

Welcome!

APNIC Annual Member Meeting

27 February 2004
Kuala Lumpur, Malaysia

Forward plan and budget for 2004

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Director General

Workplan 2004 – Summary

- Strategic planning
 - Internal exercise underway
 - Ongoing 6-monthly cycle
- Strategic focus
 - “Continual improvement” approach
 - Service quality
 - Operational efficiency
- Project activities
 - Many ongoing activities
 - No major new projects planned

Strategic Directions

- Continual improvement
- Training and education
- Communications and outreach
- Member care
- Services quality management
- Streamlining and simplifying
- Integrity of registry
- Resource policy support
- Internet operational support

Training and Education

- Training delivery
 - Continuing training activities (24+)
 - DNS and IRR workshops
 - Events at regional forums
 - APRICOT, PITA, SANOG, inTERlab...
- Training development
 - Routing workshop
 - Collaborative activities
 - NIRs, inTERlab, ITU...
 - Staff development and recruitment

Communication and outreach

- Better integration of communications activities
 - Website, publications
 - Documentation, translations
 - Meetings, training and seminars
 - Media, announcements etc
- Stakeholder relationships
 - “Area Liaison” officers
 - Stakeholder survey
- Outreach events
 - Seminars and presentations

Member Care

- Member (and stakeholder) Survey
 - Questionnaire format
- Services quality management
 - Measurement of activity and quality
- Streamlining and simplifying
 - Documentation, website
 - Procedures
- Multilingualism and localisation
 - Translation
 - Response to issues/concerns

Integrity of registry

- Consistency of systems
 - Internal systems, MyAPNIC, whois
- Accuracy of data
 - Database cleanup
 - Historical records (internal and whois)
- Presentation of data
 - Global whois: CRISP / IETF
- Certification of resources
 - IETF: PKIX, RPSEC

Resource Policy Support

- Policy process
 - Implementation of policy changes
- Research and analysis
 - Research specialist position
- Liaison activities
 - NIRs and regional bodies
 - Regional meetings
- APNIC Meetings
 - Promotion of participatory mechanisms

Internet operational support

- APNIC POPs
 - APNIC services: DNS, whois, www
- Rootserver deployment
 - Work with F,I,K,M
 - 3-6+ sites depending on support
- Statistics publication
- ERX – ongoing activity
 - Due to complete in 2004

APNIC Workplan 2004

Proposed Budget

Factors Affecting APNIC Budget

- Number of new and renewing members
 - Membership fees
- Other income
 - Allocation fees
 - Non-member fees
 - Interest income
- Expenses
- Financial environment
 - Interest and Inflation rates
 - Foreign exchange rate



Projected Expenses

Expenses (USD)	Proposed Budget 2004	% of Total
<i>Exchange Rate (*)</i>	0.7275	
Administrative fee –ICANN contract	134,820	3%
Donation/ contribution & sponsorship	64,000	1%
Communication	162,566	3%
Membership fees	62,989	1%
Professional fees	437,534	9%
Meeting, training expense	73,651	2%
Rent	220,106	5%
Salaries	1,987,458	42%
Other operating expenses	1,377,394	29%
Depreciation	240,808	5%
TOTAL EXPENSES	4,761,326	100%



Projected Revenues

Revenue (USD)	Proposed Budget 2004	% of Total
<i>Exchange Rate (*)</i>	<i>0.7275</i>	
Membership fees	3,652,438	77%
Per Allocation fees	421,740	9%
Non-members fees	75,580	2%
IP resource application fees	308,000	6%
Sundry income	37,749	1%
Interest received	266,871	6%
TOTAL REVENUE	4,762,377	100.0%



Projected Operating Surplus

Operating Surplus (USD)	Proposed Budget 2004	% of Total
<i>Exchange Rate (*)</i>	<i>0.7275</i>	
Projected Revenues	4,762,377	100.0%
Projected Expenses	4,761,326	100.0%
OPERATING SURPLUS	1,051	

Projected Cashflow for 2004

Beginning Capital Reserve Balance (USD)	5,972,477
Projected cash receipts	4,495,507
Projected cash disbursement	4,983,023
Excessive cash in 2004	-487,516
Interest income	266,871
Ending Capital Reserve Balance (USD)	5,751,832
Increment for next year's budget	115%
Projected budget for year 2005	5,730,476
Capital reserve as % of next year's budget	100%

APNIC Workplan 2004

Questions?

APNIC Member Meeting

Coffee Break