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

Darrieux "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
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During the pandemic, $990K was withdrawn from the reserve account.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)

<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>$37,889</td>
</tr>
<tr>
<td>Donations</td>
<td>$7,447</td>
</tr>
<tr>
<td>Other Income</td>
<td>$3,000</td>
</tr>
<tr>
<td>Interest</td>
<td>$23</td>
</tr>
<tr>
<td>Dividends</td>
<td>$76,595</td>
</tr>
<tr>
<td>Unrealized gain/loss on investments</td>
<td>-$296,918</td>
</tr>
<tr>
<td>Capital Gains</td>
<td>-$106,411</td>
</tr>
<tr>
<td>Outreach Sponsors</td>
<td>$12,000</td>
</tr>
<tr>
<td>Meeting Income</td>
<td>$1,321,556</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>$1,055,181</td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
</tr>
<tr>
<td>Salaries</td>
<td>$868,062</td>
</tr>
<tr>
<td>Overhead</td>
<td>$109,745</td>
</tr>
<tr>
<td>Outreach Programs</td>
<td>$39,152</td>
</tr>
<tr>
<td>Meeting Expenses</td>
<td>$1,029,209</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$2,046,168</td>
</tr>
<tr>
<td><strong>NET LOSS</strong></td>
<td>-$990,987</td>
</tr>
</tbody>
</table>
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
Net Loss: $990,987
# Balance Sheet Summary
(As of 31 August 2022)

## ASSETS

<table>
<thead>
<tr>
<th>Bank Accounts</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Chase Checking</td>
<td>$333,672</td>
</tr>
<tr>
<td>Chase Savings</td>
<td>152,863</td>
</tr>
<tr>
<td>Fidelity</td>
<td>2,980,630</td>
</tr>
<tr>
<td><strong>Total Bank Accounts</strong></td>
<td><strong>$3,467,165</strong></td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>$191,200</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>275,492</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>$3,933,857</strong></td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>$373,972</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$4,307,829</strong></td>
</tr>
</tbody>
</table>

## LIABILITIES AND EQUITY

| Current Liabilities | $1,200,820 |
| Net Assets          | $2,838,750 |
| Donor Restricted     | 30,000 |
| Meeting Commitments | 1,229,246 |
| Net Income           | -990,987 |
| **Total Equity**    | **$3,107,009** |
| **TOTAL LIABILITIES AND EQUITY** | **$4,307,829** |
Total Assets as of August 2022

Total Assets: $4,307,829

- Fixed Assets: 8.7%
- Other Assets: 6.4%
- A/R: 4.4%
- Checking: 7.7%
- Savings: 3.5%
- Fidelity: 69.2%
# 2022 Sponsorship Sales

<table>
<thead>
<tr>
<th>Events</th>
<th># of Sponsors</th>
<th># of New Sponsors</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>NANOG 84</td>
<td>34</td>
<td>5</td>
<td>$314,334</td>
</tr>
<tr>
<td>NANOG 85</td>
<td>40</td>
<td>4</td>
<td>$476,501</td>
</tr>
<tr>
<td>NANOG 86</td>
<td>66</td>
<td>15</td>
<td>$745,668</td>
</tr>
<tr>
<td><strong>2022 Total</strong></td>
<td></td>
<td></td>
<td><strong>$1,536,503</strong></td>
</tr>
</tbody>
</table>
# Projected 2023 Sponsorship Sales

## 2019

<table>
<thead>
<tr>
<th>Events</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>NANOG 75</td>
<td>$710,431</td>
</tr>
<tr>
<td>NANOG 76</td>
<td>$495,335</td>
</tr>
<tr>
<td>NANOG 77</td>
<td>$695,000</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$1,900,766</strong></td>
</tr>
</tbody>
</table>

## 2023 (Projection)

<table>
<thead>
<tr>
<th>Events</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>NANOG 87</td>
<td>$642,001</td>
</tr>
<tr>
<td>NANOG 88</td>
<td>$698,667</td>
</tr>
<tr>
<td>NANOG 89</td>
<td>$672,002</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$2,012,670</strong></td>
</tr>
</tbody>
</table>

VS
Development Updates

Edward

NANOG
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, 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
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
Thank you

Working together to building the Internet of tomorrow.