

USENIX ASSOCIATION

The Advanced Computing Systems Association

Financial Statements
with Independent Auditor's Report

Years Ended December 31, 2016 and 2015

USENIX ASSOCIATION

Years Ended December 31, 2016 and 2015

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BONG HILLBERG LEWIS FISCHESSEY LLP

INDEPENDENT AUDITOR'S REPORT

Board of Directors
USENIX Association

We have audited the accompanying financial statements of USENIX Association, a California nonprofit corporation (the Organization), which comprise the statement of financial position as of December 31, 2016 and 2015, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of USENIX Association as of December 31, 2016 and 2015, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The 2016 and 2015 supplemental schedules of functional expenses, schedules of LISA SIG activities, schedules of conference event revenue and expenses and schedules of general and administrative expenses on pages 15 through 19 are presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Walnut Creek, California
June 29, 2017

USENIX ASSOCIATION

Statements of Financial Position December 31, 2016 and 2015

	<u>2016</u>	<u>2015</u>
ASSETS		
Current assets		
Cash and equivalents	\$ 742,910	\$ 431,293
Accounts receivable	94,535	355,919
Prepaid expenses	215,002	130,826
Investments	<u>5,803,274</u>	<u>5,416,766</u>
Total current assets	6,855,721	6,334,804
Property and equipment, net	<u>137,795</u>	<u>234,343</u>
Total assets	<u>\$ 6,993,516</u>	<u>\$ 6,569,147</u>
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable and accrued expenses	\$ 744,335	\$ 77,703
Accrued compensation	59,811	62,459
Deferred revenue	<u>443,275</u>	<u>516,600</u>
Total current liabilities	<u>1,247,421</u>	<u>656,762</u>
Deferred revenue, net of current portion	<u>337,500</u>	<u>487,500</u>
Total liabilities	<u>1,584,921</u>	<u>1,144,262</u>
Net assets - unrestricted		
Undesignated net assets (deficit)	(394,679)	8,119
Board designated	<u>5,803,274</u>	<u>5,416,766</u>
Total net assets	<u>5,408,595</u>	<u>5,424,885</u>
Total liabilities and net assets	<u>\$ 6,993,516</u>	<u>\$ 6,569,147</u>

See notes to financial statements.

USENIX ASSOCIATION

Statements of Activities Years Ended December 31, 2016 and 2015

	2016	2015
REVENUES		
Conference and workshop revenue	\$ 4,857,484	\$ 3,679,420
Membership dues	257,295	262,877
Event services and projects	4,750	618,774
Product sales	7,067	6,215
LISA SIG dues and other	7,946	40,482
General sponsorship	60,000	90,000
Total revenues	5,194,542	4,697,768
EXPENSES		
Program services		
Conferences and workshops	4,537,398	3,366,015
Projects, programs and membership	377,969	763,900
LISA SIG	-	3,889
Total program services	4,915,367	4,133,804
Management and general	621,006	595,237
Fundraising	84,715	188,236
Total expenses	5,621,088	4,917,277
CHANGE IN NET ASSETS FROM OPERATIONS	(426,546)	(219,509)
OTHER INCOME (EXPENSES)		
Donations	23,660	26,754
Investment income (loss)	432,343	(30,042)
Investment fees	(45,897)	(49,532)
Other income	150	1,426
Total other income (expenses)	410,256	(51,394)
Change in net assets	(16,290)	(270,903)
NET ASSETS - unrestricted		
Beginning of year	5,424,885	5,695,788
End of year	\$ 5,408,595	\$ 5,424,885

See notes to financial statements.

USENIX ASSOCIATION

Statements of Cash Flows Years Ended December 31, 2016 and 2015

	<u>2016</u>	<u>2015</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ (16,290)	\$ (270,903)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	162,634	157,820
Realized gain (loss) on investments	16,503	(101,262)
Change in unrealized gain (loss) on investments	(313,749)	272,472
In-kind revenues	(5,888)	-
Changes in operating assets and liabilities:		
Accounts receivable	261,384	(272,179)
Prepaid expenses	(84,176)	(39,122)
Accounts payable and accrued expenses	666,632	33,230
Accrued compensation	(2,648)	6,237
Deferred revenue	(223,325)	913,020
Net cash provided by operating activities	<u>461,077</u>	<u>699,313</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of investments	(2,589,262)	(2,858,862)
Sale of investments	2,500,000	2,367,127
Purchases of property and equipment	<u>(60,198)</u>	<u>(29,233)</u>
Net cash used for investing activities	<u>(149,460)</u>	<u>(520,968)</u>
NET CHANGE IN CASH AND EQUIVALENTS	311,617	178,345
CASH AND EQUIVALENTS		
Beginning of year	<u>431,293</u>	<u>252,948</u>
End of year	<u>\$ 742,910</u>	<u>\$ 431,293</u>

See notes to financial statements.

USENIX ASSOCIATION

Notes to Financial Statements

1. NATURE OF OPERATIONS

USENIX Association (Organization) is a non-profit corporation and was incorporated in 1980. The Organization's primary purpose is to provide educational benefit, including the exchange and communication of research and technological ideas pertaining to advanced computing systems and tools. The Organization has approximately 2,300 members in 47 countries. The Organization's programs include:

Conferences and Events – Conferences are designed using a combination of staff expertise and volunteer program committees that are comprised of industry professionals. The Organization's conferences are highly technical, attracting attendees with mid-to-senior level experience in information technology positions, and offering opportunities for learning, networking, presenting, and publishing research in the conference proceedings.

Major annual conferences include the Large Installation System Administration (LISA) Conference, the USENIX Security Symposium, File and Storage Technologies Conference (FAST) and the USENIX Annual Technical Conference. Smaller conferences focusing on specific areas in advanced computing systems are also held. Co-located workshops are held with many conferences and a highly regarded tutorial program accompanies some events.

Programs and Memberships – The Organization publishes a magazine four times a year. The publication features technical articles on a wide range of topics, tips on system administration techniques, workplace strategies, and book reviews. Membership in the Organization provides benefits that include discounts on conference registration fees and a free subscription to the Organization's magazine, ;login:. The Organization also promotes open access to its conference proceedings, including papers, video, audio and slides, to members and non-members alike.

Student Programs, Good Works, and Projects – Special distributions are designated by the Board for student programs, good works, and various projects.

LISA – The USENIX Special Interest Group (SIG) for Sysadmins – LISA is a special interest group of USENIX serving the system administration community. LISA benefits include a series of booklets on practical topics such as job descriptions, a salary survey, a members' email list, and a Web resource site that includes job postings.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of presentation – The accompanying financial statements are presented using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. The net assets, revenues, gains and losses, expenses and other changes in the accompanying financial statements are classified based on the existence or absence of donor imposed restrictions. Accordingly, for reporting purposes, net assets of the Organization and changes therein are classified as follows:

Unrestricted net assets – Represent net assets that are not subject to donor-imposed stipulations and are available to support the Organization's operations. This includes certain amounts designated by the board for the reserve fund or other uses.

USENIX ASSOCIATION

Notes to Financial Statements

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Temporarily restricted net assets – Represent contributions that are limited in use by the Organization in accordance with temporary donor-imposed stipulations. These stipulations may expire with time or may be satisfied and removed by actions of the Organization according to the terms of the contribution. Upon satisfaction of such stipulations, the associated net assets are released from temporarily restricted net assets and recognized as unrestricted net assets. There are no temporarily restricted net assets at December 31, 2016 and 2015.

Permanently restricted net assets – Represent contributions to be held as investments in perpetuity as directed by the original donor. At December 31, 2016 and 2015 the Organization does not have any permanently restricted net assets.

Use of estimates – The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from those estimates.

Cash and equivalents – For purposes of the statement of cash flows, the Organization considers all highly liquid investments with original maturities of three months or less to be cash equivalents unless otherwise restricted or designated. Periodically, such deposits may be in excess of federally insured limits.

Investments – The Organization has reported investments in marketable securities with readily determinable fair market values and all investments in debt securities at their fair market values in the statements of financial position. Realized and unrealized gains and losses are reflected in the statement of activities. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized

Inventory – The Organization does not maintain physical inventory of its conference proceedings as these materials are distributed through electronic-only formats. Proceedings are distributed electronically to attendees before conferences and they are also available online with unrestricted access after the conferences occur.

Property and equipment – Property and equipment are recorded at cost and depreciated on a straight-line basis over their respective estimated useful lives, which range from five to seven years. It is the Organization's policy to capitalize expenditures for those items in excess of \$1,000. Repairs and maintenance are charged to expense as incurred. Donations of property and equipment are recorded as contributions at fair value at the date of donation. Such donations are reported as increases in unrestricted net assets unless the donor has restricted the donated asset to a specific purpose.

Deferred Revenue - The Organization's deferred revenue consists of conference registration and sponsorship payments made in advance of conferences to be held in subsequent years.

Conference registration and sponsorship revenue and receivables – Revenues from conferences and workshops are recognized when the events take place. Amounts received prior to the events are recorded as deferred revenue. Membership dues, which are non-refundable, are recognized as income when dues are received. Revenues from product sales are recognized upon completion of sales. Contributions are recognized when an unconditional promise to give is made. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to an allowance for doubtful accounts based on its assessment of the current status of individual accounts. There was no allowance for doubtful accounts at December 31, 2016 and 2015, respectively.

USENIX ASSOCIATION

Notes to Financial Statements

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Contributions and pledges receivable – Pledges receivable are recognized when the donor makes an unconditional promise to give to the Organization.

All donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the period in which the contributions are recognized.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on assets and liabilities are reported as increase or decreases in unrestricted net assets unless their use is restricted by explicit donor restriction or by law.

Functional allocation of expenses – Expenses by function have been allocated among program and supporting services classifications on the basis of estimates made by the Organization's management.

Reclassifications – Certain prior year balances have been reclassified to conform with current year financial statement presentation. Reclassification had no impact on prior year change in net assets or total net assets.

3. ACCOUNTS RECEIVABLE

Accounts receivable are stated as unpaid balances, less an allowance for doubtful accounts. The Organization provides for losses on accounts receivable using the allowance method. The allowance is based on experience, and other circumstances, which may affect the collectability. Receivables are considered impaired if the balance is unpaid 60 days after the due date. As of December 31, 2016 and December 31, 2015, the Organization has determined that all receivables are fully collectible.

4. INVESTMENTS

Investments at consist of the following at December 31:

	<u>2016</u>	<u>2015</u>
Mutual funds	\$ 2,177,397	\$ 2,175,950
Common stock	2,746,309	2,109,491
Cash equivalents	217,407	446,567
Corporate bonds	375,960	454,034
U.S. government securities	<u>286,201</u>	<u>230,724</u>
	<u>\$ 5,803,274</u>	<u>\$ 5,416,766</u>

USENIX ASSOCIATION

Notes to Financial Statements

4. INVESTMENTS (CONTINUED)

Investment income (loss) has been classified as increases (decreases) in unrestricted net assets and was comprised of the following at December 31:

	<u>2016</u>	<u>2015</u>
Interest and dividend income	\$ 135,097	\$ 141,168
Unrealized gain (loss)	313,749	(272,472)
Realized gain (loss) from investments	<u>(16,503)</u>	<u>101,262</u>
	<u>\$ 432,343</u>	<u>\$ (30,042)</u>

Investment fees were \$45,897 and \$49,532 for the year ended December 31, 2016 and 2015, respectively.

5. PROPERTY AND EQUIPMENT

Property and equipment consisted of the following as of December 31:

	<u>2016</u>	<u>2015</u>
Leasehold Improvements	\$ 32,217	\$ 32,217
Equipment	426,432	409,105
Website	<u>749,524</u>	<u>700,765</u>
	1,208,173	1,142,087
Less: Accumulated Depreciation	<u>(1,070,378)</u>	<u>(907,744)</u>
	<u>\$ 137,795</u>	<u>\$ 234,343</u>

Depreciation expense is \$162,634 and \$157,820 for the years ended December 31, 2016 and 2015, respectively.

6. FAIR VALUE MEASUREMENTS

The Financial Accounting Standards Board (FASB) *Accounting Standards Codification (ASC) 820, Fair Value Measurements and Disclosures*, provides the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurement) and the lowest priority to unobservable inputs (level 3 measurement). The three levels of the fair value hierarchy under FASB ASC 820 are described below:

Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2: Inputs to the valuation methodology include:

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or liabilities in inactive markets;
- inputs other than quoted prices that are observable for the asset or liability;
- inputs that are derived principally from or corroborated by observable market data by correlation or other means.

USENIX ASSOCIATION

Notes to Financial Statements

6. FAIR VALUE MEASUREMENTS (CONTINUED)

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3: Inputs to the valuation methodology are unobservable and significant to the fair value measurement

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2016 and 2015:

U.S. government securities: Valued at the closing price reported in the active market in which the individual securities are traded.

Corporate bonds: Certain corporate bonds are valued at the closing price reported in the active market in which the bond is traded. Other corporate bonds are valued based on yields currently available on comparable securities of issuers with similar credit ratings.

Common stock: Certain common stocks are valued at the closing price reported in the active market in which the individual securities are traded. Investments in certain restricted common stocks are valued at the quoted market price of the issuer's unrestricted common stock less an appropriate discount. If a quoted market price for unrestricted common stock of the issuer is not available, restricted common stocks are valued at a multiple of current earnings less an appropriate discount. The multiple chosen is consistent with multiples of similar companies based on current market prices.

Mutual funds: Valued at the net asset value (NAV) of shares, based on quoted market prices, held by the Organization at year-end.

Cash equivalents: Valued at fair value by discounting the related cash flows based on current yields of similar instruments with comparable durations considering the credit-worthiness of the issuer.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization management believes its valuation methodologies are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in different fair value measurement at the reporting date.

USENIX ASSOCIATION

Notes to Financial Statements

6. FAIR VALUE MEASUREMENTS (CONTINUED)

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of December 31:

	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Total
<u>2016</u>				
Mutual funds	\$ 2,177,397	\$ -	\$ -	\$ 2,177,397
Common stock	2,746,309	-	-	2,746,309
Cash equivalents	217,407	-	-	217,407
Corporate bonds	-	375,960	-	375,960
U.S. government securities	-	286,201	-	286,201
	<u>\$ 5,141,113</u>	<u>\$ 662,161</u>	<u>\$ -</u>	<u>\$ 5,803,274</u>
<u>2015</u>				
Mutual funds	\$ 2,175,950	\$ -	\$ -	\$ 2,175,950
Common stock	2,109,491	-	-	2,109,491
Cash equivalents	446,567	-	-	446,567
Corporate bonds	-	454,034	-	454,034
U.S. government securities	-	230,724	-	230,724
	<u>\$ 4,732,008</u>	<u>\$ 684,758</u>	<u>\$ -</u>	<u>\$ 5,416,766</u>

7. BOARD DESIGNATED NET ASSETS

In December 1992, the Board of Directors established an investment account with the intent of assuring a reserve fund for operations and a growth opportunity for supporting the "Good Works" programs envisioned by USENIX. The fund was established with \$1,000,000 from unrestricted funds. The Board has established portfolio objectives and investment guidelines that outline the permitted asset mix and characteristics of the portfolio of securities. The intent of the Board is to allow the reserve funds to be invested in high quality securities and bonds for mid-term growth while still providing the Organization with liquidity and safety for reserve needs.

Funds are invested and have been designated as follows:

Balance at December 31, 2014	\$ 5,096,240
Investment loss	(30,067)
Investment fees	(49,407)
Transfers from reserve fund	<u>400,000</u>
Balance at December 31, 2015	<u>\$ 5,416,766</u>
Investment income	432,039
Investment fees	(45,771)
Transfers from reserve fund	<u>240</u>
Balance at December 31, 2016	<u>\$ 5,803,274</u>

USENIX ASSOCIATION

Notes to Financial Statements

8. INCOME TAXES

The Organization was granted tax-exempt status other than a private foundation as provided by Internal Revenue Code Section 501(c)(3) in a determination letter dated August 15, 1984. As a result, the Organization is exempt from paying income taxes, except with respect to income unrelated to its tax exempt purpose. At December 31, 2016 and 2015 the Organization does not have any unrelated business income, and thus no provision for income taxes has been reflected in these financial statements.

The Organization has analyzed tax positions taken for filings with the Internal Revenue Service and all state jurisdictions where it operates. The Organization believes that income tax filing positions will be sustained upon examination and does not anticipate any adjustments that would result in a material adverse affect on the Organization's financial position, results of operations or cash flows. Accordingly, the Organization has not recorded any reserves, or related accruals for interest and penalties for uncertain income tax positions at December 31, 2016 and 2015, respectively.

As of December 31, 2016, periods subsequent to 2012 are subject to audit by various taxing authorities; however, there are currently no audits for any tax periods in progress.

The Organization's policy is to classify income tax related interest and penalties in interest expense and other expenses, respectively. The Organization has not recognized any interest and penalties in the years ended December 31, 2016 and 2015, respectively.

9. RETIREMENT PLAN

The Organization maintains a 401(k) retirement plan (Plan) for all eligible employees. Contributions are made on behalf of the employees at the rate of 5% of an eligible employee's compensation. The amounts contributed to the plan for the years ended December 31, 2016 and 2015 are \$40,718 and \$48,039, respectively.

10. COMMITMENTS

The Organization leases 2,910 square feet of office space at its headquarters in Berkeley, California, under terms of a lease dated January 13, 1987. The most recent renewal, dated April 19, 2016 extended the lease through May 31, 2021. The base rent is \$6,000 per month, beginning June 1, 2016 (\$2.06 sq. ft.). There is a provision for a CPI adjustment with minimum increase per year. The future lease obligations are as follows, assuming a 3% increase, for the years ended December 31:

2017	\$	73,260
2018		75,458
2019		77,722
2020		80,053
2021		33,765
		<hr/>
	\$	<u>340,258</u>

Rent expense for the years ended December 31, 2016 and 2015 is \$76,263 and \$77,418, respectively.

USENIX ASSOCIATION

Notes to Financial Statements

10. COMMITMENTS (CONTINUED)

The Organization sponsors numerous conferences, including the USENIX Annual Technical Conference, a major Systems Administration Conference, known as LISA, and a Security Conference. In addition, the Organization sponsors a number of smaller events on specialized topics. Commitments for the larger conferences are generally made for hotel and meeting room space up to five years prior to the conference dates. In the event of a cancellation or a lower than anticipated attendance, there is a potential liability to the Organization for the commitments to the hotels and convention centers involved in these contracts. As the likelihood is remote, no accrual has been recorded. As of December 31, 2016 the total commitments for hotel rooms in the event of cancellation for all USENIX conferences are as follows:

	<u>Room Nights Committed</u>	<u>Committed Room Cost</u>
2017	7,625	\$ 1,912,846
2018	7,452	916,038
2019	3,714	184,021
2020	3,000	<u>138,927</u>
		<u>\$ 3,151,832</u>

11. SUBSEQUENT EVENTS

The Organization's management has reviewed the results of activities for the period of time from its year ended December 31, 2016 through June 29, 2017, the date the financial statements were available to be issued, and has determined that no adjustments are necessary to the amounts reported in the accompanying financial statements nor any additional subsequent events have occurred, the nature of which would require disclosure.

SUPPLEMENTAL SCHEDULES

USENIX ASSOCIATION

Schedules of Functional Expenses Years Ended December 31, 2016 and 2015

	<u>Conferences and workshops</u>	<u>Projects, programs and membership</u>	<u>LISA SIG</u>	<u>Total Program Services</u>	<u>Management and general</u>	<u>Fundraising</u>	<u>Total</u>
2016							
Conferences and workshops	\$ 3,494,793	\$ -	\$ -	\$ 3,494,793	\$ -	\$ -	\$ 3,494,793
Personnel and related benefits	733,522	99,312	-	832,834	319,615	58,105	1,210,554
General and administrative	309,083	41,650	-	350,733	301,391	26,610	678,734
Membership, ;Login:	-	135,465	-	135,465	-	-	135,465
Membership/products/video-recording	-	80,870	-	80,870	-	-	80,870
Programs, projects, and good works	-	20,672	-	20,672	-	-	20,672
	<u>\$ 4,537,398</u>	<u>\$ 377,969</u>	<u>\$ -</u>	<u>\$ 4,915,367</u>	<u>\$ 621,006</u>	<u>\$ 84,715</u>	<u>\$ 5,621,088</u>
Total expenses							
2015							
Conferences and workshops	\$ 2,509,170	\$ -	\$ -	\$ 2,509,170	\$ -	\$ -	\$ 2,509,170
Personnel and related benefits	598,348	154,341	2,542	755,231	308,823	127,027	1,191,081
General and administrative	258,497	67,373	1,100	326,970	286,414	61,209	674,593
Membership, ;Login:	-	168,085	-	168,085	-	-	168,085
Membership/products/video-recording	-	74,075	-	74,075	-	-	74,075
Programs, projects, and good works	-	300,026	-	300,026	-	-	300,026
LISA SIG expenses	-	-	247	247	-	-	247
	<u>\$ 3,366,015</u>	<u>\$ 763,900</u>	<u>\$ 3,889</u>	<u>\$ 4,133,804</u>	<u>\$ 595,237</u>	<u>\$ 188,236</u>	<u>\$ 4,917,277</u>
Total expenses							

See independent auditor's report

USENIX ASSOCIATION

Schedules of LISA SIG Activities Years Ended December 31, 2016 and 2015

	<u>2016</u>	<u>2015</u>
REVENUES		
Membership dues	\$ 7,025	\$ 38,595
Publications	423	1,331
Other income	498	556
	<u>7,946</u>	<u>40,482</u>
EXPENSES		
Salary survey	-	155
Publication and booklets - Amazon fees	-	6
Publication mailings	-	86
Personnel and administrative	-	3,642
	<u>-</u>	<u>3,889</u>
Total expenses	-	3,889
Change in net assets	<u>\$ 7,946</u>	<u>\$ 36,593</u>

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USENIX ASSOCIATION

Schedule of Conference Events Year Ended December 31, 2016

	E1 ATC & Workshops	E2 LISA & Workshops	E3 Security & Workshops	E4 OSDI	E6 SREcon	E7 FAST & Workshops	E8 Enigma	E9 NSDI	E11 SREcon Europe	Total
Location	Denver, CO	Boston, MA	Austin, TX	Savanna, GA	Santa Clara, CA	Santa Clara, CA	San Francisco, CA	Santa Clara, CA	Dublin, Ireland	
REVENUE										
Conference registration	\$162,896	\$923,060	\$388,238	\$306,398	\$155,925	\$339,413	\$399,144	\$153,690	\$162,400	\$2,991,164
Co-located workshops	172,818	3,700	115,465	14,505	-	2,025	-	4,715	-	313,228
Sponsorships	155,150	156,340	132,000	172,397	177,950	207,900	270,500	63,700	92,110	1,428,047
Vendor exhibitions and other	500	107,425	-	-	-	12,020	100	3,500	1,500	125,045
Total revenue	491,364	1,190,525	635,703	493,300	333,875	561,358	669,744	225,605	256,010	4,857,484
EXPENSES										
Catering	78,331	275,004	179,854	231,601	143,066	162,928	393,470	100,837	81,784	1,646,875
Personnel and administrative	123,824	379,464	119,305	86,979	55,284	76,821	89,552	56,670	54,709	1,042,608
Program sessions	37,050	100,483	59,894	45,981	28,316	44,988	194,552	42,303	44,046	597,613
Workshops	134,688	31,920	66,429	10,157	-	3,384	-	7,514	-	254,092
Training	-	180,418	-	-	-	24,351	-	-	-	204,769
Miscellaneous	11,220	63,055	19,030	14,498	10,280	9,687	34,020	6,992	8,184	176,966
Vendor exhibits	-	101,642	2,156	1,629	13,483	770	43,099	-	288	163,067
Registration package and directory	10,574	49,457	18,683	17,034	8,297	15,429	19,968	8,348	8,537	156,327
Student and women grants	18,924	1,100	27,095	26,545	7,500	31,600	2,250	13,500	2,800	131,314
Attrition and meeting room rental	-	35,280	-	-	3,051	3,660	-	4,831	19,875	66,697
Marketing	250	23,531	2,100	28	-	500	26,963	-	-	53,372
Connectivity	-	6,700	-	8,000	3,995	10,438	11,570	2,995	-	43,698
Total expenses	414,861	1,248,054	494,546	442,452	273,272	384,556	815,444	243,990	220,223	4,537,398
Change in net assets - conferences and events	<u>\$ 76,503</u>	<u>\$ (57,529)</u>	<u>\$ 141,157</u>	<u>\$ 50,848</u>	<u>\$ 60,603</u>	<u>\$ 176,802</u>	<u>\$ (145,700)</u>	<u>\$ (18,385)</u>	<u>\$ 35,787</u>	<u>\$ 320,086</u>

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USENIX ASSOCIATION

Schedule of Conference Events Year Ended December 31, 2015

	E1 ATC & Workshops	E2 LISA & Workshops	E3 Security & Workshops	E5 HotOS	E6 SREcon	E7 FAST & Workshops	E9 NSDI	E10 SaTC PI	E11 SREcon Europe	Total
Location	Santa Clara, CA	Washington, DC	Washington, DC	Switzerland	Santa Clara, CA	Santa Clara, CA	Oakland, CA	Arlington, VA	Dublin, Ireland	
REVENUE										
Conference registration	\$167,210	\$1,164,143	\$406,870	\$64,404	\$103,250	\$284,688	\$174,230	\$293,859	\$-	\$2,658,654
Training	-	-	-	-	-	35,810	-	-	-	35,810
Co-located workshops	81,082	11,350	144,205	-	-	1,150	-	-	-	237,787
Sponsorships	108,700	131,700	152,469	10,000	96,100	137,900	73,700	-	11,000	721,569
Vendor exhibitions and other	-	189,490	-	-	-	17,470	-	-	-	206,960
	<u>356,992</u>	<u>1,496,683</u>	<u>703,544</u>	<u>74,404</u>	<u>199,350</u>	<u>477,018</u>	<u>247,930</u>	<u>293,859</u>	<u>11,000</u>	<u>3,860,780</u>
EXPENSES										
Catering	80,218	289,884	164,274	31,847	94,763	149,565	103,599	181,374	8,661	1,104,185
Personnel and administrative	90,907	364,374	154,647	26,444	43,837	77,714	66,691	21,398	10,833	856,845
Program sessions	39,858	99,732	70,767	1,270	20,848	39,303	34,718	51,444	393	358,333
Training	-	244,484	-	-	-	20,596	-	-	-	265,080
Workshops	64,806	46,692	77,755	-	-	147	-	-	-	189,400
Miscellaneous	8,239	60,809	22,759	25,317	4,792	11,086	3,397	10,042	548	146,989
Registration package and directory	13,013	52,373	26,223	2,535	5,628	15,304	7,429	3,636	2,745	128,886
Vendor exhibits	296	95,479	-	-	3,366	2,318	259	-	-	101,718
Student and women grants	17,865	5,400	16,490	3,850	-	33,480	14,750	-	-	91,835
Marketing	3,367	55,392	8,058	33	1,242	2,916	1,116	1,083	33	73,240
Connectivity	2,500	11,736	5,000	-	2,995	10,728	-	12,095	-	45,054
Staff hotel and travel	-	-	-	-	-	-	-	3,443	-	3,443
Meeting room rent	-	-	-	-	-	-	-	1,007	-	1,007
	<u>321,069</u>	<u>1,326,355</u>	<u>545,973</u>	<u>91,296</u>	<u>177,471</u>	<u>363,157</u>	<u>231,959</u>	<u>285,522</u>	<u>23,213</u>	<u>3,366,015</u>
Change in net assets - conferences and events	<u>\$ 35,923</u>	<u>\$ 170,328</u>	<u>\$ 157,571</u>	<u>\$ (16,892)</u>	<u>\$ 21,879</u>	<u>\$ 113,861</u>	<u>\$ 15,971</u>	<u>\$ 8,337</u>	<u>\$ (12,213)</u>	<u>\$ 494,765</u>

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USENIX ASSOCIATION

Schedules of General and Administrative Expenses Years Ended December 31, 2016 and 2015

	<u>2016</u>	<u>2015</u>
GENERAL AND ADMINISTRATIVE EXPENSES		
Depreciation	\$ 162,634	\$ 157,820
Information technology	114,337	84,053
Occupancy	85,870	85,831
Legal	65,409	60,876
Other	50,727	44,945
Board of Directors meetings and expenses	42,868	38,010
Insurance	37,910	28,425
Office	31,593	36,044
Accounting	30,369	61,877
Telephone and internet	20,916	20,849
Bank and merchant fees	20,712	24,021
Image marketing and public relations	14,299	30,498
Renewal mailings and electronic renewals	<u>1,090</u>	<u>1,344</u>
Total general and administrative expense	<u>\$ 678,734</u>	<u>\$ 674,593</u>

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