



NANOG  
HOLLYWOOD

# N86

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2022

17-19 OCT

# Member Meeting



NANOG®

# Agenda

- Financials
- Program Updates
- Diversity Efforts
- New Funding Programs
- Elections
- Call for Volunteers

# Board of Directors



Tina Morris  
Board Chair



David Siegel  
Vice Chair



Vincent Celindro  
Treasurer



Steve Feldman  
Secretary



Leslie Daigle  
Board Member



Benson Schliesser  
Board Member



Cat Gurinsky  
Program Committee Chair



Edward McNair  
Member/Exec Director

# Staff



Edward McNair  
Executive Director



Darriex "Dé" Harvey  
Meeting + Events  
Director



Valerie Wittkop  
Program Director



Claudia Bristol  
Controller + HR



Leigh Brooks  
Senior Designer



Elizabeth Drolet  
Marketing  
Content Creator



Shawn Winstead  
Bus. Development  
Specialist



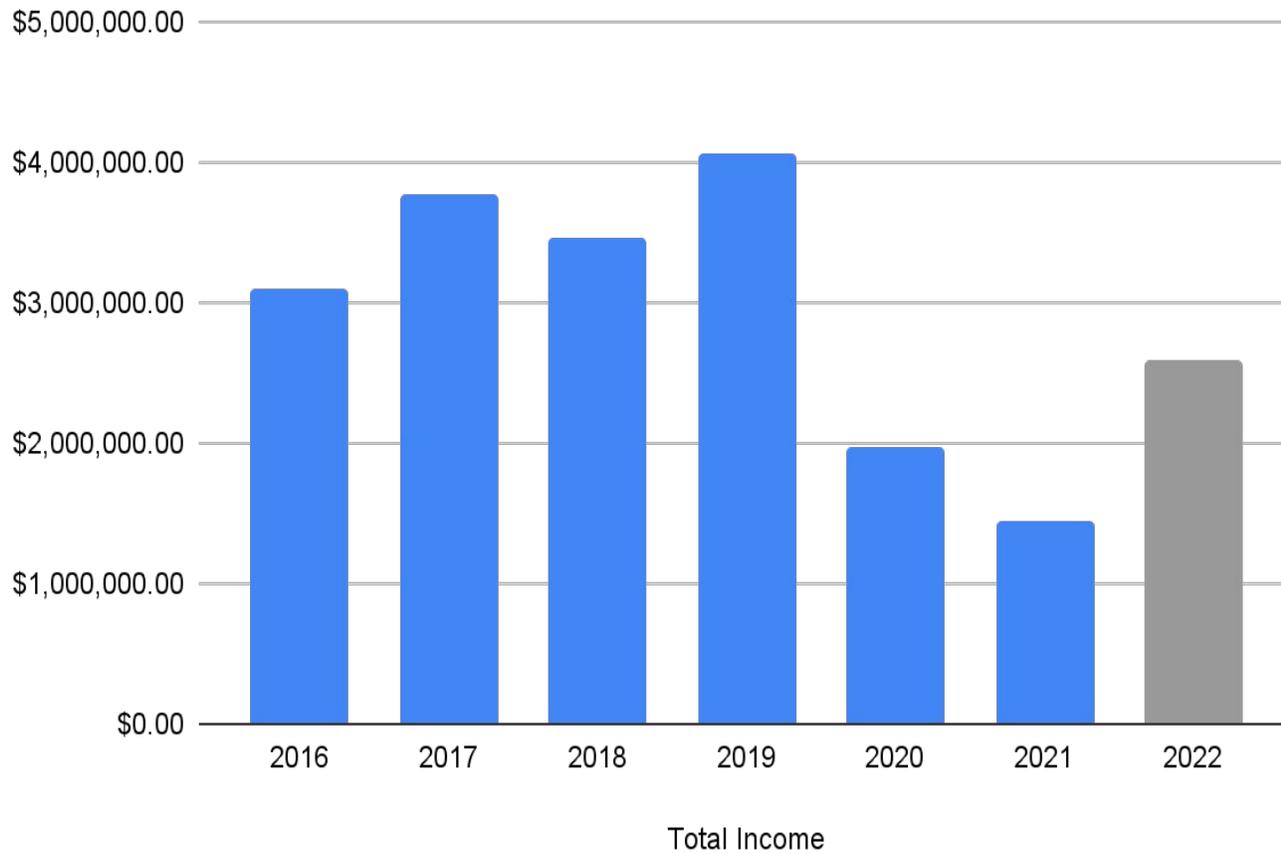
Greg Newman  
Software Craftsperson

A man wearing a light-colored hat and glasses is speaking into a microphone. He is wearing a blue lanyard with a badge that says "DIGITAL". A woman in a white cardigan is standing behind him, and other people are visible in the background.

# Financials

Vincent Celindro, NANOG Treasurer – Claudia Bristol, NANOG  
Controller – Edward McNair, NANOG Executive Director

# Income Trends 2016-2022



**During the pandemic, \$990K was withdrawn from the reserve account**

**Our 3rd QTR investment portfolio stands at \$2,887,689**

**As of now, we do not expect to withdraw any additional funds**

# 2022 Financial Overview

- Projecting attendance post pandemic has made 2022 a challenge.
- Original projected 2022 budget deficit was \$623K.
- Cuts were made and prudent spending was exercised.
- N86 has been successful with 900+ attendees and \$745K in sponsorships.

# 2022 Financial Overview (cont.)

- Considering only the direct costs, N84 had a positive income of \$28K.
- N85 had a positive income of \$265K.
- N86 is also expected to have positive income.
- Not including the market losses, it is projected our original budget deficit of \$623K will be reduced further.

# Profit and Loss

## (Jan-Aug 2022)

### INCOME

Membership	\$37,889
Donations	\$7,447
Other Income	\$3,000
Interest	\$23
Dividends	\$76,595
Unrealized gain/loss on investments	-\$296,918
Capital Gains	-\$106,411
Outreach Sponsors	\$12,000
Meeting Income	\$1,321,556
<b>Total Income</b>	<b>\$1,055,181</b>

### EXPENSES

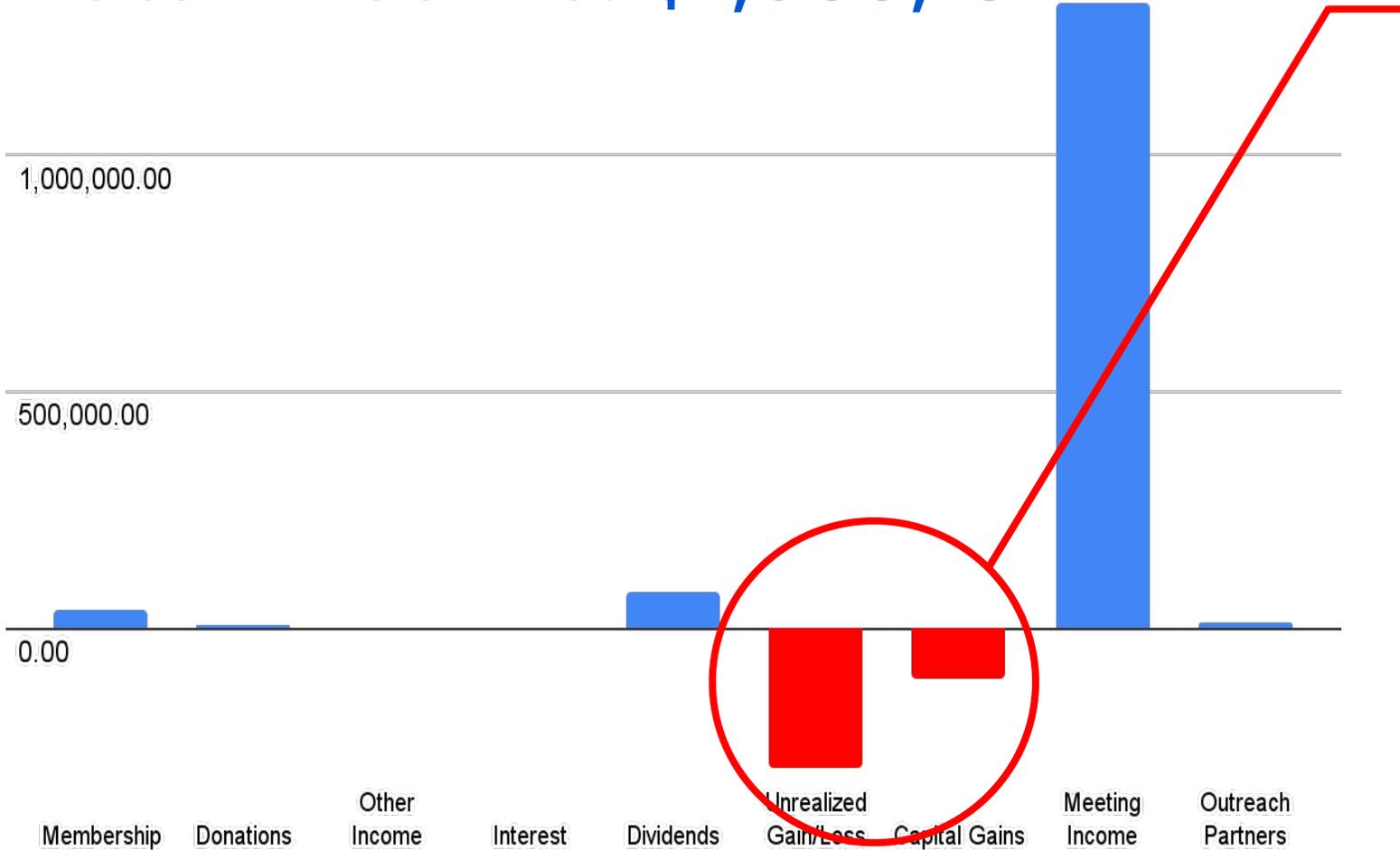
Salaries	\$868,062
Overhead	\$109,745
Outreach Programs	\$39,152
Meeting Expenses	\$1,029,209
<b>Total Expenses</b>	<b>\$2,046,168</b>
<b>NET LOSS</b>	<b>-\$990,987</b>

# JAN-AUG 2022

## Total Income: \$1,055,181

Our net loss of \$991k includes market losses of \$403K.

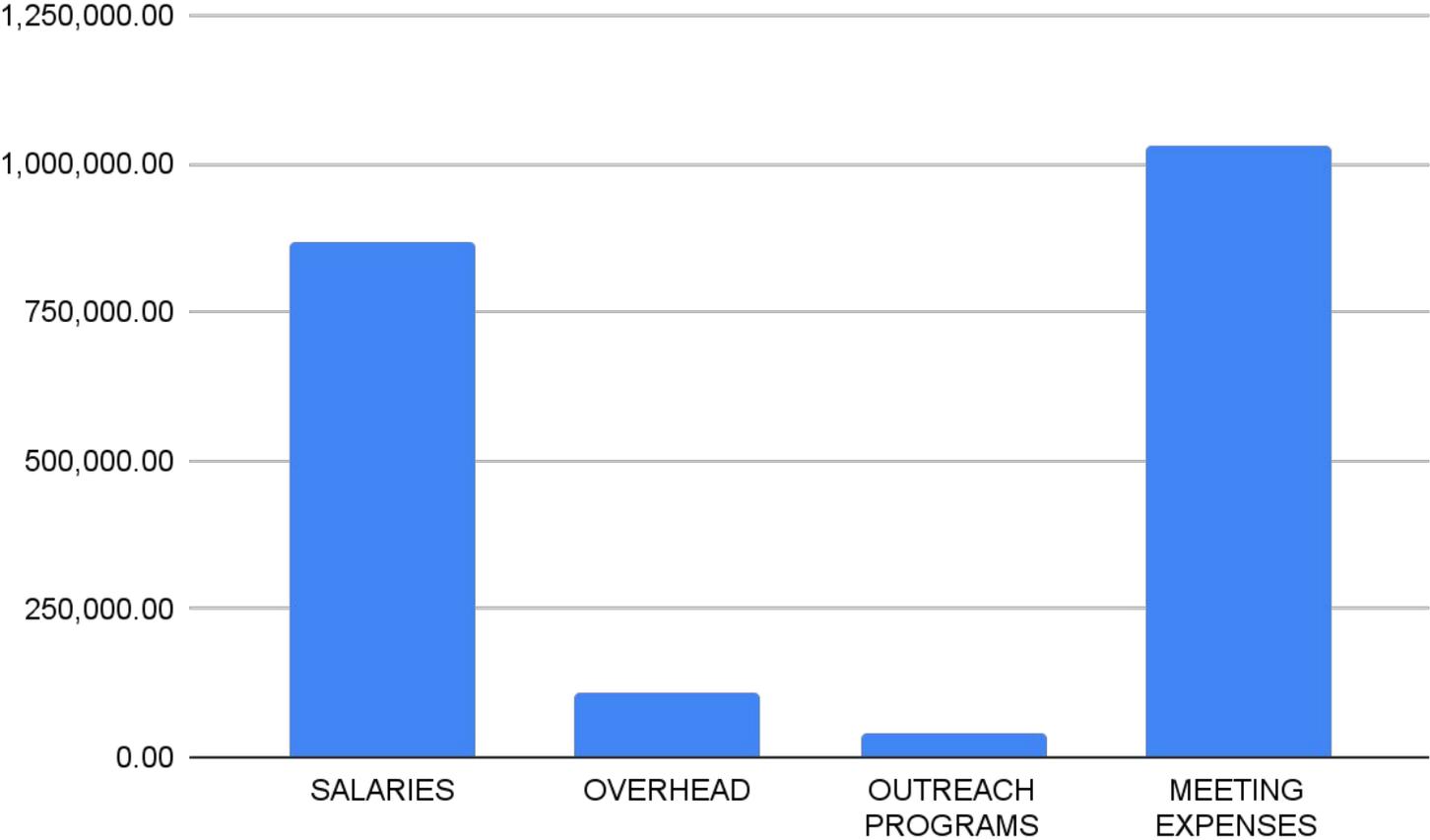
With our investor's guidance, we rebalanced our investments to hedge against market fluctuations.



Total Income: \$1,055,181  
Total Expenses: \$2,046,168  
Net Loss: \$990,987

# JAN-AUG 2022

Total Expenses: **\$2,046,168**



Total Income: \$1,055,181  
Total Expenses: **\$2,046,168**  
Net Loss: **\$990,987**

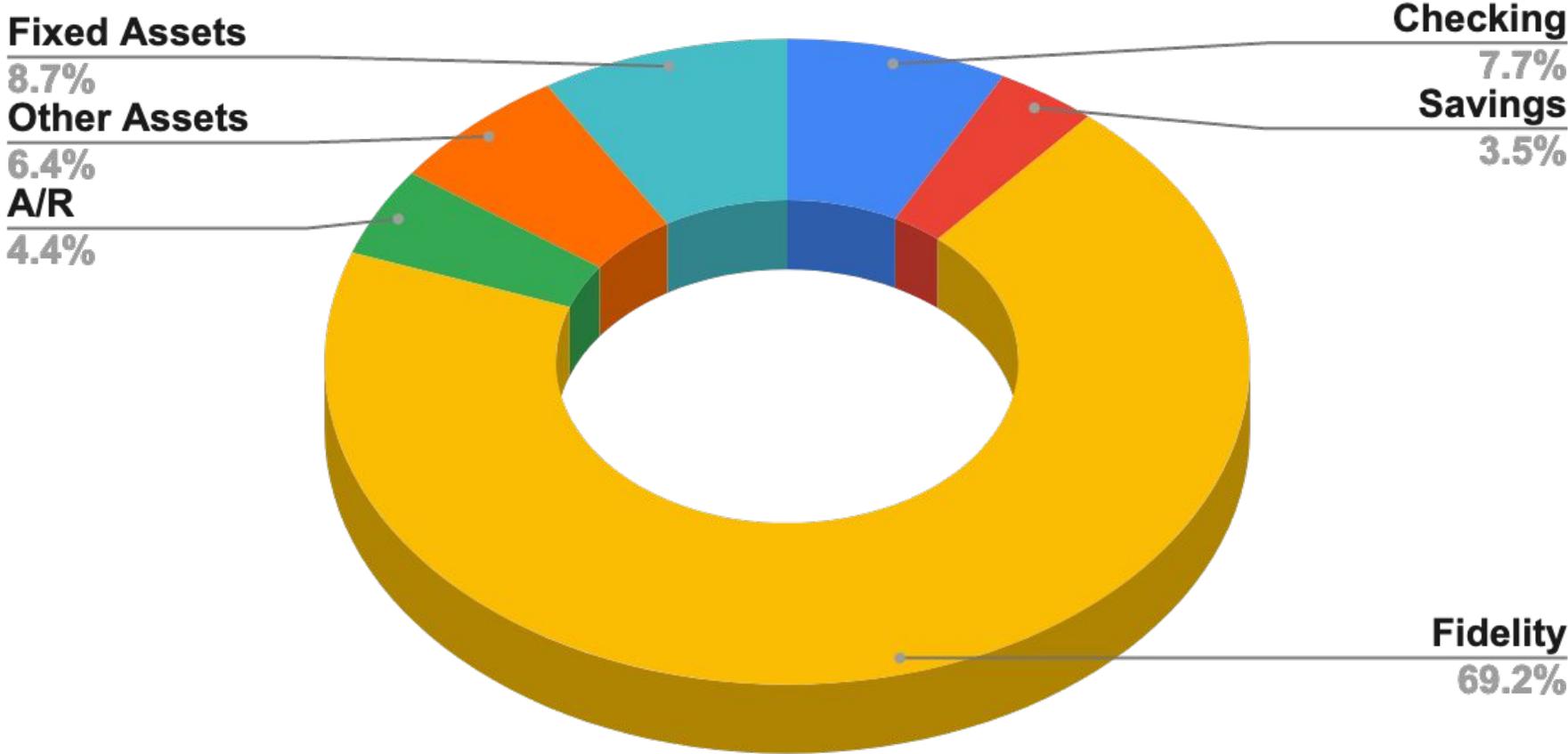


# Balance Sheet Summary

(As of 31 August 2022)

<b>ASSETS</b>	
Bank Accounts	
Chase Checking	\$333,672
Chase Savings	152,863
Fidelity	2,980,630
<b>Total Bank Accounts</b>	<b>\$3,467,165</b>
Accounts Receivable	\$191,200
Other Current Assets	275,492
<b>Total Current Assets</b>	<b>\$3,933,857</b>
Fixed Assets	\$373,972
<b>TOTAL ASSETS</b>	<b>\$4,307,829</b>
<b>LIABILITIES AND EQUITY</b>	
Current Liabilities	\$1,200,820
Net Assets	\$2,838,750
Donor Restricted	30,000
Meeting Commitments	1,229,246
Net Income	-990,987
<b>Total Equity</b>	<b>\$3,107,009</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$4,307,829</b>

# Total Assets as of August 2022



Total Assets: \$4,307,829

# 2022 Sponsorship Sales

Events	# of Sponsors	# of New Sponsors	Sales
NANOG 84	34	5	\$314,334
NANOG 85	40	4	\$476,501
NANOG 86	66	15	\$745,668
		<b>2022 Total</b>	<b>\$1,536,503</b>

# Projected 2023 Sponsorship Sales

**2019**

Events	Sales
NANOG 75	\$710,431
NANOG 76	\$495,335
NANOG 77	\$695,000
	<b>\$1,900,766</b>

**VS**

**2023**  
(Projection)

Events	Sales
NANOG 87	\$642,001
NANOG 88	\$698,667
NANOG 89	\$672,002
	<b>\$2,012,670</b>



# Development Updates

Edward



# 2022 Development Projects

(Completed)

- Migrate membership and donations to Stripe
- Improve test coverage
- New forms for Talk Submissions
- Cluster Rebuild
- Upgrade Stripe to Payment Intents
- Appointment Tool Beta
- PCTool v2 (a complete redesign of the app)
- Dozens of bug fixes and feature tweaks

# 2023 Development Projects

- Update site navigation, UI + staff administration tools
- Registration System Upgrades
- Sponsor Tool
- Badge Printing
- Appointment Tool v1
- Virtual Platform Upgrades
- Meeting Room/Table Assignment
- Interactive Reporting
- Enabling NOGs to use our Event tools



# Diversity Efforts

Edward McNair, NANOG Executive Director



# Diversity Updates for 2022

- Establishment of Ombuds for NANOG Community
- At NANOG 85 we hosted our first students from Howard University
- In September, NANOG and our Outreach Partners provided a NANOG U event in Montgomery, AL
- Women in Tech Lunches
  - Manju Gautam - Imposter Syndrome
  - Hang Black - Embrace your Edge

# Diversity Committee

We will create a new Diversity Committee to focus on actively increasing diversity within our community.

## **The Committee will focus on:**

- Provide an advisory role in NANOG's diversity efforts.
- Ensure accountability for results while assessing our effectiveness.
- Finding speakers for Women in Tech
- Recruiting Women and People of color to submit talks for NANOG events.



# New Funding Programs

Edward McNair, NANOG Executive Director



# Patron Program

Patronage provides essential, unrestricted annual funding, which enables NANOG to fulfill our mission and support our community.

## Patron Levels

- Visionary - \$100,000+
- Benefactor - \$50,000
- Advocate - \$25,000
- Supporter - \$10,000
- Contributor - \$5,000

# Patron Benefits

- Special recognition at all NANOG Events.
- Visionary, Benefactor and Advocate Patron's logos will appear on the NANOG home page, in addition to our dedicated Patron page.
- Supporter and Contributor Patrons will be recognized on our dedicated Patron page.
- All contributions are tax deductible.
- Contact [patrons@nanog.org](mailto:patrons@nanog.org), if you are interested in becoming a NANOG Patron.

# New Sponsors Opportunities

We are exploring the following new sponsorship opportunities:

- Virtual Webcast Sponsor
- Digital Signage Sponsor
- Meeting Room Daily Rental
- Meeting Room Hourly Rental
- Daily Raffle Giveaway
- Showcase Lab
- Sponsor Blog Infomercial
- Online Sponsor Directory



Things To Consider

- 1. Review your current election process.
- 2. Review your current election process.
- 3. Review your current election process.
- 4. Review your current election process.
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- 10. Review your current election process.



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# Elections

Tina Morris, Board Chair



# Election Process

- Elections open at 5:15pm PDT TODAY
- Elections close at 12:00pm PDT Wednesday, 26-Oct
- Access ballot via your NANOG Profile
  - <https://www.nanog.org/profile/>
- Election Committee will confirm results and make announcements

# Board Candidates

- John Jason Brzozowski
- Michael Costello
- Leslie Daigle
- Lee Howard
- Alex Latzko
- Ernest Muhire

Bring your candidate questions to the Board of Directors Candidate Forum this afternoon at 4:00pm PDT

# Proposed Bylaw Change

*Replace the second paragraph of section 4.6 with:*

If a Board of Directors seat becomes vacant, the remaining members of the Board of Directors may appoint a replacement to take office immediately and serve until the end of the current year. If the vacant term extends beyond the current year, a member will be elected to serve from January 1 of the following year until the end of the term, following the procedures set forth in Article 10. If the annual election has already occurred, the next runner-up, as determined by the Election Committee, will be elected to fill the vacancy. If no runner-up can be determined, the seat will become vacant at the end of the current year and these procedures will be followed again in the next year.

# Single Transferable Vote (STV)

- We heard you, but there wasn't time to give STV justice.
- We will be implemented in fall 2023



# Call for Volunteers

Tina Morris, Board Chair



# Volunteers Needed

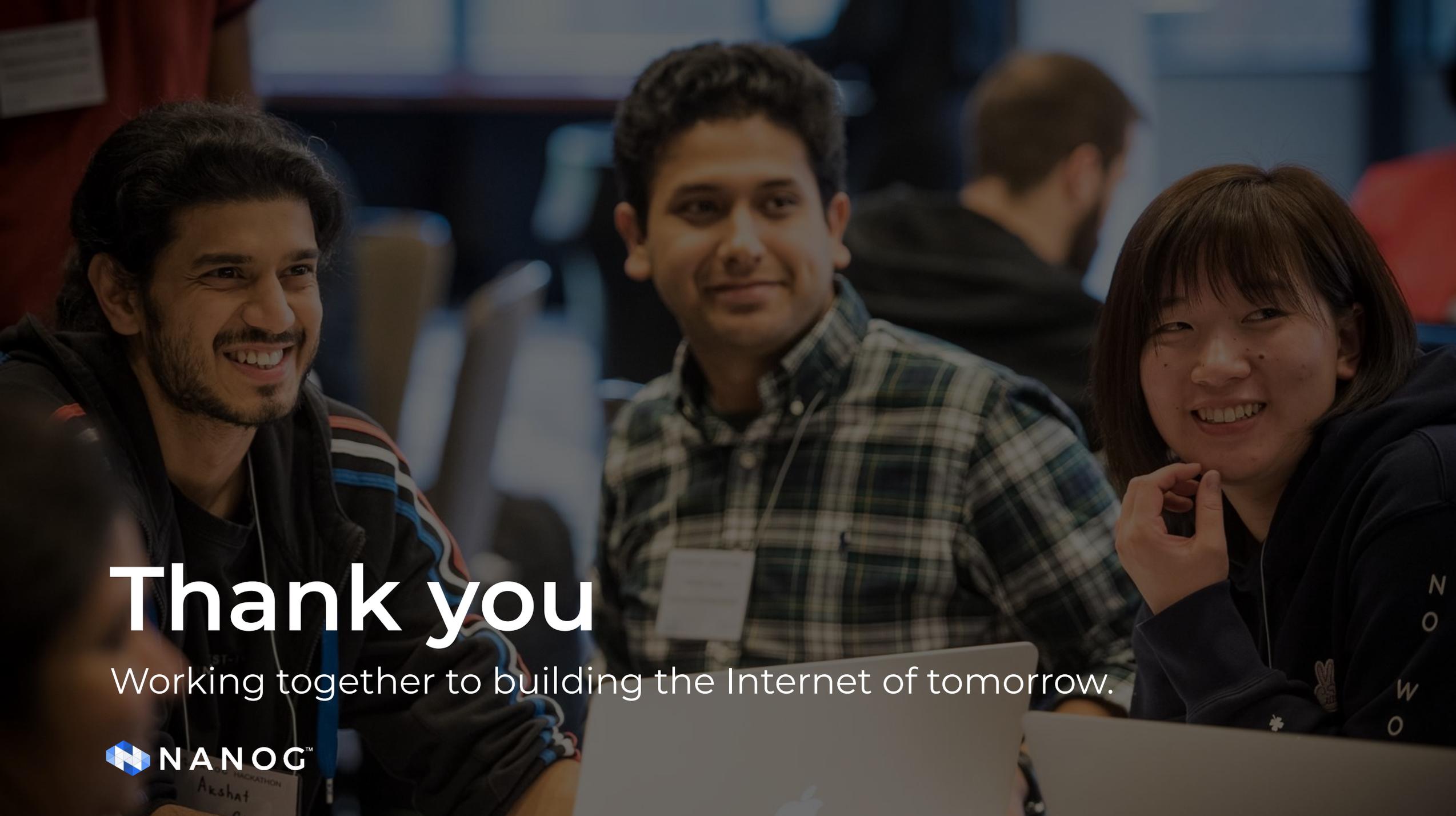
Watch for email to be sent in November and January

## November

- Mentorship Committee
- Scholarship Committee
- Diversity Committee

## January

- Program Committee
- Election Committee

A photograph of three people, two men and one woman, sitting around a laptop. They are all smiling and looking towards the camera. The man on the left has a beard and is wearing a dark jacket with colorful stripes on the sleeve. The man in the middle is wearing a plaid shirt and a name tag. The woman on the right is wearing a dark hoodie with a peace sign and the letters 'N O W O' on it. The background is a blurred indoor setting, likely a hackathon or workshop.

# Thank you

Working together to building the Internet of tomorrow.



Akshat

Q+A