS

**19**

SPEAKERS

### NANOG 76 Organizational Demographics



- Data Center/Colocation - 11%
- IX Operator/Network Operator - 12%
- Non Profit (Gov't/Education/Research/Organization/RIR) Service - 8%
- Provider (Cloud/Internet/Content/Consulting) - 39%
- Vendor (Equipment/Software/WebServerHosting) - 19%
- Other - 11%

### Organizations with greatest attendance

- Addrex – 24
- Verizon – 23
- NTT – 22
- Oracle – 17
- Nokia – 13
- Telia – 13
- Verisign – 13





## *NANOG 77 - Austin, TX*

Our 77th community-wide gathering was held October 28-30 2019, in Austin, TX at the JW Marriott in Austin. The NANOG 77 Hackathon took place on October 27, 2019.

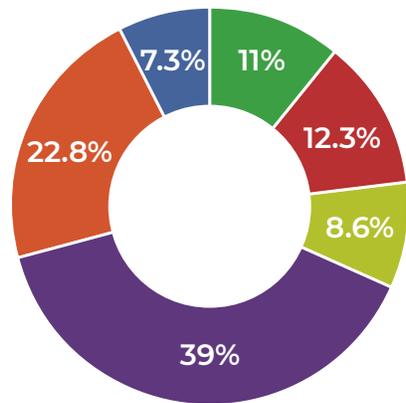
**1,164**  
TOTAL ATTENDEES

**364**  
MEMBER  
REGISTRATIONS

**9**  
STUDENT  
REGISTRATIONS

**37**  
SPEAKERS

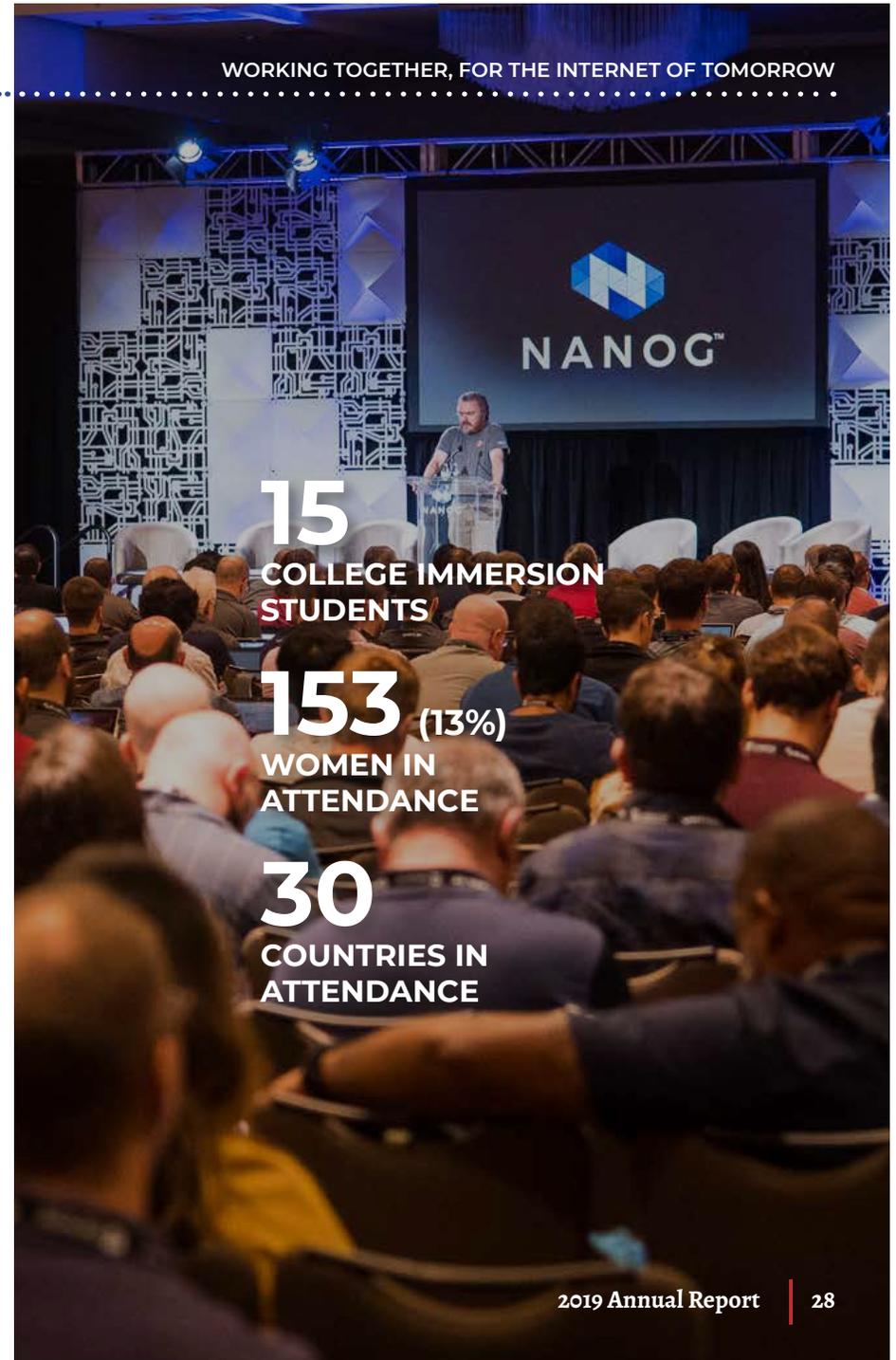
### NANOG 77 Organizational Demographics



- Data Center/Colocation - 11%
- IX Operator/Network Operator - 12.3%
- Non Profit (Gov't/Education/Research/Organization/RIR) Service - 8.6%
- Provider (Cloud/Internet/Content/Consulting) - 39%
- Vendor (Equipment/Software/WebServerHosting) - 22.8%
- Other - 7.3%

### Organizations with greatest attendance

- Juniper – 29
- NTT – 29
- Verizon – 24
- Ciena – 19
- Nokia – 8
- ARIN – 16
- Facebook – 16





## **INCREASING ACCESS TO OUR TOOLS, RESOURCES, AND PROGRAMMING**

By spotlighting and working directly within more remote, resource-strapped areas of North America, we hope to provide individuals and communities with the tools they need to fully thrive.

### **NANOG OUTREACH IN 2019**

Community Ambassadors

**37**

Outreach Program Participants

**553**

College Immersion Participants

**62**

Scholarship Recipients

**4**

## CaribNOG 17

April 10-12 / Bridgetown, Barbados

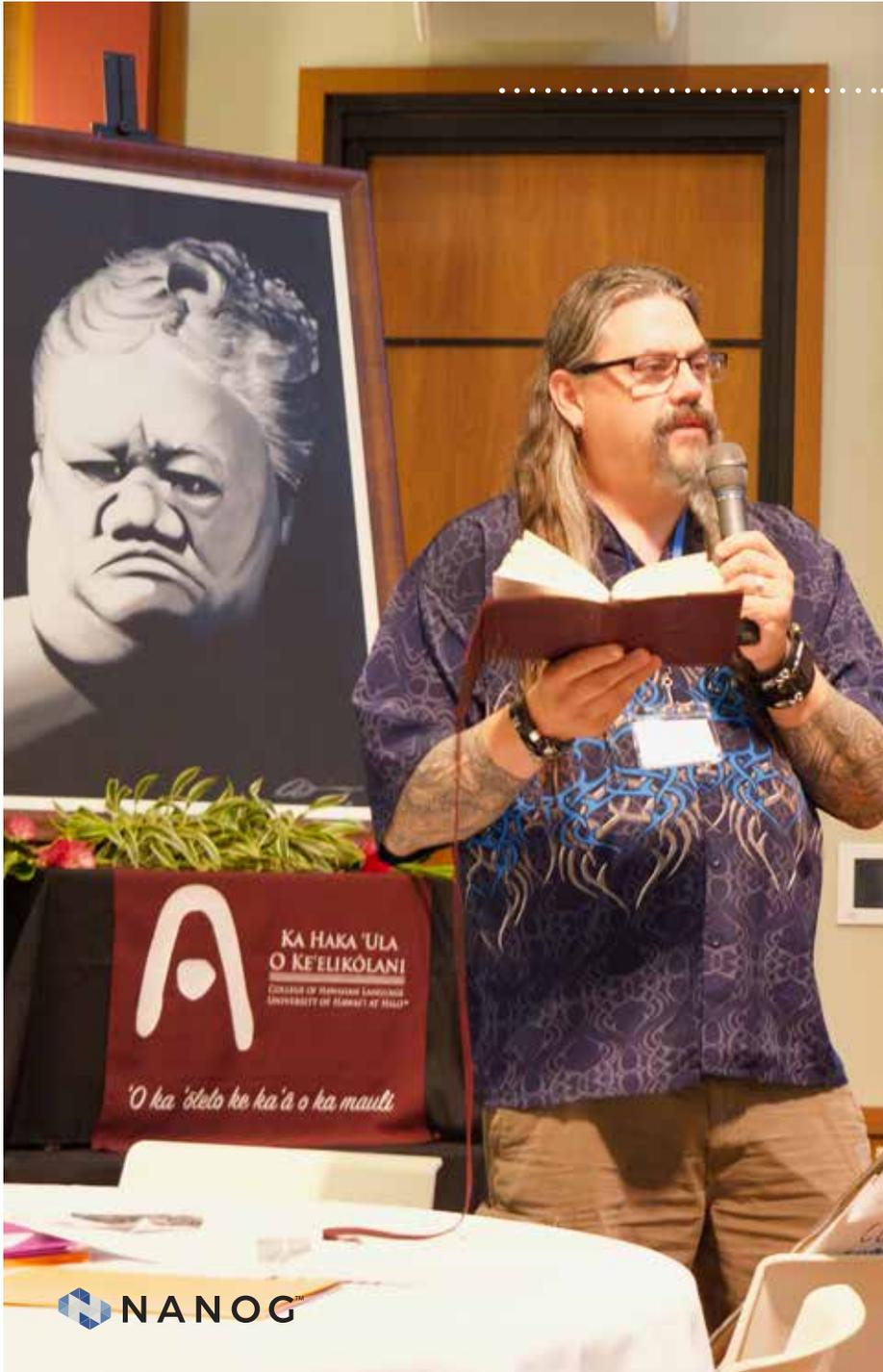
With a focus on cybersecurity and network resiliency issues central to the development of a more open, resilient and secure Internet, CaribNOG 17 targeted network administrators, information technology managers, computer engineers and security professionals from across the region. Edward McNair delivered the keynote address, on the crucial role NOGs play in supporting the human network needed to facilitate physical network development.

## CaribNOG 18

September 25-27 / St. John's, Antigua

With a focus on "Securing Caribbean Networks," CaribNOG 18 included a range of talks and tutorials on stability, security, and resiliency issues central to Internet development. In addition to NANOG, IT and security professionals, network administrators, telecommunications and computer engineers, Internet exchange point operators and data center managers from across the region were in attendance.





### ISOC Indigenous Connectivity Summit

November 12-15 / Hilo, Hawaii

Two days of technical training centered on building the skills and capacity needed to launch a community network, followed by a conference focused on building partnerships, advocating regulatory changes, and sharing success stories of community networks across North America.

### Nonprofit orgs within NANOG's Internet ecosystem

Representatives from NANOG gathered at the annual meetings of three like-minded organizations in our community who are dedicated to supporting networking engineering, operations, and architecture.

**RIPE 78:** May 20-24, 2019

**IETF 105:** July 16-20, 2019

**ICANN 66:** November 3-8, 2019

*Much of the conversation — both students' questions and panelists' insights — focused on the internal values regarding education, professional development, and building things to last ... These are exactly the values that we want to instill in the existing and emergent cadre of Network Operators and IT professionals in the Caribbean Region.*

— Stephen Lee  
ArkiTechs

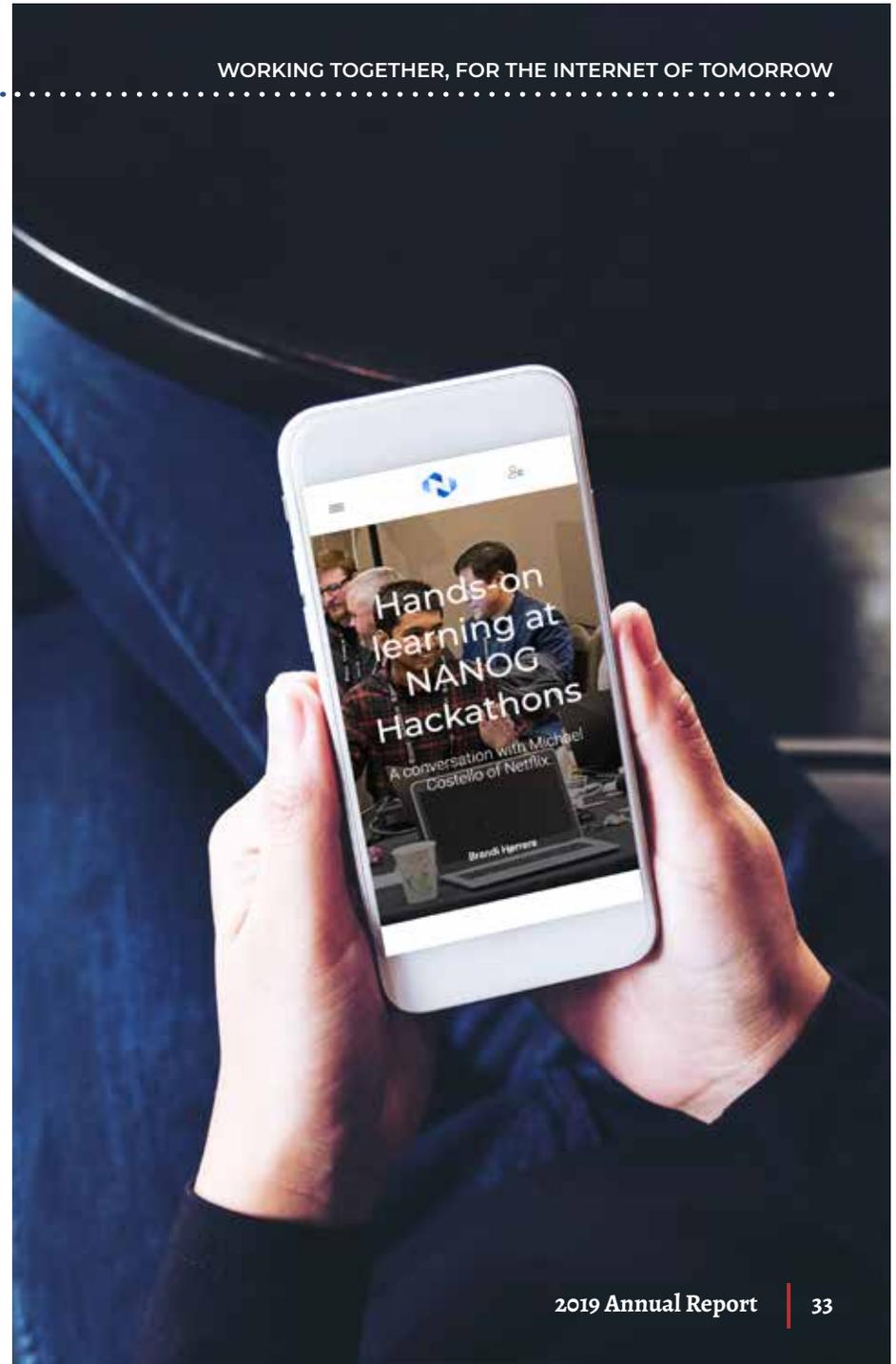
## ENGAGING NEW AUDIENCES AND INSPIRING CHANGE

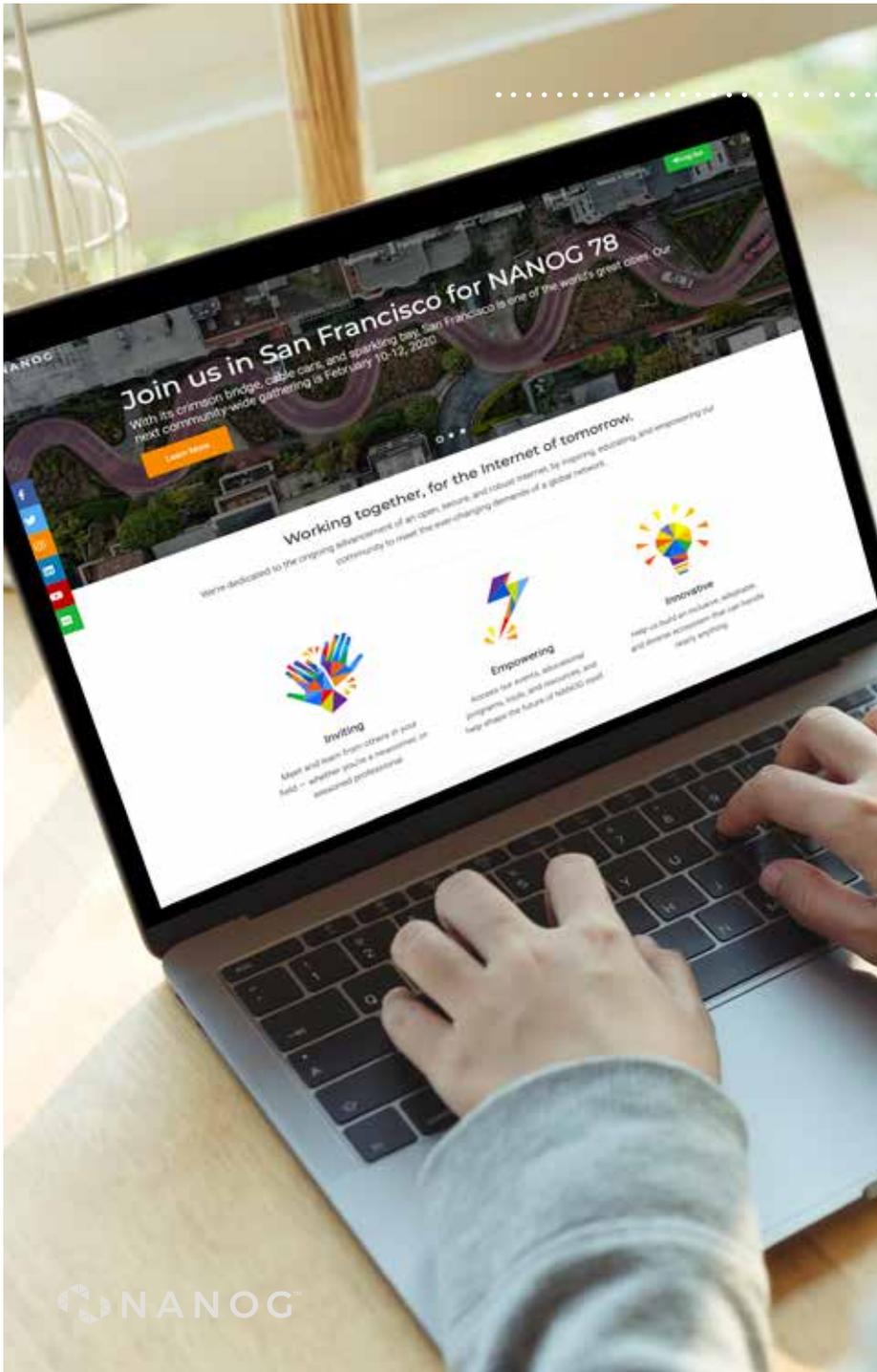
By promoting an Internet industry that better reflects the diversity of the world we live in, through a refreshed brand identity + web presence, strategic digital marketing + social media, and an updated Code of Conduct.

### IN 2019, WE

Evolved the decades-old NANOG voice + visual identity to better engage audiences, spark dialog, and drive thoughtful action:

- Conducted a comprehensive brand audit + developed a messaging architecture
- Designed a new logo + developed graphic standards (logo officially trademarked)
- Created brand-level copy + guidelines
- Officially changed the organization's name from NewNOG Inc. to NANOG Inc.
- Developed UI, graphics, and copy for NANOG's new website, with a community-first approach:





## NANOG.ORG

Developed a digital marketing strategy to boost SEO, increase brand awareness, and drive further engagement on NANOG website + social media channels:

- 14 new features since June, 2019
- New content 2-4 times per month
- Ongoing updates to NANOG News feed
- Press release creation and dissemination

Users since launch in June, 2019

**35,095**

Total page views

**125,955**

Users per month

**7,786**

Page views per month

**25,659**

## E-MAIL

Designed and created content for monthly digital newsletter + curated landing page — both via Mailchimp — to drive greater awareness of our brand + programs:

Open rate

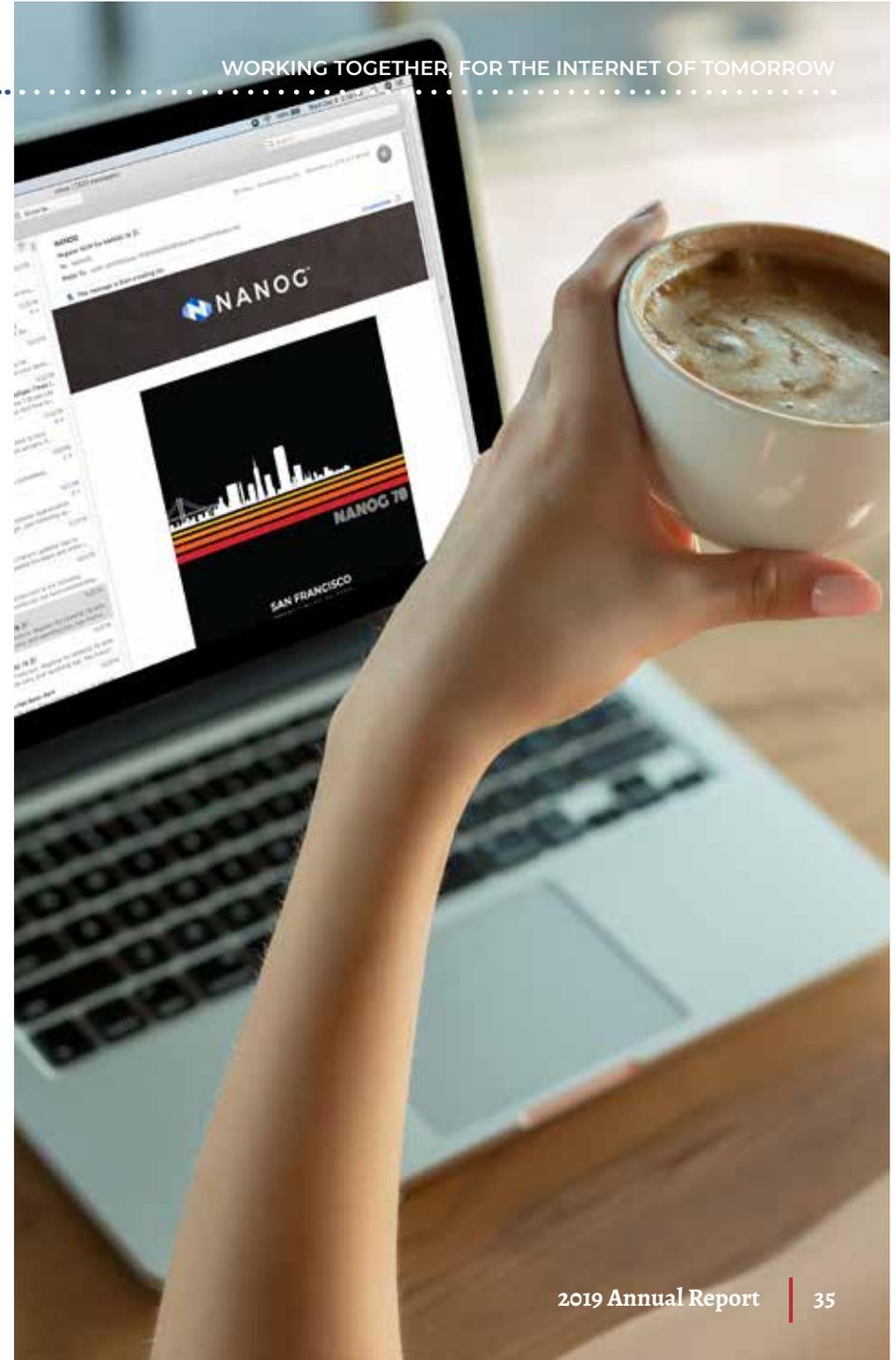
**49%**

Click rate

**10%**

New subscribers

**131**



*The new branding is much fresher, and  
the site is very simple to navigate.*

— Aliza Arbeli  
Hilco Global



WORKING TOGETHER, FOR THE INTERNET OF TOMORROW



## Social Media

Took over the strategy + management of NANOG social media — Twitter, Facebook, LinkedIn — including the addition of Instagram, NANOG's fourth SoMe channel:



# Instagram



**339**  
NEW FOLLOWERS

**192**  
POSTS

## LinkedIn

**NANOG Communications** • 1st  
North American Network Operators' Group  
1mo • 🌐

"We have reached a somewhat sad moment when it is clear that the DNS has been entirely co-opted ...". Read Geoff Huston's insightful response to the NANOG 77 "DNS Wars" keynote, given by Paul Vixie. Up now, on CircleID 👉



**DNS Wars**  
circleid.com

👍 1

👍 Like    💬 Comment    ➦ Share

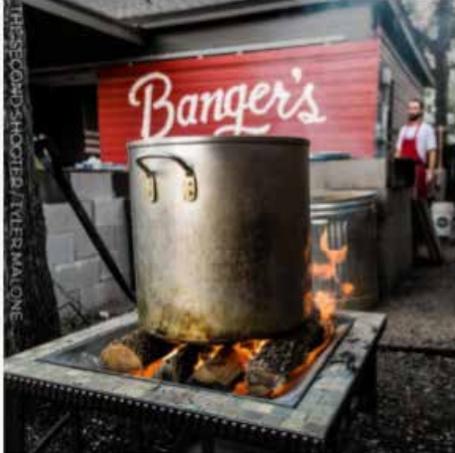
Be the first to comment on this

**1,123**  
NEW FOLLOWERS

**2,300**  
TOTAL

**NANOG Communications** • 1st  
North American Network Operators' Group  
1mo • 🌐

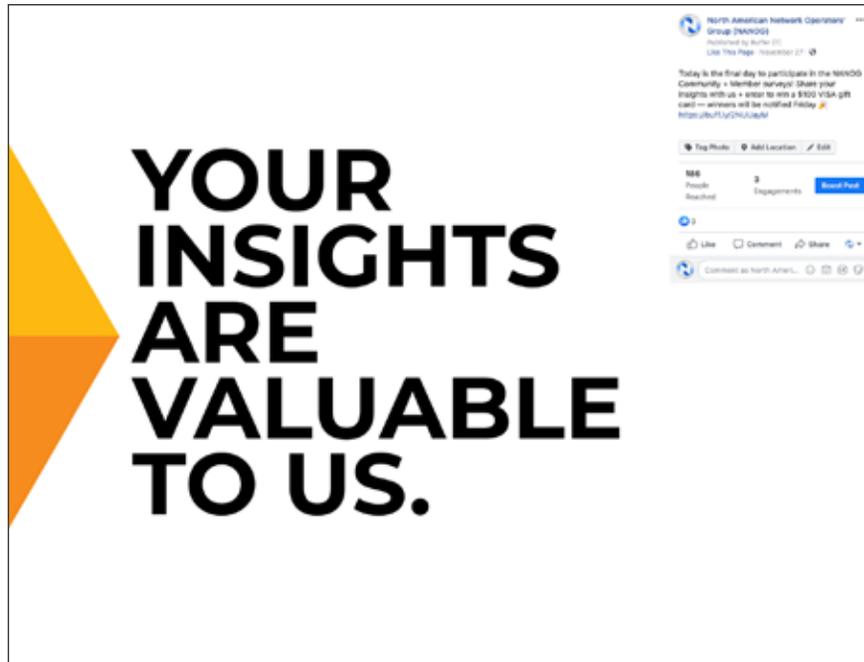
Join us from 8-11pm at Bangers Sausage & Beer Garden for the third evening social of NANOG 77 (+ show some love to Uniti for hosting the event alongside NANOG 😊) Learn more + get walking directions 👉 <https://bit.ly/2> ...see more



👍 Like    💬 Comment    ➦ Share

Be the first to react

## Facebook



Increased average organic post reach from 21 to 136.

**1,500+**  
AVERAGE IMPRESSIONS / POST

**136**  
ORGANIC POST REACH

**635**  
AVERAGE REACH / POST

## Organizational Communications + Promotions

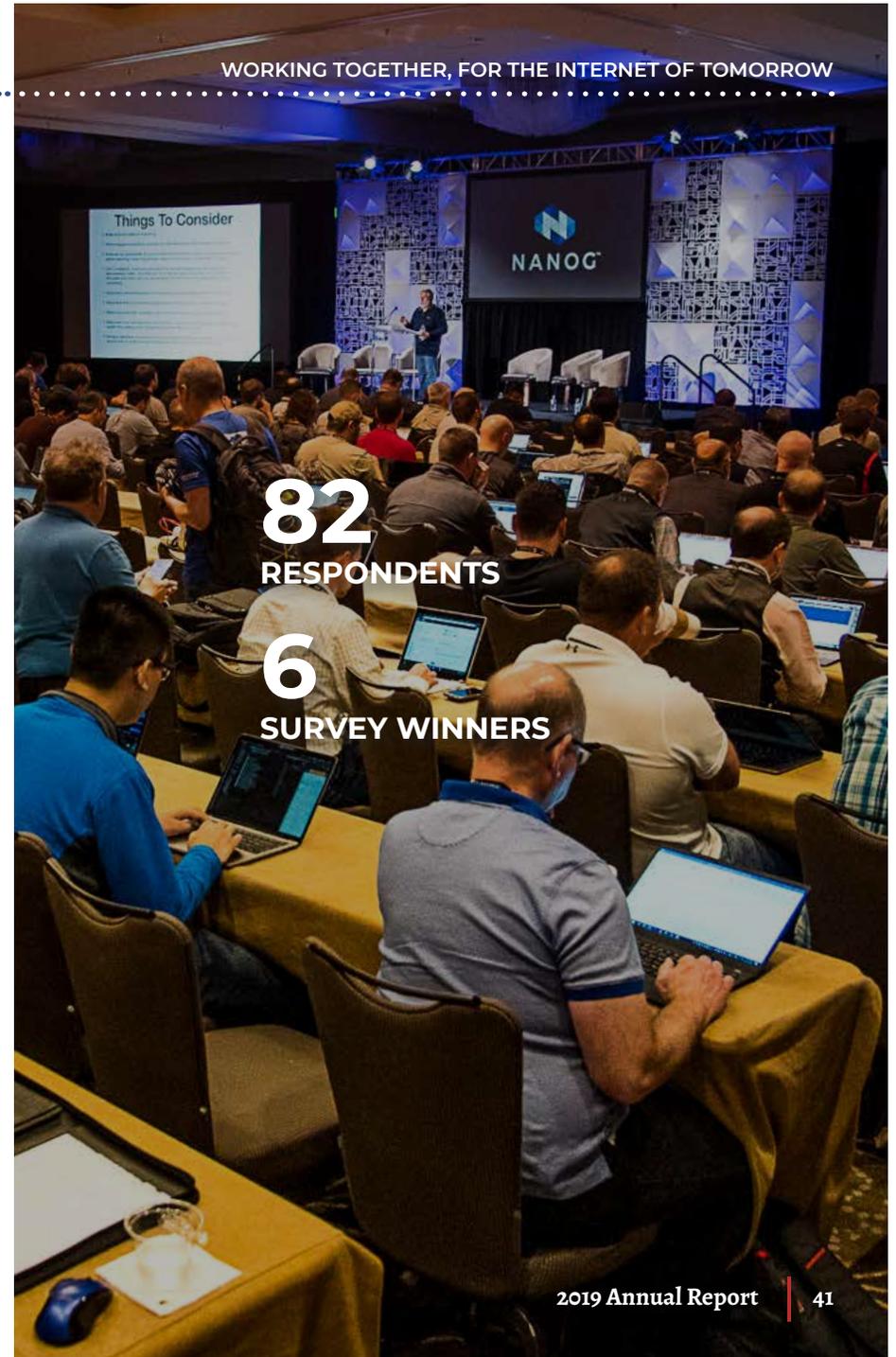
Designed and created content strategy and copy for all NANOG Sponsorship and Outreach communications — print + digital.

Updated critical NANOG policies to better reflect the continued evolution of our diverse community:

- Code of Conduct
- Usage Guidelines
- Travel Policy

Created a Wiki for internal documentation and policy management — data population to begin in 2020.

Created + executed the organization's first community + member-wide surveys in an effort to guide NANOG's continued evolution as an organization, and provide the resources and experiences that matter most to our community.



*I really like the new sponsorship brochure  
— much easier to understand the options!*

— Steve Cummins  
Opengear



## ***BRINGING OUR COMMUNITY'S IDEAS TO LIFE***

By continuing to evolve NANOG's programming — a critical aspect of the mission-centered tools, resources, and education we offer. Presented by some of the brightest minds in our industry, every NANOG conference is built around hours of peer-reviewed talks, tutorials, keynotes, and panels.

Made up of industry experts who volunteer their time, the NANOG Program Committee (PC) is dedicated to ensuring NANOG's best-in-class content continues to evolve as the industry rapidly changes.

Over the past year, NANOG worked with the PC to deliver three successful programs at NANOG 75, 76, 77, in addition to:

- Hosting a Community Meeting at every NANOG conference, to provide all members of our community the chance to share their ideas and concerns.
- Developed a process to improve communications between speakers and the PC, including new digital channels for communication.
- Transitioned the NANOG Program Tool to the new NANOG website.
- Developed a new sub-committee structure to help secure the highest quality speakers + promotion in advance of every conference:
  - Outreach
  - Content Management
  - Lightning Talks
  - Documentation
  - Program Committee Tool
  - Keynotes
  - Hackathon
  - Women + Diversity In Tech
  - Tutorials + Tracks



## THE NANOG PROGRAM IN 2019

**25**  
MEMBERS

**9**  
SUBCOMMITTEES

**2**  
KEYNOTE SPEAKERS

**1**  
WOMEN-IN-TECH  
SPEAKER

**186**  
PRESENTATION  
SUBMISSIONS

**93**  
ACCEPTED TALKS

## 2019 KEYNOTE SPEAKERS

With nearly 8 decades of combined expertise, Paul Vixie and Karl Auerbach's numerous contributions to the development of the Internet have had an immense influence on how we live and work today.

### Paul Vixie

An American computer scientist whose career spans more than three decades, Paul Vixie's technical contributions include Domain Name System (DNS) protocol design and procedure, mechanisms to achieve operational robustness of DNS implementations, and significant contributions to open-source software principles and methodology. Vixie was the founder of the Internet Software Consortium (ISC), and co-founder of the Palo Alto Internet Exchange and Mail Abuse Prevention System. He also created and launched the first successful commercial anti-spam service, and authored the standard UNIX system programs SENDS, proxynet, rtty and Vixie cron.



### Karl Auerbach

Involved in Internet design since the early 1970s, Karl Auerbach is now Chief Technology Officer at InterWorking Labs, a company that creates network testing and emulation products. As an attorney and Internet-protocol engineer, Auerbach has made numerous contributions to the development of the Internet — including Internet governance, network diagnostics, protocol testing, and the commercialization of Internet technologies. Auerbach also served on the board of directors of ICANN and the Open Voting Consortium. He is a co-founder of the Boston Working Group, and a member of the volunteer Internet Engineering Task Force. Several of Auerbach's long time interests include how the Internet can be made more robust and repairable, and the human aspects of technology.



## 2019 WOMEN IN TECH SPEAKER

### A Force for Good on the Internet

Named one of the “100 Most Influential People” by TIME Magazine, Mozilla co-founder and chairwoman Mitchell Baker is responsible for organizing and motivating a massive, worldwide, collective of employees and volunteers who are building the Internet as a global public resource — open and accessible to all.

*You have to be able to  
imagine positive solutions  
to build them.*

— Mitchell Baker  
CEO, Mozilla Corp



## COMMITTING TO GREATER OPENNESS AND TRANSPARENCY

NANOG is dedicated to providing an enjoyable and educational experience for everyone in our community, including the NANOG staff and volunteers.

Ethical transparency is also critical to our core values as a nonprofit organization. We believe that all members of our community should have a clear view of how NANOG operates, and the opportunity to play a role in our continued evolution.

Over the past year, we made significant improvements to accounting and human tools + resources, including:

- Hiring a full-time staff member dedicated to accounting and HR — who also serves as a liaison to the NANOG BoD — to help ensure we remain open, transparent, and profitable.
- Creation of a unique Meeting Data Tool to help us forecast trends, better determine our organizational health, and provide greater transparency to our community.

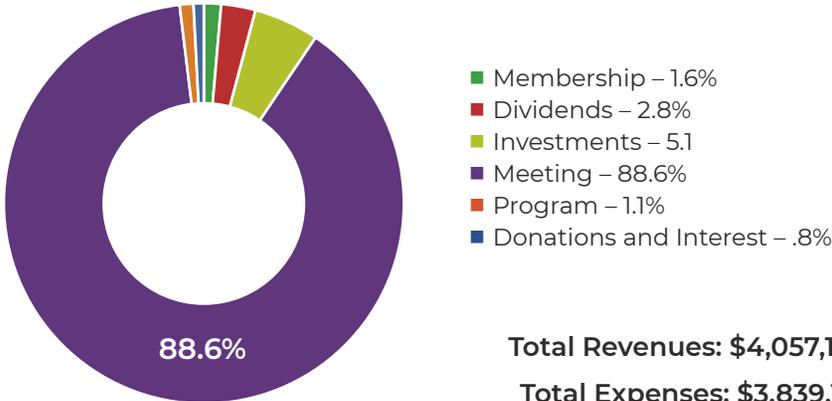
# FINANCIAL HIGHLIGHTS

These financials reflect the improved process, resulting in more practical, informative, yet easy to follow reports.

## 2019 Financial Highlights

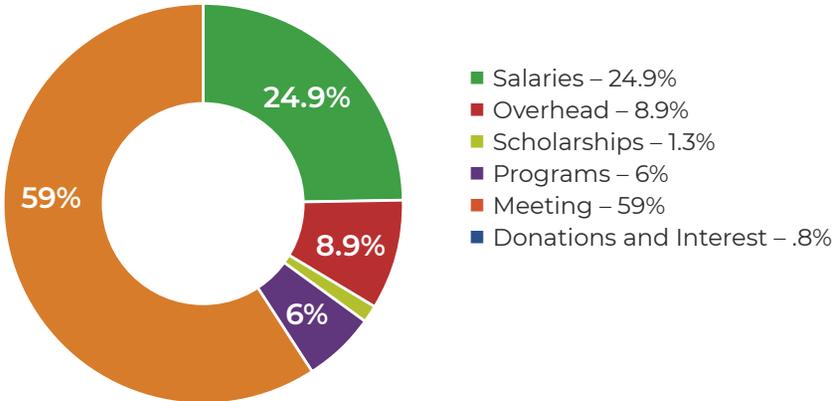
- Sponsorship Income: \$1,945,766
- Registration Income: \$1,696,627
- For the last 2 years registration income represented 47% of Total income
- Savings and Investments: \$4,774,547
- Fidelity investments are conservative (mostly corporate bonds and dividend stocks)

2019 Revenue



**Total Revenues: \$4,057,168**  
**Total Expenses: \$3,839,110**  
**Change in Net Assets: \$218,058**

2019 Expenses



## NANOg, Inc.

### Statement of Financial Position

December 31, 2019

#### Assets

Cash .....	1,350,041
Investments .....	3,770,605
Accounts Receivable, Net .....	396,000
Prepaid Expenses .....	126,933
Property and Equipment, Net .....	110,667
<b>Total Assets .....</b>	<b><u>\$5,754,246</u></b>

#### Liabilities and Net Assets

Accounts Payable .....	36,493
Accrued Expenses .....	16,194
Deferred Revenue .....	1,086,446
<b>Total Liabilities .....</b>	<b><u>1,139,133</u></b>

#### Net Assets

Without Donor Restrictions	
Undesignated .....	3,202,566
Designated for Future Meeting Commitments .....	1,412,547
<b>Total Net Assets .....</b>	<b><u>4,615,113</u></b>
<b>Total Liabilities and Net Assets .....</b>	<b><u>\$5,754,246</u></b>

### Statement of Activities

December 31, 2019

#### Operating Activities:

##### Revenues

Membership Dues .....	66,276
Meeting Sponsorship .....	1,864,766
Meeting Fees .....	1,696,627
Other Programs Income .....	45,000
Interest and Dividend Income .....	113,393
In-Kind Sponsorship .....	68,400
<b>Total Revenues .....</b>	<b><u>\$3,854,462</u></b>

##### Expenses

Program Services Expense	
Meetings .....	2,604,099
Other Programs .....	662,508
<b>Total Program Expense .....</b>	<b><u>\$3,266,607</u></b>

##### Supporting Service Expense

Management and General .....	572,503
<b>Total Liabilities and Net Assets .....</b>	<b><u>\$572,503</u></b>

<b>Total Expenses .....</b>	<b><u>\$3,839,110</u></b>
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Change in Net Assets from Operating Activities .....	145,352
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##### Nonoperating Activities

Net Investment Return .....	202,706
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<b>Change in Net Assets .....</b>	<b><u>218,058</u></b>
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<b>Net Assets, Beginning .....</b>	<b><u>4,397,055</u></b>
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<b>Net Assets, Ending .....</b>	<b><u>\$4,615,113</u></b>
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## FORMING PARTNERSHIPS TO EMPOWER AND INSPIRE

By working directly with like-minded companies, organizations, and educational institutions to help support NANOG's tri-annual conferences, special events, outreach programs, and initiatives dedicated to education and professional development.

Over the past year, we introduced new tools + restructured the sponsorship program to create greater clarity and ensure seamless event-planning for our partners.

### NANOG SPONSORSHIP IN 2019

**\$1,895,766**

Dollars In Sponsorship Support

**+ \$3,401**

Since 2018

**157**

Sponsorship Partners

**16**

New Sponsors

**5**

Platinum

**24**

Beer 'N Gear

**2**

New Ways to Sponsor:

Women + Diversity In Tech Lunch  
Network Lounge

## WORKING TOGETHER, IN SERVICE OF OUR COMMUNITY

NANOG's leadership team has extensive nonprofit and tech-sector experience, plus broad expertise in each of their respective disciplines: executive leadership, programming, event planning, design, marketing, content strategy, and business development.

In 2019, we added four new team members to our original staff of three:



**Edward McNair**  
Board Member  
Executive Director



**Claudia Bristol**  
Accountant + HR



**Leigh Brooks**  
Senior Designer



**Darrieux Harvey**  
Meeting + Events  
Director



**Brandi Herrera**  
Senior Content  
Strategist



**Shawn Winstead**  
Business  
Development  
Specialist



**Valerie Wittkop**  
Program Director



## ***A Letter from our Executive Director***

Dear NANOG members and community,

I am pleased to present our first annual report. Because it plays a critical role in our commitment to transparency and openness, I believe it will provide our community greater insight into NANOG's achievements over the past year, and our dedication to serving the needs of our members and the greater community of network professionals.

The NANOG Board and staff are committed to NANOG's mission to "work together for the Internet of tomorrow." With the support of our generous volunteers and the tireless work of our staff, NANOG enjoyed one of its most productive years ever. In 2019, we launched our new website, modernized our visual identity and brand voice, introduced a new badging system to improve the user experience at conferences, and expanded the program by securing keynote speakers well in advance of each meeting.

One of our more challenging goals for 2019 was to expand NANOG's outreach programs. Outreach to universities was a big part of this initiative. In our first effort, NANOG volunteers and staff visited three schools in three days: the University of Illinois Urbana-Champaign, Purdue University, and Ball State University. During our tour, we presented a full day of content at each school, where over 180 students and college faculty were exposed to some of the most current developments and challenges our industry faces. Our amazing volunteers presented on subjects ranging from DDoS attacks and mitigation, to network optimization, and more.

These young minds will build and maintain the networks of the future, and I believe it is our greatest responsibility to prepare them to take the Internet to new heights that we can hardly imagine.

I hope that our efforts last year will lay the foundation for a wondrous 2020 and beyond. Thank you all for making 2019 one of the most successful years on record. It could never have happened without your work and dedication.

Edward McNair,  
NANOG Executive Director

## OUR BOARD OF DIRECTORS

NANOG's property, affairs, and business are managed and controlled by members who make up our BoD, which facilitates communications between the NANOG community and other like-minded organizations. Elected members of the BoD are also responsible for appointing all members of NANOG's committees, and the Executive Director.



**Sean Kennedy**  
Board Chair



**Tina Morris**  
Vice Chair



**David Siegel**  
Treasurer



**Susan Forney**  
Secretary



**Edward McNair**  
Board Member  
Executive Director



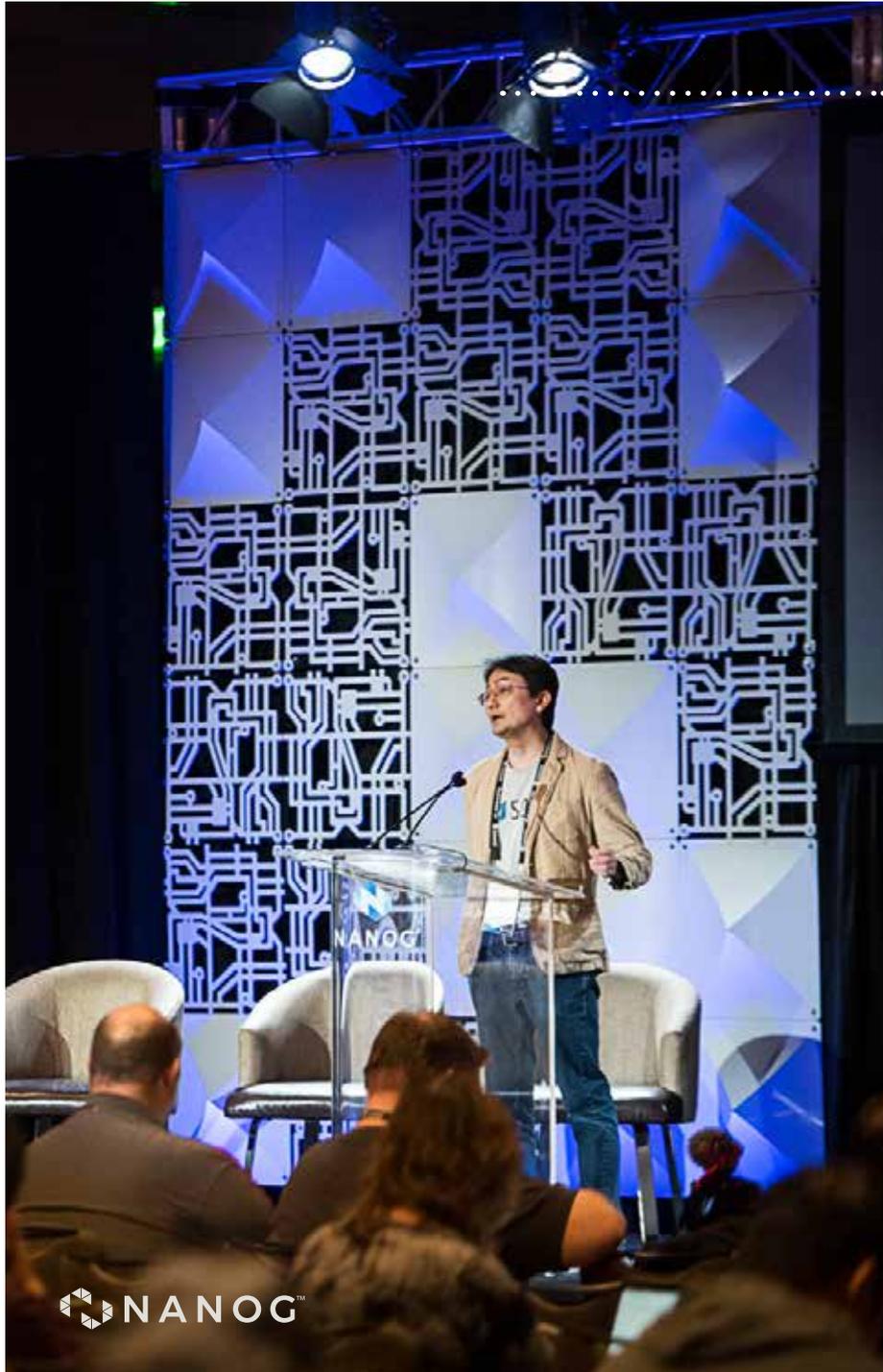
**Patrick Gilmore**  
Board Member



**Benson Schliesser**  
Board Member



**Vincent Celindro**  
Program Chair



## 2019 ELECTIONS, AT A GLANCE

As a 501(c)3 organization, our members vote to elect NANOG's Board of Directors (BoD), ensuring we continue to remain in service of our community, and dedicated to providing the resources and experiences that matter most to our community.

In 2019, NANOG held elections for a board of directors + bylaws amendments:

- Existing bylaws
- Proposed bylaws amendments
- 2019 candidates
- Election results

During the four-week nomination window, five candidates ran for two positions on the BoD. The NANOG Election Committee, which includes 7 members, oversaw the election process, which was open for 52 hours. In addition to newly elected board members Benson Schliesser and Patrick Gilmore, one change was posted to the NANOG bylaws: the official change of the organization's name from NewNOG, Inc. to NANOG, Inc.

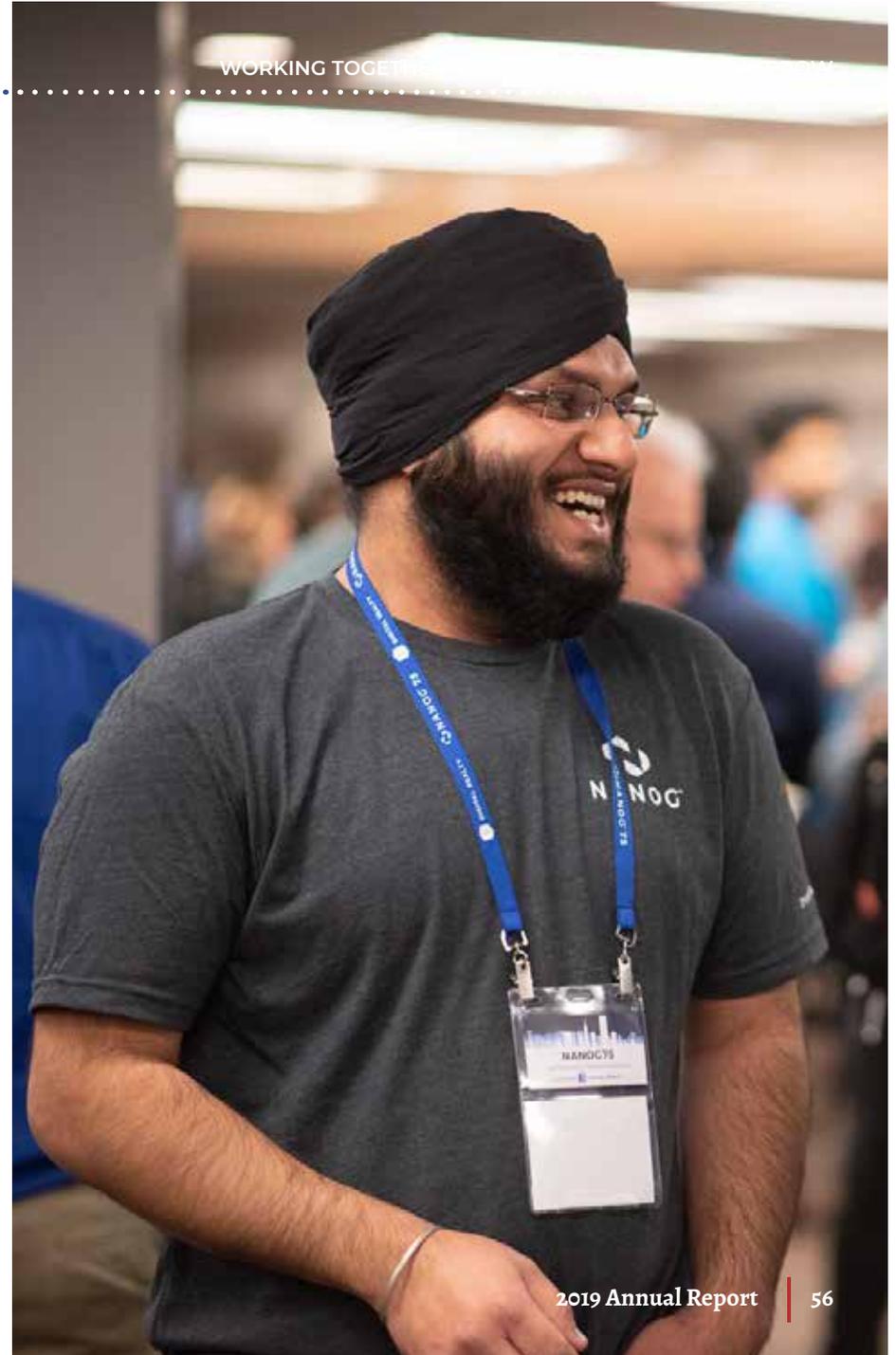
## COMMITTED TO EVOLVING OUR PROGRAMS AND OUTREACH INITIATIVES

By creating a strategic plan for NANOG's future, and tapping new tools to effectively measure the successes and challenges of our programming, outreach initiatives, and marketing strategy.

### Over the past year, we developed:

- New elections software for greater accessibility and ease of voting.
- New IT systems and platforms, such as a new website + the integration of multiple digital tools into one platform.
- A new meeting tool for a quicker + more seamless registration process.
- Currently developing new tools to improve upon our programming selection process.

NANOG's Executive Director + Board of Directors is also in the process of developing a comprehensive strategic plan for 2021 and beyond to further ensure NANOG's impact, innovation, and dedication to its community.





## ***WE COULDN'T HAVE DONE IT WITHOUT YOU***

Our success depends in large part on the support of individuals and organizations who believe in our mission-critical programs and initiatives.

Your support in 2019 helped us continue our work in service of advancing an open, secure, and robust Internet, by educating, empowering, and inspiring our community to meet the ever-changing demands of a global network.

*The NANOG Staff and Board of Directors  
thanks our members, community, and  
sponsoring partners.*



**NANOLOG™**

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