

USENIX

THE ADVANCED COMPUTING SYSTEMS ASSOCIATION

Financial Statements

For the Years Ended December 31, 2007 & 2006

USENIX ASSOCIATION

Contents

Independent Auditor's Report	1
Statements of Financial Position	2
Statements of Activities	3
Statements of Functional Expenses	4
Statements of Cash Flows	5
Notes to Financial Statements	6-14
Supplemental Schedules:	
SAGE-Statements of Activities	15
Conference and Workshop	
Revenues and Expenses -- 2007	16
Revenues and Expenses -- 2006	17
General and Administrative Expenses	18



Independent Auditor's Report

To the Board of Trustees of
USENIX Association


350 Crown Point Circle, Suite 200
Grass Valley, CA 95945
530.272.5555
Fax 530.272.8865
www.mcsweeneyandassociates.com

We have audited the accompanying statements of financial position of USENIX Association (a nonprofit organization) as of December 31, 2007 and 2006, and the related statements of activities and cash flow for the years then ended. These financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion of 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 audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our 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, 2007 and 2006, and the changes in its net assets and its cash flow for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplemental schedules of Sage Statement of Activities, Conference Workshop Revenue and Expenses and General and Administrative Expenses, are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, are fairly stated in all material respects in relation to the basic financial statements taken as a whole.


McSweeney & Associates
Certified Public Accountants

Grass Valley, California
May 16, 2008

Edward J. McSweeney, CPA/ABV

Amanda E. Apple, CPA

Ginny Feth-Michel, CPA

Andrea Hamer, CPA

Zackary J. McSweeney, CPA, MBA

James C. Roberson, CPA/ABV, CVA

Robin Van Zee, CPA

Debra Winholm, CPA, MBA (Tax)

Kathryn Whipple Wong, CPA

USENIX ASSOCIATION
STATEMENTS OF FINANCIAL POSITION
As of December 31, 2007 and 2006

ASSETS	2007	2006
Current Assets		
Cash & cash equivalents	\$ 1,165,165	\$ 1,245,162
Receivables	37,694	63,087
Prepaid expenses	41,993	47,203
Inventory	3,925	4,388
	<hr/>	<hr/>
Total current assets	1,248,777	1,359,840
Investments at fair market value	6,365,486	6,047,657
Property and Equipment		
Office furniture and equipment	555,393	503,596
Less: accumulated depreciation	<u>(479,593)</u>	<u>(452,814)</u>
Net property and equipment	75,800	50,782
Other assets	302,020	248,521
	<hr/>	<hr/>
	<u>\$ 7,992,083</u>	<u>\$ 7,706,800</u>
 LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable	\$ 429,593	\$ 588,561
Accrued expenses	80,484	83,360
Sponsorships for Linux Kernel '08	35,000	-
Contributions held for OpenAFS	-	176
Deferred revenue	<u>168,715</u>	<u>55,290</u>
Total current liabilities	713,792	727,387
Long-term Liabilities	<u>302,020</u>	<u>248,521</u>
Total liabilities	1,015,812	975,908
Net Assets		
Unrestricted net assets	<u>6,976,271</u>	<u>6,730,892</u>
Net Assets	<u>6,976,271</u>	<u>6,730,892</u>
	<hr/>	<hr/>
	<u>\$ 7,992,083</u>	<u>\$ 7,706,800</u>

The accompanying notes are an integral part of these financial statements.

USENIX ASSOCIATION
STATEMENTS OF ACTIVITIES
For the Years Ended December 31, 2007 and 2006

	2007	2006
REVENUES		
Conference & workshop revenue	\$ 3,206,716	\$ 3,407,994
Membership dues	543,762	552,978
Product sales	5,155	8,017
SAGE dues & other revenue	135,885	131,290
General sponsorship	4,000	-
	3,895,518	4,100,279
OPERATING EXPENSES		
Conferences & workshops	2,723,827	2,645,671
Membership; login:	391,690	394,439
Projects & Good Works	230,397	284,472
SAGE	165,248	224,313
Management and general	446,683	433,327
Fund raising	47,998	112,143
	4,005,843	4,094,365
Net	(110,325)	5,914
NON-OPERATING ACTIVITY		
Donations - non-cash	15,140	-
Interest & dividend income	251,051	245,024
Gains & losses on marketable securities	157,508	556,471
Investment fees	(64,908)	(62,185)
Other non-operating	(3,087)	(3,305)
	355,704	736,005
Net	355,704	736,005
Increase in net assets	245,379	741,919
Net assets, beginning of year	6,730,892	5,988,973
Net assets, end of year	\$ 6,976,271	\$ 6,730,892

The accompanying notes are an integral part of these financial statements.

USENIX ASSOCIATION
STATEMENTS OF FUNCTIONAL EXPENSES
For the Years Ended December 31, 2007 and 2006

	Conferences and Workshops	Programs and Membership	Student Programs, Good Works and Projects	SAGE	Total Program	Management and General	Fund Raising	Total Support	2007 Total
Operating Expenses	\$ 1,815,318		\$ 1,815,318						\$ 1,815,318
Conference & workshop-direct	-	121,280	16,341	91,876	777,470	233,360	24,145	257,505	1,034,975
Personnel and related benefits:	569,458	7,743	1,043	6,951	58,816	17,654	1,927	19,481	78,297
Salaries	43,080	-	-	16,997	122,349	43,173	4,467	47,640	191,475
Payroll taxes	105,352	-	-	-	3,324	-	-	-	3,324
Employee benefits	-	3,324	-	-	176,311	-	-	-	176,311
Membership/products	-	176,311	-	-	27,515	-	-	-	27,515
Membership/login:	-	-	-	-	-	-	-	-	-
SAGE expenses	-	-	-	27,515	-	-	-	-	-
Student programs, Good Works, and projects	-	-	200,483	-	200,483	-	-	-	200,483
General and administrative	190,618	83,032	12,530	21,909	308,089	152,496	17,560	170,056	478,145
	<u>2,723,826</u>	<u>391,690</u>	<u>230,397</u>	<u>165,248</u>	<u>3,511,161</u>	<u>446,683</u>	<u>47,999</u>	<u>494,682</u>	<u>4,005,843</u>

	Conferences and Workshops	Programs and Membership	Student Programs, Good Works and Projects	SAGE	Total Program	Management and General	Fund Raising	Total Support	2006 Total
Operating Expenses	\$ 1,747,016		\$ 1,747,016						\$ 1,747,016
Conference & workshop-direct	-	112,292	12,825	62,924	745,607	176,676	56,728	233,404	979,011
Personnel and related benefits:	557,566	8,585	980	4,810	56,999	13,506	4,337	17,843	74,842
Salaries	42,624	24,557	2,805	13,760	163,049	38,634	12,405	51,039	214,088
Payroll taxes	121,927	6,241	-	-	6,241	-	-	-	6,241
Employee benefits	-	164,301	-	-	164,301	-	-	-	164,301
Membership/products	-	-	-	-	-	-	-	-	-
Membership/login:	-	-	-	117,813	117,813	-	-	-	117,813
SAGE expenses	-	-	-	-	-	-	-	-	-
Student programs, Good Works, and projects	-	-	262,250	-	262,250	-	-	-	262,250
General and administrative	176,538	78,463	5,612	25,006	285,619	204,511	38,673	243,184	528,803
	<u>2,645,671</u>	<u>394,439</u>	<u>284,472</u>	<u>224,313</u>	<u>3,548,895</u>	<u>433,327</u>	<u>112,143</u>	<u>545,470</u>	<u>4,094,365</u>

* Additional detail may be found in the supplemental schedules on pages 14-17.

The accompanying notes are an integral part of these financial statements.

USENIX ASSOCIATION
STATEMENTS OF CASH FLOW
For the Years Ended December 31, 2007 and 2006

	2007	2006
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 245,379	\$ 741,919
Adjustments to reconcile increase in net assets to net cash provided by/(used for) operating activities:		
Donation - non cash	(15,140)	-
Depreciation	26,779	31,550
Decrease/(Increase) in receivables	25,393	(16,006)
Decrease in inventory	463	1,525
Decrease/(Increase) in prepaid expense	5,210	(8,200)
(Decrease)/Increase in accounts payable	(158,968)	81,107
Decrease in accrued expenses	31,948	215
Increase in accrued income taxes	-	(11,200)
Increase in deferred revenue	113,425	15,290
Total adjustments	<u>29,110</u>	<u>94,281</u>
Net cash provided by operating activities	<u>274,489</u>	<u>836,200</u>
CASH FLOWS PROVIDED BY/(USED FOR) INVESTING ACTIVITIES:		
Purchase of investments	4,808,743	(3,743,603)
Sale of investments	(4,808,743)	3,743,603
Net investment income designated for long-term purposes	(160,310)	(142,510)
Realized & unrealized gains on investments	(157,519)	(561,482)
Purchase of property & equipment	<u>(36,657)</u>	<u>(25,872)</u>
Net cash used for investing activities	<u>(354,486)</u>	<u>(729,864)</u>
Net change in cash & equivalents	(79,997)	106,336
Cash & equivalents, beginning of year	<u>1,245,162</u>	<u>1,138,826</u>
Cash & equivalents, end of year	<u>\$ 1,165,165</u>	<u>\$ 1,245,162</u>
Cash payments for:		
Interest	-	-
Taxes	-	\$3,532

The accompanying notes are an integral part of these financial statements.

USENIX ASSOCIATION
Notes to Financial Statements
December 31, 2007

1. Description of Business and Summary of Significant Accounting Policies

Description of Business

USENIX Association was incorporated in 1980 and was granted status as a non-profit organization exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code in 1984. The principal purpose of the organization is to provide educational benefits, including the exchange and communication of research and technological ideas pertaining to advanced computing systems and tools. There are approximately 5,400 members in the United States and 45 countries. The Association's programs include:

Conferences and Workshops

USENIX conferences are designed using a combination of staff expertise and volunteer program committees that are comprised of industry professionals. USENIX conferences are highly technical, attracting attendees with mid- to senior-level experience in IT 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, and the USENIX Annual Technical Conference. Smaller conferences on specific areas in advanced computing systems are also held. A highly regarded tutorial program accompanies most conferences.

Programs and Memberships

The Association publishes a magazine six times a year. The publication features technical articles on a wide range of topics, tips on system administration techniques, workplace strategies, book reviews, and summaries of the Association's conferences. Membership with the Association provides numerous benefits and includes discounts on conference registration fees and a free subscription to the Association's magazine, ;login:.

Student Programs, Good Works, and Projects

Special distributions are designated for student programs, standards activities, Good Works, and various projects due to a spending policy adopted by the Board of Directors.

USENIX ASSOCIATION
Notes to Financial Statements
December 31, 2007

Distributions are given to universities, students, and organizations throughout the year, with oversight of these programs provided by volunteer committees and staff. See additional information in Note 2.

SAGE – The USENIX SIG for sysadmins

SAGE is a special interest group of USENIX serving the system administration community. SAGE benefits include a series of booklets on practical topics such as job descriptions, an annual salary survey, a members' email list, and a Web resource site that includes job postings.

Basis of Accounting and 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 Association 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 Association's operations. This includes certain amounts designated by the board for the reserve fund or other uses.

Temporarily restricted net assets - represent contributions that are limited in use by the Association in accordance with temporary donor imposed stipulations. These stipulations may expire with time or may be satisfied and removed by actions of the Association 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 were no temporarily restricted net assets at December 31, 2007 and 2006.

Permanently restricted net assets - represent contributions to be held as investments in perpetuity as directed by the original donor. At December 31, 2007 and 2006 the Association does not have any permanently restricted net assets.

USENIX ASSOCIATION
Notes to Financial Statements
December 31, 2007

Accounting 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.

Income Tax Status

The Association was granted tax-exempt status as provided by Internal Revenue Code Section 501(c)(3) in a determination letter dated August 15, 1984. In addition, the Association has been determined by the Internal Revenue Service (IRS) not to be a private foundation within the meaning of Section 509(a) of the Code. As a result, the Association is exempt from paying income taxes, except with respect to income unrelated to its tax exempt purpose, and thus no provision for income taxes has been reflected in these financial statements, except with respect to unrelated business income.

Revenue Recognition

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.

Cash and Cash Equivalents

The Association considers all highly liquid instruments purchased with an initial maturity of three months or less to be cash equivalents.

Marketable Securities

Marketable securities with readily determinable fair market values are stated at fair market value and both realized and unrealized gains and losses are reflected in the statement of activities. These investments are subject to market fluctuations.

USENIX ASSOCIATION
Notes to Financial Statements
December 31, 2007

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 Association's policy to capitalize expenditures for those items in excess of \$1,000. 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. Maintenance and repairs are charged to expense as incurred. There were no restrictions on donated fixed assets at December 31, 2007 and 2006.

Inventory

Inventory consists of conference proceedings from various conferences that are available for sale. Inventory is presented at the lower of cost or market, first-in, first-out.

Functional Allocation of Expenses

The costs of providing the various programs and activities have been summarized on a functional basis in the Statement of Activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Advertising

The Association uses advertising to promote its programs among the audiences it serves. The production costs of advertising are expensed as incurred. During 2007 and 2006, advertising costs totaled \$213,106 and \$187,270.

2. Investments - Reserve Fund

In December 1992, the Board of Directors established an investment account with the intent of assuring a reserve fund for operations and a source of support for the "Good Works" programs funded by USENIX. The fund was initially set up with \$1,000,000 from unrestricted funds. Subsequent donations and additions from operating funds have helped to create a substantial resource. The reserve fund is currently managed by three professional investment advisors under the supervision of Smith Barney.

USENIX ASSOCIATION
Notes to Financial Statements
December 31, 2007

The Board has established portfolio objectives and investment guidelines that outline the permitted asset mix and characteristics of the portfolio of securities. The investment guidelines are based upon an investment horizon of greater than five years and the Board recognizes that assuming some risk is inherent in the investment process. The security guidelines target a mix of 45% to 55% fixed income securities and 45% to 55% equity securities. There are also limitations on the concentrations in single issues or sectors. Additional targets and guidelines are determined by the treasurer, executive director, and investment advisors.

The advisory fees, which include all management fees and transaction costs, are a blended rate based on the equity/fixed income mix applied to the assets under management. The fees paid for 2007 and 2006 were 1.04% and 1.09% of the average portfolio for the year, respectively, and varied with the portfolios. 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 USENIX with liquidity and safety for reserve needs.

As of December 31, 2007 and 2006, the reserve fund consisted of the following:

Reserve fund by type of security – December 31, 2007 (IN U.S. DOLLARS)

	Cost	Market Value	Unrealized		% of Market Value	
			Gain	Loss		
Cash & money market	535,392	535,392			8.4	8.4
US Government treasury Notes	1,902,007	1,981,445	79,438	-	31.2	39.4
Debt Securities-Foreign gov't	-	-	-	-	-	
Corporate Debt Securities	516,209	522,765	6,556	-	8.2	
Equity Securities	2,728,820	3,325,884	597,064	-	52.3	52.3
Total Investments	5,682,428	6,365,486	683,058	-		100%
Net unrealized gain				683,058		

USENIX ASSOCIATION
Notes to Financial Statements
December 31, 2007

Reserve fund by type of security – December 31, 2006 (IN U.S. DOLLARS)

	Cost	Market Value	Unrealized		% of Market Value	
			Gain	Loss		
Cash & money market	212,823	212,823	-	-	3.5	3.5
US Government treasury Notes	2,107,575	2,114,269	6,694	-	35.0	38.9
Debt Securities-Foreign gov't	-	-	-	-	-	
Corporate Debt Securities	280,537	273,554		(6,983)	4.5	
Equity Securities	2,547,082	3,447,011	899,929	-	57.0	57.0
Total Investments	5,148,017	6,047,657	906,623	(6,983)		100%
Net unrealized gain				899,640		

3. Concentration of Credit Risk - Cash

The Association maintains cash at one financial institution which will periodically exceed the FDIC insured limit of \$100,000 per institution. At December 31, 2007 and 2006, the Association's uninsured cash balance totaled \$73,197 and \$116,493, respectively.

4. Retirement Plan

In 1986, the Association adopted a defined contribution pension plan for its employees. Contributions are made on behalf of the employees at the rate of 12% of an eligible employee's compensation. The amounts contributed to the plan for the periods ended December 31, 2007 and 2006, were \$112,327 and \$111,934, respectively. The Association also provides a 401(k) deferred compensation plan available to its employees. The organization does not currently provide matching contributions, though the plan allows matching.

USENIX ASSOCIATION
Notes to Financial Statements
December 31, 2007

5. Other Assets/ Long Term Liabilities

The Association has a non-qualified deferred compensation plan for certain key employees. The total of participant deferred compensation, which is reflected as a other asset and a long-term liability, was \$302,020 and \$248,521 at December 31, 2007 and December 31, 2006, respectively.

6. Lease Obligation

The Association 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 June 13, 2006, extended the lease through May 31, 2011. The base rent is \$5,800 per month, beginning June 1, 2006 (\$1.99 sq. ft.). There is a provision for a CPI adjustment with a minimum 3% increase per year. The minimum future lease obligations are as follows for the years ended December 31:

2008	\$ 73,155
2009	\$ 75,350
2010	\$ 77,610
2011	\$ 32,735

Rent expense for the years ended December 31, 2007 and 2006 was \$73,820 and \$ 73,144, respectively.

USENIX ASSOCIATION
Notes to Financial Statements
December 31, 2007

7. Commitments - Future Conferences

The Association sponsors an Annual Technical Conference, a major Systems Administration Conference, known as LISA, and a Security Conference. In addition, the Association sponsors a number of smaller events on specialized topics. Commitments for the larger conferences are generally made for hotel and meeting room space approximately five years prior to the conference dates. The following major contracts have been finalized.

<u>Annual Technical Conference</u>		<u>Peak Night Rooms Committed</u>	<u>Total Nights Committed</u>
June 2008	Boston	394	1,925
June 2009	San Diego	400	1,910
June 2010	Boston	340	1,765
 <u>LISA Conference</u>			
November 2008	San Diego	750	4,315
November 2009	Baltimore	625	3,665
December 2010	San Jose	625	3,675
December 2011	Boston	625	3,665
December 2012	San Diego	625	3,665
December 2013	Washington DC	625	3,505
 <u>Security Conference</u>			
August 2008	San Jose	230	995
August 2009	Montreal	240	1,175

In the event of a cancellation or a lower than anticipated attendance, there is a potential liability to the Association for the commitments to the hotels and convention centers involved in these contracts. As of December 31, 2007 the potential liabilities in the event of cancellation were \$2,044,317, including all USENIX conference commitments. As of December 31, 2006 these potential liabilities were \$2,276,443. As of May 15, 2008, the potential liabilities increased to \$2,421,083, due to the approaching 2008 Annual Tech and LISA 2008 conferences, and the addition of LISA 2013. Not all conference commitments are subject to cancellation penalties.

USENIX ASSOCIATION
Notes to Financial Statements
December 31, 2007

8. Legal Contingency

The Association was named Defendant in a lawsuit that seeks compensation for fees the Plaintiff claims are due under an agreement as well as unspecified damages. The Association denies being a party to the agreement on which the claim is based.

The Association has submitted this claim to its insurance carrier. The insurer has retained counsel to defend the Association and is in the process of reviewing the claim. Management believes this claim is covered under the Association's liability insurance policy.

The complaint enumerates fees that the plaintiff claims are due for the sixteen months ended December 31, 2006, together with fees for the two previous months for a total of \$216,400, plus an unspecified amount for fees for the year ended December 31, 2007 and damages.

Management believes that the outcome of this suit will not have a material effect on the financial condition of the Association.

Supplemental Schedules



USENIX ASSOCIATION
SAGE STATEMENTS OF ACTIVITIES
For the Years Ended December 31, 2007 and 2006

	2007	2006
REVENUES		
Membership dues	\$ 128,465	\$ 128,370
SAGE publications	6,830	2,360
Other SAGE income (T-shirts, misc.)	591	560
	<u>135,886</u>	<u>131,290</u>
SAGE Direct Expenses		
Web	7,929	27,827
Database & system administration	608	653
Salary survey		4,000
Publications/Booklets	16,263	33,970
email lists	630	1,530
Member mailings	1,009	2,313
Program manager	-	40,850
Promotion	5	2,076
Office expenses	-	279
Discretionary expenses	(67)	1,056
T-shirts	1,138	3,259
Total direct expenses	<u>27,515</u>	<u>117,813</u>
Personnel and G & A expense	<u>137,733</u>	<u>106,500</u>
Total SAGE expenses	<u>165,248</u>	<u>224,313</u>
Net deficit	<u>\$ (29,362)</u>	<u>\$ (93,023)</u>

The accompanying notes are an integral part of these financial statements.

USENIX ASSOCIATION
Conference & Workshop Revenues and Expenses
For the Year Ended December 31, 2007

	2007 Workshops					2007 Conferences					Total	Combined Total	
	#1-Linux Kernel Cambridge UK		#4-HOT OS San Diego		#7 FAST San Jose	#9 NSDI Cambridge MA	Annual Santa Clara		LISA Dallas	Security Boston			
		\$		\$									
REVENUE:													
Technical fees		\$ 36,935	\$ 188,180	\$65,160	\$290,275	\$163,260	\$ 318,755	\$183,775	\$665,790		\$956,065		
Tutorial fees		-	29,540	15,000	29,540	358,759	1,052,305	92,000	1,503,064		1,532,604		
Workshop fees	\$ 216,750	30,000	80,300	59,500	26,500	12,150	-	48,300	60,450		86,950		
Sponsorship		-	-	-	386,550	32,500	29,000	29,000	90,500		477,050		
Vendor display/other		-	-	-	-	3,824	147,623	2,600	154,047		154,047		
Total Revenue	216,750	66,935	309,520	139,660	732,865	570,493	1,547,683	355,675	2,473,851		3,206,716		
	91	72	405	193	761	567	1,059	427	2,053		2,814		
EXPENSES:													
Attendees													
Marketing		-	5,272	188	5,460	56,282	95,484	27,195	178,961		184,421		
Registration packet		321	890	612	1,823	5,419	6,175	2,925	14,519		16,342		
Registration Web form	36	80	416	317	849	3,555	2,548	892	6,995		7,844		
Tutorial expenses		-	15,759	-	15,759	182,432	359,001	58,855	600,288		616,047		
Technical sessions	4,739	3,278	15,176	5,691	28,884	33,906	33,279	23,019	90,204		119,088		
Workshop expenses		-	7,963	9,645	17,608	6,269	3,718	26,783	36,770		54,378		
Attendee proceedings		691	3,276	3,727	7,694	4,189	6,883	3,979	15,051		22,745		
Reception/Food & Beverage/Catering	10,999	6,000	27,133	12,065	56,197	40,090	73,821	50,150	164,061		220,258		
Coffee breaks/Lunches	13,208	12,072	36,465	22,657	84,402	20,374	36,301	23,618	80,293		164,695		
Program committee expenses		2,831	5,184	2,095	10,110	13,777	13,777	10,608	30,464		40,574		
Terminal room/connectivity		970	3,325	3,209	7,504	18,465	1,600	4,969	25,034		32,538		
Exhibition		-	3,630	-	3,630	1,740	38,378	1,296	41,414		45,044		
Credit card fees		1,411	6,673	2,831	10,915	17,398	39,632	11,088	68,118		79,033		
Conference signs	505	362	870	575	2,312	1,905	2,859	2,141	6,905		9,217		
Gratuities		312	425	385	1,122	710	1,180	805	2,695		3,817		
Miscellaneous/T shirts/giveaways	8,468	1,845	676	1,060	12,049	16,063	18,113	9,033	43,209		55,258		
Attendee Survey		-	-	-	-	6,151	-	209	6,360		6,360		
Staff/BOD travel & hotel	7,506	2,226	3,251	3,848	16,831	9,134	10,052	10,764	29,950		46,781		
Meeting room rental	5,080	2,614	-	-	7,694	23,814	-	2,000	25,814		33,508		
Awards		-	1,000	1,000	2,000	1,000	1,000	1,000	3,000		5,000		
Temporary help		-	-	-	0	1,650	3,181	916	5,747		5,747		
Travel assistance-non student	9,590	-	-	-	9,590	-	-	-	-		9,590		
Student Volunteers		-	-	-	0	1,303	4,761	-	6,064		6,064		
Shipping of materials	4,300	324	1,033	2,517	8,174	1,640	7,218	7,543	16,401		24,575		
Revenue insurance		-	-	-	-	-	6,394	-	6,394		6,394		
Total Direct Expenses	64,431	35,337	138,417	72,422	310,607	459,568	765,355	279,788	1,504,711		1,815,318		
Personnel and G & A Expenses	32,765	30,538	84,299	69,696	217,298	225,354	340,050	125,807	691,211		908,509		
Total Conference & Workshop Expenses	97,221	65,900	222,803	142,193	527,905	685,095	1,105,629	405,706	2,195,922		2,723,827		
Excess of Revenue over Expense	\$119,529	\$1,035	\$86,717	(\$2,533)	\$204,960	(\$114,602)	\$442,054	(\$50,031)	\$277,929		\$482,889		

The accompanying notes are an integral part of these financial statements

USENIX ASSOCIATION
Conference & Workshop Revenues and Expenses
For the Year Ended December 31, 2006

	2006 Workshops					2006 Conferences					Combined Total	
	#1-Linux Kernel Ottawa	#2-OSDI Seattle	#5 SRUTI San Jose	#9 NSDI Boston	Total	Annual			Security Vancouver BC	Total		
						Boston	Washington	LISA				
REVENUE:												
Technical fees	\$ 185,680	\$ 9,200	\$60,455		\$255,335	\$182,920	\$ 316,525	\$187,635	\$687,080	\$942,415		
Tutorial fees	-	-	-	-	-	438,370	1,105,290	128,801	1,672,461	1,672,461		
Workshop fees	17,544	-	-	-	17,544	13,250	11,100	24,700	49,050	66,594		
Sponsorship	248,500	184,000	12,000	36,500	481,000	16,000	15,500	14,500	46,000	527,000		
Vendor display/other	-	1,500	-	-	1,500	8,145	182,879	7,000	198,024	199,524		
Total Revenue	248,500	388,724	21,200	96,955	755,379	658,685	1,631,294	362,636	2,652,615	3,407,994		
Attendees	87	454	51	177	769	674	1,170	415	2,259	3,028		
EXPENSES:												
Marketing	-	436	9	188	633	40,925	92,718	19,001	152,644	153,277		
Registration packet	192	2,017	192	261	2,662	4,145	9,258	2,761	16,164	18,826		
Registration Web form	578	1,565	53	839	3,035	4,904	2,003	902	7,509	10,544		
Tutorial expenses	-	-	-	-	-	193,356	350,967	61,614	605,937	605,937		
Technical sessions	6,077	49,307	4,174	18,459	78,017	62,555	76,582	48,404	187,541	265,558		
Attendee proceedings	-	5,600	434	3,654	9,688	6,028	6,784	3,015	15,827	25,515		
Reception/Food & Beverages/Catering	11,868	60,404	1,511	9,594	83,377	44,736	72,825	34,023	151,584	234,961		
Coffee breaks/Lunches	6,586	24,526	2,559	8,411	42,082	-	4,773	9,660	14,433	56,515		
Program committee expenses	-	2,308	728	1,636	4,672	11,736	14,573	13,165	39,474	44,146		
Terminal room/connectivity	-	2,319	500	3,130	5,949	8,350	13,812	5,218	27,380	33,329		
Exhibition	-	-	-	-	-	1,427	36,900	600	38,927	38,927		
Credit card fees	-	6,540	269	2,058	8,867	17,867	41,910	10,184	69,961	78,828		
Conference signs	668	1,116	109	431	2,324	1,211	3,281	976	5,468	7,792		
Gratuities	-	400	-	360	760	995	1,310	479	2,784	3,544		
Miscellaneous/T shirts/giveaways	10,095	4,322	6	655	15,078	11,036	11,607	5,278	27,921	42,999		
Attendee Survey	-	-	-	-	-	99	7,809	75	7,983	7,983		
Staff/BOD travel & hotel	2,388	3,488	217	1,545	7,638	11,081	15,196	5,753	32,030	39,668		
Meeting room rental	9,764	450	6,922	-	17,136	1,000	1,000	365	365	17,501		
Awards	-	1,000	1,000	-	2,000	1,000	1,000	1,000	3,000	5,000		
Temporary help	-	-	-	-	-	1,747	3,365	1,243	6,355	6,355		
Travel assistance-non student	11,500	-	-	-	11,500	-	-	-	-	11,500		
Student Volunteers	-	-	-	-	-	1,566	6,066	-	7,632	7,632		
Shipping of materials	955	1,573	55	606	3,189	4,939	7,732	5,551	18,222	21,411		
Revenue insurance	-	-	-	-	-	-	9,268	-	9,268	9,268		
Total Direct Expenses	60,671	167,371	17,738	52,827	298,607	429,403	789,739	229,267	1,448,409	1,747,016		
Personnel and G & A Expenses	25,804	79,829	23,270	54,878	183,781	243,060	351,440	120,374	714,874	898,655		
Total Conference & Workshop Expenses	86,475	247,200	41,008	107,705	482,388	672,463	1,141,179	349,641	2,163,283	2,645,671		
Excess of Revenue over Expense	\$162,025	\$141,524	(\$19,808)	(\$10,750)	\$272,991	(\$13,778)	\$490,115	\$12,995	\$489,332	\$762,323		

The accompanying notes are an integral part of these financial statements.

USENIX ASSOCIATION
General and Administrative Expenses
For the Years Ended December 31, 2007 and 2006

	<u>2007</u>	<u>2006</u>
General & administrative expense		
Occupancy	\$ 101,292	\$ 95,761
Depreciation	26,779	31,550
Board of directors expenses	28,594	68,199
Image marketing/public relations	21,032	15,413
System mgmt & computer expenses	70,021	31,090
Internet Verisign fees	4,321	4,553
Accounting and legal	69,557	83,949
Office expenses	38,914	54,604
Renewal mailings & E-renewals	4,840	5,318
Telephone	30,446	22,456
Insurance	32,807	35,542
Election/bylaws	-	10,663
Other operating expenses	<u>49,542</u>	<u>69,705</u>
General & Administrative expense	<u>\$ 478,145</u>	<u>\$ 528,803</u>

The accompanying notes are an integral part of these financial statements.