



Transition Report (NewNOG)

N50 – Atlanta – Oct 3, 2010



Agenda

- Milestones
- Next Activities
- Reports from WG

What Has Happened since N49?

Creation of 5 WG tasked for Delivery for N50 (annual elections)

- Membership WG (Chair K Foster)
 - Membership Model
- Governance WG (Chair S Gibbard)
 - Initial By-laws
- Development WG (Chair C Quesada)
 - Sponsorship Model
- Finance WG (Chair D Golding)
 - Budget
- Technical WG (Chair R Steenbergen)

Milestones

- NewNOG's application for 501 (c)(3) filed with IRS on Sept 24, 2010
- Loan by ARIN to fund an Executive Director position on Oct. 1, 2010

NewNOG Treasury

Income	Donations	11,125.00
	Other income	102.11
Expenses	Hotel deposit N52	5,000.00
	IRS application	850.00
	Paypal fees	26.58
Cash		5,350.53

Next Activities

- Executive Director search
 - Accepting applications until Oct 15
 - <http://www.newnog.org/>
- Form a RFP WG (now-Feb 1)
 - **Get involved!** Send mail to board@newnog.org
- Issue RFP by end of Oct to contract :
 - Association management services
 - IT Services
 - Conference Management services

membership-wg@newnog.org

Progress Report



Membership-wg@newnog.org

Kris Foster, Chair	
Janine Alexander	Dave Israel
Maureen Carroll	Christian Koch
Andy Davidson	Cat Okita
Scott Ehnert	Ren Provo
Sean Figgins	Joshua Sahala
Jay Hennigan	Bill Woodcock
Cat Hoffman	Vish Yelsangikar
With liaison support from:	
Michael Smith, Finance WG	Duane Wessels, Board of Directors

Proposed Membership Structure

- Following NANOG49 we undertook a survey of industry membership structures (thanks Janine!)
- It was determined most were too complex for our needs.
- The IEEE membership model is where we started from.
- We anticipate feedback during NANOG50 will further streamline this effort, coupled with NewNOG Board of Directors review from time to time.
- Amendments must be ratified by the membership to ensure goals remain aligned.

Qualifications for NewNOG Membership

- Open to individuals who by experience or education give evidence of competence in Internet operations, engineering, or research and wish to engage in education and knowledge sharing within the Internet operations community.
- Relevant experience or education may be satisfied by:
 - A faculty member at an institution of higher learning involved with, or researching, internetworking.
 - Technical staff members at carriers, research networks, hosting providers, voice service providers, Internet Service Providers, content providers, enterprises, content delivery networks, and other internet-connected organizations.
 - Sales and Technical staffs at network vendors, equipment, consulting, and other providers of services to the internetworking community.
 - Consultants, research analysts, and independent researchers with a focus or interest in internetworking.
 - Staff members or volunteers at any Internet support or governance group.
 - Other qualifications as the Board shall specify.

NewNOG Membership Classes (Member discretion)

- Full Member
 - Applies to those who have demonstrated professional competence in NewNOG-designated fields of interest.

- Student Member
 - Must carry at least 50% of a normal full-time academic program as registered undergraduate/graduate student in NewNOG-designated fields.
 - Total cumulative period for a member to hold the Student Member class is limited to 8 years.
 - Upon transition to employment in the field of internetworking, reaching the 8-year limit, or graduation with a degree from an accredited institution (whichever occurs first) , Student Membership will be transferred automatically to Full Membership.

- Life Member
 - May be purchased for 10x Full Membership dues. This provides the member with the same rights and privileges that Full Members enjoy without recurring dues for the course of their involvement with NewNOG. Life Members must maintain qualifications for membership to remain in good standing.

NewNOG Membership Classes (Board discretion)

It is recommended that the Board grant one or more promotions to Fellow at each conference. Recommendations below may be waived by the Board under special circumstances.

➤ Fellow Member

- Recognizes service to NewNOG and the industry, and is conferred only by invitation of the Board of Directors upon a person with an extraordinary record of accomplishments in any of NewNOG's designated fields of interest.
- The candidate must be a Full Member at the time the nomination is submitted.

➤ It is recommended that the following minimum requirements be met:

- A Full or Life Member at the time of the nomination.
- Has been a member in good standing for a period of five or more years.
- Has an extraordinary record of accomplishments in NewNOG's areas of interest (i.e. the categories used to determine membership eligibility).

Proposed Membership Financials

Preliminary Revenue Forecast

	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	FY 2011	FY 2012	FY 2013
Revenue								
Membership Dues								
Full	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00
Student	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
Life	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Paid memberships								
Full	100	25	25	5	100	155	250	500
Student	5	5	5	0	15	20	50	75
Life	10	10	10	0	5	25	5	5
Membership Totals								
Full	\$10,000.00	\$2,500.00	\$2,500.00	\$500.00	\$10,000.00	\$15,500.00	\$25,000.00	\$50,000.00
Student	\$250.00	\$250.00	\$250.00	\$0.00	\$750.00	\$1,000.00	\$2,500.00	\$3,750.00
Life	\$10,000.00	\$10,000.00	\$10,000.00	\$0.00	\$5,000.00	\$25,000.00	\$5,000.00	\$5,000.00
Total Membership Revenue	\$20,250.00	\$12,750.00	\$12,750.00	\$500.00	\$15,750.00	\$41,500.00	\$32,500.00	\$58,750.00
Total Revenues	20250	12750	12750	500	15750	41750	32500	58750

Proposed Membership Financials

Preliminary Expense Forecast

	Q4 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	FY 2011	FY 2012	FY 2013
Expenses								
Administration								
Membership Software	\$2,160.00	\$0.00	\$0.00	\$0.00	\$2,160.00	\$2,160.00	\$2,160.00	\$2,160.00
Benefits								
Members breakfast/lunch								
Cost/attendee	\$0.00	\$0.00	\$20.00	\$0.00	\$20.00	\$20.00	\$20.00	\$20.00
Total breakfast/lunch	0	0	2020	0	2120	4140	6180	6480
Registration Discount								
Full	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00
Fellow	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00
Student	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Life	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00	\$30.00
Registrations by class								
Full	0	0	75	0	75	150	225	225
Fellow	0	0	1	0	1	2	9	9
Student	0	0	5	0	5	10	15	15
Life	0	0	20	0	25	45	60	75
Total Registration Discounts								
Full	\$0.00	\$0.00	\$2,250.00	\$0.00	\$2,250.00	\$4,500.00	\$6,750.00	\$6,750.00
Fellow	\$0.00	\$0.00	\$30.00	\$0.00	\$30.00	\$60.00	\$270.00	\$270.00
Student	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Life	\$0.00	\$0.00	\$600.00	\$0.00	\$750.00	\$1,350.00	\$1,800.00	\$2,250.00
Total Discounts	\$0.00	\$0.00	\$2,880.00	\$0.00	\$3,030.00	\$5,910.00	\$8,820.00	\$9,270.00
Total Expenses	\$2,160.00	\$0.00	\$2,880.00	\$0.00	\$5,190.00	\$8,070.00	\$10,980.00	\$11,430.00
Total Income	\$18,090.00	\$12,750.00	\$9,870.00	\$500.00	\$10,560.00	\$33,680.00	\$21,520.00	\$47,320.00

How Can You Help?

- Participate in the election this week for the open Steering Committee slots.
- Consider investing in Life Membership
- Visit <http://www.newnog.org/donors.php> for the PayPal link or postal address for checks.
- Find Duane Wessels and hand him a check made out to NewNOG, Inc.

Important note: Although NewNOG, Inc. has applied for 501 (c)(3) nonprofit status in the US, there is no guarantee that this will be granted. Therefore, there can be no guarantee that individual donations will be tax deductible.



Governance-wg@newnog.org

Progress Report



governance-wg@newnog.org

Steve Gibbard	
John Osmon	David Barak
John Springer	Jim Deleskie
Betty Burke	Tim Yocum
David Meyer	
Liaison support: Joe Provo, Steve Feldman	

Governance WG

➤ Process

- By-laws created by Governance-WG
- Membership section created mostly by Membership-wg
- Non-membership portion mostly a merge of Nanog Charter and temporary by-laws created by attorney

Some changes...

- Elected board with authority
- Executive Director made a board member
- Some extra committees
 - Membership/development
 - Budget/finance
- Amendability
 - By majority of membership or temporarily by the full board

development-wg@newnog.org

Progress Report



development-wg@newnog.org

Christopher Quesada	
Betty Burke	
Valerie Wittkopf	
Liaison support:	

Sponsorship Highlights

- Additional Sponsorship programs 2011-2012
 - Little change from an attendees point of view
 - Beer n Gear remains the same
 - Breaks remain the same
 - Marketing advertising / sales will continue to be minimized
 - Greater flexibility from Sponsors view
 - Multiple sponsorships programs will be for the calendar year vs. current single conference sponsorship (Previously Sponsors have committed to one event at a time)

finance-wg@newnog.org

Progress Report



finance-wg@newnog.org

Dan Golding, Chair	
Bill Norton	
Michael Smith	
Tom Daly	
Liaison support:	
Duane Wessels, Board	

Finance-WG Remit

➤ Budget

- Create Create a cash budget for an independent NANOG organization (“NewNOG”) starting immediately, and running through the end of 2012
- Work with the Membership and Development WGs to incorporate data on revenue generation activities

➤ **Financial Controls and Systems**

- Create a system of financial controls to ensure that organization funds are being properly handled
- Work with the Treasurer to select and deploy a financial management system

➤ **Budget**

- 2010 to 2012 budget is complete and has been submitted with non-profit application
- Board is approving at this conference
- Coordination between Budget and Membership, Development WGs, as well as the SC, has successfully occurred

➤ **Financial Controls and Systems**

- Secondary priority
- Efforts are ongoing – Tom Daly coordinating work

How Did You Come Up With The Budget

➤ Revenue Side

- Worked very closely with Membership group to determine probable membership #s and dues
- Provided a sounding board for Development WG as they created several sponsorship models for both 2011 and 2012 conferences

➤ Expense Side

- Considerably trickier – limited data and estimation on organizational costs
- Conservatism in budgeting was our foremost principle
- Large budgetary “buffer” for all line items
- Some areas will not be clear until we run a conference

Did You Do This In A Smoke-filled Room?

- No
 - Public invite for WG participation – only requirement was financial or accounting knowledge
 - All volunteers accepted
- Lots of collaboration with other working groups, including live collaboration on IRC, Google Docs, and email
- If you are dissatisfied about how this was done, please step up and volunteer today.

Though Choices

What were the most contentious or difficult issues?

- Which sponsorship model to use
 - Shift from traditional “ala carte” to industry standard gold/silver/bronze
- Staffing levels of the organization
 - Small staff (ED), augmented by events assistants
- “Hooks in budget for Association management
 - An option
- Big Question: Is NewNOG financial viable?
 - Yes, although this was not an assumption

Q & A

Thank You For Your Participation

