

General Manager's Report to the Members Quarter Ending September 30, 2008

*Prepared by
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Core Activities – Meetings & Training Workshops

There were no formal meetings held during the quarter, though due to popular requests we have updated the pages from our 2008 KL pages with videos. <http://www.aptd.org/kl2008/>

The ADRP Management workshop held in KL has also had an additional bit of content added in the form of a video 'webinar'. This was produced by Delta-Risk in conjunction with ICANN. A repeat of this workshop will occur in Cairo just prior to the ICANN meeting there.

We canvassed the membership (and potential membership) about having meetings in the Middle East and in the Pacific – but there was no material interest.

We have been working with the .in registry to help with logistics for the India meeting. This is scheduled for December 1 & 2 at the Novotel Airport in Hyderabad, India. The program is taking shape and there will be time for good discussion on ICANN's draft IDN ccTLD Fast Track Implementation plans so that we can provide input into their planning process.



There was a Technical Workshop on Attack & Disaster Response Planning that was run by APNIC. Seven ccTLDs (.as, .au, .hm, .my, .nz, .sb, .ws) were represented and we gained one new member (.hm) from the exercise. While all participants found the workshop useful, it slightly missed its mark because one of the main presenters was sick. We are planning on participating in a similar exercise in conjunction with the APRICOT 2009 gathering in Manila in February. I am very grateful for

the fantastic support we have received from APNIC.

We have also been working with ICANN, Delta-Risk and the other Regional Organisations to again hold a management workshop on Attack & Disaster Response Planning. Registration for this event now stands at nearly 50, with 14 from the AP region. We have also been in partnership with ISOC who have offered to provide accommodation funding for selected ccTLDs.

Preliminary work has also begun on a study tour or two for next year. All ccTLDs who have been contacted have been happy to host a small study tour. Several others have expressed interest in participating – but the cost and time commitment are key factors. I intend to get a better assessment of this at the India meeting.

Other Organisational Engagements

At the end of the quarter I attended the CENTR meeting in Pisa and took the opportunity to also visit ICANN staff at their global headquarters in Marina del Rey, California.

The CENTR meeting was particularly useful in getting alignment with European countries keen on IDNs as well as further promoting the ADRP workshops and strong



inter-organisational relationships. The CENTR staff and Board members were generous with their acknowledgements of APTLD's achievements and contributions.

I also spoke at length with ICANN staff about the IDN Fast Track Implementation plans being developed by ICANN. It was clear that ICANN is seeing some interest from outside the ccTLD community for the ccTLDs to provide even greater return to the ICANN community as a whole. There is clearly an opportunity, in my view, for the differences between the ccTLDs focus on serving their communities and the gTLD operators interests in serving their, different, communities to be highlighted. We will address part of this at our meeting in India.

Earlier in the quarter I attended the APNIC meeting in Christchurch and made further discussions with non-members in the Pacific. Dialogue continues, albeit slowly. I also met a number of our existing members who were also at the meeting.

More active and positive engagement with ISOC looks to be nearing fruition at a meeting between ISOC and the four Regional Organisations is to be held in Cairo. This is after regular and repeated engagements with various ISOC staff for greater cooperation and coordination between our organisations for shared objectives – notably the support for developing ccTLDs. ISOC itself is ramping up to provide greater service to their community.

We've also engaged in discussions with PITA (Pacific Island Telecommunications Association) who are organising a meeting of their members and others in April 2009 in Fiji. It would be useful for APTLD to be present and engage with a few of the ccTLDs in the region not currently members.

Membership

Membership growth during the quarter was small – just one with .hm. In Early October we also received an application for Associate Membership from .mobi.

Related to Membership, we set up a PayPal account to make it simpler for some of the smaller members to make payments.

Organisational Support

During the Quarter I gave notice to the Board of my intention not to renew my contract at the end of the year and the Board decided to continue with the role of a General Manager and at the end of the quarter selected a recruitment agency to help in the identification of a new GM. The goal is to have the new GM in place by the end of the year – ideally in time for the meeting in India on the 1st and 2nd of December.

During the quarter we also received recommended changes to our constitution and by-laws from our Malaysian based attorney. These are moving through the Board.

Other Activities

There has not yet been sufficient interest in the production of a booklet of membership services. The idea clearly needs a bit more time to resonate with members, particularly Associate Members. However, we have been in discussion with others about doing a joint publication from time to time that will cover the Domain Name Industry in the Asia Pacific region. Nothing concrete is has yet been agreed.

Important Issues

The IDN ccTLD Fast Track received approval in principal from the ICANN Board at the Paris meeting. APTLD should rightly take some credit for initiating the idea (which stemmed from our meeting in Dubai in June 2007). We must continue to focus on both the Fast Track Implementation Plans as well as the full IDN ccTLD PDP as I believe that there are some issues fundamental to the ccTLD community that could come into play. The AP region has

been well served from its members who served on the IDNC Working Group and continue to serve and participate in the ccNSO.

Finances

The finances are looking, in my view, OK for the end of the year as a whole. Excluding the unanticipated recruitment costs, we might very well have ended the year with a surplus depending on what actually happens with the busy 4th quarter travel costs. As it is, we are still well ahead of the budgeted loss.

1. Associate membership revenue is well above budget as we have gained a greater interest from other industry participants. *I think that this is an area that can continue to grow in the new year.*
2. Sponsorship is also well and truly better than expected. This more than covers the shortfall from interest, consulting fees and meeting attendance fees. *We already have five sponsors for the India meeting.*
3. Our meeting costs, while over budget in the financial report, are actually far less than expected due to extensive generous sponsorship that we've received. The *net* meeting costs will be under budget.
4. Training costs are also well below budget – again because of sponsorship and the volunteer efforts of those who have lead the workshops.
5. We've not entered into any extensive research this year. I've heard no specific interest from either members or the Board.
6. The forecast Organisational Support lines are over budget principally from the inclusion of GM recruitment cost. There has been no successful application yet for sponsorship for meeting attendance.
7. Travel could be expected to be over budget as there is again a flurry of last quarter travel planned. This includes the CENTR meeting in Pisa, the ICANN meeting in Cairo, and the APTLD & IGF meetings in India. Part of this is the timing of the accounts with expenses claims.

The bank balance still shows a year's worth of revenue – but there are still an expensive three months to go.

Asia Pacific Top Level Domains

Association

Statement of Financial Performance – 30 September 2008

		YTD	Budget	Forecast to EoY	Estimated EoY	Comments
Income						
1	Membership - Ordinary	\$123,099	\$121,450		\$123,099	
2	Membership - Associate	\$19,880	\$10,000	\$750	\$20,630	
3	Sponsorship	\$19,539	\$5,000	\$12,377	\$31,916	
4	Interest	\$1,145	\$2,000	\$120	\$1,265	
5	Consulting	-	\$5,000		-	
6	Meeting Attendance Fees	\$162	\$2,000	\$500	\$662	Five non-members attending India - principally from Europe
Total Income		\$163,824	\$145,450	\$13,747	\$177,571	
Expenditure						
<i>Meetings</i>						
11	Taipei	\$13,814	\$5,000		\$13,814	
12	Kuala Lumpur	-\$1	-		-\$1	
13	India	-	\$5,000	\$5,000	\$5,000	
14	Cook Islands	-	\$1,000		-	No Meeting
15	Middle East	-	\$3,000		-	No Meeting
	<i>Sub-total - Meetings</i>	<i>\$13,813</i>	<i>\$14,000</i>	<i>\$5,000</i>	<i>\$18,813</i>	
<i>Training</i>						
21	Non-Technical Training	-	\$2,000		-	
22	Marketing for ccTLDs	\$1,973	\$2,000		\$1,973	
23	Policy Development	\$977	\$2,000		\$977	
24	Registrar, Reseller & Registrant Contracts	-	\$2,000		-	
25	Support for Technical Training	-	\$2,000	\$1,000	\$1,000	Costs for Brisbane
26	Other	\$1,956	\$2,000		\$1,956	ADRP - Offset by Sponsorship from ICANN
	<i>Sub-total-Training</i>	<i>\$4,906</i>	<i>\$12,000</i>	<i>\$1,000</i>	<i>\$5,906</i>	
	Total - Skills Dev't and Info Sharing	\$18,719	\$26,000	\$6,000	\$24,719	
	<i>Research</i>				-	

31	Research Project 1	-	\$5,000			-	
32	Research Project 2	-	\$5,000			-	
	Total-Research	-	\$10,000	-		-	
	<i>Organisational Support</i>					-	
41	Sponsorship	-	\$7,500	\$2,000		\$2,000	<i>Providing Support for someone to India</i>
51	Engagement with International Organisation	\$251	\$4,000	\$2,000		\$2,251	<i>Cairo and possibly IGF associated costs</i>
61	Other	\$4,837	\$5,000	\$1,500		\$6,337	<i>Board Teleconference & Legal Fees for Constitution Changes & Web Site Maintenance</i>
71	Travel	\$32,970	\$49,000	\$26,000		\$58,970	<i>Pisa, Cairo & India & Brisbane</i>
81	Secretariat	\$1,050	\$8,000	\$4,500		\$5,550	
91	GM Salary	\$50,000	\$75,000	\$25,000		\$75,000	
92	GM Admin	\$3,404	\$8,000	\$1,600		\$5,004	
93	GM Recruitment			\$12,500		\$12,500	
	Total Organisational Support	\$92,512	\$156,500	\$75,100		\$167,612	
	Total Expenditure	\$111,231	\$192,500	\$81,100		\$192,331	
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	OPERATING SURPLUS / (DEFICIT)	\$52,593	-\$47,050	-\$67,353		-\$14,760	

Statement of Financial Position

As at 30 September 2008

Opening Balance at 31 Dec 07	\$	113,182
YTD Operating Surplus / (Deficit)	\$	52,593
2009 Membership Fees Received in Advance	\$	1,724
2008 PayPal Receipts	\$	550
2008 PayPal Fees	-\$	22
Current Balance (Cash) & Paypal	\$	167,499
Check	-\$	0