

ARIN

XXXIX



22-25 April 2012 • Vancouver, BC

Chief Financial Officer

Bob Stratton

Summary

- **Staff**
- **Continuing Improvements ARIN OnLine**
- **Registration Revenue History**
- **Financial Statistics**
- **Economist Magazine Graphic**

Staff

- **Val Winkelman**
- **Michael Abejula**
- **Tammy Rowe**
 - **Amaris Wang**
 - **Tanya Gomez**
 - **Amy Sanchez**

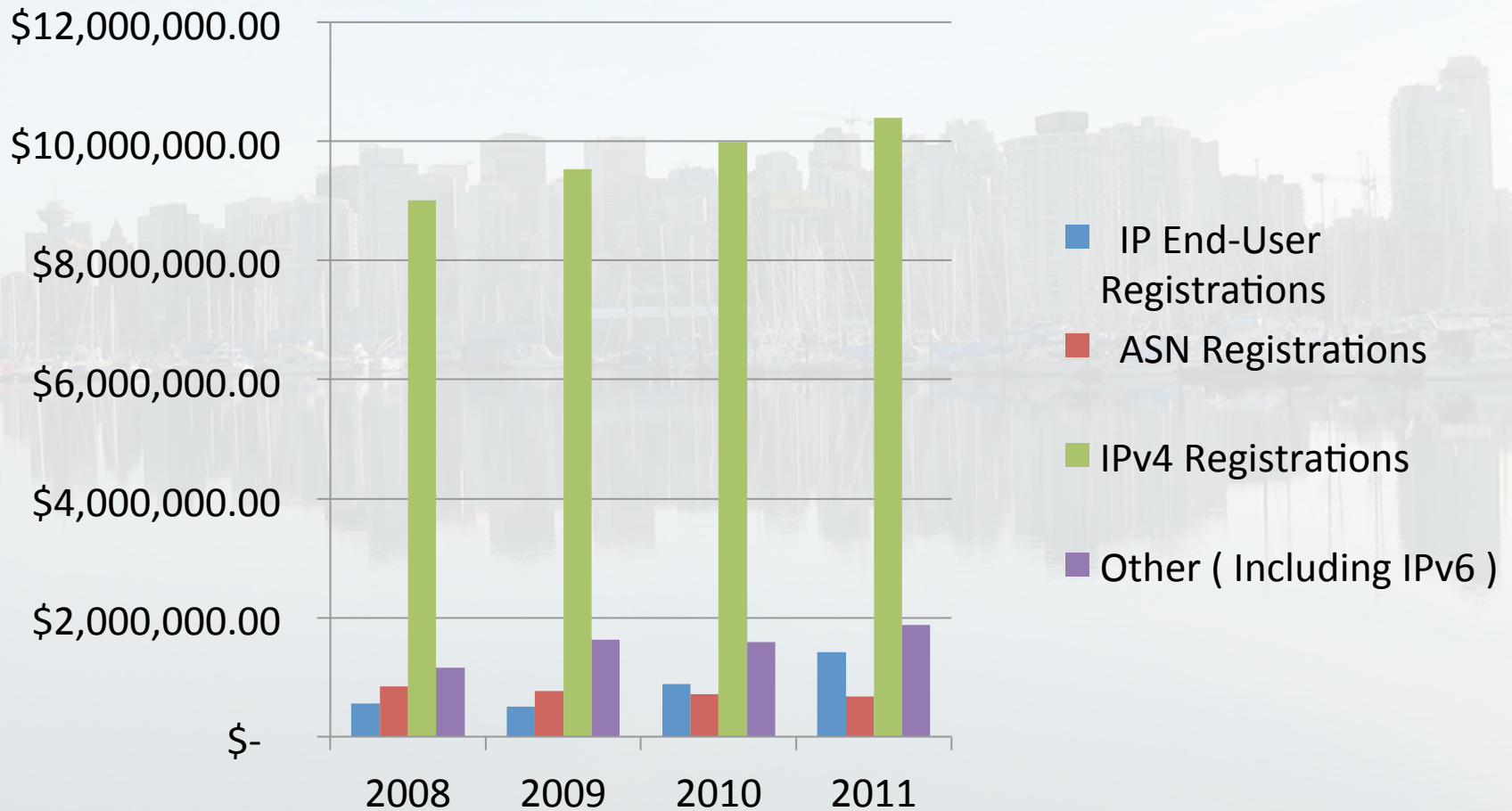
ARIN OnLine

- **Previous Year**
 - View Invoices
 - Administer Billing POCs
- **Last Year**
 - Send Reminders for open Maintenance Invoices
 - Improved interdepartmental communications
- **This Year**
 - Working on moving payments into ARIN OnLine

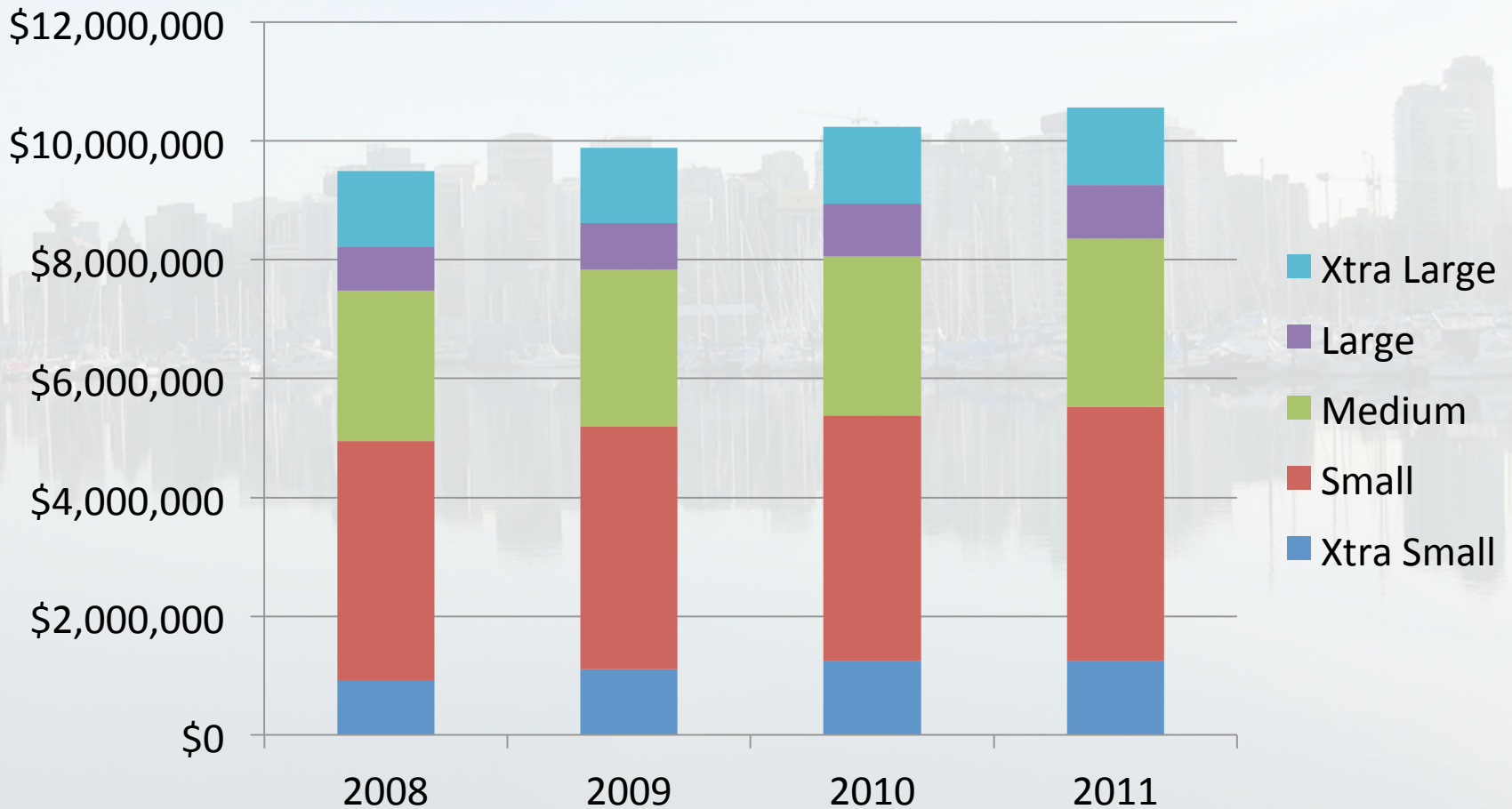
Recent Revenue History

Revenue	2008	2009	2010	2011 pre audited
ASN Initials	\$ 849,626	\$ 767,587	\$ 710,709	\$ 677,837
Assignments	\$ 554,250	\$ 511,250	\$ 888,750	\$ 1,415,250
IPv4 Allocations	\$ 9,011,175	\$ 9,530,423	\$ 9,989,196	\$10,393,760
IPv6 Allocations	\$ 28,600	\$ 82,775	\$ 213,813	\$ 424,684
Other	\$ 1,129,146	\$ 1,544,134	\$ 1,372,510	\$ 1,455,200
Registration Revenue	\$11,572,797	\$12,436,169	\$13,174,978	\$14,366,731
Investment Revenue Budgeted @ 4.5%	(\$ 5,994,514)	\$ 5,464,899	\$ 2,917,326	(\$ 355,285)
TOTAL REVENUE	\$5,578,283	\$17,901,068	\$16,092,304	\$14,011,446

Historical Registration Revenue



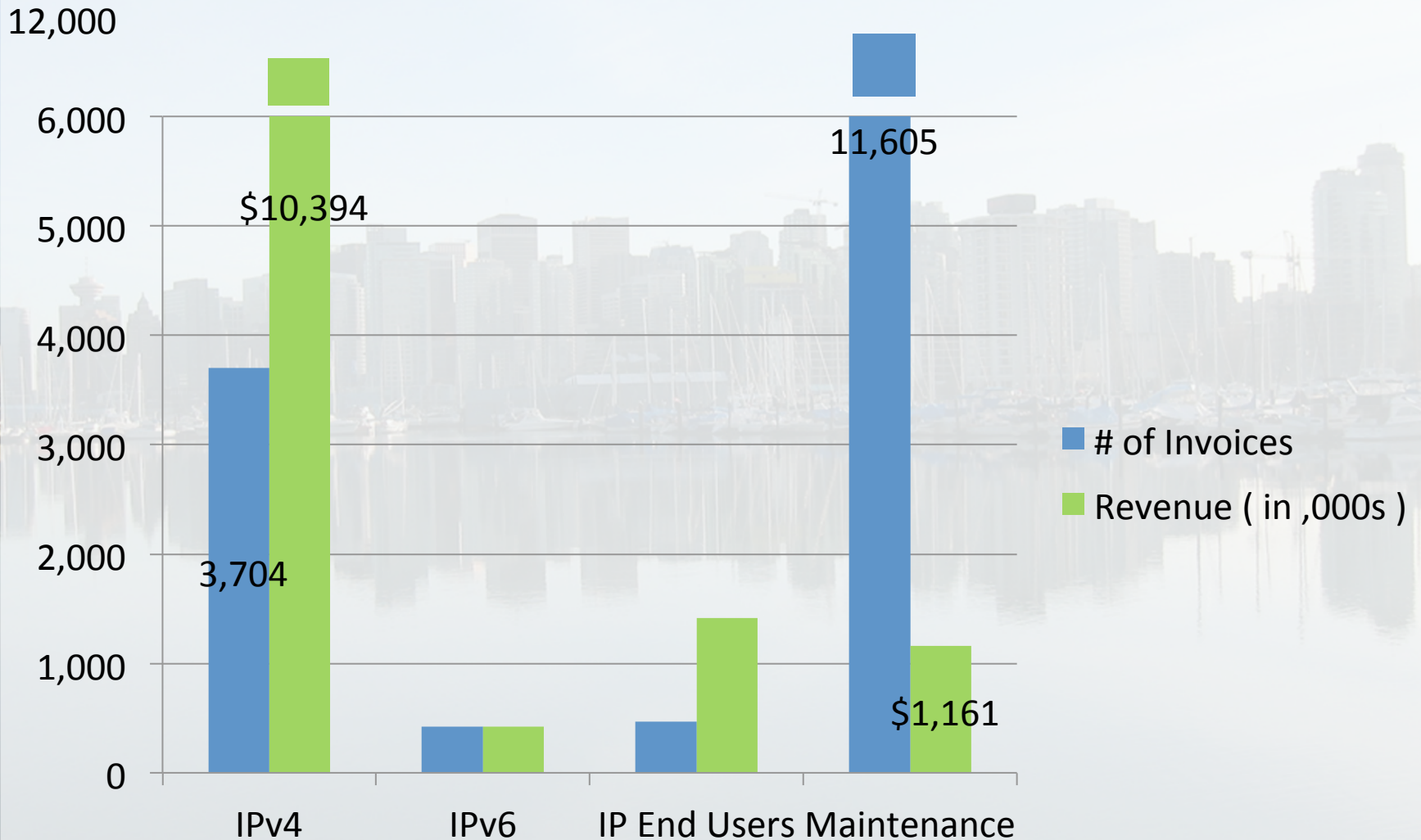
IPv4 Revenue by Category



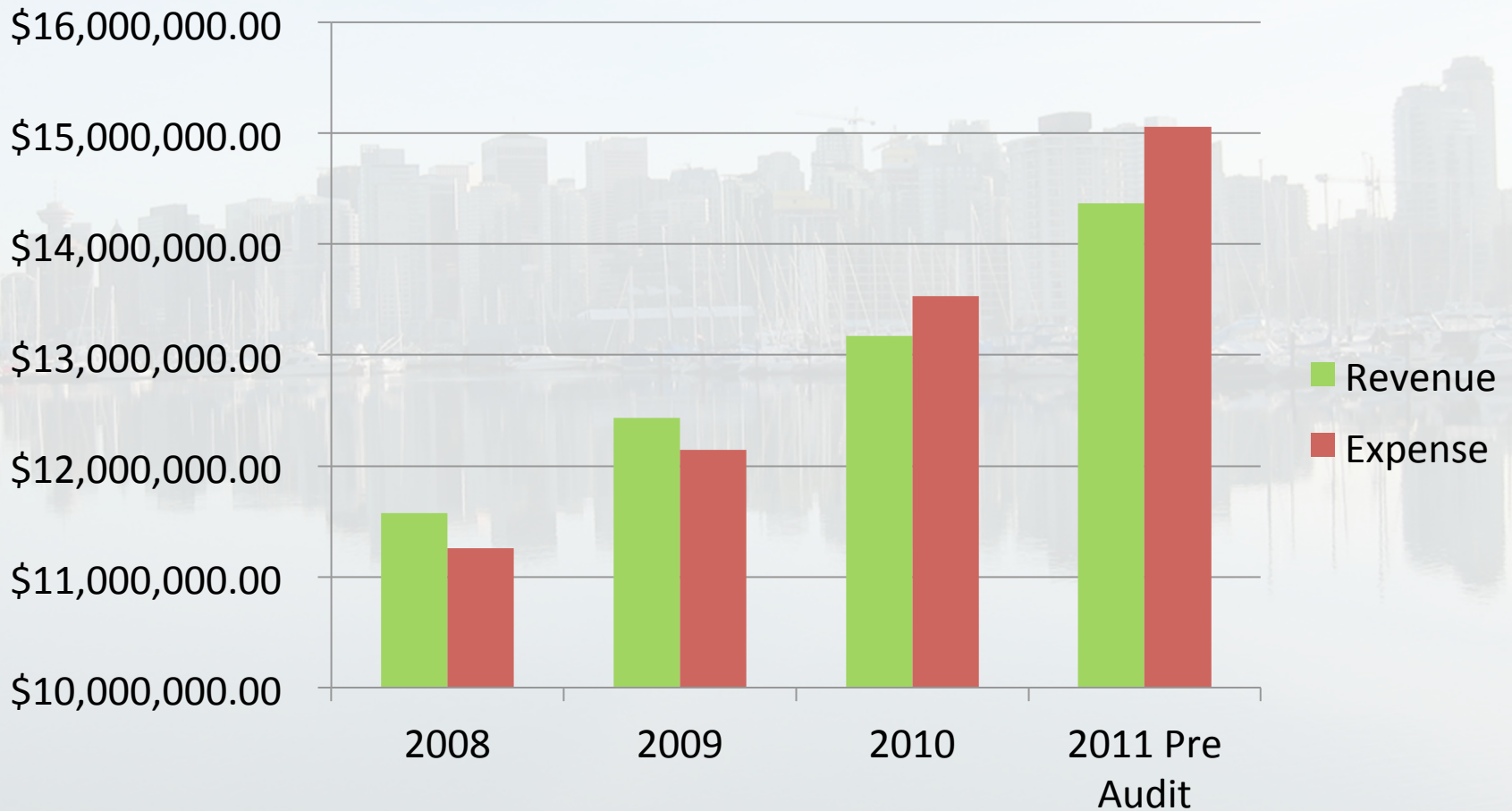
Revenue Recognition

- **ARIN uses GAPP guidance to recognize registration revenue**
 - Revenue accrued over a 12 month period
 - Matches the length of the service
 - Some Revenue recognized all at once
 - **End users**
 - **Maintenance**
 - **Initial ASN**

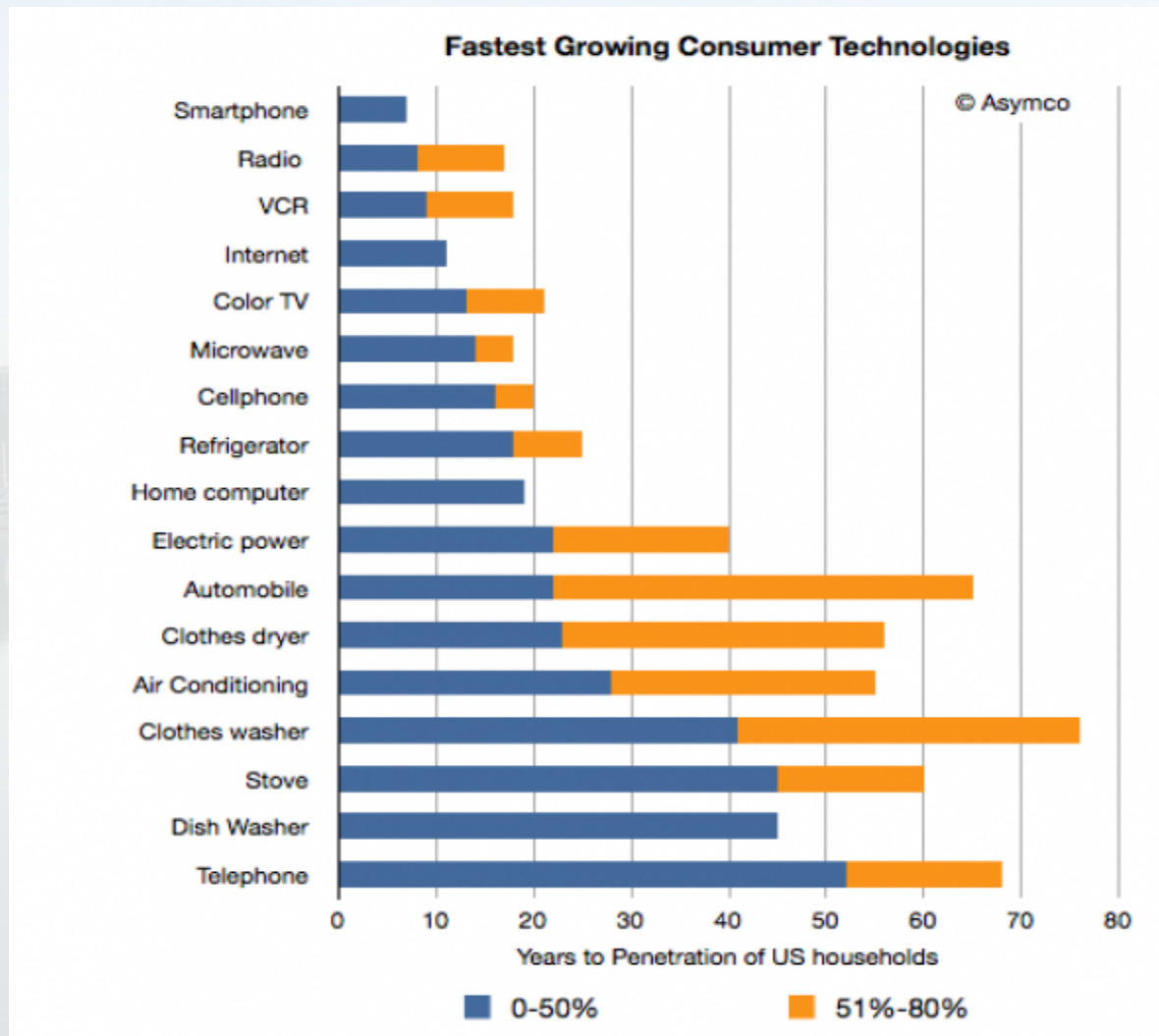
2011 Invoicing Structure



Revenue vs. Expense History



Graphic from April 2012 Economist Magazine



Thank You