

## NANOG Members Meeting

Tuesday, February 13, 2024  
9:00 AM EST  
Charlotte, VA + Zoom Meeting

Leslie Daigle, Chair	Darrieux Harvey, NANOG Staff
Vincent Celindro, Vice Chair	Claudia Bristol, NANOG Staff
Steve Feldman, Secretary	Valerie Wittkop, NANOG Staff
Michael Costello, Treasurer	
Catherine Gurinsky, Member	Tony Tauber, Elections Committee Member
Dave Siegel, Member	
Steve Plote, PC Chair	

9:03 AM EST - Meeting called to order, welcome and introductions (L. Daigle)

### **Board Officers** (L. Daigle)

Leslie Daigle, NANOG Board Chair  
Vincent Celindro, NANOG Board Vice Chair  
Michael Costello, NANOG Board Treasurer  
Steve Feldman, NANOG Board Secretary

Reminder that the board will be making committee appointments for 7 committees on Wednesday, the community is encouraged to submit nominations by the end of the day Tuesday.

### **2024 NANOG Organization Goals** (L. Daigle)

- Mission to confirm relevance
- Funding: improve meeting registration numbers, return to break even, improve meeting profitability and increase premium sponsorship
- Operational Excellence: Hire a new executive director and revisit communication tools

### **Financial Update** (M. Costello)

2023 Total Income: \$3,628,299  
2023 Total Expenses: \$3,961,692  
2023 Net Loss: \$333,393

Year-over-year, there is an improvement and we are moving in the right direction. Snapshot of the last 6 years: we have been running at a deficit because our expenses outweigh income. While meetings are profitable it's not enough to run the organization. Trends (including prior to the pandemic) show registrations have decreased while meeting expenses have increased. Sponsorships are trending downwards. Goals will continue as mentioned earlier.

### **Elections Update** (T. Tauber)

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We used Simply Voting for single transferable /ranked choice voting. Six candidates accepted nominations, One candidate withdrew before the start of the election. The process was a success, however, there are a few areas for improvement.

### Q+A

**Question** - Location, Price , Attendance - Charlotte is less expensive, SFO is more expensive, with higher attendance, what is the balance?

**Response** - We are working to figure out the sweet spot. Please keep in mind that we plan these meetings two years in advance. Any changes we implement today will start in 2026. We are considering the price of registration and a new marketing plan.

**Question** - Confused, if cost per participant is growing, won't increasing registrations make the problem bigger?

**Response** - The slight majority of our meeting income is sponsorship, followed by registration. We need to better control comped registrations. Some costs are fixed: power, AV, etc. the math isn't quite that simple.

**Question** - I understand that companies are cutting back on travel. What is the strategy to increase attendance and what is that number?

**Response** - We have a strategic plan along with the PC, AdHoc committees and NANOG board. The PC will have focused talks per meeting with the same amount of content, just more focused combined with the marketing plan

**Question** - Can we go to two meetings a year from three?

**Response** - If we did that we would have to raise sponsorship prices and registration. We have fixed costs that the three meetings a year support.

**Comment** - We are supposed to be holding business meetings. But the location of these meetings are not being taken into consideration. I don't care what the cost of the registration is, the individual rates are not as important as the bigger mission.

**Question** - It's not clear what you are doing for the next generation.

**Response** - We need to look at the new people coming in. College graduates are not necessarily the answer, but we need to be intentional with a new approach.

**Question** - Newcomers / new attendees per meeting is about 30%. What is it you are doing to get them to return? All NOGs are old and tired and we need to look at what we are doing and consider something new.

**Response** - This is something we continually ask ourselves and we are open to community suggestions.

The meeting was adjourned at 9:51 AM EST.