UKNOF Update

UKNOF42, London
15th January 2019

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Keith Mitchell
UKNOF

Current Status

- We have run 42+ successful meetings ☺
  ~40-350 attendees each time
- Mailman list of ~1500 people
- Programme Committee
- Advisory Committee
- Board
- Committed regular volunteers
- Secure ongoing financial base

UKNOF Activities

- Meetings 3 times/year
  - Current, interesting, stimulating, relevant sharing of knowledge, experiences and best practices
  - Wider-ranging and less specific remit than other UK Internet bodies
  - OPEN to all, bring in new blood
  - Bring world-class international speakers to UK audience
- Mailing list discussions
- LinkedIn, Facebook, Twitter, YouTube/Google+ groups

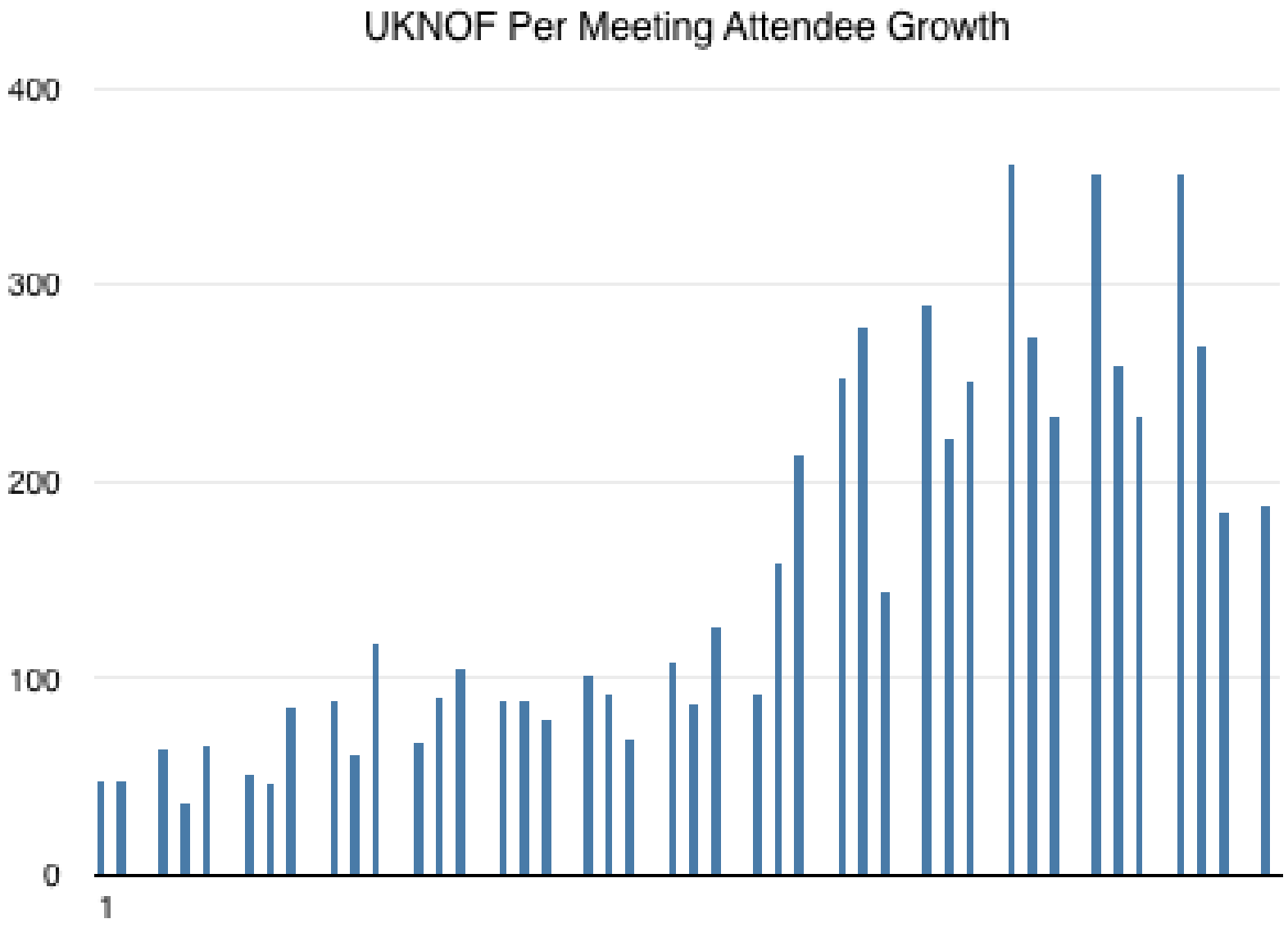
2018 Key Points

- Created process for PC appointment of Board Director
- Overall growth in attendance
- Core of regular loyal sponsors & partners
- Challenges to our sustainability model
- Decrease in cash reserves
- GDPR compliance

Meetings in 2018

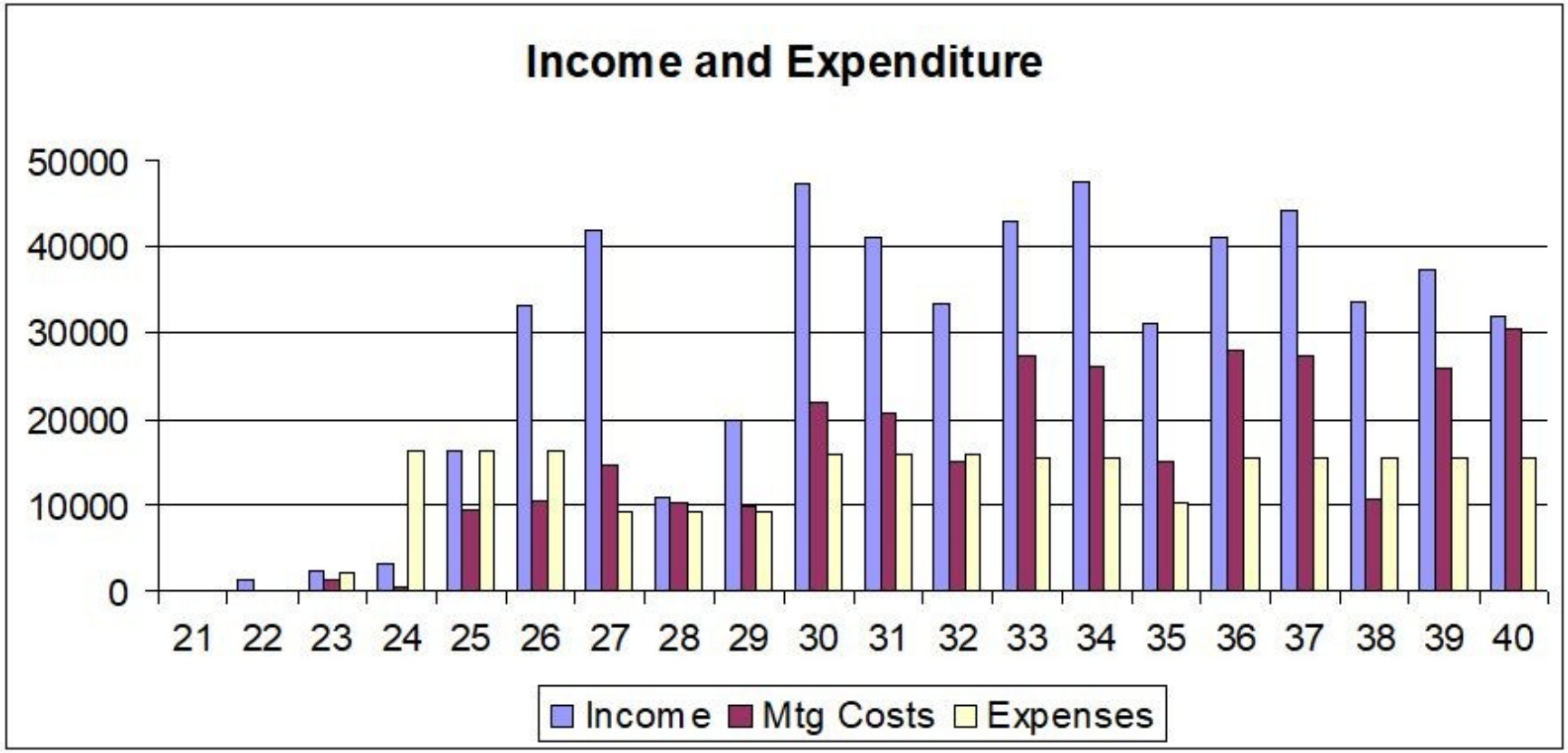
- Growing numbers in London and Manchester
- Roaming meeting attendance more variable
- First time attendees remaining static around 30%
- Attendee diversity fairly static
- Cancellations and no-shows increasing

Attendance



UKNOF Running Costs

- Typically at least £200/attendee/day
  - venue, catering, A/V hire
  - varies by city
  - also admin, badges, connectivity, travel, misc expenses
  - plus re-imbursed time:
    - 4 months @ ~100hrs/month of some Directors' time
    - aim to compensate these at £30/hour as we can afford it
    - compensated Directors submit fixed quotation for services at start of each year as input to Budget
- Detailed accounts are presented at Annual Meeting, and always available on request


Income and Expenditure
50000
40000
30000
20000
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0
21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40
Income
Mtg Costs
Expenses

Challenges in 2018

- Industry consolidation and re-structuring making sponsorship challenging
- Costs increasing across the board
- Need to encourage new blood, community participation, junior staff attendance
- Produced Funding Strategy to address this

UKNOF Funding

Funding Aims

- Lowest cost barrier to widest possible audience
- Sustainability
  - Why?
- Building enough reserves

Funding History

- Initially: some sponsorship, donated venues, in-kind services and funding council
- Until recently: mainly sponsor based funding, some patronage, late registration fees, in-kind services

Issues with recent model

- Too reliant on sponsorship
- Uncertainty, consolidation, marketing budgets focussed elsewhere

Recent model finances

- Meeting costs increasing
- Overheads fairly static
- Income decreasing
- 2018 ending on ~£31.5K loss (provisional figures)

Recent model finances

	2016	2017	2018
Total cost	116089.53	114704.29	122612.45
Meeting costs	69833.14	67968.36	74773.87
Overheads	46256.39	46735.93	47838.58
Income	119883.12	142133.77	91144.63
I less E	3793.59	27429.48	-31467.82
Tax	758.80	5279.16	0.00
	3034.79	22150.32	-31467.82
Start of year	38715.49	41750.28	63900.60
End of year	41750.28	63900.60	32432.78

Past Few Years

- Tried:
  - Patronage
  - Other avenues: training
  - Pay if you want registrations
  - Liaison with sponsors on expectations

Holistic Approach

- Started working on this in 2018
- Meeting Sponsorship
- Corporate Patronage
- Friends of UKNOF
- Registration Fees
- Long term in-kind services

Paid Registrations

- 185 Registrations
  - 126 Paid (inc 3 Donations)
  - 59 Complimentary
    - 22 PC / MC / AC / Board
    - 11 Partners / Patrons / Sponsors
    - 8 Accepted Speakers
    - 3 Volunteers from UKNOF41
    - 15 Students / Unfunded

Registration Charging

- We have avoided this for as long we could to make it as easy as possible for everyone to attend
- Continuing this principle as much as possible to support participation:
- Complimentary *(£0)*
  - UKIF Board, AC, PC, Crew
  - Accepted speakers
  - Volunteers from previous meeting
  - Allocated spaces per Partners, Sponsors, Patrons
- Student, Unfunded *(£0+)*

Registration Charging

- Discounted *(£60, £120, £180)*
  - 75%, 50%, 25% discount of actual cost-recovery
  - Tiers based on number of space and amount of time until meeting
  - **Not refundable or transferable**
- Full Fee *(£240)*
  - All other attendees from 3 weeks before event
  - Transferable
- On-the-day *(£360)*
  - All other attendees on day of event

The Aim

- Lowest cost barrier to widest possible audience
- Rebuilding and maintaining reserves
- Sustainability with no funding SPoF.

Programme Content

- We take seriously ensuring high-quality content at UKNOF
- All submissions are scored by the PC, these scores are compared to survey feedback
- Strong submissions in 2018
  - contributions encouraged !
- Sponsor and Submitted talks are accepted on very different criteria
  - meeting sponsorship and talk submission are not generally permitted by the same organisation at the same meeting
  - the PC does however give feedback to sponsors to help them tailor their talks for our audience

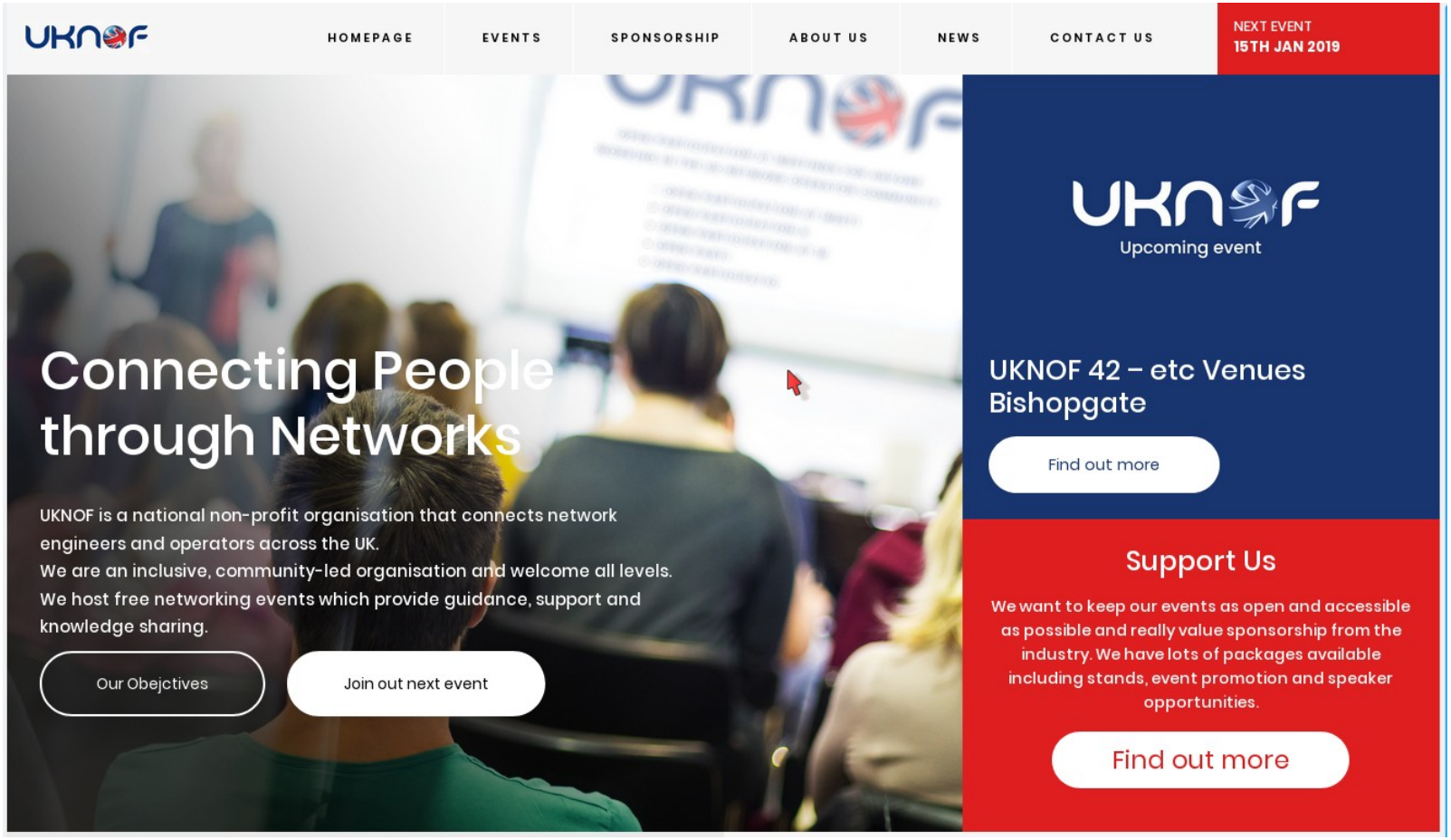
Programme Committee

- 14 volunteers
- https://uknof.uk/pc
- Chair:
  - Chris Russell
- Co-Chairs:
  - Cathy Almond
  - Fearghas McKay
- Ensures supply of interesting presentations
- Appoints Board Director *(new)*
- Ideas and suggestions to: <pc@uknof.org.uk>

UKNOF Systems

- Website, Indico, Mailman, Wiki and DNS have been hosted under managed contract with Mythic Beasts for past 2 years – seems to be working well
- Major upgrade to Indico v2 succesfully completed over year-end holiday
- Partners Portfast and Bogons provide meeting connectivity and webcasting
- We could do with some volunteer help for e.g content updates, moderation
- New www site coming soon…
  - with major thanks to Mike Hughes !

New Website Design



UKNOF Governance

- Principle has been to put things on a stable footing, without over-thinking or creating structure with too much overhead
- We are **not** running monopoly, mission-critical national Internet infrastructure here !
- Board accountable to community through stakeholder *non-profit* Internet organisations
- Implemented to date via *Advisory Committee* of individual representatives appointed by these organisations
- AC appointment is by invitation from Board

UKIF Ltd and UKNOF

- The UK Internet Forum (UKIF Ltd) was set up as an Internet trade association in 2005
  - Public company limited by guarantee
  - Operated on not-for-profit basis
- Hosts UKNOF secretariat:
  - Book-keeping, invoicing, holds bank accounts
  - Supporting UKNOF its only activity for past 12+ years
- UKIF legal entity dedicated to supporting UKNOF

UKIF Board

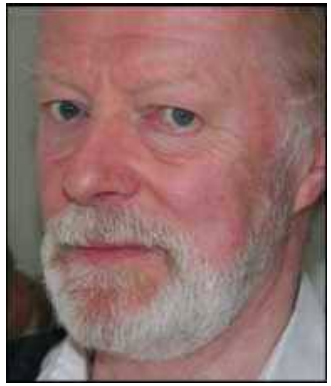
Denesh Bhabuta
(Executive)

Dr Willie Black
(Chair)

Keith Mitchell
(Managing Director)

Liz Stevens

Nigel Titley



Steve Dyer

Advisory Committee

- https://uknof.uk/ac
- Comprises the following organisation representatives:
  - BBC: Brandon Butterworth
  - IXLeeds: Andy Davidson
  - ISC: Stephen Morris
  - LINX: Kurtis Lindqvist
  - LONAP: Will Hargrave
  - JANET(UK): Rob Evans
  - RIPE NCC: Serge Radovcic
- Attend UKNOF Annual Meeting and have Board/ Fiscal oversight

Governance Evolution

- UKNOF has grown its *own* community, overlapping with other UK "*i*-orgs", but now distinct
- Is there some way to have more direct accountability to those who contribute and participate, without heavyweight governance approach ?
- Strategy is to enhance UKNOF accountability to the community without heavyweight structures/process
- e.g. migrate over time to having a mixture of elected and appointed Board seats

Governance Evolution

- First step during 2018 was for stakeholder appointment of one Board seat
- Programme Committee put in a lot of volunteer effort, hence recognised as key stakeholders
- Board created process, in consultation with PC and AC, for PC to appoint Board Member
- This resulted in Liz Stevens' appointment
- This appointment is in an individual capacity for a 2-year term, *not* as a representative of the PC
- Additionally, PC Chair now has non-voting participation in Board meetings

Questions
Discussion
?