NANOG Members Meeting
June 11, 2024
NANOG 91
Kansas City, MO + Zoom Meeting
9:00 a.m. CDT

<table>
<thead>
<tr>
<th>Leslie Daigle, Chair</th>
<th>Darrieux Harvey, NANOG Staff</th>
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<td>Vincent Celindro, Vice Chair</td>
<td>Claudia Bristol, NANOG Staff</td>
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<td>Steven Feldman, Secretary</td>
<td>Valerie Wittkop, NANOG Staff</td>
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<td>Michael Costello, Treasurer</td>
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<td>Catherine Gurinsky, Member</td>
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<td>Dave Siegel, Member</td>
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<td>Steve Plote, PC Chair</td>
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9:00 AM - Meeting called to order, welcome and introductions (J. Black)

**Board Update (L. Daigle)**
- **2024 Organization Goals** - We have hired a new NANOG Executive Director and we will focus our efforts on our Mission, improve registration numbers, and increase funding.
- **Meeting Locations** - In response to feedback from the community, we will begin working on site selection considerations.
- **In Memoriam Process** - We have a section in Discourse where the community can post and add their thoughts and upload photos.
- **Focus Groups** - This is notification that the NANOG staff will be working on reaching out to members of the community to participate in focus group discussions.

**Financial Update (M. Costello)**
- Please know that the Board is passionate about NANOG and are taking your concerns seriously.
- January - April:
  - Total Income: $953,928
  - Total Expenses: $1,064,830
  - Change in Net Assets: -$110,902
- In response to a question from the last meeting: ‘why are salaries outweighing meeting expenses?’ We have provided a Income vs. Expenses breakdown indicating that approximately 85% of expenses are going to the meetings.
- Profitability - We had $185K profit from the Charlotte meeting. 55% of the income was from sponsorship and 45% from registration. Since the return to face to face meetings, registration and premium sponsors have been trending down. The good news is that we are controlling expenses and we are redoubling our efforts in getting this turned around and back on track.

**Q + A**
- **John Sweeting** - Welcome Jonathan, I have worked with you at CanWISP and we look forward to working with you in the future
- **John Brown** - Q: Where are we with our overall financial health? Where are our reserves?
  A: We currently have $2.5M in investments, $150K in savings, and checking that varies week to week.

- **Matt Petch** - Q: Is Discord cheaper than Slack?
  A: Discord is free. NANOG’s Slack is for committee members and staff. Right now Discord is community driven, and there is no plan to eliminate either.

- **John Brown** - Q: How do we incentivise newcomers to attend NANOG meetings? How do we convince their bosses to approve their travel? When I look at LACNIC and RIPE, they focus on training which is lacking here. Can we put on a Saturday or Sunday and monetize it?
  A: Some of you are their managers, please sign off on them attending. Secondly, we currently have initiatives going on to help with those efforts. Lastly, We are a non-profit organization so the balance needs to be weighted very carefully.

- **Patrick Gilmore** - Q: The finances are worrisome, what are the outside the box things that have been considered to help with revenue because cutting costs are not an option Has increasing meeting registration been considered?  
  A: We are not currently discussing raising fees. Our main focus is raising sponsorship and improving attendance.

- **Tina Morris** - Comments  
  - As for funding, the Showcase that was added and seeing it executed seems to be going well  
  - Consider the concept of a Patron program with long-term sponsors  
  - We do not currently have a Diamond sponsor, so there is an opportunity there  
  - The mailing list is intimidating to new people, Discord seems the way to go and well received  
  - In regards to Kansas City being a location. This is one of the first venues booked after the pandemic. We knew it was not going to be popular, but staff did a great job selecting a venue, the social is walkable and that saves money

- **David Lawrence** - Comment: Coffee should be closer to the meeting room.

- **Tony Tauber** - Q: Can YouTube be monetized? The slide that mentioned meeting costs per meeting, what is that?
  A: Turning on ads would not be worth it because of the number of views we get. YouTubers get paid from sponsorships and that is not our main focus. We would like to index our website to make things easier to find and bring in our videos on our own platform.
- **John van Oppen** - Comment: I want to thank the board for taking our concerns seriously. Thank you for putting focus on attendees and sponsorships. I am not worried about the attendee costs. NANOG is one of the lower priced conferences that we send our people to, so don't feel like that should be a barrier.

- **Unknown** - Comment: IETF has a process for venue selection and multi venue contracts should be looked into.

- **Unknown** - Comment: I am concerned about bringing in training and how it would help a diverse number of people. I take value from hearing about problems and bring it back to my organization.

- **Aaron Atac** - Q: What about meeting less than 3 times a year? NANOG may be too convenient to attend. Perhaps select cheaper cities that are easier to get to.
  A: We have considered those options

- **John Sweeting** - Comment: Thank you NANOG for bringing me to Kansas City where my Yankees are playing. I had a great time last night!

9:48 AM Meeting adjourned.