Member Meeting

NANOG Board
Thank you, Patrick!
Meeting Agenda

• Financials
• Registration Fee Increase
• NANOG 84 Ombud's Report
• Development Projects
• NCI Program
• Appointing an Interim Board Member + Fall Elections
• COVID attendance policies
• Q&A
Financials

Vincent Celindro, NANOG Treasurer
Claudia Bristol, NANOG Controller
Edward McNair, NANOG Executive Director
### Profit and Loss (Jan-Apr 2022)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>INCOME</strong></td>
<td></td>
</tr>
<tr>
<td>Membership</td>
<td>$17,925</td>
</tr>
<tr>
<td>Donations</td>
<td>622</td>
</tr>
<tr>
<td>In Kind Contributions</td>
<td>2,800</td>
</tr>
<tr>
<td>Other Income</td>
<td>3,000</td>
</tr>
<tr>
<td>Outreach Partnerships</td>
<td>0</td>
</tr>
<tr>
<td>Interest</td>
<td>10</td>
</tr>
<tr>
<td>Dividends</td>
<td>35,627</td>
</tr>
<tr>
<td>Unrealized gain/loss on investments</td>
<td>-235,442</td>
</tr>
<tr>
<td>Capital Gains</td>
<td>-89,455</td>
</tr>
<tr>
<td>Meeting Income</td>
<td>591,769</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>$326,856</strong></td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
</tr>
<tr>
<td>Salaries</td>
<td>$368,749</td>
</tr>
<tr>
<td>Overhead</td>
<td>45,846</td>
</tr>
<tr>
<td>Scholarships</td>
<td>7,850</td>
</tr>
<tr>
<td>Outreach</td>
<td>14,976</td>
</tr>
<tr>
<td>Meeting Expenses</td>
<td>564,101</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$1,001,522</strong></td>
</tr>
<tr>
<td><strong>NET INCOME</strong></td>
<td><strong>$-674,666</strong></td>
</tr>
</tbody>
</table>
Financial Summary

• Our overall loss through April is $675K.
• Of that, $325K can be attributed to market losses on our investments.
• The part of our operating loss which we control is $350K, which is actually a little better than projected.
• We currently do not budget for market fluctuations.
JAN-APR 2022
Total Expenses: $1,001,522

Total Income: $326,856
Total Expenses: $1,001,522
Net Loss: $674,666
# Balance Sheet Summary
(As of 30 April 2022)

<table>
<thead>
<tr>
<th>ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Bank Accounts</td>
<td></td>
</tr>
<tr>
<td>Chase Checking</td>
<td>$332,428</td>
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<tr>
<td>Chase Savings</td>
<td>152,853</td>
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<tr>
<td>Fidelity</td>
<td>3,276,391</td>
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<tr>
<td><strong>Total Bank Accounts</strong></td>
<td><strong>$3,761,672</strong></td>
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<tr>
<td>Accounts Receivable</td>
<td>$194,400</td>
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<tr>
<td>Other Current Assets</td>
<td>214,112</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>$4,170,184</strong></td>
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<tr>
<td>Fixed Assets</td>
<td>$355,472</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$4,525,656</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND EQUITY</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Liabilities</td>
<td>$1,102,325</td>
</tr>
<tr>
<td>Net Assets</td>
<td>$2,629,033</td>
</tr>
<tr>
<td>Donor Restricted</td>
<td>30,000</td>
</tr>
<tr>
<td>Meeting Commitments</td>
<td>1,438,964</td>
</tr>
<tr>
<td>Net Income</td>
<td>-674,666</td>
</tr>
<tr>
<td><strong>Total Equity</strong></td>
<td><strong>$3,423,331</strong></td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES AND EQUITY</strong></td>
<td><strong>$4,525,656</strong></td>
</tr>
</tbody>
</table>
Total Assets as of April 2022

Total Assets: $4,525,656
Investment Reallocation

Previous Allocation of Investments
- Public Equity: 20.0%
- Public Fixed Income: 80.0%

Current Allocation of Investments
- Public Fixed Income: 50.0%
- BCRED: 10.3%
- Public Equities: 19.1%
- BREIT: 10.3%
- SREIT: 10.3%
- $1,700,000
- $650,000
- $350,000
- $350,000
- $350,000
- $350,000
Historical View
Registration Fee Increase
## Registration Prices

### Spring 2017

**Member Pricing**
- Early: $525
- Standard: $625
- Late: $725
- Onsite: $925

**Non-Member Pricing**
- Early: $550
- Standard: $650
- Late: $750
- Onsite: $950

**Student Pricing**
- Early: $100
- Standard: $100
- Late: $100
- Onsite: $100

**Virtual Pricing**
- Standard: $100
- Complementary: $0

### Fall 2022

**Member Pricing**
- Early: $675
- Standard: $775
- Late: $875
- Onsite: $1075

**Non-Member Pricing**
- Early: $700
- Standard: $800
- Late: $900
- Onsite: $1100

**Student Pricing**
- Early: $100
- Standard: $100
- Late: $100
- Onsite: $100

**Virtual Pricing**
- Standard: $100
- Complementary: $0
Historical Prices

Members Breakfast
October 18, 2016
Dallas, TX

Attendance: 156 members

Introductions & Welcome (Board Chair)

Financial update (Board Treasurer)
- As of Dec 15, 2015 - NANOG had 2.6 M in assets
- As of Aug 16 - NANOG had 3.7 M in assets, 2M in Expenses, & 1.7 in Liability
- Reserve Policy - 2017-2018 goal to have an operating reserve of 5M
- Registration Fees - Registration fees should cover the cost of the meeting. Registration fees have not been raised since 2008. In order to keep the quality of the meetings the following changes will take place for future meetings:
  - Early from $450 to $550
  - Standard from $525 to $650
  - Late from $575 to $750
  - Onsite from $675 to $950.

Onsite registration puts a financial burden on the organization. $25 Member discount will still apply. Even with the increase, we will fall short about 460K covering the meeting cost. This analysis will be reviewed every year.
NANOG 84
Ombuds Report
Formal Concerns of Ombuds'

Below are concerns directly expressed to the Ombuds. *Note: Numbers in parentheses reflect the number of distinct (different people at different times) concerns brought forward.

- (1) Insincere delivery of Code of Conduct
- (2) Touchy-feely and inappropriately ‘playful ‘attendees
- (2) A lack of belonging for women
- (1) Attendees “treating this conference like a dating pool”
- (1) A lack of belonging for people of color
- (1) Challenge with a vendor in the enforcement of the conference vaccination policy
- (1) Marketing materials (blood red color)
- (3) Overbearing and controlling leaders drowning out participant's experiences

Read the full report: https://nanog.org/resources/nanog-ombuds/nanog-84-ombuds-report/
Development Projects
Appointment Tool

• The Appointment tool is beta
• On May 26th it was demoed to our volunteer beta testers, the board, and members of the Program Committee
• The beta testers are currently giving feedback through a dedicated Slack channel.
• The core calendaring engine is in place and additional features and bug fixes are constantly being addressed.
• The public beta of the tool will be released with the opening of NANOG 86 registration.
NANOG College Immersion (NCI) Program
NCI Program Updates

• At the request of the board, the program was reimagined by staff.
• The qualifications for the program now mirror the standards for the scholarship program.
• The program also allows graduate students to apply as individuals.
• The program is now sponsor funded.
• Howard University, an HBCU, is the first college to participate in the new program.
Appointing an Interim Board Member + Fall Elections
COVID attendance policies
Next Steps for COVID

Global policies towards COVID are changing. Should we...

- Keep our policies as is and only allow those who are fully vaccinated.
- Take hybrid approach and allow fully vaccinated, a negative molecular (NAAT / PCR) or proctored antigen test result, or proof of recent recovery.
- Drop COVID requirements completely.
  - “Real-time” follow current CDC and local guidelines.
Q+A

NANOG MONTRÉAL
N85 2022
JUN 6–8