



NANOG Board of Directors Strategic session

December 15, 2014

Tampa, FL

The meeting of the NANOG Board of Directors and Program Committee was called to order at 8:30am on the date listed above by Dan Golding.

In Attendance:

Board of Directors

Dan Golding, Chair

Dave Temkin, Vice Chair

Greg Dendy, Secretary

Ryan Donnelly, Treasurer

Jezzibell Gilmore, Board Member

Will Charnock, Board Member

Betty Burke, Executive Director

Program Committee:

Tony Tauber, Chair

Sean Kennedy, Vice Chair

Communications Committee:

Andy Koch, Chair

Staff:

Florencia Dazzi, AMS

Ilissa Miller, Sponsorship Director

Valerie Wittkop, Project Manager

1) Sponsorships Discussion

- The Board would like to see the dollar amount reflected on the slide that indicates how many sponsors NANOG has had per meeting.
- Premium Sponsorship Packages: Number of Premium Sponsors will be limited to 4 (four) Diamond, 4 (four) Platinum, unlimited Gold
- The Premium Sponsorship spots will be determined by:
 - The length of time that each company has been a NANOG Sponsor

- The company's previous sponsorship level (priority will be given to Platinum, then Gold, then non-sponsor)
- Proposal to change signage at the meetings to enhance sponsorship logos; move away from the traditional poster boards and transition to digital signage. The board will increase the budget line for meeting signage.

Ø **MOTION: To approve a change in the Premium Sponsorship packages pricing to \$100,000 (Diamond), \$75,000 (Platinum) and \$50,000 (Gold). Made by Jezzibell; seconded by Greg; approved unanimously**

ü **Action: Betty to work with Ilissa on a new value proposition for the Premium Sponsors, including enhanced benefits**

- Espresso Bar: it was decided that we will continue to host an Espresso Bar at the NANOG meetings, regardless of whether we have a sponsor for it or not. Netflix has offered to cover the cost of the Espresso Bar at N63 if no sponsor is secured
- Wednesday Afternoon Break: will go back to becoming a full-staffed break, priced at \$5,000. The branded-only break is eliminated as an option
- Tuesday Lunch: The board decided to have a sponsored Tuesday lunch at NANOG 63, as a test run

2) BCOP

- The board discussed the value of having BCOP within NANOG
- Discussion about whether ISOC would be a better suited environment for BCOP to reside.
- NANOG would provide ISOC with an agenda slot during the NANOG meetings to discuss BCOP (similar to the ARIN PPC session)

ü **Action: Betty to reach out to Chris Grundeman to discuss transitioning BCOP out of NANOG and into ISOC.**

3) Education Series

- The topics identified as the focus for future Education offerings seems out of date
- Proposal to hire a professional to put together the plan for the Education offerings, including topic selection, curriculum, marketing, instructors

ü **Action: Postpone the Education program for some time, until the board has time to research what it would entail to bring on board a professional to manage the program**

ü **The Education Series and Sunday reception will be removed from the NANOG 63 program**

4) Meetings

- In the data analysis, the board would like to see how many of the attendees had complimentary registrations (i.e., how many newcomers paid for their registration?)
- Future meeting locations:
 - 2017: February (Miami), June (Seattle area), October (SF Bay Area)
 - 2018: February (San Diego area), June (Denver), October (NYC area)

- NOTR: Hoboken, NYC Metro, Raleigh/Durham, Atlanta, Philadelphia, Dallas, Boulder, Canadian Cities
- Top Tier Cities: New York, San Francisco, Seattle, Denver
- Second Tier Cities: Chicago, DC, Miami, Vancouver/Toronto, San Diego
- The board does not want to get contracts signed with venues more than 24 months in advance

5) 2015 Budget

- New “Reserve Policy”: proposal to create a policy that states the amount of funds that NANOG would like to keep in its reserves, to be able to cover the liability costs. A policy that would provide auditors the necessary information to justify the balance that NANOG carries in its bank accounts
- The goal amount for the Reserve Account is \$5,000,000
- General Liability insurance: request to increase the amount of the General Liability insurance policy (currently set at \$1,000,000)
- Proposal to ensure the conference bridge has video capability
- Proposal to increase the budget line for meeting signage to \$8,000 per year
- Proposal to decrease the budget line item for WAN Connectivity

ü **Action: Ryan to draft Reserve Policy and distribute for consideration**

ü **Action: Ryan to form an Audit Committee with members of the board that will audit the internal financial procedures in NANOG**

ü **Action: Betty to find a new lawyer for NANOG that is knowledgeable in 501 © 3 organizations. Betty to consult with the new lawyer the amount suggested for the General Liability insurance**

ü **Action: Betty to report back with information on the percent per transaction fee NANOG is charged for processing credit card payments**

6) New Business

- Membership Benefits: there was a proposal to provide membership “swag” on an annual basis (T-shirts, sweatshirt, coffee mug, etc.)
- Betty asked the board to allow her to bring back the Membership tasks of the Development Committee and recruit a few individuals to lead the Membership efforts

ü **Action: Betty will present a detailed proposal for the Membership Committee to the board in the next**

- Continuity of the Board: The team discussed ways in which they can assure that at the time of the elections, the candidates nominated are qualified and well fitted to become part of the NANOG Leadership.

ü **Action: Betty to draft a proposal to further tighten the election process – perhaps by the creation of a Nominations Committee within the board.**

- PC Nominations and Terms: The board discussed appointing PC members during the February meetings, instead of the October meetings. The current PC slate’s term would be extended until February 2016

ü **Action:** The PC will discuss the proposal during their next call

· NANOG Mission Statement: The board discussed whether the mission statement needs to be revised

ü **Action:** Board members to review the current mission statement, and bring draft proposals to the next board meeting in January

Ø **MOTION:** To approve the minutes of the November 21, 2014 Board Call. Made by Greg; no second. Approved unanimously

Next Board Call: January, date TBD

Meeting adjourned at 5:00pm