



**Members Breakfast
February 7, 2017
Washington, DC**

Attendance: 148

- Welcome & Introduction - Dave Temkin, Board Chair
- Board Retreat Update Provided
 - Items discussed at the retreat included - budget, future programs, technical systems and maintenance
- Executive Director Update
 - Betty announced retirement plans. Her announcement is her decision alone, and thus allowing greater time to spend with family. Betty's retirement target is end of 2017. The Board will begin search for new Executive Director ASAP. Betty will help with the onboarding and training.
- Financial Update Provided - Will Charnock, Board Treasure
 - Audit expected to be complete in March 2017
 - Currently have approx. \$4M in assets, balance sheet is strong. \$3.1M in cash equivalents. Liability currently at \$800K.
 - Program investments in 2017:
 - i. Maintain NOTR at current level,
 - ii. Award 4 scholarships - \$10,000 each to be awarded, announcement expected in March.
 - Plan to implement an investment reserve strategy expected shortly, to be discussed at February Board call.
 - Fellowships: Current program supports only those in a college program. If not a current scholarship or College Immersion Program recipient, there is not an easy way to attend a NANOG conference. Board will re-evaluate how best to provide non-college new engineers support for attending a NANOG meeting. Thus Fellowships may return by 2018.
- Membership Q&A:
 - **Q:** Can member benefits increase in parallel with registration increases?
A: There has been an increase to member (meeting) benefits. Please remember, NANOG membership is not tied to the cost of registration. The \$25 discount is an incentive, not a percentage of your registration.
 - **Q:** Can the hotel room block be open to members first? There is a problem with people rushing to book space and then cancelling at the last minute.
A: We will look into opening the room block early. However, attendees need to take advantage of booking early. Room block changes may impose a risk, thus damaging the current liability. You as Members have the option to tell us what to do with the funds. If you want us to take on additional financial risk, please let us know.



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- **Q:** Can accommodations be made for attendees with no corporate affiliation, or regular attendees that have been let go, or are in transition?
A: Some premium sponsors have discount meeting paid in advance registration codes and routinely give them away to folks who may need the assistance. The Board will look into other way/ideas to offer assistance.

- **Q:** How have we seen the membership population grow?
A: We are continuously thinking of ways to add value to membership. Membership varies from week to week. However, with continued growth, the 2016 average NANOG membership is 580.

- **Q:** Is it the intent of the Board is to continue to raise registration fees?
A: The goal is to continue to have funds in order to support the current NANOG set of services. We will continue to fund outreach, and to be prepared for an economical downturn, should it occur. We will review increases on a yearly basis and act accordingly. Keep in mind, current registration fees do not cover the cost of producing a NANOG meeting. Therefore, sponsor dollars are required to cover meeting expense shortfall.

- **Q:** What is the breakdown between sponsor fees and meeting fees?
A: There is a \$400k yearly gap. Late registration fee is intended to be a penalty. It is difficult, and often more expensive to cover the late registrations. We noticed, for NANOG 69 the the late fee did not lower the percentage of late registrations. It should also be noted, space is at a premium, and we are trying to avoid going to conference centers due to the high cost.

- **Q:** The social space within the hotel is limited. Bar can only hold 300 people, and trying to get 900 people in one space is not ideal.
A: Hotel Bar size is small because of the insurance liability. In conducting a hotel search, we look at bars or social locations nearby. In addition, there is a lack of socials, the reason is because of the high attendance rate, which increases the cost to sponsor a social. The cost per head does not decrease.