



**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 a 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.

Board & Member Open Discussion

The number of NANOG Meeting per year was discussed. NANOG will stay the course to 3 per year plus NOTR meetings.

The Board and Membership discussed the financial balance between Sponsorship revenue and Meeting Registration. The Goal will continue to have the cost of Registration cover the cost of producing a NANOG meeting. The Sponsorship revenue will help cover the gap and continue to be used to build the NANOG reserve.

The Board will review, annually, the registration rates and discuss any adjustments with the membership.