



# Chief Financial Officer

Bob Stratton

# Summary

- Staff
- What is New
- 2010 Financial Statistics Detailed
- Plans

# Staff

- Val Winkelman, Staff Accountant
- Michael Abejula, Staff Attorney
- Tammy Rowe, Accounting Supervisor
  - Amaris Wang, Sr. Account Service Rep.
  - Tanya Gomez, Sr. Account Service Rep.
  - Amy Sanchez, Sr. Account Service Rep.

# What is New

- **ARIN OnLine**
  - Billing POC Administration
  - Reminder Notices
  - View Invoices
  - View Payment History

# Statistics

## Last Year's Financial Results in Detail

- 2010
- Registration Revenue **\$13,175,097**
  - IPv4 Registrations = \$9,989,196
  - All Other = \$3,185,901
- 2010 Expenses **\$13,533,449**
- Operating Result **(\$ 358,352)**
- 2010 Investment Gain **\$ 2,917,326**
- Net to Reserves **\$ 2,558,974**

# Statistics

## 2010 per Department Expense

- Expenses by Department

	2010	2009
– Engineering	\$ 5,910,883	\$ 4,917,678
– Registration Svcs	\$ 2,049,496	\$ 2,044,209
– Member Svcs	\$ 2,393,280	\$ 2,377,983
– Outreach Svcs	\$ 892,249	\$ 668,557
– General & Admin	<u>\$ 2,287,541</u>	<u>\$ 2,132,826</u>

- Total \$13,533,449 \$12,141,253

# Statements of Operating Expenses Year ended 2010 comparison to 2009

Line Items	2010	2009
Compensation	\$6,818,923	\$6,482,759
Depreciation	1,327,933	925,541
Communication	675,968	532,812
Equipment and support license	414,514	308,212
Travel	1,115,200	867,630
Rent and Occupancy	430,462	397,304
General office	689,895	536,392
Legal expense	434,491	414,511
Members meeting	367,695	385,473

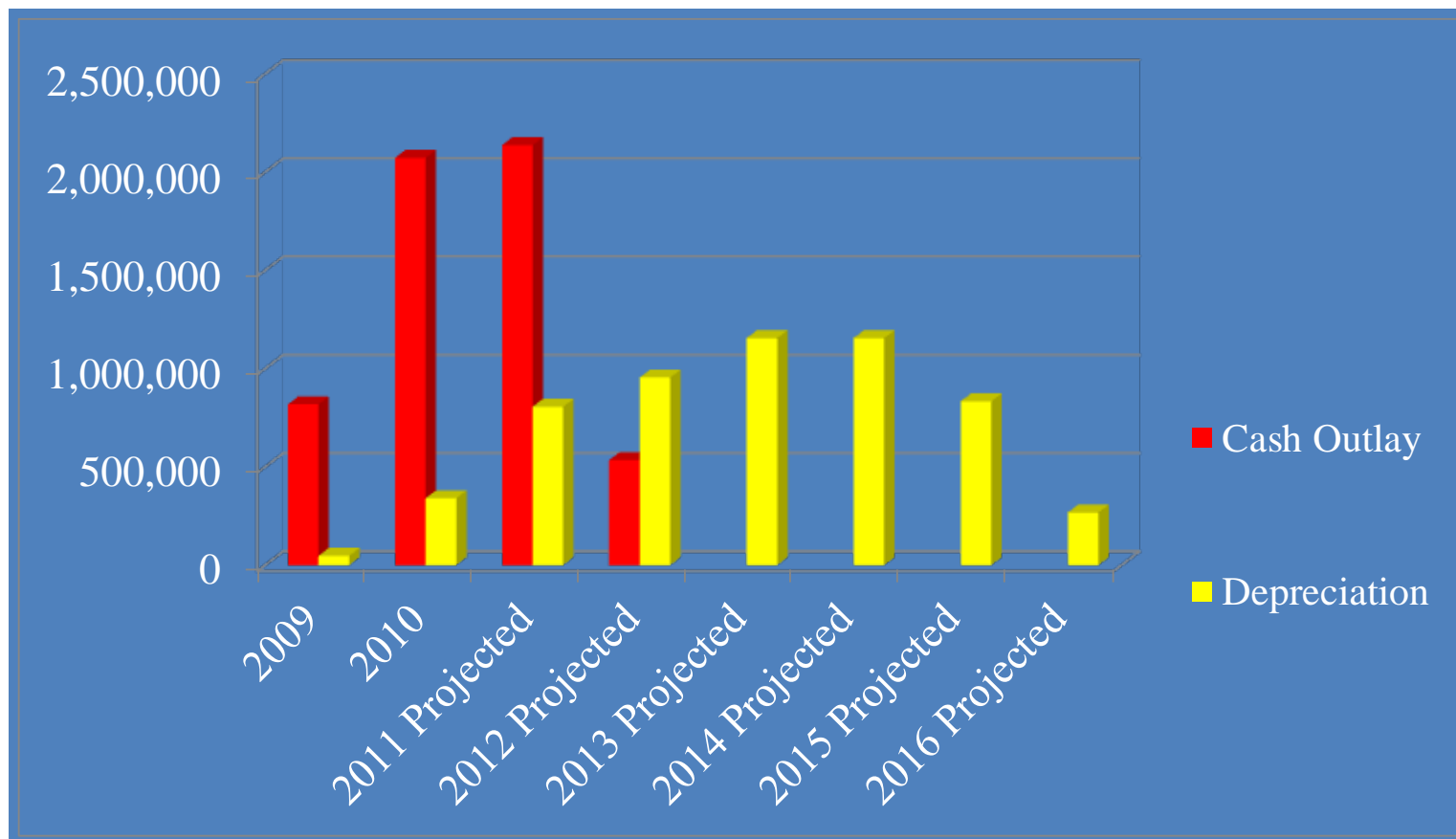
# Statements of Operating Expenses Year ended 2010 comparison to 2009

Line Items	2010	2009
Contingency	\$ - 0 -	\$ 99,135
Consulting expense	357,338	299,437
Outreach expense	251,652	202,697
ICANN support	191,180	195,585
Internet research and support	163,716	213,177
NRO	46,345	64,534
ASO and AC support	248,137	198,054
<b>TOTAL</b>	<b>13,533,449</b>	<b>12,141,253</b>

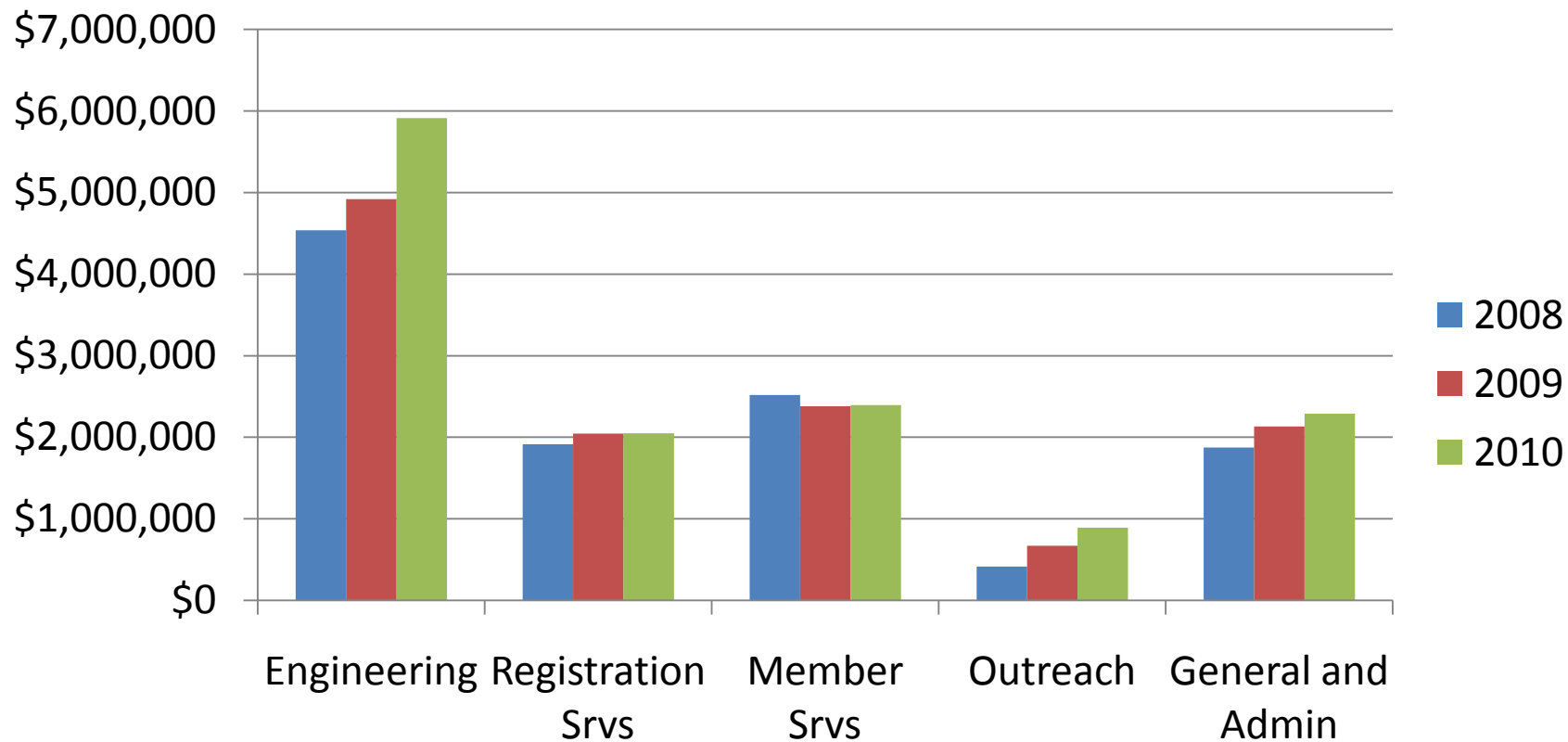


# Software Development of ARIN Online and Infrastructure Improvement

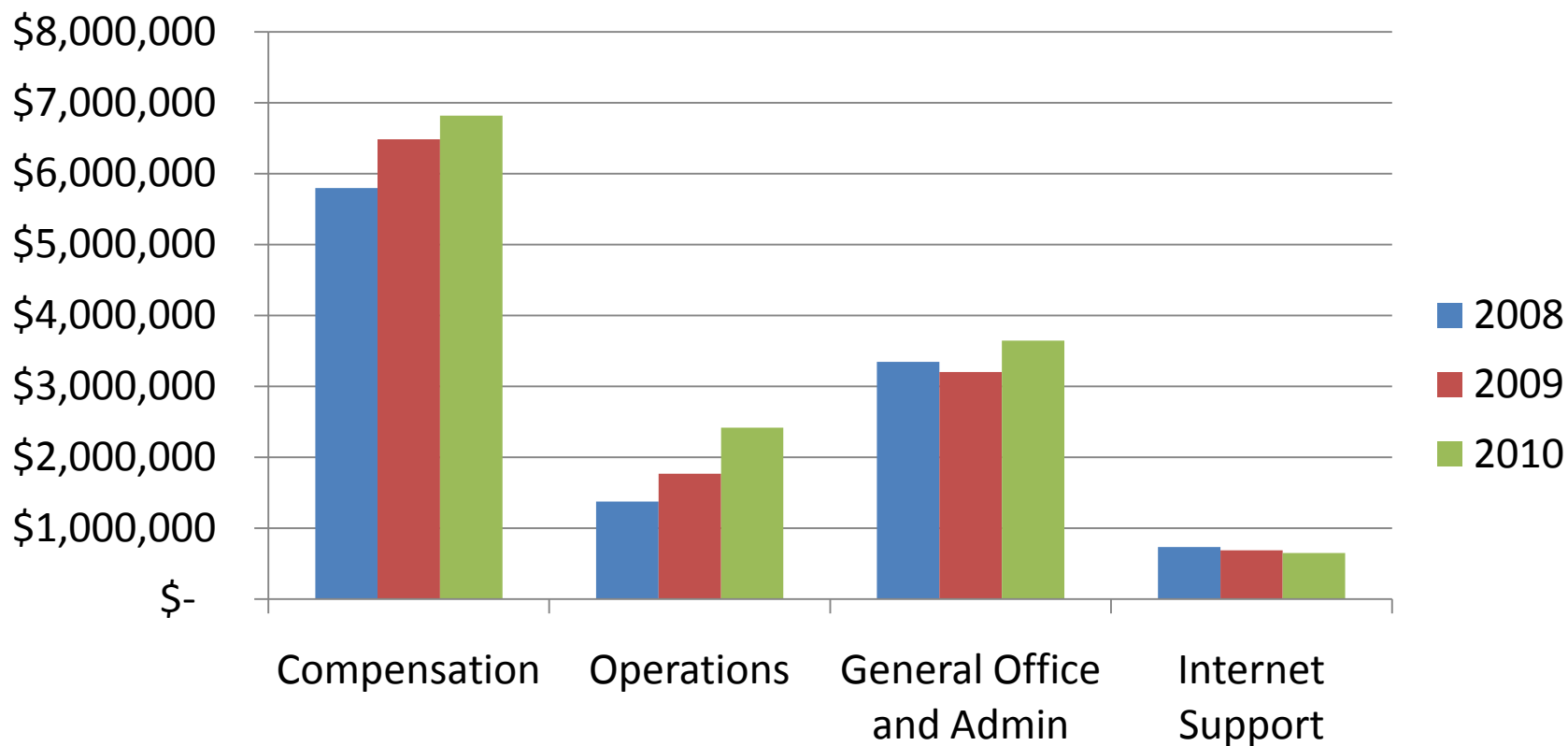
GAAP Treatment of Capitalized Software Development



# History of Expense by Department



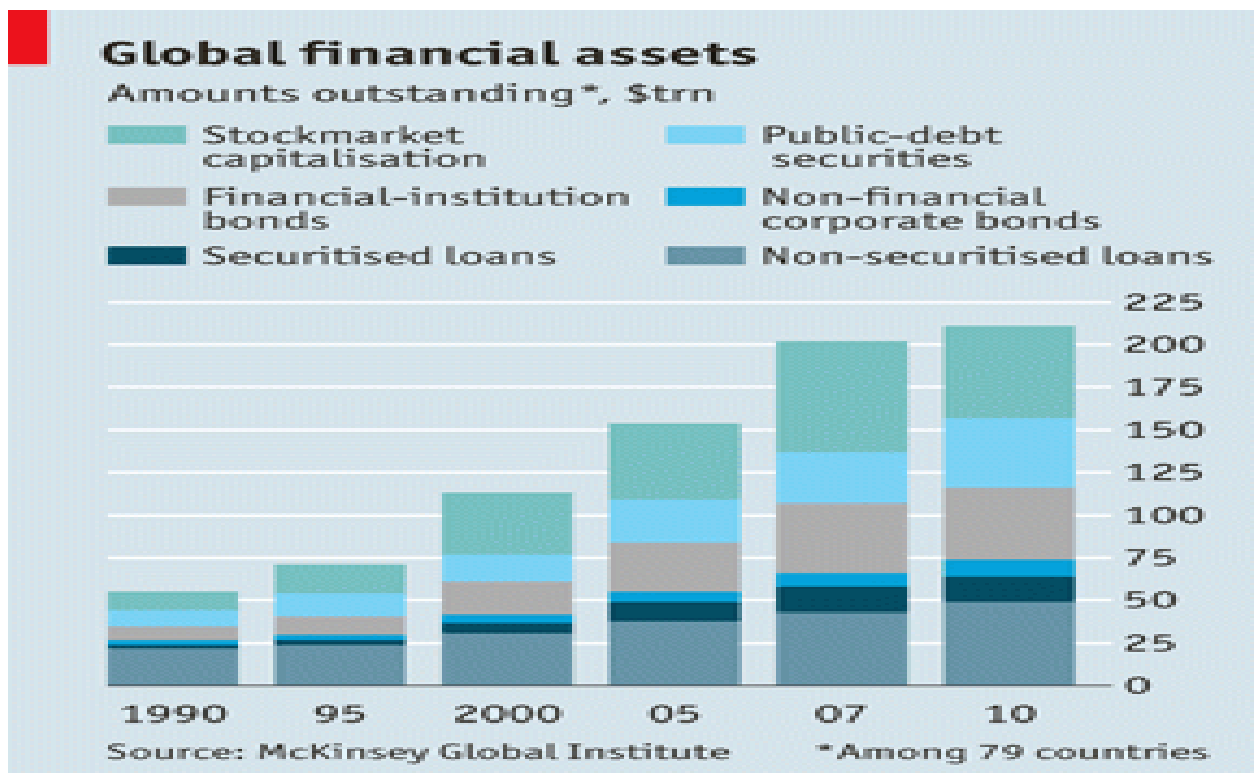
# History of Expense by Function



# Plans

- Integrating Payments inside ARIN Online
- Associating RSAs with Resources
- Eliminate Billing Email Role Account to move that function into ARIN OnLine

# Global Financial Assets Structure as of Year End 2010



# Questions?