AGENDA – COUNCIL MEETING
Friday 24th November 2017

Venue To Be Confirmed, Wellington			
8.45am	Refreshments (coffee, tea, & scones) on arrival		
9.00am	Meeting start		
10.30am	Break		
12.00pm	Lunch		
2.35pm	Break		
4.00pm	Meeting Close		
Chief Executive Recruitment (in committee)			
09:00		Interviews / Presentations Coffee as required	
12.00-12.40pm		Lunch	
Section 1 – Meeting Preliminaries			
12.40pm	1.1	Council only (in committee)	-
12.50pm	1.2	Council and CE alone time (in committee)	-
1.00pm	1.3	Apologies, Interests Register and Agenda Review	3
Section 2 – Ordinary Business			
1.05pm	2.1	Consent Agenda: • Confirm Minutes – August & October 2017 meeting • Action Register • Membership Update • Evote Ratification	7 & 13 19 21 23
1.10pm	2.2	Health & Safety update	25
1.15pm	2.3	**President's Report**	-
1.20pm	2.4	**Chief Executive's Report** Organisational Report • Programmes • Operations • Governance and Members Appendices - Quarterly Media and Social Report - Grants Update Report ICANN 60: Joint Report Activity Plan 2017/18 – Impact of the Organisational Review	27 31 37 39 45 49

1.30pm	2.5	Community Projects Grant Recommendations *(Confidential paper)*	-
1.40pm	2.6	Strategic Partnerships 2018/19 *(Confidential paper)*	-
2.00pm	2.7	Indicative Activity Plan 2018/19	51
2.20pm	2.8	Document Disclosure *(confidential documents from previous Council meetings that are due for review if it can be released)*	55
2.25pm	2.9	Council Committee Reports - Audit & Risk - Grants - Māori Engagement - CE Review	75
2.35pm		Afternoon Tea	
Section 3 – Subsidiaries			
2.50pm	3.1	Organisational Review – Programme Manager Update	77
3.10pm	3.2	Group Financial Reports – Q2	99
3.15pm	3.3	Subsidiaries: - Joint.nz Quarterly Report for NZRS/DNCL - Quarterly Reports (DNCL, NZRS) – Q2 2017/18 - Tech Research – Q2 2017/18 - Product and Services Dev't – Q2 2017/18	107 115 & 117 129 139
*Section 4 - Other Matters			
	-	CONTINGENCY *(for any overflow)*	-
3.40pm	4.1	Matters for Communication – key messages - Organisational Review - Communications in general - Upcoming events	-
3.45pm	4.2	General Business	-
3.50pm	4.3	Meeting Review	-
4.00pm (latest)	-	Meeting close	-

* Section 4 also includes the list of Acronyms and the Annotated Agenda

InternetNZ

InternetNZ

Council Register of Interest

Officers and Councillors are required to register any interests, commercial, political or organisational, which they believe may be relevant to the perception of their conduct as a Councillor or Officer. Officers and Councillors are, however, still required to declare a Conflict of Interest, or an Interest, and have that recorded in the Minutes.

Officers and Councillors receive the following annual honoraria:

President - $30,000
Vice President - $18,750
Councillor - $15,000

Name: Jamie Baddeley
Position: President, InternetNZ
Term: AGM 2014 - AGM 2018
Declaration Date: 27 May 2017
Interests:

- Officer's Honorarium for InternetNZ

Name: Joy Liddicoat
Position: Vice President, InternetNZ
Term: AGM 2014 - AGM 2018
Declaration Date: 27 May 2017
Interests:

- Holder of .nz domain name registrations
- Holder of .com domain name registrations
- Member of the New Zealand Law Society
- Member, Non Commercial Users Constituency of ICANN
- Founding Director and Shareholder of Oceania Women's Satellite Network (OWNSAT) PTE Limited. OWNSAT is a shareholder in Kacific Broadband Satellite
- Member of Pacific Chapter, Internet Society (PICISOC)
- Assistant Commissioner, Policy and Operations at the Office of the Privacy Commissioner
- Due to her role at work, Joy recuses herself from any policy decisions that may span the interests of the Office of the Privacy Commissioner
- Officer's honorarium for InternetNZ

Name: Brenda Wallace
Position: Councillor, InternetNZ
Term: AGM 2012 - AGM 2018
Declaration Date: 19 September 2017
Interests:

- Member of Green Party of Aotearoa New Zealand
- Many .nz domain names
- Shareholder of Rabid Tech
- ~~NZRise member~~
- Contractor to NZ Department of Internal Affairs
- Trustee of Whare Hauora project
- Trustee, Kahurangi School
- Councillor's Honorarium for InternetNZ

Name: Dave Moskovitz
Position: Councillor, InternetNZ
Term: AGM 2011 - AGM 2017
Declaration Date: 3 October 2017
Interests:

- Registrant of .nz, .com, .org, .pe domains
- Director, Domain Name Commission Limited
- Full list of register of interest (i.e. Board memberships, Shareholdings, and other memberships & non-profit activity) – see http://dave.mosk.nz/coi
- Councillor's Honorarium for InternetNZ

Name: Richard Wood
Position: Councillor, InternetNZ
Term: AGM 2013 - AGM 2019
Declaration Date: 25 August 2017
Interests:

- Holds .nz and .net domain name registrations
- Member of ISOC, PICISOC
- ~~Employee of Parts Trader Markets Ltd~~
- Investor in Parts Trader Markets Ltd
- Councillor's Honorarium for InternetNZ

Name: Amber Craig
Position: Councillor, InternetNZ
Term: AGM 2013 - AGM 2019
Declaration Date: 27 May 2017
Interests:

- Consultant and organiser of some corporate unconferences
- Holds .nz domain name registrations
- Employee of ANZ
- An immediate family member works at NZRS occasionally
- Trust Chair of Whare Hauora Charity
- Co-Chair of WWGSD Charitable Trust
- Councillor's Honorarium for InternetNZ

Name: Sarah Lee

Position: Councillor, InternetNZ

Term: AGM 2014 - AGM 2017

Declaration Date: 11 February 2016

Interests:

- Contractor to 2020 Communications Trust
- Member of New Zealand **Māori** Internet Society
- **Māori** Advisory Group member for Injury Prevention Network
- Board member Injury Prevention Aotearoa
- Councillor's Honorarium for InternetNZ

Name: Richard Hulse

Position: Councillor, InternetNZ

Term: AGM 2015 –AGM 2018

Declaration Date: 2 December 2016

Interests:

- Director of Eduvac Limited
- Holder of .nz domain name registrations
- **Councillor's** honorarium for InternetNZ

Name: Kelly Buehler

Position: Councillor, InternetNZ

Term: AGM 2015 –AGM 2016

Declaration Date: 15 November 2017

Interests:

- Holder of .nz domain name registrations
- Councillor for Genomics for Aotearoa New Zealand
- Councillor for Science Fiction & Fantasy Conventions of New Zealand
- Councillor's Honorarium for Internet NZ

Name: Keith Davidson

Position: Councillor, InternetNZ

Term: AGM 2016 –AGM 2019

Declaration Date: 21 August 2017

Interests:

- Domain name registrations including .nz names
- Sole shareholder and Director of KD Services Limited
- Member of numerous clubs, societies and associations, many of which are .nz registrants
- Member of ISOC and PICISOC
- Chartered Member of NZ Institute of Directors
- Member of the ICANN ccNSO FOI Implementation Advisory Team
- Consultant to the Vanuatu Telecommunications & Radiocommunications Regulator (TRR) regarding the .vu Domain Name
- Councillor honorarium of InternetNZ

Name: Don Stokes

Position: Councillor, InternetNZ

Term: AGM 2017 –AGM 2020

Declaration Date: 16 August 2017

Interests:

- Shareholder/Director, Knossos Networks Ltd, an authorised .nz registrar
- Shareholder/director of several inactive companies
- Registrant of .nz and .net domains
- Small holdings in publicly listed companies
- Councillor's Honorarium for InternetNZ

Name: Kate Pearce

Position: Councillor, InternetNZ

Term: AGM 2017 –AGM 2020

Declaration Date: 18 August 2017

Interests:

- Organiser of the Bsides Wellington Security Conference
- Employee of Cisco
- Member of the New Zealand Labour Party
- Holder of .nz, .com, .org, .net domain registrations
- Member of NZ Internet Task Force
- Councillor's Honorarium for Internet NZ

The register was last updated in November 2017.

To be ratified - MINUTES OF COUNCIL MEETING

Status:	To be ratified
Present:	Jamie Baddeley (President), Joy Liddicoat (Vice President), Dave Moskovitz, Brenda Wallace, Sarah Lee, Kate Pearce, Don Stokes, Keith Davidson, Kelly Buehler, Richard Hulse and Richard Wood (via Bridge).
In Attendance:	Jordan Carter (Chief Executive), Maria Reyes (minute taker), Andrew Cushen (InternetNZ), Mary Tovey (InternetNZ via Bridge), Ellen Strickland (InternetNZ), Richard Currey (NZRS Chair), Jay Daley (NZRS Chief Executive), David Farrar (DNCL Chair) and Debbie Monahan (Domain Name Commissioner).
Apologies:	Amber Craig, Brenda Wallace (attending late)

Meeting Opened: 9:00am

Section 1: Meeting Preliminaries

Council was in Committee from 09:00 to 09:32 am for Council only time and Council and CE alone time.

1.3   Register of Interests
Prior to the meeting Richard Wood advised staff via email that he is no longer an employee of Parts Trader Markets.

Dave Moskovitz advised that he is no longer a director at Publons Limited.

Section 2: Ordinary Business

2.1   Membership Update
Council went into Committee briefly to discuss the new members list. During the discussion, a few issues were raised around conduct on the members list. Jamie Baddeley noted that if there are interventions required around the behaviour of members, Councillors can step in to address the issue and members should be encouraged to get in touch with him if they have any issue with the conduct of another member in the list so that the he can address this.

RN 50/17:   THAT the minutes of the meetings held on 27 May 2017 be
             received and adopted as a true and correct record.

RN 51/17:   THAT the new members be approved.

RN 52/17:   THAT the evotes be ratified.

<div align="right">

(President/Cr Davidson)
CARRIED U

</div>

2.2   Health & Safety update
No incidents were noted.

2.3   **President's report**
Jamie noted that the Annual General Meeting held 27 July went well and that
he received positive feedback on what was presented at the meeting.
However, he also noted that during his presentation there was not enough
time to do Q&A, but he noted that there were no questions raised after the
meeting.

*Council went into Committee briefly to allow Jamie, Joy and Jordan to provide
a report back to Council on the Chairs & CEs meeting held early August.*

2.4   **Chief Executive's report**
A question was raised regarding the InternetNZ role as an At-Large Structure
in the ICANN At-Large framework. Jordan was asked if he can provide some
information on this and send it to Council prior to the next meeting.

AP 10/17:   CE to provide a report and recommendation at the next Council
             meeting on Internet**NZ's status** as an ICANN At-Large Structure.

It was noted that Council did not have the chance to formally acknowledged
Hayden's departure from Council and the following resolution was raised.

RN 53/17:   THAT Council thank and acknowledge Hayden Glass for his work
             and contribution on Council.

<div align="right">

(Cr Moskovitz/Cr Davidson)
CARRIED U

</div>

During the discussion on the Organisational report, Dave Moskovitz noted that
his wife is an employee of Philanthropy NZ. However, he advised that the
relationship has no effect on what the Community Programme team was
working on with Philanthropy NZ around the Grants Impact Assessment.
Jordan confirmed this.

Brenda Wallace joined the meeting at 10.13am.

Jordan also gave a summary on the changes for the NetHui budget (which is
included in the Budget 2017/18 update paper). It was noted that although
there's a broad range of sponsorship received from stakeholders, the value
does not meet the earlier sponsorship target.

A comment was raised around the State of the Internet Report and whether this report can be seen by Council first before its public release. Jordan advised that this can be done and **raised that there's a delay on** the launch of this report because drafting is taking longer than planned. Staff also engaged external reviewers to assist with lifting the draft further and are now in the review phase, working across InternetNZ and NZRS to make sure that this report is a high quality piece of work.

2.5   Grants Update Report

Council noted that Kate Pearce declared that she is a board member of the organisation organising the *BSides Wellington* who are receiving sponsorship funding from InternetNZ. However, she advised that she was not involved in the funding application process that was put forward to InternetNZ.

2.6   Council Committee Reports

Jamie asked Council for volunteers who are keen to join the Audit & Risk Committee and the CE Review Committee who are seeking two additional members on each committee.

Kelly Buehler and Don Stokes have volunteered for the Audit and Risk Committee. Richard Hulse had initially agreed to join the CE Review Committee and noted Keith **Davidson's interest to join the Committee** as well.

Council were encouraged to attend the sub-**Committee's meeting**s especially for Kate Pearce and Don Stokes, being new to Council, so that they have a **better understanding on what's going on these Committees.**

Sarah Lee gave a brief verbal **update on what the Māori Engagement** Committee is working on. She also raised a question to Council regarding the **update on the logo (i.e. adding "Ipurangi Aotearoa") which has been discussed in previous meetings.** Sarah asked if it's still possible to have the launch happen in September, as previously discussed. However, Jamie advised that with the current Organisational Review and the work around this, that it would be good to temporarily postpone this project for now.

Council also discussed the options for when to hold the Marae training (which was cancelled early in the year) and whether it would be best to have this booked later in the year or perhaps move to early next year instead.

AP 11/17:   Chief Executive to provide options to Council on possible dates for the Marae training over the next few meetings.

RN 54/17:   THAT the Terms of Reference for the Audit and Risk Committee, **Chief Executive Review Committee, Māori Engagement** Committee, and Grants Committee be confirmed for the 2017/18 year with no amendments

(Cr Hulse/Cr Davidson)
CARRIED U

RN 55/17: THAT the membership of the Council Committee be as follows:
- Audit and Risk – Amber Craig (Chair), Richard Hulse, Keith Davidson, Kelly Buehler, and Don Stokes
- Grants – Richard Wood (Chair), Sarah Lee, Dave Moskovitz, and Kelly Buehler
- **Māori Engagement** – Sarah Lee (Chair), Brenda Wallace, and Amber Craig
- Chief Executive Review – Jamie Baddeley (Chair), Joy Liddicoat, Richard Hulse, and Keith Davidson

(President/Cr Lee)
CARRIED U

2.7 Future of NetHui Plan

Jordan gave a summary on the options for the future of NetHui and asked Council what their thoughts are on the recommended approach – i.e. having it on a four-year timeframe alternating between regional and national NetHui and move the national NetHui once a cycle, where year 2 will be held in Auckland and then somewhere else (e.g. Wellington, Christchurch) for year 4.

After a short discussion Council was happy with the options provided, as well as the recommended approach that staff have put forward.

RN 56/17:   THAT Council agree that NetHui will proceed on a four-year cycle, with classic NetHui every second year (one in Auckland, one elsewhere) and regional events in the in-between years.

RN 57/17:   THAT Council note that future annual Activity Plans and Budget will be prepared in line with this cycle, with 2017 being the first year of the cycle (hosting a classic NetHui in Auckland in November).

(Cr Wallace/Cr Buehler)
CARRIED U

2.8 Budget 2017/18 Update

Jordan spoke to his paper and advised that that the breakdown of the significant recommended adjustments is noted in the paper. He mentioned that the intention was that the Budget is reviewed on a quarterly basis, taking the final NZRS dividend into account, and any changes to the Budget will be proposed to Council for consideration at the August meeting. This will create a new baseline with a committed expenditure limit which we plan to commit to for the remainder of the financial year, with susbequent quarterly reviews only leading to postential changes of budget between budget areas (not to the overall spending limit).

RN 58/17: THAT Council approve the revised Budget for financial year 2017/18.

(Cr Hulse/Cr Davidson)
CARRIED U

2.9 Group Consolidated Financials

Jordan spoke to his paper and mentioned that the new format in this report came about from Council's previous request which was to provide more information on what was spent across the group – this has been now reflected in the breakdown of expenses noted in pages 72-73 of the paper.

Kelly Buehler briefly left the meeting.

RN 59/17: THAT the 2017/18 first quarter group consolidated financial be received.

(Cr Moskovitz/Cr Wallace)
CARRIED U

Kelly returned and joined the meeting.

Council Strategy Day (reschedule)

A short discussion was held around rescheduling the Council Strategy Day which was previously scheduled for September but has been cancelled due to the general election being held on the scheduled weekend. Jordan advised that it would be helpful for staff to get Council's preference on when to hold this meeting to get some guidance on when and what to plan for. Council agreed that it would be ideal to look at dates after NetHui and asked if Jordan can start an email conversation in the Council list and provide some options on possible dates.

AP 12/17: CE to start an email thread on the Council list on possible dates for the Council Strategy Day.

Council took a short break at 10.50am – 11.08am

David Farrar, Debbie Monahan, Richard Curry, and Jay Daley joined the meeting at 11.08am

Section 3: Subsidiaries

Prior to the start of discussing the reports from the subsidiaries, Jamie thanked the subsidiaries for their contribution and help in providing the information included in the Group Consolidated Financials report.

3.1 Subsidiaries Report

Joint .nz first quarterly report for 2017/18

David Farrar gave a brief summary on the report. There was a brief discussion on the process for dealing with the conflicted names and the introduction of the implementation of a privacy option for individual registrants to come into effect in November.

RN 60/17: THAT the Joint .nz quarterly report for the Q1 2017/18 be received.

(Vice President/Cr Lee)
CARRIED U

DNCL and NZRS first quarter report for 2017/18

Reports were taken as read.

Richard Currey spoke to the NZRS report and highlighted that they are tracking better than budgeted for new domain name registrations and growth is around two thousand names net per month.

Jamie have also noted and congratulated NZRS for being nominated in the 2017 CENTR Awards.

RN 61/17: THAT the quarterly reports (NZRS and DNCL) for Q1 2017/18 be received.

(President/Cr Davidson)
CARRIED U

Technical Research first quarter report for 2017/18
Report was taken as read. Dave Moskovitz thanked Jay for the new summary at the start of the report.

Product and Services first quarter report for 2017/18
Report was taken as read.

RN 62/17: THAT the Technical Research report for Q1 2017/18 be received.

RN 63/17: THAT the Product and Services Development report for Q1 2017/18 be received.

(Vice President/Cr Hulse)
CARRIED U

InternetNZ staff as well as the subsidiaries Chair and CEs left the meeting and Council went into committee from 11.26am to discuss the Organisational Review.

Meeting closed: 4.30pm

Next scheduled meeting: Friday 24 November 2017, at 9.00am, in Wellington.

Signed as a true and correct record:

....
Jamie Baddeley, President, Chair

To be ratified - MINUTES OF COUNCIL MEETING

Status:	To be ratified
Present:	Jamie Baddeley (President), Joy Liddicoat (Vice President), Amber Craig, Brenda Wallace, Sarah Lee, Kate Pearce, Don Stokes, Kelly Buehler, Richard Hulse. Keith Davidson and Richard Wood via Bridge
In Attendance:	Richard Currey (InternetNZ Programme Manager).
Apologies:	Dave Moskovitz
Meeting Opened:	5:30pm

Section 1: Meeting Preliminaries

1.1   Register of Interests
There were no updates to the Register of Interests.

1.2   Welcome
Jamie Baddeley welcomed Councillors to this additional Council meeting to discuss the Organisational Review.

Section 2: Ordinary Business

2.1   Organisational Review
Richard Currey provided Council with an overview of the summary of submissions received during the second consultation. Council discussed the feedback received on the key areas of change and noted that generally the feedback was positive towards the proposed changes.

Council spent some time discussing DNCL functions and where the .nz policy development function should be within the InternetNZ group. Council believes that to ensure strong engagement with the Local Internet Community, this function is best located within InternetNZ.

Council noted that it was important that the independent Directors of DNCL continue to be appointed through the current Council appointment process.

Council felt that Appointed Councillors should have no longer than 2-year terms to ensure that should skill requirements change due to the election of Councillors, new Appointed Councillors could be chosen.

Council discussed the appointment process for Appointed Councillors and agreed that while Appointed Councillors have the same rights and responsibilities as Elected Councillors, they should not be involved in the appointment of Councillors.

RN 64/17: THAT the InternetNZ group will change to comprise two separate organisations - InternetNZ and DNCL - and that the subsidiary company NZRS will be disestablished and all NZRS staff, assets and functions will move to InternetNZ.

RN 65/17: THAT the development of .nz policy will be a function performed by InternetNZ.

RN 66/17: THAT some of DNCL's functions will change such as oversight of the Registry and approving technical changes to the Register and in particular DNCL will no longer be responsible for the development process for .nz policy. However, DNCL will play a significant role in providing feedback to any development of .nz policy.

(President/Vice President)
CARRIED U

RN 67/17: THAT the following changes to Council (and the constitution) are sent to a SGM/EGM to be held in March 2018;

RN 68/17: THAT the number of elected Councillors is decreased to 9.

(Cr Stokes/Cr Wallace)
CARRIED U

RN 69/17: THAT Councillor numbers are decreased over the next 2 years as follows:
Reduction of 1 elected Council role at the 2018 AGM;
Reduction of 2 elected Council roles at the 2019 AGM;
That the elections at the 2020 AGM will see the 3 highest polling Councillors elected for a term of 3 years and the next highest polling candidate elected for a 1-year term.

(Cr Stokes/Cr Hulse)
CARRIED
Abstain Cr Buehler and Cr Wood

RN 70/17: THAT Council has the option to appoint Councillors once a skills analysis of elected Councillors has been completed;
That Appointed Councillors number up to 2;
That an Appointed Councillor has a term of 2 years;
That only elected Councillors can appoint Councillors.

(President/Cr Craig)
CARRIED
Against Cr Buehler

RN 71/17:   THAT Council request that staff review the InternetNZ
Constitution and report to the November Council meeting on any
additional changes to the Constitution that should be made at
this time.

(President/Vice President)
CARRIED U

Amber Craig left the meeting at 7:00pm.

2.2   CEO Appointment Process

Richard Currey provided an overview of the Appointment process and the
draft timeline:

The recruitment company will run a 3-week advertising and search
programme and then provide the Appointment panel with a long list (15-20) of
candidates for consideration.

The Appointment panel will discuss with the recruiter the candidates to be
interviewed by the recruiter (typically 8-12). Following these interviews, the
recruiter, will review their assessment of each candidate with the Appointment
panel and agree a short list (3-4).

The Appointment panel will interview the short-listed candidates and agree
which of these candidates will then present on a specified topic at the Council
meeting on 24th November.

Draft timeline for the CEO appointment process:

Tue 17 Oct	Council approval of recruitment company, appointment panel and appointment process
Tue 17 Oct	Council approval of CEO Position Description
Wed 18 Oct	Engagement of recruitment company and formal briefing
Thu 19 Oct	Recruitment process begins – advertising on Seek, LinkedIn, Fairfax listing, and search process
Thu 9 Nov	Applications close
Tue 14 Nov	Meeting of recruiter and appointments panel to review long list and select candidates for recruiter to interview
Wed 15 Nov	Recruiter interviews of long list candidates
Mon 20 Nov	Meeting of recruiter and appointments panel to select short list of candidates to be interviewed
Wed 22 Nov	Appointments panel interviews of short listed candidates
Fri 24 Nov	Council meeting where top candidates are interviewed
Wed 29 Nov	Reference checking and psychometric assessment
Mon 4 Dec	Offer to preferred candidate

RN 72/17:   THAT the recruitment company JacksonStone is engaged to recruit a new InternetNZ CEO;

RN 73/17:   THAT the appointment process and timeline outlined above is used for the appointment of the new InternetNZ CEO;

RN 74/17:   THAT the CEO Appointments Panel consists of: President, Vice-President, Councillor Brenda Wallace, an independent adviser and has delegated authority to select a short list of candidates who will be interviewed at the November Council meeting.

(President/Cr Hulse)
CARRIED U

Council reviewed a draft of the Position Description for the new InternetNZ CEO and agreed to provide any changes to the President by email.

Council discussed the appointment of an independent member to the CEO Appointment Panel and noted that options had been provided by Martin Jenkins. It was agreed that there would be an e-vote on the independent member of the panel.

AP 13/17:   Council to hold e-vote to confirm the independent member of the CEO Appointment Panel.

Council discussed next steps for communicating these changes and clarifying roles and agreed:

RN 71/17:   THAT the following activities are undertaken;
- That the President inform staff, members and stakeholders of the agreed organisational changes. (Noting that changes will not take place until the new CEO has begun the role)

- That the President write to both subsidiary company Boards advising them of the changes and that the roles of CEO in each company are to be dis-established once a new InternetNZ CEO is appointed

- That the President write to the Chair of NZRS to advise that the company will be wound up and that all staff, assets and functions will be transferred to InternetNZ

- That the DNCL Board will transition to a size of 3 Directors, constituted of 2 independent Directors and the Chair who will be the new InternetNZ CEO

- That the manager of DNCL will be the Domain Name Commissioner, who will not be a CEO

- That once a new InternetNZ CEO is appointed, the current role of Chief Executive Officer of InternetNZ is dis-established

- That the Councillor Conflicts of Interest policy is amended to include specific reference to all commercial aspects of .nz

- That a sub-committee of Council is established to advise on .nz policy and that staff should develop a draft Terms of

Reference for review at the November Council meeting. The committee is to be constituted of 3 - 5 Councillors. The committee may co-opt other parties to assist with its deliberations. The .nz policy committee will advise Council on .nz areas including:

The level of the domain name fee
Changes to current .nz policy
Setting of all commercial terms for .nz

(President/Cr Hulse)
CARRIED U

2.3 DNCL legal proceedings

Council noted and thanked DNCL for the update on legal proceedings they are involved in.

Council agreed:

RN 72/17:   THAT DNCL can resume the planned legal proceedings. Council asks DNCL to keep them informed of progress and also provide a full briefing on this matter for the new InternetNZ CEO when they are appointed.

(President/Vice President)
CARRIED U

Meeting closed: 7.30pm

Next scheduled meeting: Friday 24 November 2017, at 9.00am, in Wellington.

Signed as a true and correct record:

....
Jamie Baddeley, President, Chair

Action Point Register

	Action	Who	Status	Due by	Comment
May Council Meeting					
AP08/17	Amber to work with Jordan on adding a "Council Communication Tooling" item to the agenda for future meeting	Amber/Jordan	**Complete**	Aug-17	Will be added in the agenda for the the February 2018 meeting
AP09/17	Kimberley to work with other staff, and the Māori Engagement Committee of Council to organise new dates for the Marae visit and training	Maria	**Complete**	Aug-17	
August Council Meeting					
AP10/17	CE to provide a report and recommendation at the next Council meeting on InternetNZ's status as an ICANN At-Large Structure.	Jordan	In progress	Nov-17	Delayed due to staff injury, palnned for May 201
AP11/17	Chief Executive to provide options to Council on possible dates for the Marae training over the next few meetings.	Jordan	**Complete**	Nov-17	
AP12/17	CE to start an email thread on the Council list on possible dates for the Council Strategy Day.	Jordan	**Complete**	Nov-17	

# InternetNZ Membership Report

Status: Final
Author: Maria Reyes, Office Manager

Current Membership *(as at 15 November 2017)*

| Fellows	Individual	Individual Plus	Small Organisation	Large Organisation	TOTAL
23	232	50	24	3	332

2016-17 Membership Year

	31 Dec '16	31 Mar '17	30 Jun '17	30 Sep '17
Fellows:	22	22	22	23
Individual:	240	257	210	220
Individual Plus: *(previously Professional Individual)*	63	62	50	50
Small Organisation:	22	23	21	21
Large Organisation:	3	3	3	3
Total Membership:	350	367	306	317
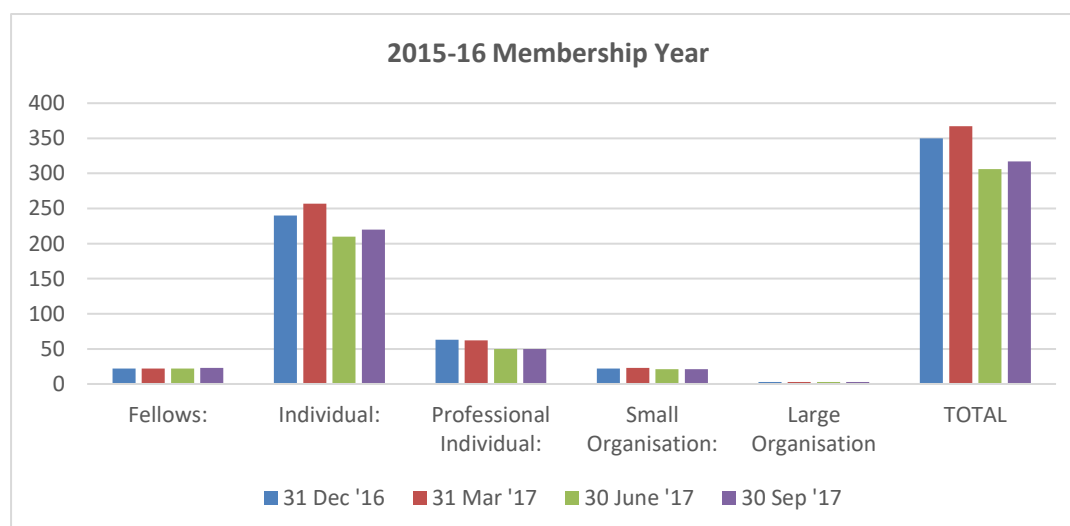
2015-16 Membership Year

	31 Dec '15	31 March '16	30 June '16	30 Sep '16
Fellows:	22	24	23	22
Individual:	202	263	216	225
Individual Plus: *(previously Professional Individual)*	53	68	56	59
Small Organisation:	20	23	19	21
Large Organisation:	3	5	3	3
Total Membership:	300	383	317	330
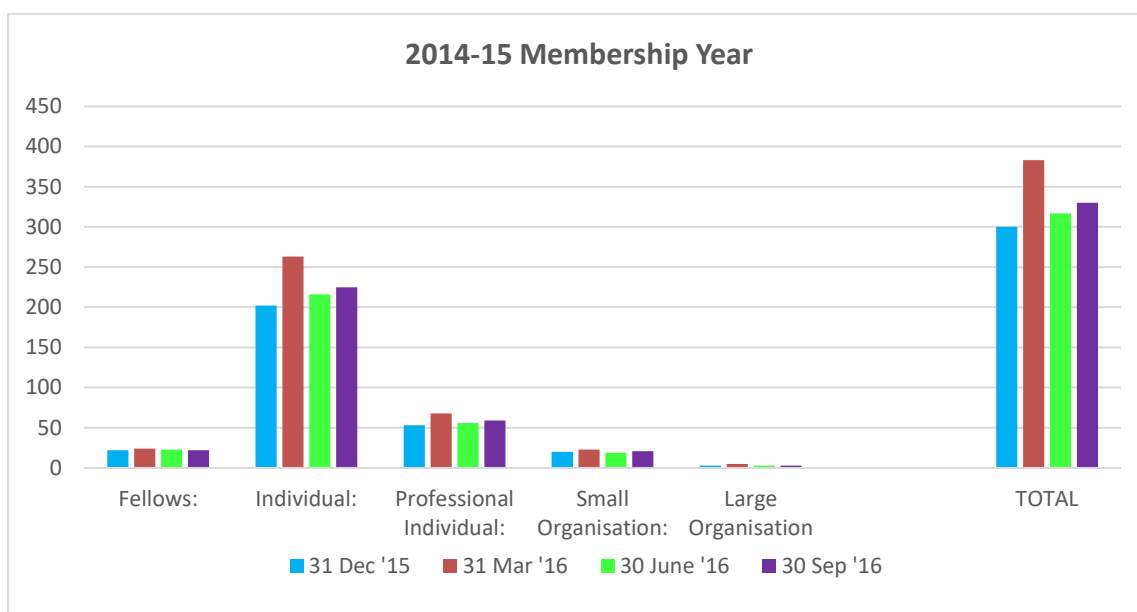
Membership by region* *(based on Current Membership as at 15 November 2017)*

Joined in	NORTH ISLANDS		SOUTH ISLANDS	
	Northern	Southern	Northern	Southern
2016-2017	29	39	6	2
2013-2015	23	51	6	2
2010-2012	22	42	13	3
2005-2009	26	41	3	1
Foundation-2004	3	6	0	2
TOTAL	*103*	*179*	*28*	*10*

*International members – 12

Recommendation:
THAT the new members be approved.

InternetNZ

E-vote Ratification

Author: Maria Reyes, Office Manager

There have been four e-votes conducted since the last Council Meeting:

Evote:	Motion:	For:	Against:	Abstain:
6092017	THAT Linda Robertson be appointed Chair of NZRS Ltd. *(President/Vice President)*	Dave Moskovitz Richard Hulse Richard Wood Kelly Buehler Jamie Baddeley Kate Pearce Sarah Lee Keith Davidson Don Stokes Amber Craig Brenda Wallace		
28092017	1) THAT Guiying Huang from Victoria University be awarded $1,626 from the Conference Attendance funding round. (2) THAT Emma Barker-Clarke from University of Auckland be awarded $1,977 from the Conference Attendance funding round. (3) THAT Hang Yu from Victoria University be awarded $2,800 from the Conference Attendance funding round. (4) THAT Aleksei Fedrov from University of Otago be awarded $2,800 from the Conference Attendance funding round. (5) THAT Winston Roberts be awarded $2,800 from the Conference Attendance funding round. (6) THAT Lorraine Williamson from MOA Kluster be awarded $2,800 from the Conference Attendance funding round. *(Vice President/Cr Craig)*	Richard Wood Kelly Buehler Keith Davidson Don Stokes Richard Hulse Dave Moskovitz Sarah Lee Kate Pearce Jamie Baddeley Joy Liddicoat		

13102017	THAT Council adopt the Schedule of Meetings for 2018. *(Cr Lee/Cr Davidson)*	Keith Davidson Dave Moskovitz Richard Hulse Kelly Buehler Jamie Baddeley Don Stokes Sarah Lee Brenda Wallace Joy Liddicoat Richard Wood		
05112017	THAT Council appoint John McCay as the independent panel member for the CEO Appointments Panel. *(Vice President/Cr Davidson)*	Keith Davidson Sarah Lee Richard Hulse Jamie Baddeley Richard Wood Kelly Buehler Kate Pearce Amber Craig Brenda Wallace Don Stokes		Dave Moskovitz

Recommendation

- THAT the e-votes be ratified.

InternetNZ

Health & Safety Update

Author: Maria Reyes, Office Manager

Month	Number of Near Misses reported/or identified	Number of Incidents reported/or identified	First Aid Incidents reported/or identified
August	O	O	O
September	O	O	O
October	O	O	O
November	1	O	O

Summary

- No incidents have been reported since May.

- The near-miss-incident was related to a staff member that nearly had items fallen off his head from the containers placed on top of the overhead cupboard in the kitchen. The staff had reported the incident immediately to the Health & Safety representatives and items on top of the overhead cupboards have been removed and are now placed inside the cupboard, to avoid having these items falling out again.

- Monthly Hazard walks have taken place and any hazards or issues that were identified were fixed and/or actioned.

- Health and Safety is a standing agenda item at team meetings and staff are repeatedly encouraged to report any incidents or hazards.

CHIEF EXECUTIVE'S REPORT

Author:	Jordan Carter, Chief Executive
Purpose of Paper:	To update Council on progress in the three months since the last meeting on 25 August 2017, and to set out goals and priorities for the next three months.

This report is **to advise Council of key matters from the Chief Executive's position.** It contains the following sections:

1. Critical and potential risks
2. General situation
3. Recent Chief Executive priorities
4. Future Chief Executive priorities
5. Staffing matters
6. Other matters

Updates on Community, Issues and International work, Operations and Governance & Members are contained in the Organisational Report, which follows this report in the papers. InternetNZ financial reporting is unchanged, though this quarter you will see the new, more detailed group financial reports in this set of Council papers.

I welcome your feedback or questions on any matters raised in this report.

1. Critical & Potential Risks
There are no critical risks to advise the Council of as at 15 November 2017.

In respect of other risks, these are similar to those advised at the previous meeting:

- The organisational review continues to implementation, following your decisions in October. The weeks around this Council meeting require straightforward and clear communication with staff which Richard Currey is ably assisting with. Once a new Chief Executive is appointed that will need to continue.

- The freeze on some projects brought into place during the organisational review consultation phase is having impacts as documented for Council in earlier meetings. The papers for this meeting update the Activity Plan for the rest of the year. The risks arising are low, but mainly involve not surprising staff or stakeholders or yourselves about what may be delayed or deferred.

2. General situation
Since the last meeting, two key matters have occurred to drive work and interest in the team.

The general election led to a somewhat unexpected change in Government for the

first time since 2008. InternetNZ has provided briefings to incoming Ministers in key portfolios, including information related to the TPP, and is organising meetings with new Ministers. The new Government has no policy that causes concerns for us, and policy in line with our objects in many areas. We have a good opportunity to see further progress on digital divide matters.

NetHui 2017 was a major focus, with the project a success in many respects. It was made more difficult by an injury Ellen suffered just after the last Council meeting, but Andrew took over leadership and worked with Vanisa to make the event happen. Huge thanks to all on the team who worked so hard to make it a success, and to all in the community who participated.

Besides these matters, our focus has been on:

- A range of position papers in development or nearing completion

- Some Copyright Review events and media

- Implementing community funding rounds

- Finalisation of the 2017 State of the Internet report

- Managing the arrival of an Acting Comms Manager

3. Recent Chief Executive Priorities

Since the August meeting of Council, my priorities have been as follows, in descending priority order.

1. Leading team and activity plan delivery: Across the Focus Areas, NetHui and covering the ongoing absence of Ellen, I have been focused on ensuring the team is supported in delivering our plans. This time of the year is the most intense in these areas, and I am pleased with the progress we have made.

2. Strategy: Strategy development has continued, particularly in Issues and Operations, and in further development of the membership proposition. Developing Marketing and Communications in an InternetNZ context is a key focus with Sue joining us. These are all well placed to contribute to wider organisational strategy work as anticipated in 2018. The broader Strategic Plan refresh has been on hold, as agreed.

3. Organisational review: The Organisational Review has of course been a focus of my time. I am pleased with the progress we are making, and the team and I are happy to assist, and have been assisting, with the transition to date.

4. Staff matters: We have covered both Laura and Megan during their maternity leave periods. We continue to have a critical shortage of staffing in the Community team, exacerbated both in terms of designing the new roles and in total capacity by Ellen's injury. As she returns to work, both of these factors will be resolved.

5. General Election: In the lead up to the election, we partnered with other technology organisations to secure perspectives from the major parties on what they propose for the Internet in New Zealand. I am pleased that InternetNZ has responded fully to the new Government, and quickly provided a robust set of Briefings to Incoming Ministers.

6. International: I attended ICANN 60 in Abu Dhabi alongside Debbie and Jay. A focus in these meetings was discussions with our international stakeholders about the Organisational Review and what impact that may have on the Group's role in international matters.

With the organisational review now confirmed to be a far-reaching change, my first priority has been to assure the delivery of our planned work and to support our

team of staff to carry on. I am pleased that the way this team has been performing strongly indicates that we are succeeding in that regard.

4. Chief Executive priorities for the next three months:

This is an unusual list for this next quarter, as the role I currently hold will be disestablished in the next couple of weeks. These are ranked in descending order of priority for the period 15 November – 15 February:

1. Organisational Review: My primary objective is to support this organisation and our teams in moving into the New InternetNZ, and I will continue to do what I need to deliver a calm transition.
2. Staff matters: With Ellen returning more to work, we will work to define the outstanding roles in the Community function as quickly as possible, with the objective of filling these positions as early as possible in the new year.
3. International: If required to do so, I intend to attend the Internet Governance Forum meeting in Geneva 18-21 of December.

I welcome Council's comments and feedback on these priorities.

5. Staffing Matters

As noted above, Megan and Laura have left for parental leave as of the end of September. Please join me in welcoming in their sons as well – Andrew can share names and stories at the meeting.

We have filled their roles in different ways than direct replacement:

- **Laura's role** has been covered by Yvonne Morrison joining us as a part time Accounting Assistant, to undertake finance duties supporting Mary. This **part time role will not seek to cover the broader elements of Laura's role.**
- **Sue McCarty has joined us to cover Megan's role.** As previously covered with Council, Sue is a highly experienced marketing leader, and is advising us on designing a new MarComms approach for InternetNZ.

Vanisa Dhiru joined us again for a short term contract focused on Project Managing the delivery of NetHui, and in further support for the Community function.

Vivian Chandra remains with us to assist with further development of the membership proposition. This has included defining the membership role funded in **this year's Budget.**

Nicole Skews-Poole and Jessica Ducey have both been engaged to support the development and delivery of the NetHui programme.

6. Other Matters

While the Organisational Review process still has many stages left to it, this meeting represents the end of the current working arrangement. As of the next meeting of Council, a new Chief Executive will have been appointed, and this current InternetNZ Chief Executive role disestablished.

It has been my honour and great joy to work with all of you on this Council as your Chief Executive. Thank you for providing me with this challenge and opportunity, and I am proud of what we have achieved together.

I also would like to pay tribute to the colleagues on the staff team, who are doing a fantastic job and with whom it is always a pleasure to work.

As always, your questions and comments are welcome. Andrew will be standing in for me at the meeting and will be able to address most matters.

Thank you,

Jordan Carter
Chief Executive

16 November 2017

ORGANISATIONAL REPORT

Author:	Jordan Carter & Andrew Cushen
Purpose of Paper:	To update Council on work across the InternetNZ Organisation since the last meeting of Council on 25th August 2017.

This report functions as a summary and highlights report for Council in **understanding InternetNZ's programmes and operations since the last meeting. For** detailed information regarding progress against the annual Activity Plan, refer to the Progress Reports published on the website at https://internetnz.nz/reports

Attached to this report as Appendix One is the Quarterly Media and Social Report.

1. Community Programme: Ellen Strickland

Points of Note:

- The Community Programme has been focused on delivering NetHui 2017 **and the ongoing transition back to Ellen's leadership.**
- NetHui has been delivered! A separate report will be presented to Council as a late paper; as a high-level summary, ~400 attendees with an additional ~150 engaging online. Positive feedback across the event.
- A key challenge in the Community team continues to be understaffing. Due to limitations in Ellen;s availability and the earlier freeze on hiring, there has been no move yet in hiring on the two additional staff members planned **and budgeted for in the year. As a result of this and Ellen's continued** limitations due to her injury, the Community team continues to be underresourced – approximately 1.3 FTE currently out of the budgeted 4 FTE. To resolve this, a number of different contract relationships have been entered to sustain activity, particularly for NetHui. This however has also limited the move of membership into the Community team.

Highlights:

- *NetHui* completed. Particular highlights were the number of attendees exceeding the targets; interesting and challenging keynotes from both Jillian York and Pia Waugh; a well-received address from Hon. Clare Curran as the new Minister of Communications; a range of excellent panels from an engaged set of facilitators; the usual wonderful crowd at NetHui, with a nice balance between new and old faces.
- *Day Zero* at NetHui was the largest we have ever done. Some specific highlights from around Day Zero were:
  - *Māori Engagement Committee* has effectively undertaken engagement through the Māori meetup/Haerenga Whakamua! at **NetHui. Thank you to Sarah Lee and the rest of the Māori** Engagement Committee for leading a great event.
  - *NZ Internet Research Forum* was well attended and lively event –

again, the most comprehensive programme that has been delivered for one of these events.

- o *Other Day Zero events* went very well, with high attendance – specifically TUANZ/FLINT and OMGTech had well over 100 attendees, and the Creative Commons Aotearoa New Zealand function was a neat celebration of their ongoing role in New Zealand.
- *Community Grants: Project grants round* has been through the full scoring and assessment process, using the new division of labour between staff and the Committee. Research grants round was launched at NetHui, with applications due in early January.
- *Māori Engagement Committee* has confirmed the next phase of training with Takawai Murphy on the 20/21st of March. Likely to return to Hongoeka Marae.
- Sponsorship: Sponsorship decisions made since the last meeting include:
  - o UX New Zealand in October in Wellington
  - o Christchurch Hacker Con in October
  - o National Digital Forum in November in Wellington
  - o Free information security workshop 22 November - $2,000
  - o B-sides (security event- using some of Kiwicon budget) in November
  - o Telecommunications Day 2018 in March in Wellington
  - o MobileTech 2018 in March in Rotorua

Lowlights:
- Ongoing team capacity limitations including through staff injury.

Next Priorities:
- *Filling team roles* must commence before the end of 2017 in order to have these positions filled by March 2018, and to start in the new financial year with a full team. These roles will be one community engagement focused, and one membership focused.
- *Research grants round* – specifically the evalutation, scoring and decision making around those projects to fund once the round closes in January.
- *NetHui 2018 preparation* – we intend to commence the regional selection process before the end of 2017, to leverage the interest in NetHui 2017 and to start communications and interest well in advance of these events.

2. Issues Programme: Andrew Cushen

Points of Note:
- The Issues team is currently at capacity, managing a range of commitments in the Activity Plan as well as other issues that have arisen.
- The 2017 State of the Internet Report is complete, and expected to launch before the end of November 2017.
- The Issues team is leading engagement with the new Parliament and government. Particular focus on this transition has been in filing Briefings to Incoming Ministers. These will be followed up with specific engagements over the next months as we seek to build new, productive relationships across the new Parliament. This will also require a refocusing of the Parliamentary Internet Forum.

Highlights

- Finishing the *State of the Internet* report.
- **InternetNZ's** next discussion document on *Copyright* in New Zealand, as part of our Creative Use Focus Area, is completed. We will time the launch of this to be most impactful, which may be in early 2018 rather than before the end of the year. James has been leading some deep engagement with the Copyright Coalition we have built to engage and lead change.
- Launch of the *Digital Regulation* project with the New Zealand Initiative at NetHui. We have valued this collaboration as it has allowed us to learn from an organisation that approaches document production differently, and allows connection to new audiences for InternetNZ. We are pleased with the discussion that this has generated thus far.
- Launch of the *Digital Divide Map*, **completing the first phase of InternetNZ's** work to produce new tools to aid better targeting of digital divide interventions. This is particularly relevant with the focus of the new Labour-New Zealand First government.
- Preparation and distribution of a round of *Briefings to Incoming Ministers,* across the Communications, Consumer Affairs, Commerce, and Broadcasting portfolios.
- Commencing the *Multi-Factor Authentication Focus Area* project.
- Commencing the next discussion document on *Digital Divides*, building off the Digital Divide Map resource.
- *Telecommunications Act Review* – we anticipate that this will remain an early piece of work for the new Government, and are preparing for the Select Committee phase of this work accordingly. The focus for InternetNZ remains on ensuring adequate anchor products, as this is essential for driving the right incentives in this new regulatory regime. We also have recommended the Bill and the policy underlying it be progressed by the new Government, rather than reconsidered.
- *Twitter analysis of Election 2017* – the Issues team have spun up a new piece of work analysing social media behaviour around the Election, to see if computational propaganda was a factor in this process. Off the back of this work we will consider guidance for parties and the electoral commission on the impact this may have on electoral processes.

Lowlights:

- None to report.

Next Priorities:

- Phase 2 of the *Digital Divide Map* – scoping for 2018 delivery.
- Release of the *Copyright Discussion Document.*
- Ongoing development of the *Digital Divides Discussion Document*.
- Scoping of the 4th discussion document for FY1718 on *Open Internet and Open Society.*
- Development of the T*rust Framework* Focus Area Project with CERTNZ and OPC.

3. International Programme: Jordan Carter

Points of Note:

- Jordan attended the most recent ICANN meeting, held in Abu Dhabi late October/early November, with a focus on ICANN accountability projects and attending the ccNSO. Debbie and Jay also attended from DNCL and NZRS respectively.
- The usual joint report is included in these Council papers.
- We have been considering becoming a sponsor of the Internet and Jurisdiction Project, and will bring information and a recommendation about this to the February 2018 meeting.

Next Priorities

- Staff are preparing to attend and participate in the global Internet Governance Forum in Geneva the week before Christmas.
- Global Internet and Jurisdiction Conference, a follow up to that held in 2015 in France, is in Ottawa in February. This is of particular interest to our .nz policy responsibilities. One or two staff will attend, funded from reallocated resources within the International programme.
- The next ICANN meeting is in March 2018, and will include a governors meeting among a group of like-minded ccTLDs. It is likely the President and Vice President will attend, alongside appropriate staff across the group.

4. Operations: Andrew Cushen

Points to Note:

- The Operations team are focussed on both continuing to support the wide range of BAU activity done in this team. NetHui has been a key deliverable of the Operations team during the last quarter, with nearly all members of the Operations team becoming involved in supporting the excellent delivery of this event.
- The Operations team is possibly the most impacted in InternetNZ by projects being on hold during the Organisational Review process. While this is logical given the scope of Operations work it is also challenging, as these projects were designed to make improvements and increase efficiency in these functions.

Highlights:

- *BAU delivery*. All core functions across Finance, Human Resources, Administration and Events are being delivered to expectations.
- *Delivery of NetHui 2017*. This was a near whole-of-Operations project particularly in the second half of the quarter. Yvonne Shelton in particular did an outstanding job of logistics in coordinating a wholly new venue for NetHui this year, and in supporting the delivery of what was a seamless event. The rest of the Operations team assisted in a very long wide variety of ways, including delivering an excellent registration service.
- *Restructuring of Operations* in light of the revised strategic plan. This is not a large scale change, more tweaking to improve redundancy across functions and clarify roles. Most significantly, this has seen Maryann taking on a new role as Administration Assistant, reporting to the Finance Manager. Further change will be required to the Office Manager role to clarify which membership components of that role need to move into the new membership-focussed role in the Community team.
- Onboarding of *Yvonne Morrison as Assistant Accountant*, supporting the centralisation of the finance function to free up other staff in Operations.

- Sourcing of recommendations for *new Election software*, in response to security concerns with the current solution. We are confident that a new solution will be in place for early 2018.
- Implementation of a new set of improvements, reports and monitoring for *internal IT systems* with Think Concepts.
- *Stability of the current membership system*, as we look to replace this with new solutions.

Lowlights:
- None to report.

Next Priorities:
- *Supporting the Organisational Review* transition. The Operations team is available and likely to be necessary in merging core support systems and processes.
- *Operations process mapping* is a core deliverable for the 4th Quarter of FY1718.
- Supporting *NZNOG conference* in Queenstown 22-26 January. As part of **InternetNZ's community support for NZNOG, we provide events support to** delivering their conference. This is a relatively large commitment from the Operations team to supporting this event.

5. Governance and Members: Jordan Carter

Points of Note:
- The significant work in this area has been on the Organisational Review, which remains being led by the Council. Staff are progressing the membership improvements as identified by previous work, with the caveat that this is primarily being led by Andrew until it can transition to the Community team.
- The transition of membership to the Community team has not been done due to the resource constraints in Community.
- An objective is to launch a new discussion forum, based off *Discourse* before the end of 2017. This is to replace email lists as the primary vehicle for discussion and engagement between and with members of InternetNZ.
- A further objective to launch new engagement vehicles with younger people, via a trial at AUT, and older people, via an engagement with SeniorNet, in the fourth quarter of this financial year.

Highlights:
- *Organisational Review* – progress as made toward this transition.
- *Membership design* – continued development of the proposed model of flowing to membership from public engagement, to support enrolment, to membership. This is happening between Andrew and Sue.

Lowlights:
- None to report.

Next Priorities:
- Next phase of the *Organisational Review* process, including membership

engagement and necessary constitutional change processes.
- Launch of a *Discourse* based discussion platform
- Trials of new *membership engagements* on campus and with SeniorNet.

Jordan Carter   Andrew Cushen

Chief Executive   Deputy Chief Executive

15 November 2017

ATTACHMENTS:

APPENDIX 1 – Quarterly Media and Social Report

Quarterly media and social report

Author:	Sue McCarty, Acting Communications Manager
Purpose of Paper:	To update Council on key media, social media, website and dotNews trends and learnings in the three months since the last meeting. This is an overview of the monthly reports sent to Council via email.

Key trends

- Media: In the recent August - October quarter we featured in **53** media articles. This compares to 56 articles in the May – July quarter. The media outlets that included our stories the most in the August - October quarter were Radio New Zealand, Dom Post and The Spinoff.

- Twitter: We had a total of **73 new twitter followers** and 5,334 net total followers by the end of October. This compares to 5,289 net total followers by the end of the previous quater.

- Facebook: New page likes **increased by 76** over the quarter. This compares to an increase of 117 in the previous quater.

- dotNews: Subscribers **increased by 61** to 1,181 over the quarter, compared to 1,120 subscribers in the previous quarter.

- Website: The average page views on the InternetNZ website was **15,506** per month this quarter. This compares to 12,076 average page views per month in the previous quarters.

Key learnings

- Even though our engagement stats continue to trend upwards, we have seen a slower rate of increase in engagement in most areas, with the exception of website visitors and page views. This slow-down has been driven by a combination of less activity this quarter and the focus on the handover to new comms personnel. The introduction to an 'always on' content marketing plan will ensure a higher base level of engagement with our audiences in the future to iron out dips in activity – this is currently being worked on fro implementation next year.

- Public interest angles and stories obviously get a significantly better cut-through with mainstream media, so finding a public interest angle for our content and activities is important when promoting it.

- Although we have enjoyed a healthy increase in visitor rates and page views to our website, we also have a high bounce rate and we have minimal ways to capture or profile our audiences in order to grow our engaged network. Work is being done on a strategy to address this for next year.

- Our Google Adword campaigns continue to be a significant contributing factor in increasing traffic to our website. We will continue to optimise our $10,000 USD grant from Google to create campaigns, promote content and drive new users/visitors.

November 2017 Grants Reporting Update for Grants Committee

InternetNZ grants impact work is currently on hold due to lack of resources in the community team. We are hoping to restart the work on it soon carrying through to next financial year. Also, we plan to implement some of the recommendations from Philanthropy New Zealand report about current impact and how to improve InternetNZ grants.

Overall, contracts are progressing, acceptable reporting has been received on time and there are no overdue reports. However, we had to cancel a grant for Homely Ltd (Community Projects 2016/17 round), because of their decision of not to carry through the project after their original team leader left.

From the recently received grantee reports, we will consider pursuing additional communications activities around these projects:

- <u>On-demand 2017/18</u>: Aimee Whitcroft – Final report – as Aimee was the only attendee from New Zealand it would be great to share highlight with local civiltech community to improve our interactions between government and civil society.

Legend

	★	*Great project, staff sees media and follow up potential.*
	●	*Project has progressed well without any problems and changes*
	●	*There have been changes to the project plan and/or timeline.*
	●	*Either there have been big changes to the project scope or timeline. Also indicates to missing reports.*

Internet Research 2016/17

Name	Amount awarded	Purpose	Report	Comments
Chris Hails	$9,715	To evaluate the programmatic identification of cyber security risk profiles that may in future facilitate the delivery of targeted or personalised risk mitigation interventions.	Mid-year report	🟢 *Project is progressing as planned with few delays in the schedule.*

Community Projects 2016/17

Name	Amount awarded	Purpose	Report	Comments
Brent Wood	$5,000	To implement a self-maintaining production metadata catalogue describing NZ WMS and WFS services.	Mid-year report	🟡 *Report was late. Since then the project has made great progress and should be finished early.*
Brent Wood	$4,500	To deploy & support an R-Shiny server for NZ.	Mid-year report	🟡 *Report was late. Since then the project has made great progress and should be finished early.*
~~Brittany Travers for Homely NZ~~	~~$5,000~~	~~For *Homely*, a cloud platform service to sources **donations for new refugees' state houses,** supporting refugee resettlement in New Zealand.~~	~~Mid-year report~~	🔴 ~~*Original project lead has left, they have found a replacement.*~~

Conference Attendance 2017/18

Name	Amount awarded	Purpose	Report	Comments
Guiying Huang	$1,626	To attend the 42nd IEEE Conference on Local Computer Networks (9-12 October 2017, Singapore)	Final report	🟢 *Great to see new generation starting to present and make connections.*

On-demand grant

Name	Amount awarded	Purpose	Report	Comments
Aimee Whitcroft	$2,500	To **attend "#CivicTechFest" a week**-long collection of events coordinated by the Open Culture Fundation alongside the WCIT. It's also Asia's first ever civic tech conference!	Final report	⭐ *See comment above.*

We are expecting the following reports prior to the next Grants Reporting Update in February 2018

Round	Date signed	Name	Amount awarded	Purpose	Report due
Conference attendance 2016/17	7-Mar-17	Dr William Liu	$3,000	To attend the IEEE Global Communications Conference (GLOBECOM) which one of the IEEE **Communications Society's two flagship conferences**	Final report January 2018

				(another is ICC) dedicated to driving innovation in nearly every aspect of communications.	
Community Projects 2016/17	7-Dec-16	Chris Rowse for Project De-Vine Trust	$16,450	To create a Geospatial database system to manage the many properties that Project De-Vine visits with its weed busting projects	Final report December 2017
Community Projects 2016/17	9-Dec-16	Cheryl Smeaton for WestREAP	$35,086.50	To provide a viable affordable Internet service to families in the area of South Westland between Fox Glacier and Bruce Bay.	Final report December 2017
Community Projects 2016/17	12-Jan-17	Brent Wood for NZOSS	$5,000	To implement a self-maintaining production metadata catalogue describing NZ WMS and WFS services	Final report December 2017
Community Projects 2016/17	12-Jan-17	Brent Wood for NZOSS	$4,500	To deploy & support an R-Shiny server for NZ	Final report December 2017
Community Projects 2016/17	7-Dec-16	Matt Hampton for Community Wireless Trust	$15,000	To provide faster cheaper internet to residents of the Waimate District and utilize any revenue to expand the network and provide discounted digital devices to 6 - 18-year-old students in Waimate.	Final report December 2017
Community Projects 2016/17	8-Dec-16	Novia Ng for Gather Workshops	$22,500	Gather Workshops Outreach is a programme for rural and low- decile students which aims to increase the number of students in these areas who consider becoming an IT professional.	Final report December 2017

Internet Research 2016/17	14-Jun-17	Dr William Liu from AUT	$15,000	To understand how rural communities in New Zealand are making use of improved Internet connections through government initiatives.	Mid-year report December 2017
Internet Research 2016/17	14-Jun-17	Dr Wendy Wrapson from AUT	$27,000	To research the Internet usage and social connectedness of residents of aged care facilities.	Mid-year report December 2017
Internet Research 2016/17	20-Apr-17	Prof Gillian Able from University of Otago, Christchurch	$27,000	To understand how the Internet is shaping the way commercial sex is practiced in New Zealand. There has been little research conducted worldwide, and none in New Zealand.	Mid-year report December 2017
Conference Attendance 2017/18	17-Oct-17	Emma Barker-Clarke from University of Auckland	$1,977	To attend the Online Safety on the edge conference in Sydney.	Final report December 2017

ICANN 60: Joint Report

The 60th ICANN Meeting was held in Abu Dhabi, United Arab Emirates from 28 October to 3 November 2017.

Attendance across the group was as follows:
- Jordan Carter from InternetNZ
- Debbie Monahan from DNCL
- Jay Daley from NZRS

The New Zealand contingent was completed with Harry Chapman from MBIE and Don Hollander who is contracted to ICANN for the Universal Access project.

This is a public report.

Information on the sessions (including transcripts and presentations) can be accessed through the following URL:
https://meetings.icann.org/en/abudhabi60

In addition, the post-event Policy Report provides a concise summary of what happened across the meeting. We will circulate this report to Council when available.

CENTR's meeting report is also available:
https://centr.org/library/library/external-event/centr-report-on-icann60.html

Key Points to Note

- Eighteen months in, it is becoming clearer that the Board over-corrected in the appointment of the new CEO: from Fadi's vainglorious expansiveness to Goran's invisible bureaucracy. The organisation is becoming process obsessed and at times gives the appearance it lacks strategic leadership, however there are also visible signs where the focus on process has realised benefits.

- There was a substantive and ongoing debate about the impact of the EU's General Data Protection Regulation. The impact is likely to be substantial and to require significant changes to ICANN's contractual framework for registries and registrars, but the details are a long way from being clear and so the scramble is on before the May 2018 implementation.

- The Board decision to pause the work of the second Security and Stability Review (SSR2) caused controversy before and at the meeting, but appeared to be resolved by the end of the week. The main concerns were of the review's scope and intrusiveness in relation to the ICANN Organisation. This is one of the first of these reviews under a fully independent ICANN and the rules and roles are still being worked out.

- Steve Crocker was farewelled from the role of Chair of ICANN's Board - he finished the role and his membership of the Board at this meeting. Cherine Chalaby is the new Chair, with Chris Disspain the Deputy Chair. Several other directors finished their terms at this meeting with new directors shadowing their counterparts in preparation for their new roles.

- A linked set of issues around the jurisdiction and the future of .AMAZON were a focus for the GAC.

- The ccNSO hosted a contested election forum, chaired by Debbie, for the next ccNSO director on the ICANN Board between Nigel Roberts and Pierre Ouedraogo. Voting will occur shortly. .NZ is considering how our vote should be used.

- In contrast with Copenhagen in March, there is much improved thinking about organisational priorities apparent in the ICANN Board. The incoming chair Cherine Chalaby thanked Jordan for raising these issues in March.

- InternetNZ hosted AUDA representatives for dinner.

- Several ccTLDs asked questions regarding our ongoing restructuring, and all expressed concern at the loss of experienced ccTLD managers and strong contributors to the ICANN process.

Individual updates

Debbie Monahan

As usual my activities were based around the ccNSO activities, particularly the ccNSO Council joint meetings with the other constituencies and the working groups I am a part of.

It had previously been agreed that the Strategic and Operational Plan Working Group SOPWG) should become a standing committee given the importance of the work done and how the SOPWG has demonstrated its long-term value in continuing to comment on the ICANN strategic and business plans as well as the draft budgets and reporting against targets. The Charter for the new committee was discussed and agreed by the group before being signed off by the ccNSO Council. Members will be sought for the new committee with existing working group members eligible for appointment.

ICANN continue to improve their reporting around Key Performance Indicators and have recently updated how they measure performance against the defined objectives. This can be seen at https://www.icann.org/accountability-indicators where there are measures for each of the objectives. It is good to see the ongoing improvement in this area.

The SOPWG discussed the current consultation on the ICANN Reserve Fund - Rationale and Target Level (https://www.icann.org/public-comments/reserve-fund-2017-10-12-en). It was agreed that a small subgroup would review this and make a comment. I was selected as a member of this sub-group and we subsequently met to discuss our views on what was proposed. We are currently still working on our submission but will have this done before the closing date of 30 November.

I am also a member of the PDP Retirement Working Group. This PDP results from the work done by a Working Group Keith Davidson chaired a while ago and will work to develop and recommend a policy on the retirement of ccTLDs. The Charter for this group is at https://ccnso.icann.org/sites/default/files/file/field-file-attach/2017-05/charter-wg-retirement-cctlds-10apr17-en.pdf. The group has been meeting online every two weeks for the last few months so it was good to have a face-to-face meeting to agree terminology and a way forward.

It was interesting to be the Chair of the session where the community got to ask questions of the two nominees to fill the ccNSO Board Seat 12 on the ICANN Board. As noted above, Nigel and Pierre were asked a series of questions both from me, and from those present. I had circulated five questions about two weeks prior to the meeting and had also published my questions on the ccNSO members email list. This meant that both candidates knew the first few questions and was also intended to prompt others to think of questions to ask. There were a good range and number of questions asked so additional time was allotted to this topic.

I also met with a few registrars to discuss the new Individual Registrant Privacy Option and had the opportunity to meet with a person from the New Zealand Embassy in Abu Dhabi who had helped me with an unusual request I made of them regarding a New Zealand related gift for farewelling Steve Crocker.

Jay Daley

I met with a number of .nz registrars who provided some useful insights:

- Registrars reported that the majority of their sales come from existing customers using their customer portal.
- Registrars for whom we are a small part of their business are keen for us to open up our services to other TLDs – i.e. they send us their list of domains in other TLDs and we process those as we would .nz domains and provide data on them in our portal.

I met with a number of peer ccTLDs who provided some useful insights:

- The management structure of many of our peer ccTLDs is very technology heavy, with general Internet policy/advocacy limited to one or two people off to one side.
- The level of investment some of our peers are putting into new products and services considerable exceed ours and consequently their speed of execution does too.
- We are still the thought leader on data analytics, marketing and product development, but not the implementation leader.

I attended the meeting of the Domain Name Association, a global trade body representing registries, registrars and interested parties, which has a new Executive Director and is attempting to reboot its strategy. I reiterated what I see as the strategic imperatives for this organisation:

- To develop a single, global logo to represent a domain name, which is then used throughout our industry and is even turned into an emoji.
- To set standards, through a capability maturity model, for registries and registrars that can then be used to weed out the bad actors in our industry.
- To work with ICANN to demonstrate the social and economic value of the domain name industry.

As a member of the ICANN Customer Standing Committee, which is responsible for monitoring the performance of the IANA function and compliance with the SLA, I presented in a number of sessions on our activities over the year. This is included a private lunch with the ICANN board. PTI, the affiliate of ICANN that delivers the IANA function, has consistently delivered good performance and so this is was largely a success story.

As a member of the ICANN Security and Stability Advisory Committee (SSAC) and because I know many of the community Security and Stability Review (SSR2) participants personally, I took a leading role in brokering a way forward following its suspension by the ICANN board. I stood in for the SSAC chair in a meeting with the ICANN board which went a long way towards agreeing this way forward.

Jordan Carter

My main focus at this meeting was on the ongoing work of the Cross Community Working Group on Enhancing ICANN Accountability. I took on the role of co-chair from the ccTLD community in June following Mathieu Weill's departure. The work of the WG is on track to be completed by June 2018, which is good progress.

As such, my main points of engagement during the meeting were:
- Cross Community Working Group on Enhancing ICANN Accountability - day-long session on Friday 27 October.
- High interest community forum engaging the community on the Accountability work on Monday 30th.
- Chairing and presenting at a ccNSO members' meeting session on the Accountability work.
- A range of preparatory and background sessions on Accountability.

I also was in the following sessions or events:
- ccNSO Members Meeting on Tuesday 31st and Wednesday 1st.
- ICANN Public Forums on Monday and Thursday.

- A range of GAC sessions including their work in the Empowered Community the .AMAZON discussion and on jurisdiction matters
- High Interest Community sessions on the GDPR and Jurisdiction matters

The meeting felt fairly calm aside from the SSR2 matter swirling around. Nonetheless, the process overload and endless coordination and session proliferation continues to be a problem and one that is growing.

In 2018, we should aim to make some concrete suggestions about how to change how ICANN works. With the bedding down of their executive team and the IANA Transition institutional and accountability changes, that's the next challenge - the organisational effectiveness of the ICANN community's work.

Aside from the formal sessions, I caught up with a range of ccTLD and other participants, updating a few on the outcome of InternetNZ's organisational review. There was general interest in the review, and a recognition from some that I spoke to that the changes bring us closer to the mainstream approach in organising ourselves.

2017/18 ACTIVITY PLAN – IMPACTS OF ORGANISATIONAL REVIEW

Author:	Jordan Carter & Andrew Cushen
Purpose of Paper:	To summarise the changes proposed to the 2017/18 Activity Plan in light of the Organisational Review

Background and purpose

The Organisational Review is having an impact on deliverables in the current InternetNZ Activity Plan for 2017/18.

Below is an assessment of what is recommended to be removed, to give people room to contemplate and participate in change positively; to allow resourcing to action change, and to ensure that people are busy during change as well.

As part of this process, staff also wish to advise Council of new, significant pieces of work that have come up for delivery during this period of transition.

Community

- DELAYED: Staffing x2 - deprioritised in June. In place by 31 March 2018.
- REMOVED: Community Focus Area Project - due to staffing limitations.
- DELAYED: Adoption of the new responsibility for membership - due to staffing limitations.
- NEW: Visit of significant international Internet person - half day nethui style event

Communications

- Continuing as per plan

Issues

- Continuing as per plan.

International / Internet Governance

- Continuing as per plan.

Operations

- REMOVED: HR employee proposition development - cancelled due to Org Review timing
- REMOVED: CAPEX expenditure on Phone System replacement and other office enhancements.

Governance & Members

- DELAYED: Lagging implementation of Membership change due to earlier freeze/lack of community resourcing.
- NEW: Progress discussion forum implementation and CRM-decision (not implementation) by end of 2017.
- NEW: Ready for engagement start in February 2018 with selected targets - universities and SeniorNet.
- NEW: Special General Meeting on Council changes before 31 March 2018

Caveat

The final quarter of 2017/18 will be busy as all staff meet the new Chief Executive. That new Chief Executive may have different priorities and objectives for staff in this period. The new Chief Executive will report to Council at the February meeting if the expected deliverables as outlined above change.

Recommendations

THAT Council agrees the changes to expected deliverables from the 2017/18 Activity Plan set out in this paper.

2018/19 OUTLINE ACTIVITY PLAN

Author:	Jordan Carter & Andrew Cushen
Purpose of Paper:	To outline the proposed Activity Plan for InternetNZ for 2018/19, pending the Organisational Review changes.

Background and purpose

This paper outlines the basics of a proposed Activity Plan for 2018/19 for InternetNZ (as currently constituted).

The purpose of this is to:

- Share with Council the staff's view about what "business as usual" looks like in the context of our part of the group's work.
- Share our thinking about what "beyond BAU" work will be required in our part of the group's work arising from the Organisational Review.
- Solicit Council feedback on both of these.

With this feedback, we can be well informed in getting the new Chief Executive up to speed when they assume the role, given the shorter than usual timeframes for planning at the start of next year. Setting out this information also gives staff and other stakeholders greater certainty about what next year will look like.

InternetNZ's Activity Planning process usually commences in November each year by asking Council for guidance on the proposed Focus Areas for the next financial year and outlining a high level budget. Given the changes that are underway in the Organisational Review process, staff have agreed with the President and Vice President that it would be inappropriate to undertake this usual planning process.

This document therefore outlines what a continuation of business as usual activity would look like, and some thinking around additional activity that is contemplated beyond BAU.

Council is asked to provide its feedback and guidance on these matters.

A more detailed planning process will take place early in 2018, once the new Chief Executive is appointed. This will generate a Plan and operating budget for the new organisation.

Core and business-as-usual

The following core activities would be expected to make up the 2018/19 Activity Plan, if planned permanent staffing was in place (from today: 2x full time Comms; 4x full time Community, 3x full time Issues team etc):

Community
- 3 x Regional NetHui events
- ITX 2018 (July)
- 3 x Speaker Series events
- 2 x Grants Funding Rounds - Projects, Research, plus On Demand and Conference Attendance as required.

- Strategic Partners relationship management and slate refresh.
- Grants Impact and Outreach project work (carry over from 17/18)
- Sponsorship
- **Membership events and "conveyor-belt" approach (new in late 17/18 onwards)**
- NZ Internet Research Forum (connect with SOTI?)

Communications
- Functions of the Communications team - supporting the release of resources from Issues and Community; reactionary support for messaging.
- Market Research

Issues
- Reaction to emerging policy issues.
- State of the Internet (Oct/Nov)
- 4 x Focus Area projects (~3 continue from 17/18)
- 4 x Position Papers
- Weekly Blog Posts

International / Internet Governance
- 3 x ICANN meeting attendance and participation (3 ppl at each on avg)
- 1 x Internet Governance Forum attendance and participation (2 ppl)
- 1 x Asia Pacific / Pacific IGF (4 ppl)
- ITU Plenipotentiary (once every four years) (2 ppl - provision)
- Better use of international networks

Operations
- Functions of the Organisation - finance, HR, premises, events, team support functions broadly, governance support.

Governance & Members
- AGM and elections
- Council meetings
- Council committees work

Beyond BAU

Besides the "BAU" core work noted above, we are aware of the following commitments or requirements in addition. These would require new resources and people to be found / contracted to complete them in a timely way that manages team workload correctly.

Community
- Repositioning post Organisational Review
- Introducing Philanthropy NZ recommendations from grants review- including 'Follow-up grants', extra funding to strategically support existing grant recipients

Communications
- Stakeholder perceptions research / mapping
- Integrated marketing across InternetNZ and NZ brands
- "Why" InternetNZ.

Issues
- Additional capacity in Issues via partnerships with external research providers.
- Relationship with Technical Research function.
- Additional outputs in Focus Area projects (at least 2 more) and Position Papers (at least 1 more)

International / Internet Governance
- Introduce new organisational structure & people at relevant meetings
- Expand relationships and networks with overseas organisations that share similar goals and values.

Operations
- Organisational Review implementation
- Business systems upgrade
- People management upgrade
- HR employee proposition development

Governance & Members
- Council self-review and improvement framework
- New Strategy
- Governance policy framework
- .nz Policy

Other Group Planning

The Group Policy: Planning and Reporting Timetable requires InternetNZ to have finalised the Statement of Expectations for both the Domain Name Commission Limited (DNC) and NZRS Limited.

This has not been done due to the Organisational Review process. Any required planning instruments for the Domain Name Commission will be developed once the New Chief Executive is appointed and reviewed the new Operating Agreement between InternetNZ and DNCL.

Recommendations

THAT Council approves this Outline Activity Plan for input into wider, cross-Group planning for the 2018/19 financial year.

![InternetNZ logo]

Document Disclosure Review

Author:	Maria Reyes
Purpose of paper:	To go through list of confidential papers from previous Council meetings that are due for review if it can be released

At the August and December 2015, the following papers have been circulated to Council in **confidence as per NZRS**'s request:

- Business Development Report – July 2015
- Business Development Report – November 2015

During this time, information regarding the Business Development **(which is now the "Product and Services Development") were withheld from public due to the nature of the information** included in the report. However, at the December 2015 Council meeting, it was agreed that a public reporting for the Business Development be discussed between the Chief Executives of InternetNZ and NZRS by January the following year.

We have also approached Jay Daley, NZRS Chief Executive and have provided his approval of having the above documents be made available to the public.

Recommendation:

THAT the Business Development Reports for July and November 2015 be released and be made available for public information.
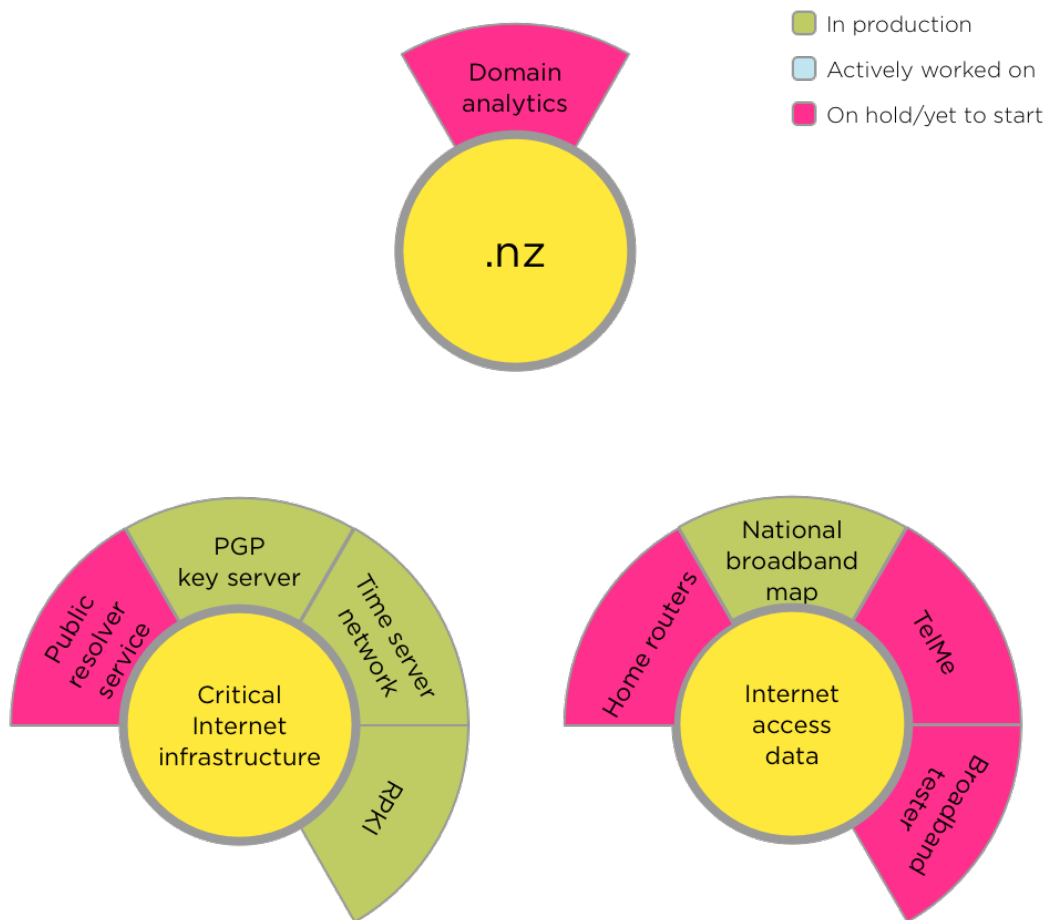
Maria Reyes

Office Manager

15 November 2017

Business Development Report – July 2015

1 Introduction

At the Group Strategy Day in 2014 NZRS presented a variant of the following diagram showing the business opportunities that are sufficiently well defined to be tracked. Progress on each is detailed below. Please note that this is an operational report and is not intended to explain the strategy or process by which opportunities are chosen.

2 Progress

2.1 Domain Analytics

Current status:	ON HOLD
Possible risk	Low to Medium

Possible income:	High to Very High
BD expenditure:	None
Synopsis:	A product for registrants that they purchase through their registrars as an add-on to their domain name that provides usage data and popularity ranking based on traffic observed on ISP and NZRS nameservers. The ranking can then be compared against anonymised and aggregated data of other registrants based on several factors including ANZ Standard Industry Code.
Key actions:	• August 2013. Internal business case developed. • February 2014. Presented to Council • March 2014. Incorporated into NZRS business plan for 2014/15 • June 2014. Details provided to DNCL for assessment against policy • July 2014. DNCL decision that development of new services for registrants using .nz data is against policy – NZRS provide more information and ask for reconsideration • September 2014. DNCL confirm original decision. • February 2015. DNCL commit to review of .nz policies to enable DA to proceed. • June 2015. Placed on hold awaiting outcome of BD strategy
Next steps	NZRS to present informally to Council as follow on from discussion around BD strategy.

2.2 Public Resolver Service

Current status:	ON HOLD
Possible risk:	Medium to High
Possible income:	Medium to High
BD expenditure:	None
Synopsis:	A public resolver service akin to 8.8.8.8 from Google but monetised by allowing people to pay for access to their full resolver data (useful for identifying infections, access to unwanted sites etc) and to pay for custom filtering services and geo-ip blocking circumvention. Also enables a jump start in NZ DNSSEC usage.
Key actions:	• August 2013. Internal business case developed. • February 2014. Presented to Council
Next steps	• On hold awaiting discussion/decision on BD strategy

2.3 PGP Keyserver

Current status:	IN PRODUCTION

Possible risk	Low
Possible income	None (current) to Medium (possible future)
BD expenditure:	None
Synopsis:	This was initially launched in 2009 as a free service filling a gap in the Internet infrastructure of NZ. Since then a watching brief has been kept on identity technologies and services to see how this service can be built on. There is an opportunity to develop as a more general identity platform such as keybase.io, however commercialisation of that is not clear.
Key actions:	• July 2009. Site launched. • June 2015. Begun work on plans for possible extension.
Next steps	Low priority development of plans for further extension.

2.4 Time Server Network

Current status:	IN PRODUCTION
Possible risk	Low
Possible income	None (current) to Low (possible future)
BD expenditure:	None
Synopsis:	This was initially launched in 2010 as a free service filling a gap in the Internet infrastructure of NZ. This service is capable of serving more accurate time (using Precision Time Protocol) and more secure time (using Autokey) but neither feature is turned on. Since then a watching brief has been kept on the need for more accurate or secure time to see how this service can be built on.
Key actions:	• September 2010. Site launched. • 2014. Some hardware updated. • 2015. Remaining hardware due to be updated.
Next steps	Nothing planned. Articles have appeared occasionally regarding the likely future need for more accurate time than provided by GPS but no obvious commercial opportunity exists. Enquiries about more secure time have been few and far between and only curious not backed up by a real need.

2.5 RPKI

Current status:	IN PRODUCTION
Possible risk	Medium
Possible income	None (current) to Medium (possible future)

BD expenditure:	None
Synopsis:	Over time we expect most if not all of the global Internet routing system to want to be protected by RPKI. For some NZ holders of large IP address blocks this may be costly for them to achieve because of the restricted practices of APNIC. By launching a free RPKI validation service we have a chance to establish our credibility and then publish an RPKI signing key into the global system. With this we could then offer RPKI signing to NZ IP address holders much cheaper than APNIC and without the extra overhead of becoming a member.
Key actions:	• October 2014. Free validation site launched.
Next steps	Concentrating on promoting the free service and encouraging people to use it, in order to establish the site and our credibility in this space. Next step after that will be to discuss with oversees peers the possibility of creating a shared key with global coverage.

2.6 Home Routers

Current status:	ON HOLD
Possible risk	Medium to High
Possible income	High
BD expenditure:	None
Synopsis:	A home router that puts the consumer in complete control of their Internet connection. Features include: • Monitoring your own traffic • Identifying locally infected devices • Measuring your internet service performance • Circumventing geo-IP blocks • Comparing your traffic against anonymised and aggregated data of other users • Time/device based blocking of Internet use • Local content filtering
Key actions:	• April 2012. Problem to be solved first analysed in briefing paper on Internet Measurement and Internet Research. • September 2013. Initial business case considered by NZRS board and opportunity put at category 2 (more work needed). • February 2014. Council advised on opportunity and status (more work needed).
Next steps	NZRS to present informally to Council as follow on from discussion around BD strategy.

2.7 National Broadband Map

Current status:	IN PRODUCTION
Possible risk	Medium
Possible income	Medium
BD expenditure:	$60,0036 ($49,286 capex + $10,750 opex) to end of June. Approx $8k additional in July.
Synopsis:	This is a two stage opportunity. Stage 1 is to build a site that enables anyone to find out what broadband technology is available at a particular location and what access speeds that supports. Stage 2 is to commercialise that by providing bulk access to companies that provide a property trading platform or property reports.
Key actions:	• April 2009. MED offer BB Map to INZ. Offer declined • July 2010. NZRS add BB Map to list of potential opportunities. • October 2010. MED offer BB Map to INZ. Offer declined. • April 2012. Resurrected in briefing paper on Internet Measurement and Internet Research. • September 2013. MBIE offer BB Map to INZ. Discussions begin. • February 2014. Agreement reached in principle on transfer of BB Map. • March 2014. NZRS/MBIE survey users of old map to understand need. • April 2014. NZRS/MBIE jointly write to data providers asking for new data. Data collection begins. • May 2014. Press release from MBIE on joint project. • August 2014. Plans drawn up and tenders sought for outsourced development. • September/October 2014. Outsourced development. • November 2014 – January 2015. Limited release testing and subsequent changes to user interface. Data collection continuing. • January 2015. MBIE ask for legal deed to cover transfer. • February 2015. Chorus UFB data received and serious issues lead to redesign. • March 2015. Milestone of 100 datasets reached, enough to go live with. • May 2015. Partner preview of site. • June 2015. Reworking of UI based on feedback from partner preview. • July 2015. Deed signed with MBIE. • July 2015. Site launched.

Next steps	Deliver a commercial service for bulk access over an API.

2.8 TelMe

Current status:	ON HOLD
Possible risk	Low
Possible income	Low
BD expenditure:	None
Synopsis:	Telme was an established price comparison site for consumers to choose the best ISP/Telco for their need. This was a very complex site and expensive to run with no commercialisation. The plan is to redevelop it into a much simpler site and commercialise it through the sale of the pricing data collected and connecting consumers who wish to switch to the ISP of the choice, as other price comparison web sites do.
Key actions:	• December 2011. Consumer NZ approach INZ for funding for Telme and are declined. • April 2012. Opportunity for InternetNZ identified in briefing paper on Internet Measurement and Internet Research. • August 2012. Consumer NZ approach INZ for second time for funding for Telme and are declined. • October 2013. Consumer NZ approach INZ for third time for funding and discussions begin. • November 2013. NZRS begins market research into the opportunity and investigation of web site logs to track activity. • January 2014. NZRS commission usability study of Telme. • February 2014. NZRS present results of research and reports to Consumer. • September 2014. Joint planning workshop held to follow up on presentation of results. • November 2014. MoU agreed between Consumer NZ and INZ. • Decemeber 2014 – January 2015. Validation of planned redesign of Telme. • December 2014 - February 2015. Development of slide deck to pitch sales of pricing data. • March 2015. Pitches to prospective buyers of data. • April 2015. Give up selling data. Site shuttered and on hold until resources free for redevelopment.
Next steps	On hold awaiting development resources.

2.9 Broadband Tester

Current status:	ON HOLD

Possible risk	High
Possible income	Medium
BD expenditure:	None
Synopsis:	Potential to respond to likely tender from TCF for broadband testing capability including: • Registry of broadband tests and safe publication service. • Development of open source consumer measurement tool. • Official tester.
Key actions:	• Unclear what the TCF working group plans are.
Next steps	Watching brief.

3   Financial summary

The total BD expenditure to date is approximately $69,000 ($60,036 confirmed until end of June, additional $8k estimated for July)

Business Development Report – November 2015

1   Introduction

The diagram below shows the business opportunities that are sufficiently well defined to be tracked. Progress on each is detailed below. Please note that this is an operational report and is not intended to explain the strategy or process by which opportunities are chosen.

2   Progress

2.1   Domain Analytics

Current status:	ON HOLD
Possible risk	Low to Medium
Possible income:	High to Very High
BD expenditure:	None
Synopsis:	A product for registrants that they purchase through their registrars as an add-on to their domain name that provides usage data and popularity ranking based on traffic observed on ISP and NZRS nameservers. The ranking can then be compared against anonymised and aggregated data of other registrants based on several factors including ANZ Standard Industry Code.
Key actions:	• August 2013. Internal business case developed. • February 2014. Presented to Council • March 2014. Incorporated into NZRS business plan for 2014/15 • June 2014. Details provided to DNCL for assessment against policy • July 2014. DNCL decision that development of new services for registrants using .nz data is against policy – NZRS provide more information and ask for reconsideration • September 2014. DNCL confirm original decision. • February 2015. DNCL commit to review of .nz policies to enable DA to proceed. • June 2015. Placed on hold awaiting outcome of BD strategy • November 2015. .nz policy change now implemented
Next steps	Waiting for DNCL to reassess this opportunity, this time against the new .nz policies, before any work can start.

2.2 Public Resolver Service

Current status:	ON HOLD
Possible risk:	Medium to High

Possible income:	Medium to High
BD expenditure:	None
Synopsis:	A public resolver service akin to 8.8.8.8 from Google but monetised by allowing people to pay for access to their full resolver data (useful for identifying infections, access to unwanted sites etc) and to pay for custom filtering services and geo-ip blocking circumvention. Also enables a jump start in NZ DNSSEC usage.
Key actions:	• August 2013. Internal business case developed. • February 2014. Presented to Council • October 2015. Reconsidered by NZRS following clarification from InternetNZ on BD strategy. Simplified service opted for.
Next steps	NZRS CE to provide business case to NZRS board of simplified service.

2.3 PGP Keyserver

Current status:	IN PRODUCTION
Possible risk	Low
Possible income	None (current) to Medium (possible future)
BD expenditure:	None
Synopsis:	This was initially launched in 2009 as a free service filling a gap in the Internet infrastructure of NZ. Since then a watching brief has been kept on identity technologies and services to see how this service can be built on. There is an opportunity to develop as a more general identity platform such as keybase.io, however commercialisation of that is not clear.
Key actions:	• July 2009. Site launched. • June 2015. Begun work on plans for possible extension. • October 2015. NZRS considered further work but low priority for now.

Next steps	No further work planned

2.4 Time Server Network

Current status:	IN PRODUCTION
Possible risk	Low
Possible income	None (current) to Low (possible future)
BD expenditure:	None
Synopsis:	This was initially launched in 2010 as a free service filling a gap in the Internet infrastructure of NZ. This service is capable of serving more accurate time (using Precision Time Protocol) and more secure time (using Autokey) but neither feature is turned on. Since then a watching brief has been kept on the need for more accurate or secure time to see how this service can be built on.
Key actions:	• September 2010. Site launched. • 2014. Some hardware updated. • 2015. Remaining hardware due to be updated. • October 2015. Hardware upgrade and expansion ordered.
Next steps	When hardware arrives one site to be upgraded and a new site identified.

2.5 RPKI

Current status:	IN PRODUCTION
Possible risk	Medium
Possible income	None (current) to Medium (possible future)
BD expenditure:	None
Synopsis:	Over time we expect most if not all of the global Internet routing system to want to be protected by RPKI. For some NZ holders of large IP address blocks this may be costly for them to achieve because of the restricted practices of APNIC. By launching a free RPKI validation service we have a chance to

	establish our credibility and then publish an RPKI signing key into the global system. With this we could then offer RPKI signing to NZ IP address holders much cheaper than APNIC and without the extra overhead of becoming a member.
Key actions:	• October 2014. Free validation site launched.
Next steps	Concentrating on promoting the free service and encouraging people to use it, in order to establish the site and our credibility in this space. Current usage is minimal.

2.6 Home Routers

Current status:	ACTIVELY WORKED ON
Possible risk	Medium to High
Possible income	High
BD expenditure:	None
Synopsis:	A home router that puts the consumer in complete control of their Internet connection. Features include: • Monitoring your own traffic • Identifying locally infected devices • Measuring your internet service performance • Circumventing geo-IP blocks • Comparing your traffic against anonymised and aggregated data of other users • Time/device based blocking of Internet use • Local content filtering
Key actions:	• April 2012. Problem to be solved first analysed in briefing paper on Internet Measurement and Internet Research. • September 2013. Initial business case considered by NZRS board and opportunity put at category 2 (more work needed). • February 2014. Council advised on opportunity and status (more work needed). • September 2015. Presented informally to

	Council. • October 2015. NZRS board reconsider and give go ahead for initial work and revision to business case.
Next steps	Working on the following: • Functional specification • Building lightweight development and test platforms • Developing internal knowledge in relevant technology • Developing initial control code.

2.7 National Broadband Map

Current status:	IN PRODUCTION / ACTIVELY WORKED ON
Possible risk	Medium
Possible income	Medium
BD expenditure:	$60,0036 ($49,286 capex + $10,750 opex) to end of June. Approx $8k additional in July.
Synopsis:	This is a two stage opportunity. Stage 1 is to build a site that enables anyone to find out what broadband technology is available at a particular location and what access speeds that supports. Stage 2 is to commercialise that by providing bulk access to companies that provide a property trading platform or property reports.
Key actions:	• April 2009. MED offer BB Map to INZ. Offer declined • July 2010. NZRS add BB Map to list of potential opportunities. • October 2010. MED offer BB Map to INZ. Offer declined. • April 2012. Resurrected in briefing paper on Internet Measurement and Internet Research. • September 2013. MBIE offer BB Map to INZ. Discussions begin. • February 2014. Agreement reached in principle on transfer of BB Map (name only – no data – NZRS to build from scratch).

	• March 2014. NZRS/MBIE survey users of old map to understand need. • April 2014. NZRS/MBIE jointly write to data providers asking for new data. Data collection begins. • May 2014. Press release from MBIE on joint project. • August 2014. Plans drawn up and tenders sought for outsourced development. • September/October 2014. Outsourced development. • November 2014 – January 2015. Limited release testing and subsequent changes to user interface. Data collection continuing. • January 2015. MBIE ask for legal deed to ensure NZRS delivers public benefit service. • February 2015. Chorus UFB data received and serious issues lead to redesign. • March 2015. Milestone of 100 datasets reached, enough to go live with. • May 2015. Partner preview of site. • June 2015. Reworking of UI based on feedback from partner preview. • July 2015. Deed signed with MBIE. • July 2015. Site launched. • September 2015. Work begun on external API and producing a widget version for partners to embed in their sites. • November 2015. External API in production.
Next steps	Chasing sales of external API Finalising widget for partners to embed

2.8 TelMe

Current status:	ON HOLD
Possible risk	Low
Possible income	Low
BD expenditure:	None
Synopsis:	Telme was an established price comparison site for consumers to choose the best ISP/Telco for their need. This was a very

	complex site and expensive to run with no commercialisation. The plan is to redevelop it into a much simpler site and commercialise it through the sale of the pricing data collected and connecting consumers who wish to switch to the ISP of the choice, as other price comparison web sites do.
Key actions:	• December 2011. Consumer NZ approach INZ for funding for Telme and are declined. • April 2012. Opportunity for InternetNZ identified in briefing paper on Internet Measurement and Internet Research. • August 2012. Consumer NZ approach INZ for second time for funding for Telme and are declined. • October 2013. Consumer NZ approach INZ for third time for funding and discussions begin. • November 2013. NZRS begins market research into the opportunity and investigation of web site logs to track activity. • January 2014. NZRS commission usability study of Telme. • February 2014. NZRS present results of research and reports to Consumer. • September 2014. Joint planning workshop held to follow up on presentation of results. • November 2014. MoU agreed between Consumer NZ and INZ. • Decemeber 2014 – January 2015. Validation of planned redesign of Telme. • December 2014 - February 2015. Development of slide deck to pitch sales of pricing data. • March 2015. Pitches to prospective buyers of data. • April 2015. Give up selling data. Site shuttered and on hold until resources free for redevelopment. • October 2015. Third party (glimp.co.nz) announces plans to enter market.
Next steps	On hold waiting to see what Glimp do and if that fills the market need.

2.9 Broadband Tester

Current status:	ON HOLD
Possible risk	Medium
Possible income	Medium
BD expenditure:	None
Synopsis:	Potential to respond to likely tender from TCF for broadband testing capability including: • Registry of broadband tests and safe publication service. • Development of open source consumer measurement tool. • Official tester.
Key actions:	• October 2015. Met with ComCom to discuss their views on the future of Broadband Testing and the TCF work. • October 2015. Met with WAND to discuss their views. • October 2015. Met with Chorus to discuss their views
Next steps	Waiting to hear what final output from TCF/ComCom is.

3 Financial summary

The total BD expenditure to the end of September is as follows:

Year	Opportunity	Item	Spent
2014-15	National Broadband Map	Development	$43,036
2015-16	National Broadband Map	Cloud services	$11,500
2015-16	National Broadband Map	Development	$23,530
TOTAL			**$78,066**

SUMMARY OF COMMITTEE ACTIVITY

Author:	Andrew Cushen, Deputy Chief Executive
Purpose of Paper:	To provide a staff summary of Committee activity in the three months 16 August – 15 November 2017.

Audit and Risk Committee

- The Committee has met twice since the last Council meeting.
- Amongst standard business, the Committee has been focused on reviewing the Risk Register for InternetNZ. It notes that this will be furthered in the context of the Organisational Review as all registers across the Group are reconsidered in the new organisational context.
- The Fraud Policy has also been reconsidered, and will be reviewed on the timetable agreed with Council AND in the context of the Organisational Review.
- An additional matter relating to court action for historic fraud at InternetNZ was also discussed. InternetNZ's processes and procedures have been subsequently updated to reduce the risk of these matters further. A further update will be provided verbally to Council.
- The next meeting will take place on 12 December 2017.

Grants Committee

- The Committee has met twice since the last Council meeting. Core business has been considering and awarded Conference Attendance round and to progress the Community Project Grants Round.
- The Community Project Grants Round was the first round to utilise the new staff assessment processes for Stage One, which is intended to reduce the load on the Committee itself.
- Further reporting on the Grants Process is included elsewhere in this agenda.

Māori Engagement Committee

- The Committee has not met since the last Council meeting, as all focus has gone onto the Māori Meetup/Haerenga Whakamua at NetHui.
- Māori Meetup/Haerenga Whakamua has served as an opportunity for InternetNZ to deliver the first phases of the new Māori engagement plan. A further update will be made available at the meeting.
- The previously postponed Marae visit has been rescheduled for 20/21 March at Hongoeka Marae.

Andrew Cushen
Deputy Chief Executive

Org Review: Constitution Update to Change Council

Author:	Jordan Carter
Purpose of Paper:	To seek Council feedback on draft changes to the **Constitution that give effect to October's decisions about the** future shape of Council, and to seek Council agreement for a legal review of the Constitution to update it.

In October 2017, Council agreed to make a range of changes to the InternetNZ Group following the Organisational Review. The changes included some changes to the structure of the Council. These changes will reduce the number of elected Councillors over time from twelve to nine, and allow for the appointment of up to two Council members to balance skills, experience and diversity across the Council.

Attached are marked up changes of the Constitution for your review that put the decisions into the constitutional framework. These are mainly in Section 6 and in a new transitional Schedule 2.

It is some time since the Constitution was last updated and reviewed in total by lawyers. It may be that it is a good time to take a look at the whole document, resolve or remove any inconsistencies, and to update the document so it is consistent with best practice and current law. Changes to the Constitution are rare and this might be a good opportunity to do this revision exercise. (The next obvious opportunity would be when a new Incorporated Societies Act comes into force, which is not expected to be for several years.)

Next Steps

Once there is a prepared draft (including the proposed legal review) we should engage members to consider the changes and offer any feedback or improvement suggestions. This would best occur late January to mid-February 2018, perhaps at **face to face meetings (that could double as "welcome to 2018" events).**

We would then proceed to a General Meeting before 31 March 2018, as committed to in your decisions about the organisational review. The form of that meeting is to be discussed – it could be a Special General Meeting (requiring a physical meeting) or an Electronic General Meeting. Either way the decision is made through online voting.

Recommendations

We recommend:

THAT Council agree the proposed changes to the Constitution achieve the intention of giving effect to the decisions made in the course of the Organisational Review, and ask staff to prepare them for legal review and member consultation.

THAT Council agree that staff seek a legal review of the Constitution to ensure it is consistent with current law and best practice, and report the findings back to Council before the end of the year.

Jordan Carter
Chief Executive

Richard Currey
Programme Manager

16 November 2017

Constitution of InternetNZ

<mark>Draft – for November 2017</mark> Council

1.   NAME

The Society shall be known as: INTERNET NEW ZEALAND INCORPORATED trading as InternetNZ.

2.   OBJECTS

Internet New Zealand Incorporated trading as InternetNZ ("the Society") is a non-profit common interest society to maintain and extend the availability of the Internet and its associated technologies and applications in New Zealand, both as an end in itself and as means of enabling organisations, professionals and individuals to more effectively collaborate, cooperate, communicate and innovate in their respective fields of interest. It is intended that the Society be the principal organisation representing the interests of Internet users and Internet Service Providers in New Zealand. The Society's objects are:

2.1   To promote the competitive provision of Internet access, services and facilities in an open and uncaptureable environment.

2.2   To develop, maintain, evolve, and disseminate standards for the Internet and its inter-networking technologies and applications.

2.3   To develop, maintain, evolve and disseminate effective administrative processes for the operation of the Internet in New Zealand.

2.4   To promote and conduct education and research related to the Internet and inter-networking.

2.5   To coordinate activities at a national level pertaining to good management of centralised systems and resources which facilitate the development of the Internet, including but not limited to the Domain Name System.

2.6   To collect and disseminate information related to the Internet and inter-networking, including histories and archives.

2.7   To develop and maintain formal and informal relationships with the international Internet community, including the Internet Society.

2.8   To represent the common interests of the wider New Zealand Internet community both nationally and internationally.

2.9   To promote widely and generally available access to the Internet.

2.10   To liaise with other organisations, New Zealand Government authorities, and the general public for coordination, collaboration, and education in effecting the above objects.

3.   MEMBERSHIP

3.1   The Society shall have three classes of Members: Individual Members (section 3.3), Organisational Members (section 3.4), and Fellows (section 3.5).

    3.1.1   Each Member carries the right of one vote in General Meetings of the Society.

    3.1.2   A postal address and a working e-mail address must be supplied on application for membership, the latter of which shall be the Member's formal contact address for communications from the Society, and for electronic voting. (In the case of Organisational Members, the nominee's email address will be the formal contact point for voting purposes.) It is a Member's obligation to ensure that any change in the contact e-mail address will be notified to the Society immediately. In case of e-mail failure, Council shall have the discretion and authority to use other means of communication so that a Member is not prevented from participation or voting.

    3.1.3   Specific direct benefits associated with each class of membership will be made available on the Society's web site.

3.2   Application for Individual or Organisational membership shall be made to the Council in writing or in such electronic form as the Council shall decide. Every application for membership shall be accompanied by payment of the appropriate subscription, and a membership becomes active upon receipt by the Society of the membership subscription.

3.3   Individual Members

    3.3.1   Any natural person may apply for Individual membership under their own name.

    3.3.2   There will be two categories of Individual membership:

        3.3.2.1   "Ordinary"

        3.3.2.2   "Professional". Professional membership shall carry additional direct benefits to those enjoyed by Ordinary members.

3.4 Organisational Members

    3.4.1   Any company, incorporated society or other lawful organisation may apply to become an Organisational Member.

    3.4.2   There shall be two categories of Organisational Member:

        3.4.2.1   Small. Defined as having fewer than 100 employees

        3.4.2.2   Large. Defined as having 100 or more employees.

    3.4.3   Each Organisational Member shall nominate an Individual member to the Society.

    3.4.4   Such nominated Individual members will be full Ordinary members of the Society as specified in sections 3.3 and 3.6 and will be have the same rights and obligations of any other Individual member. No subscription fee will be levied from these nominated Individual members.

3.5 Fellows

From time to time Council shall elect persons, whom it considers have made an outstanding contribution to the development of the Internet in New Zealand or the Society, to Fellowship in the Society. Once elected to Fellowship a member remains a Fellow for life with the rights of a financial Professional Member. No subscription fee will be levied from Fellows.

3.6 The rights of membership (including, but not limited to, standing for elected office, voting, nominating, seconding and petitioning) accrue to a member three months after joining the Society, and are maintained until their membership ends, as set out in sections 4 and 5 of this Constitution.

3.7 Members may hold only one membership in the Society and must agree to abide by the rules of the Society.

4. TERMINATION OF MEMBERSHIP

4.1 In addition to the termination of membership by failure to pay the subscription fee as laid out in sections 5.4, 5.5, 5.6 a member may resign their membership. A Member wishing to resign from the Society must give notice of resignation to the office in writing or in such electronic form as the Council shall decide. All membership rights will terminate on receipt by the Society of the written resignation.

4.2   Membership of the Society may be terminated by the Society. Should a member's actions be in serious conflict with the rules or objects of the Society, the Council is empowered to terminate the membership of that person.

4.3   Any termination of membership pursuant to section 4.2 must follow the process laid out in Schedule 1.

5.   TERM OF MEMBERSHIP

5.1   The membership year for all classes of membership is 1 April until 31 March. Persons joining the Society after 1 January but before 1 April will be granted a full year's membership from 1 April, as well as whatever term of membership occurs before the 1 April membership anniversary.

5.2   During the period covered by the subscription the Member is a financial Member.

5.3   Members will ordinarily be invoiced for the year, in advance, with a due date of 1 April (the "due date") which is the start of the membership year.

   5.3.1   All financial Members at 30 September 2010 are granted a six-month membership extension, with their membership expiring instead on 31 March 2011, due to the change in the membership year adopted in July 2010.

5.4   Failure to pay a subscription by the due date will cause the Member to become unfinancial and lose all membership rights in the Society (including, but not limited to, standing for elected office, voting, nominating, seconding and petitioning).

5.5   If the overdue subscription is paid within three months following the due date, the Member shall be deemed to have maintained continuous membership but membership rights and benefits are not retroactive covering the unfinancial period, and cannot be exercised during that period.

5.6   If the subscription remains unpaid three months after the due date, the membership terminates and a new application for membership will have to be made if the Member wishes to rejoin the Society.

6.   THE COUNCIL

6.1   The affairs of the Society shall be conducted by the Council of the Society in accordance with this Constitution and the resolutions of Members of the Society in General Meeting. The Council shall conduct its affairs using a set of Bylaws.

6.2   The Council of the Society shall consist of the following:

   6.2.1   The President and Vice President (collectively the Officers);

6.2.2   Seven and Elected Council Members; and

6.2.3   Up to two Appointed Council mMembers.

The total number of Council members shall be 12between nine and eleven, with depending on the number of Elected Appointed Council membersMembers varying as necessary to maintain this number.

6.2.4   The application of Clause 6.2 and its sub-clauses is subject to the transition clauses set out in Schedule 2 of this Constitution, which apply until no longer relevant.

6.3   Only financial individual Members of the Society may serve as Officers or Council Members.

6.3.1   Should any Councillor cease to be a financial member of the Society during their term, for example by ceasing to be the nominee of an Organisational member, the Councillor may take up Individual financial membership within 30 days and retain continuous office. Should the Councillor fail to pay such subscription within 30 days of ceasing to be a financial member, their elected position shall be deemed to be vacated.

6.4   No more than two employees of any company, organisation or individual may simultaneously hold positions as Council Members. Companies which are related companies (as defined by the Companies legislation in force at the time) will be treated as a single company for this purpose, except where, in the opinion of the Council, the related companies are in significantly different industries. This provision shall not be interpreted as placing any restriction on the nomination of candidates for election.

6.5   Officers or Elected Council Members shall be elected for a three-year term, until the conclusion of the AGM held in the year their term expires. Council Members may hold office for consecutive terms. Four Three members of Council are elected at each Annual General Meeting.

6.5.1   Any Councillor having missed three consecutive ordinary meetings of Council shall be deemed to have vacated their position at the conclusion of third meeting, unless the Council votes to reinstate the Councillor in their position. Council may grant a Councillor leave of absence in advance (for example, for overseas travel, health or family circumstances), in which case the Councillor is not subject to this requirement for the duration of their leave. The Returning Officer will notify any Councillor who misses two consecutive meetings that their position will be forfeited if they fail to turn up to the subsequent ordinary meeting of Council.

6.6 Appointed Council Members are appointed by the Officers and Elected Council members at the first meeting of the Council following the Annual General Meeting. They are appointed based on pre-agreed criteria to ensure that the Council has the right mix of knowledge, skills and experience to conduct the governance of the Society effectively.

    6.6.1 Appointed Council Members are appointed for a two-year term until the conclusion of the AGM held two years after ~~their term expires~~they have been appointed.

    6.6.3 The appointment of Appointed Council Members requires six of the nine Officers and Elected Council Members to vote in favour of the appointment.

    6.6.4 During their term in office, Appointed Council Members have all the same rights and obligations as all other Council members, except that they may not vote on appointment of other Council members

6.7 Vacancies on Council
Any vacancy among Elected Council Members or Officers shall be filled by the membership voting through an electronic ballot, unless the vacancy occurs after the end of the financial year but before the annual general meeting in which case Council has discretion not to hold such a ballot. The replacement shall serve the remainder of the term for that position.

6.8 An~~y~~ ~~elected~~ Council Member or Officer may be dismissed by resolution of a General Meeting of the Society, provided that

    6.8.1 such resolution must show just cause of such dismissal, and must have been delivered in writing to the Council Member or Officer concerned at least twenty-one days before the General Meeting, and

    6.8.2 such resolution must be passed by at least a two-thirds majority of those voting.

6.9 The business of the Council may be carried out using electronic communication.

6.10 Council Member Indemnity

    6.10.1 Council members shall not be liable to the Society or any of its members for:

        (a) any losses or liabilities;

        (b) any act or acts or attempted act done in exercise of or pursuant to any power or discretion vested in them by this Constitution or any bylaws; or

        (c) any omission or omissions or non-exercise in respect of any obligation under this Constitution, bylaws or any other obligation imposed on them by virtue of their role,

except losses or liabilities arising from their own dishonesty, wilful default or wilful breach of trust or negligence in the carrying out of their legal responsibilities.

6.10.2 Council Members, and every other person acting on behalf of the Council, shall be indemnified out of the Society's assets against all proper liabilities and expenses incurred by them in the exercise or attempted exercise of the powers and discretions vested in them and in respect of any matter or thing done or omitted to be done in any way relating to their responsibilities.

6.10.3 The liability of Council Members in connection with this constitution or at law, in equity, or on any other basis shall at all times be limited to the assets of the Society.

7. OFFICERS OF THE SOCIETY

7.1 The President;
The President shall chair Council meetings and General Meetings, and oversee the business of the Society.

7.2. The Vice-President;
The Vice-President shall assist the President in their duties and deputise for the President as required.

7.3 No person shall hold concurrently more than one Office of the Society.

7.4 The term of office for the Officers shall be until the conclusion of the AGM three years after their election.

7.5 No person shall be eligible to be elected to a particular Office for more than two consecutive terms.

7.6 Any elected Member of Council who is elected as an Officer shall be deemed to have automatically resigned as an elected member of Council.

7.7 Eligibility of Officers

The following persons are disqualified from being Officers or Councillors of the Society:

7.7.1 an individual who is an undischarged bankrupt.

7.7.2 an individual who is under the age of 16 years.

7.7.3 an individual who has been convicted of a crime involving dishonesty (within the meaning of section 2(1) of the Crimes Act 1961) and has been sentenced for that crime within the last 7 years.

7.7.4 an individual who is prohibited from being a director or promoter of, or being concerned or taking part in the management of, an incorporated or unincorporated body under the Companies Act 1993, the Securities Act 1978, the Securities Markets Act 1988, or the Takeovers Act 1993.

7.7.5 an individual who is disqualified from being an officer of a charitable entity under section 31(4) of the Charities Act 2005.

7.7.6 an individual who is subject to a property order made under the Protection of Personal and Property Rights Act 1988, or whose property is managed by a trustee corporation under section 32 of that Act.

7.7.7 a body corporate that is being wound up, is in liquidation or receivership, or is subject to statutory management under the Corporations (Investigation and Management) Act 1989.

7.8 The Council shall from time to time appoint a Returning Officer, whose main role is to conduct Society elections and to perform the duties set out in this Constitution, as well as related duties established by the Council. The Returning Officer will ordinarily be a member of staff, but can be a member of the Society.

7.9 The Returning Officer is not a member of Council solely by virtue of their appointment to that position. The Returning Officer continues in their position until someone else is appointed as Returning Officer. Sections 7.3 and 7.7 apply to the Returning Officer's position, but sections 7.4-7.6 do not.

8. COMMUNICATION WITH MEMBERS

Every communication with a Member shall generally be by electronic message in clear ASCII text, directed to the email address of the Member as recorded in the records of the Society. Communications may also be sent by post, facsimile, courier or hand delivery as the Council sees fit. Such messages will be acceptable for the conduct of the business of the Society unless the Returning Officer shall advise that any specific business or meeting shall be conducted at a meeting at which Members are required to be physically present.

9. MEETING OPTIONS

All meetings of the Society may be held using interactive Internet Technologies. The Technical Guidelines for the implementation of such meetings will be detailed under the Electronic Meeting Guidelines of the Society.

10.   GENERAL MEETINGS

10.1   A General Meeting of the Society is a meeting of the members that may be a meeting at which those taking part are physically present or in attendance via the Internet, or a Teleconference Meeting, or an electronic meeting as laid out in section 10.4.

10.2   Annual General Meetings

10.2.1 The Annual General Meeting of the Society shall be held within the four months following the end of the financial year of the Society each year, on a date to be decided by the Council.

10.2.2 If the AGM has been notified as incorporating attendance via the Internet, members must be issued in advance with a secure means to identify their entitlement to vote. Such electronic attendance may take place during the fourteen days prior to the actual date of the AGM with regard to pre-notified elections and constitutional amendments.

10.2.3 The business to be conducted at the Annual General Meeting will be:

10.2.3.1   To receive from the Council an annual report, the financial statements for the immediately preceding financial year, and the auditor's report on those statements.

10.2.3.2   To approve a business plan and budget of income and expenditure for the current financial year and receive from the Council recommendations for levels of subscription for the membership classes of the Society. The meeting may by resolution alter subscription levels.

10.2.3.3   To elect Officers and Members of Council. No person may be elected to Council if their election would cause a breach of the terms of section 6.4 of this Constitution. For the purposes of this requirement only, candidates are deemed to be elected in sequence from the candidate receiving the highest number of votes to the candidate receiving the lowest number of votes.

10.2.3.4   Nominations for Officers and Council Members shall open eight weeks prior to the AGM and close 21 days prior to the AGM. These nominations will be forwarded to the membership not less than 14 days prior to the AGM. Each nomination must be proposed by a financial Individual Member of the Society and agreed to by the nominee, who must be a financial Individual Member of the Society. No member may propose their own nomination.

10.2.3.5   Nominations for elected positions will not be permitted from the floor of the AGM unless there is a shortfall of nominations for a position.

10.2.3.6   The elections for Officers shall be conducted at the AGM prior to the election for ordinary Council Members

10.2.3.7   To elect an auditor. The auditor must be a member of the Institute of Chartered Accountants of New Zealand (ICANZ).

10.2.3.8   To consider such other business as any Member properly brings before the meeting. Matters of substance requiring a Member vote to be brought before the meeting must be notified to the Returning Officer not less than 30 days prior to the meeting and must include properly formed resolutions to be put to the meeting. A properly formed resolution is one that names the mover of the motion and names the seconder, both of whom must be financial Members of the Society, and contains the precise wording making up the substance of the motion. No amendments to such motions can be raised from the floor of the AGM. Matters cannot be raised from the floor of the meeting that require resolutions being put to Member vote.

10.2.4   A copy of the annual report and financial statements must be forwarded to each Member at least fourteen days prior to the Annual General Meeting.

10.2.5   At least thirty days notice of the Annual General Meeting must be given to each Member. The notice of AGM must indicate whether attendance via the Internet as allowed in Section 9 will be permitted.

10.2.6   New Members who join the society in the three month period before an AGM will not be permitted to vote at that AGM, consistent with section 3.6.

10.3   Special General Meetings

10.3.1   A Special General Meeting may be called at any time:

10.3.1.1   By the President or by resolution of the Council.

10.3.1.2   On the request of twenty or more financial Members, in which case the request must state the motions which will be moved at the meeting.

10.3.2   A Special General Meeting shall be called by the Council or the President on a date not earlier than fourteen days and not later than forty days following the receipt of a request for such a meeting under 10.3.1.2.

10.3.3 The motions to be moved at the Special General Meeting must be notified to every Member of the Society at least fourteen days before the date of the meeting. The notice of SGM must indicate whether attendance via the Internet as allowed in Section 9 will be permitted.

10.3.4 Voting procedures at an SGM are the same as those at an AGM.

10.4 Electronic General meetings (e-GM)

10.4.1 An e-GM can be called by the President, the Council, or 5% or 20 financial Members whichever is the larger supporting a motion to that effect.

10.4.2 The Returning Officer shall issue the notice of the e-GM as noted in section 10.4.5 below, and the e-GM shall be conducted in accordance with the Electronic Meeting Guidelines, as adopted by Council.

10.4.3 An e-GM consisting purely of online discussion and voting can be held to discuss and vote on proposals put forward by the Council or Members

10.4.4 An e-GM will only vote on the proposed resolutions which form part of the meeting notice.

10.4.5 The Returning Officer shall be charged with confirming that the motion requesting an e-GM has been correctly put and approved. The proposed resolutions forming the subject of the e-GM shall be e-mailed to all members and be open to discussion for a period of seven days, closing at 11:59:59 on the seventh day following the posting of the official notice of announcement, on the member's mailing list and other fora as appropriate. After seven days members will have a ballot made available with votes being open for three working days. A resolution passed at an e-GM shall be as valid as one passed at a physical General Meeting.

10.5 Quorum

10.5.1 A quorum for every Annual or Special General Meeting is 20 financial Members or one third of financial Members present and voting, whichever is the fewer.

10.5.2 For an Electronic General Meeting the quorum requirement is 50 financial Members or one quarter of financial Members whichever is fewer present and voting on a resolution to be quorate. In the event that a quorum is not reached at an e-GM, the resolutions forming the call for an e-GM will be deemed to have failed.

10.5.3 If for a non-Electronic General Meeting a quorum is not present within thirty minutes of the appointed time, the person chairing the meeting shall adjourn the meeting. Unless those present at the meeting shall determine a date for the adjourned meeting (not earlier than five days from the date of the

meeting) the adjournment shall be for a meeting at the same time and place, providing that the venue will be available, one week from that day.

10.5.4 Notice of the adjourned meeting shall be given to all Members. At such an adjourned meeting the number of persons attending shall constitute a valid quorum.

10.6 Chairing of General Meetings

10.6.1 The President of the Society or the Vice-President in the absence of the President will chair every Annual, Special, or electronic General Meeting.

10.6.2 If the President and Vice-President are absent then a person elected by a majority vote of those present shall chair the meeting.

11. VOTING

11.1 At every General Meeting each individual Member shall have one vote, except that the person chairing the General Meeting shall have a deliberative vote as well as a casting vote.

11.2 Voting at physical General Meetings or a meeting of the Council of the Society shall be by voice, show of hands or ballot at the discretion of the person chairing the meeting. At duly authorised meetings voting may take place via the Internet by the use of a secure means of identification. Voting by proxy shall be allowed at General Meetings only.

11.3 In the event of an equality of votes for or against a motion or amendment at a General Meeting or a meeting of the Council of the Society, the person chairing the meeting shall exercise a casting vote.

11.4 In all elections a preferential voting system will be used.

11.4.1 In the event of an equality of votes in an election for candidates for the same position, there shall be a second ballot and then if still tied the person chairing the meeting shall determine the winner by a random means.

11.5 There are no proxies available for any Society activities, as all substantive questions are decided by electronic means that allow all members to participate.

12.   FINANCE

12.1   Annual Subscription;
Each Member's annual subscription shall be payable in full on joining the Society, and at yearly intervals thereafter. A change to subscription levels made by resolution of an Annual General Meeting shall have effect for all membership renewals until a further such resolution is passed by a subsequent Annual General Meeting. Such a resolution shall have no effect upon the amount payable by members whose subscriptions fell due prior to the Annual General Meeting at which the resolution was passed.

12.2   Financial Year;
The financial year of the Society shall be from 1 April to 31 March.

12.3   Power to Borrow Money;
The Society may borrow money only in accordance with a resolution of the members in General Meeting.

12.4   Audit;
The annual financial statements of the Society must be audited at the end of each financial year and before the Annual General Meeting by a member ICANZ. The Council shall determine the remuneration of the auditor, and shall have authority to fill any casual vacancy of the position of auditor.

13.   THE COMMON SEAL

The Common Seal of the Society shall be in the custody of the President. The Common Seal shall be affixed to any instrument only pursuant to a resolution of the Council and witnessed by two Councillors one of whom shall be the President or Vice-President.

14.   RULES

14.1   These Articles are the Constitution of the Society under the terms of the Incorporated Societies Act 1908 (as amended).

14.2   These Articles may be altered, added to or rescinded only in accordance with the following procedure:

14.3   Any proposal to amend the pecuniary profit section (section 15) or winding up section (section 16) must include a note that any amendment may effect the status of the Society in terms of its ability to obtain or retain charitable status.

14.4   A proposal to amend this Constitution may be submitted by any member to the Returning Officer of the Society who must, within seven days after receipt of the proposal, forward it to all members.

14.5   No motion proposing any amendment to this Constitution at a general meeting shall be deemed to have been passed unless two-thirds of the votes cast on the motion were in favour.

14.6   Any such motion shall be put to the next General Meeting, which shall be held not earlier than fourteen or later than forty days from the forwarding of the proposal to members.

14.7   The Returning Officer shall notify the Registrar of Incorporated Societies and the Charities Commission of all alterations, additions or revocations of these rules. This notification shall take such form as the Registrar and Charities Commission may require.

15.   PECUNIARY PROFIT

No Member or Associated Person shall derive any income, benefit, or advantage from the Society where that person can materially influence the payment of the income, benefit or advantage except where the income, benefit or advantage is derived from:

15.1   Professional services to the Society rendered in the course of business charged at no greater rate than current market rates; or

15.2   Interest on money lent at no greater rate than current market rates.

For the purposes of this section, 'Associated Person' means:

a)   Any director of a company or other entity owned or controlled by the Society; or

b)   Any spouse, civil union partner, common law or de facto partner, of the Member (Member's Partner); or

c)   Any person connected to the member by blood relationship within the second degree of relationship; or

d)   Any adopted child of the Member or of the Member's first degree relative; or

e)   Any company, partnership, trust or other entity in which a Member, or Member's Partner, or person in c) or d) above, is financially interested whether as a shareholder, partner, director, beneficiary or otherwise.

16. WINDING UP

16.1   The Society may be wound up only under the terms of section 24 of the Incorporated Societies Act 1908 (as amended).

16.2   The Society may be wound up voluntarily if, at a general meeting of its members, it passes a resolution requiring it to be wound up, and the resolution is confirmed at a subsequent general meeting called for that purpose and held not earlier than thirty days after the date on which the resolution so to be confirmed was passed.

16.3   A resolution requiring the Society to be wound up, and the confirmation of such a resolution, shall have been passed by a general meeting if a majority of votes cast on the resolution are in favour.

16.4   If the confirming resolutions are passed the Members shall appoint one or more liquidators to wind up the affairs of the Society. Upon a winding up of the Society, its assets, after payment of its debts and liabilities, will be donated to a charitable organisation with similar objectives.

SCHEDULE 1

1. A member may make a complaint to the President of the Society asking for expulsion of a Member.

2. The formal complaint must be made within 30 days of the offending action.

3. The President will by e-mail to the last known e-mail address notify the Member against whom the complaint has been made within 72 hours of receiving the complaint.

4. Any Officer or Councillor who may have a conflict of interest with the case must recuse themselves from any involvement with the following process.

5. The Officers of the Society shall confer within 14 days to consider whether there is sufficient substance to the complaint to warrant a further hearing.

6. If the Officers find insufficient substance to the complaint the matter will not be taken further and both the Member who is the subject of the complaint and the Member that made the complaint will be notified accordingly.

7. If the complaint is upheld by the Officers they will prepare a formal complaint notice.

8. On receipt of a formal complaint notice the Council shall, within 7 days, appoint a panel of 5 Councillors to hear the complaint.

9. The panel shall convene within 7 to 14 days in a face-to-face meeting to hear submissions.

10. The Member subject to the complaint shall have a right to make a submission to the panel. The hearing shall be confidential.

11. On completion of their deliberations the panel shall make recommendation to Council which shall include a summary of the facts of the case and the hearing.

12. The Council shall consider the panel's recommendation and within four weeks of receipt of the recommendation shall either vote to accept the recommendation or send it back to the panel for further consideration.

13. The Member subject to the complaint shall have no action taken against them until the completion of the process, except in an extreme case when Council may suspend a membership until the process is completed.

14. If a Member is terminated under these procedures any period of membership remaining in the year will be calculated and a pro-rata of subscription dues will be paid back to the person by the Society.

15. Any person subject to these procedures and having their membership terminated will normally not be permitted to re-apply for membership of the Society for a minimum of one year following the notice of termination.

Schedule 2

1. This Schedule governs the transition from the Constitution in force from August 2012 to the current text as adopted by the Members at a Special General Meeting held in XXXXXXX 2018.

2. At the 2018 Annual General Meeting the following provisions apply:

    2.1 The retiring Councillors and Officers at this Annual General Meeting are the President and Vice President, and the two Councillors elected at the 2015 Annual General Meeting (or their replacements, if the Councillors originally elected in 2015 have left the Council and been replaced by other Councillors in by-elections).

    2.2 Members will elect a President and a Vice President, and one Councillor, all for three year terms.

    2.3 The Council will have the right to appoint one Appointed Council Member at the first meeting following the Annual General Meeting.

    2.4 The size of the Council therefore will be eleven or twelve Councillors – four Councillors elected in 2016, four Councillors elected in 2017, the three Officers and Councillor elected at this AGM and up to one Appointed Councillor.

3. At the 2019 Annual General Meeting the following provisions apply:

    3.1 The retiring Councillors this Annual General Meeting are the four Councillors elected at the 2016 Annual General Meeting (or their replacements, if the Councillors originally elected in 2016 have left the Council and been replaced by other Councillors in by-elections).

    3.2 Members will elect two Councillors at this meeting, for three year terms.

    3.3 The Council will have the right to appoint one Appointed Council Members if Council has previously appointed one Appointed Council Member in 2018, or it may appoint two Council Members if none were appointed in 2018, at the first meeting following the Annual General Meeting

    3.4 The size of the Council therefore will be between nine and eleven Councillors – four Councillors elected in 2017, the Officers and Councillor elected in 2018, the two Councillors elected at this AGM and up to two Appointed Councillors.

4. At the 2020 Annual General Meeting the following provisions apply:

4.1   The retiring Councillors at this Annual General Meeting are the four Councillors elected at the 2017 Annual General Meeting.

4.2   Members will elect four Councillors at this meeting.

4.3   The three highest polling candidates for Council will be elected for a three year term (until the 2023 AGM).

4.4   The next highest polling candidate for Council will be elected for a two year term (until the 2022 AGM).

4.5   The size of the Council therefore will be between nine and eleven Councillors: the two Officers and one Councillor elected in 2018, the two Councillors elected in 2019, the four Councillors elected at this AGM and up to two Appointed Councillors.

5.   By this stage the transition from the August 2012 Constitution is complete. Future Annual General Meetings continue to elect either two Officers and one Councillor (2021, 2024, 2027 etc), or three Councillors. Council size is stable at nine elected members and up to two appointed members.

Document Revision History

Date	Changes Etc
August 2012	Amendments arising from the 2012 AGM: 1. Clause 6.9 on Council Member Indemnity added. *All changes were ratified at the Society's Annual General Meeting on 12 July 2012, after following the procedures set out in clause 14 of the Constitution.*

August 2010	Amendments arising from the 2010 AGM:
	
	  1. All references to "Clause" are replaced by references to "Section" in the Constitution.
	
	  2. A new clause 3.6 is added, specifying that the rights of membership only accrue to a member after three months' membership, and a consequential clarifying amendment is made to section 5.5 and to section 10.2.6.
	
	  3. Existing clause 3.6 is renumbered to 3.7.
	
	  4. Reference to "Secretary" is replaced by "Returning Officer" globally, except in section 4.1 where it is replaced by "office".
	
	  5. The membership rules are amended – the new year of 1 April to 31 March is set out in section 5.1, the anniversary month is changed to 1 April in section 5.3, and a new section 5.3.1 is added giving all financial members at 30 September 2010 a free credit of membership to 31 March 2011.
	
	  6. The position of Returning Officer is established by adding sections 7.8-7.9.
	
	  7. The reference at the end of section 10.3.2 is corrected, to 10.3.1.2 instead of 10.3.1 (b). A similar correction is made in section 10.4.2, where a reference to 10.4 (e) is changed to 10.4.5.
	
	  8. The sections 11.5 and 11.5.1-11.5.4 are replaced by a new section 11.5 stating that there are no proxies available in the Society.
	
	  9. Schedule 2 of the Constitution is deleted as well as sections 6.2.1 and 6.5.1 (with old 6.5.2 being renumbered as 6.5.1), as the transition from the 2007 Constitution is complete. Also as part of that transition, section 7.4 is amended by changing the term of officers from two years to three years.
	
	All changes were ratified at the Society's Annual General Meeting on 29 July 2010, after following the procedures set out in clause 14 of the Constitution.

September 2008	Amendments arising from the 2008 AGM:
	
	  1. Clause 1 amended to reflect the name change from "Internet Society of New Zealand (Incorporated)" to "Internet New Zealand Incorporated" trading as InternetNZ.
	
	  2. Clause 14.6 is amended by adding the words "a charitable" to the last sentence, deleing the word "an" before the word "organisation".
	
	Both changes were ratified at the Society's Annual General Meeting on 31 July 2008 after following the procedure set out in Clause 14 of the Constitution.

July 2007	Extensive amendments were made at the 2007 AGM (27 July 2007) following the procedures set out in Clause 14 of the Constitution, to:
	1. allow for an application for Charitable Status (amending clause 6.3; adding clause 7.7; replacing clause 14.3 with the new text in this version; amending clause 14.7; amending clause 15).
	2. change the provisions governing the size and composition of Council (amending clauses 6.2 and 6.5, and adding clauses 6.2.1 and 6.5.1).
	3. removing the constitutional requirement for an Executive Committee (deleting clause 6.9).
	4. removing the offices of Secretary and Treasurer (deleting existing clauses 7.3 and 7.4).
	5. providing for the transition to the new arrangements (adding Schedule 2).
	6. renumbering the constitution taking these changes into account and fixing oddities in the existing numbering.
	Given the extensive nature of the above changes the prior wording is not recorded in this history section, but is available by comparing this document with the immediately preceding version of the Constitution, dated July 2006.
July 2006	1. Clauses 3, 4 and 5 in the previous version of the constitution were deleted and replaced with the wording shown above, to modify the Society's membership criteria.
	2. Clause 6.3.1 was added to the Constitution.
	Both changes were ratified at the Society's Annual General Meeting on 28 July 2006 after following the procedure set out in Clause 14 of the Constitution.
July 2005	1. Annual General Meeting on 30 July 2005 amended clause 6.9 as reflected in the wording above. The previous wording was as follows:
	Council shall establish an Executive Committee of Council to manage the Society between meetings of the Council and have delegated powers as Council shall see fit. The composition of the Executive Committee shall be the Officers of the Society and one other Councillor nominated by the chair. The Executive Committee shall be chaired by the President. The Executive Director shall attend all meetings of the Executive Committee but shall not be a member.
	2. Annual General Meeting on 30 July 2005 amended clause 10.2.3 h) as reflected in the wording above. The previous wording was as follows:
	To consider such other business as any Member properly brings before the meeting.

Signed as True and Correct:

....
Dr Frank March, President   Jamie Baddeley, Vice President   Andrew Linton, Member

Date: Date: Date:

Deloitte.
Private

Internet New Zealand
Consolidated Financial Statements
For the Quarter Ended 30 September 2017

Internet New Zealand
Table of Contents
For the Quarter Ended 30 September 2017

Internet New Zealand
Compilation Report
For the Quarter Ended 30 September 2017

1. Scope

On the basis of information you provided, we have compiled the Financial Statements, in accordance with Service Engagement Standard No. 2: Compilation of Financial Information, for Internet New Zealand. These are special purpose financial statements.

2. Responsibilities:

You are solely responsible for the information contained in the Financial Statements and have determined that the Financial Reporting Act 1993 used is appropriate to meet your needs and for the purpose that the Financial Statements were prepared. The Financial Statements were prepared exclusively for your benefit.

3. No Audit or Review Engagement Undertaken:

Our procedures use accounting expertise to undertake the compilation of the Financial Statements from information you provided. Our procedures do not include verification or validation procedures. No audit or review engagement has been performed and accordingly no assurance is expressed.

4. Disclaimer of Liability:

Neither we nor any of our employees accept any responsibility for the reliability, accuracy or completeness of the informtaion from which the Financial Statements have been compiled nor do we accept any liability of any kind whatsoever, including liability by reason of negligence, to any person for losses incurred as a result of placing reliance on the compiled financial information.

Deloitte
Wellington NZ
14-Nov-17

Internet New Zealand
Consolidated Income Statement
For the Quarter Ended 30 September 2017

	Group		INZ		NZRS		DNCL	
	Qtr	YTD	Qtr	YTD	Qtr	YTD	Qtr	YTD
Registry Fees	2,615,060	5,205,308	-	-	2,615,060	5,205,308	-	-
Broadband Map	26,220	51,420	-	-	26,220	51,420	-	-
Management Fees	-	-	-	-	-	-	467,460	934,920
Dividends Received	-	-	1,978,236	1,978,236	-	-	-	-
Interest Received	96,192	183,427	7,328	15,774	81,567	160,243	7,296	7,409
Managed Funds Income	74,467	120,495	74,467	120,495	-	-	-	-
Sundry Income	46,817	87,951	132,450	263,075	-	-	11,256	18,256
Total Income	2,858,756	5,648,601	2,192,482	2,377,581	2,722,847	5,416,971	486,013	960,586
Less Direct Expenses								
DNC Fee	-	-	-	-	467,460	934,920	-	-
Other IT	181,082	373,166	-	-	181,082	373,166	-	-
Total Direct Expenses	181,082	373,166	-	-	648,542	1,308,086	-	-
Less Other Expenses								
Audit Costs	3,850	8,164	(50)	364	3,900	7,800	-	-
Governance Costs	122,424	212,349	50,813	67,350	38,318	76,150	33,294	68,850
International Travel	79,339	125,021	7,844	27,679	55,760	81,815	15,735	15,527
Legal Fees	32,184	72,277	11,536	26,201	623	8,787	20,025	37,289
Office Costs	137,862	278,338	116,445	234,523	62,083	124,061	56,223	113,134
Staff Costs	1,098,934	2,274,644	417,560	792,589	483,128	964,362	198,246	517,693
Other Operating Expenses	670,422	1,271,820	439,367	798,881	203,172	410,320	27,883	62,621
Total Expenses	2,145,016	4,242,614	1,043,515	1,947,586	846,983	1,673,295	351,407	815,115
Net Profit (Loss) Before Tax	532,658	1,032,821	1,148,967	429,995	1,227,322	2,435,590	134,606	145,471
Less Provision for Tax	-	-	-	-	-	-	-	-
Net Profit (Loss) After Tax	532,658	1,032,821	1,148,967	429,995	1,227,322	2,435,590	134,606	145,471

Internet New Zealand
Consolidated Income Statement - Activity Based
For the Quarter Ended 30 September 2017

	Group		INZ		NZRS		DNCL	
	Qtr	YTD	Qtr	YTD	Qtr	YTD	Qtr	YTD
Registry Fees	2,615,060	5,205,308	-	-	2,615,060	5,205,308	-	-
Broadband Map	26,220	51,420	-	-	26,220	51,420	-	-
Management Fees	-	-	-	-	-	-	467,460	934,920
Dividends Received	-	-	1,978,236	1,978,236	-	-	-	-
Interest Received	96,192	183,427	7,328	15,774	81,567	160,243	7,296	7,409
Managed Funds Income	74,467	120,495	74,467	120,495	-	-	-	-
Sundry Income	46,817	87,951	132,450	263,075	-	-	11,256	18,256
Total Income	2,858,756	5,648,601	2,192,482	2,377,581	2,722,847	5,416,971	486,013	960,586
Less Activity Expenditure								
Issues Programme	139,226	257,037	139,226	257,037	-	-	-	-
Community Funding	85,484	235,758	85,484	235,758	-	-	-	-
Community Engagement	153,663	223,523	153,663	223,523	-	-	-	-
International Engagement	79,401	125,083	7,906	27,741	55,760	81,815	15,735	15,527
Governance & Members	225,068	387,871	153,456	242,871	38,318	76,150	33,294	68,850
.nz Operations	631,888	1,427,675	-	-	903,305	1,846,701	292,932	709,274
.nz Marketing	56,121	97,812	-	-	56,121	97,812	-	-
Technical Research	86,090	171,684	-	-	86,090	171,684	-	-
Business Development	46,467	87,487	-	-	46,467	87,487	-	-
Other Operating Expenses	822,689	1,601,850	503,780	960,656	309,464	619,732	9,445	21,463
Total Expenses	2,326,098	4,615,780	1,043,515	1,947,586	1,495,525	2,981,381	351,407	815,115
Net Profit (Loss) Before Tax	532,658	1,032,821	1,148,967	429,995	1,227,322	2,435,590	134,606	145,471
Less Provision for Tax	-	-	-	-	-	-	-	-
Net Profit (Loss) After Tax	532,658	1,032,821	1,148,967	429,995	1,227,322	2,435,590	134,606	145,471

Internet New Zealand
Statement of Movements in Equity
For the Quarter Ended 30 September 2017

	Group		INZ		NZRS		DNCL	
	Qtr	YTD	Qtr	YTD	Qtr	YTD	Qtr	YTD
Opening Equity	10,475,502	9,975,339	5,667,135	6,386,107	4,311,096	3,102,828	497,270	486,405
Plus:								
Shares Subscribed	-	-	-	-	30,000	30,000	580,000	580,000
Net Profit (Loss) After Tax	532,658	1,032,821	1,148,967	429,995	1,227,322	2,435,590	134,606	145,471
Less:								
Dividend Paid	-	-	-	-	1,978,236	1,978,236	-	-
Closing Equity	11,008,160	11,008,160	6,816,102	6,816,102	3,590,182	3,590,182	1,211,876	1,211,876

Internet New Zealand
Balance Sheet
As at 30 September 2017

	Group	INZ	NZRS	DNCL
Current Assets				
Cash and Cash Equivalents	15,372,454	3,449,865	10,655,061	1,267,528
Managed Funds	2,775,328	2,775,328	-	-
Other Current Assets	1,423,120	67,427	1,344,027	11,666
Total Current Assets	19,570,902	6,292,620	11,999,088	1,279,194
Property, Equipment & Software	1,016,228	304,439	682,629	29,160
Intangible Assets	-	-	-	-
Investments				
Shares and Loans	-	610,000	-	-
Total Assets	20,587,130	7,207,059	12,681,717	1,308,354
Less Liabilities:				
Deferred Income	8,592,879	-	8,592,879	-
Trade and Other Payables	986,091	390,957	498,656	96,478
Total Liabilities	9,578,970	390,957	9,091,535	96,478
Net Book Value of Assets	11,008,160	6,816,102	3,590,182	1,211,876
Represented By:				
Total Equity	11,008,160	6,816,102	3,590,182	1,211,876

Internet New Zealand
Statement of Cashflows
For the Quarter Ended 30 September 2017

	Group	
	Qtr	YTD
Cash Flows From Operating Activities		
Cash was provided from:		
Receipts from customers	2,900,689	5,622,773
Interest Received	96,192	183,427
Managed Funds Income	74,467	120,495
Total Received	3,071,348	5,926,695
Cash was distributed to:		
Payments to Suppliers and Employees	2,117,070	4,407,509
Total Payments	2,117,070	4,407,509
Net Flows From Operating Activities	954,278	1,519,185
Cash Flows From Investing & Financing Activities		
Cash was distributed to:		
Purchase of Property, Equipment & Software	177,076	322,871
Net Cash Flows From Investing & Financing Activities	(177,076)	(322,871)
Net Increase Decrease in Cash & Cash Equivalents	777,202	1,196,315
Plus Opening Cash	17,370,580	16,951,467
Closing Cash Carried Forward	18,147,782	18,147,782
Closing Cash Comprises		
Cash & Cash Equivalents	15,372,454	15,372,454
Managed Funds	2,775,328	2,775,328
	18,147,782	18,147,782
Cash Flow Reconciliation		
Net Profit (Loss) After Tax	532,658	1,032,821
Plus (Less) non cash items		
Depreciation	138,248	283,464
Subtotal	670,906	1,316,285
Movement in Working Capital		
(increase) decrease in receivables	(4,091)	184,367
increase (decrease) in payables	74,870	(259,561)
increase (decrease) in deferred income	212,592	278,094
Net Cash Flows From operations	954,278	1,519,185

.nz Quarterly Report
Second Quarter ended 30 September 2017

Introduction

This is the second joint .nz Quarterly Report for the 2017/18 financial year. There is nothing in this report that is confidential.

1. Global Domain Name Environment

At the end of the quarter a total of 311.5m domain names had been registered among all TLDs. A further breakdown of this figure is provided in the table below:

Domain name registrations as at	30 Sept 2016	30 Sept 2017	Annual Growth %
ccTLDs	140.2m	125.5m	-10.48%
gTLDs (pre 2012)	163.5m	162.6m	-0.55%
gTLDs (post 2012)	22.2m	23.4m	5.41%
.kiwi	10,631	202,981	1,810%
.nz	667,295	695,311	4.20%

There are currently 202,981 .kiwi registrations – which amounts to an increase of 1,810% during the quarter. This significant increase was because in November 2016 a .kiwi Registrar registered 200,000 names as part of a marketing campaign run jointly with the registry. They have been trying to sell these to the Registrants of the equivalent .nz names but we estimate that very few have been sold. Ideally comparisons would be between paid names only, but these breakdowns are not readily available and it is increasingly common for new gTLDs to artificially inflate their registration numbers through such bulk deals.

2. Activities
Supports transformations 1.2, 1.6, 1.7 and 1.8

a) Registrar portal

During this quarter NZRS added a series of training videos to the registrar portal.

b) .nz Promotion and Marketing

Over the last quarter changes and updates have been made to the DNCL website to ensure it's kept up to date and relevant. Additions include Individual Registrant Privacy Option (IRPO) information on the front page. During the last two weeks of

the Conflicted Name Process (CNP) preference lodging period a count down timer pushed people to lodge their preference in time.

DNCL is increasing the information regarding IRPO as we approach the launch in the next quarter. We have in place the communications plan for the implementation of IRPO and are preparing to send a pack to registrars to support them in the roll out of this option from November 2017.

NZRS launched a new website that is much more secure than previous version, easier to maintain and with a simpler information architecture.

c) .nz Policy Consultation

DNCL conducted a review of clause 4.3 of the Dispute Resolution Service (DRS) policy, which allows for DRS complaints to be made involving subdomains of a generic term registered at the second level. The consultation was whether to retain, or remove the clause. Three submissions were received and subsequently the DNCL Board agreed to retain this clause. A more comprehensive review of the DRS will happen in 2018.

Work continued to assist Registrants involved in conflict sets at the second level to lodge their preferences, prior to the deadline to do so of 18 October 2017.

DNCL continued mailouts to over 20,000 Registrants who had a name involved in the CNP but had not lodged a preference. As a result of these mail outs the DNCL received bounce backs and consequently with the assistance of NZRS, DNCL facilitated notification to particular Registrars of data quality issues. This resulted in fewer bounce backs for incorrect email details. DNCL and NZRS have also communicated with Registrars assisting in them contacting their own Registrant customers and encouraging them to lodge a preference.

WHOIS Review

DNCL is currently developing documentation to assist in the transition to the new Operations and Procedures policy, with the Individual Registrant Privacy Option coming into effect on 28 November 2017.

d) Registrations at the Second Level

A total of 546 conflict sets were resolved between July and the end of September. In addition to those conflict sets that are resolved, each month a number of conflict sets cease to exist when all names in the conflict are released. The following table shows the progress in reducing conflict sets:

	Apr	May	Jun	Total for Q4	Jul	Aug	Sep	Total for Q1
Conflicts Resolved	79	112	226	416	200	196	150	546
Total Conflicts	14,575	14,431	14,147	-	13,919	13,696	13,515	-

The total number of domains in the conflict sets is 31,950 as at the end of the quarter.

3.   Policy Framework
Supports transformation 1.5

a) .nz Policy

DNCL is developing documentation and working with external parties such as the Privacy Commissioner to assist in the transition to the Individual Registrant Privacy Option, which will come into effect on 28 November 2017.

4.   Registrar Market
Supports transformation 1.3

Registrars authorised	94
Registrars connected	90

Number connected during the quarter: 1
Number authorised during the quarter: 0
Number de-authorised during the quarter: 0

The following chart shows the spread of registrars across the level of domain name registrations:
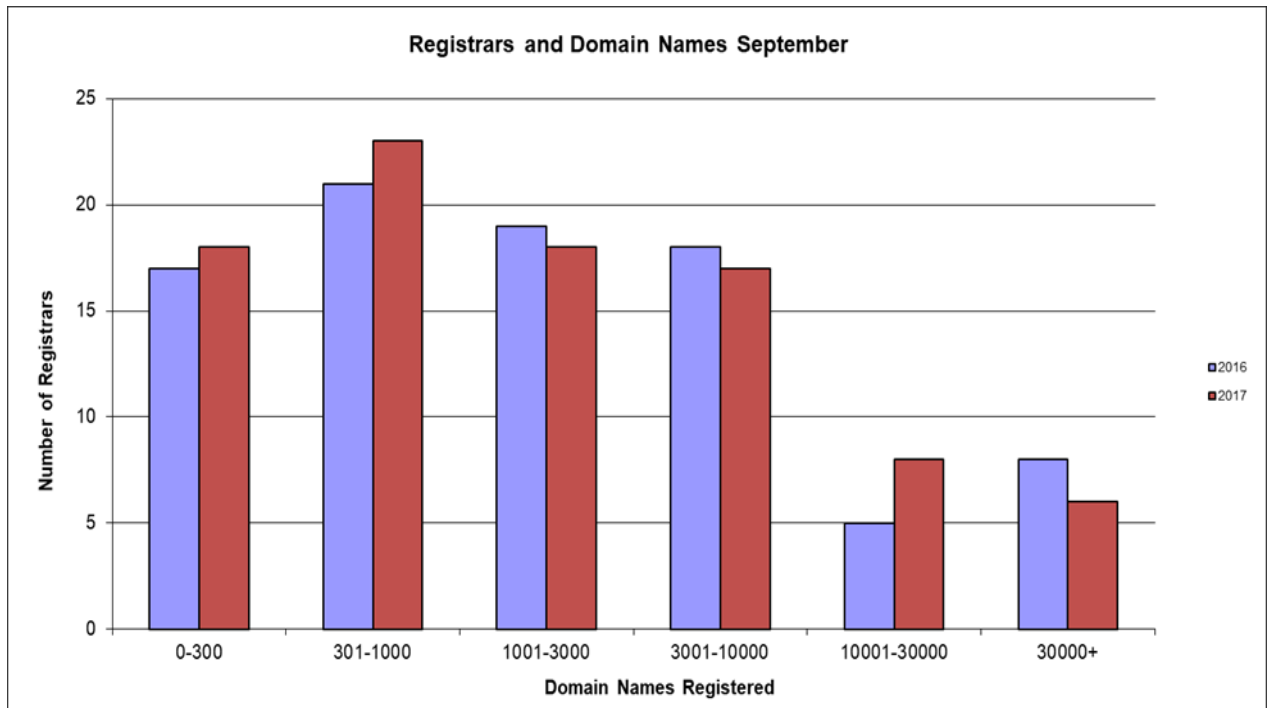
The following chart shows the number of registrars (excluding the DNC) connected to the SRS:

.nz Quarterly Report – Second Quarter ended 30 September 2017
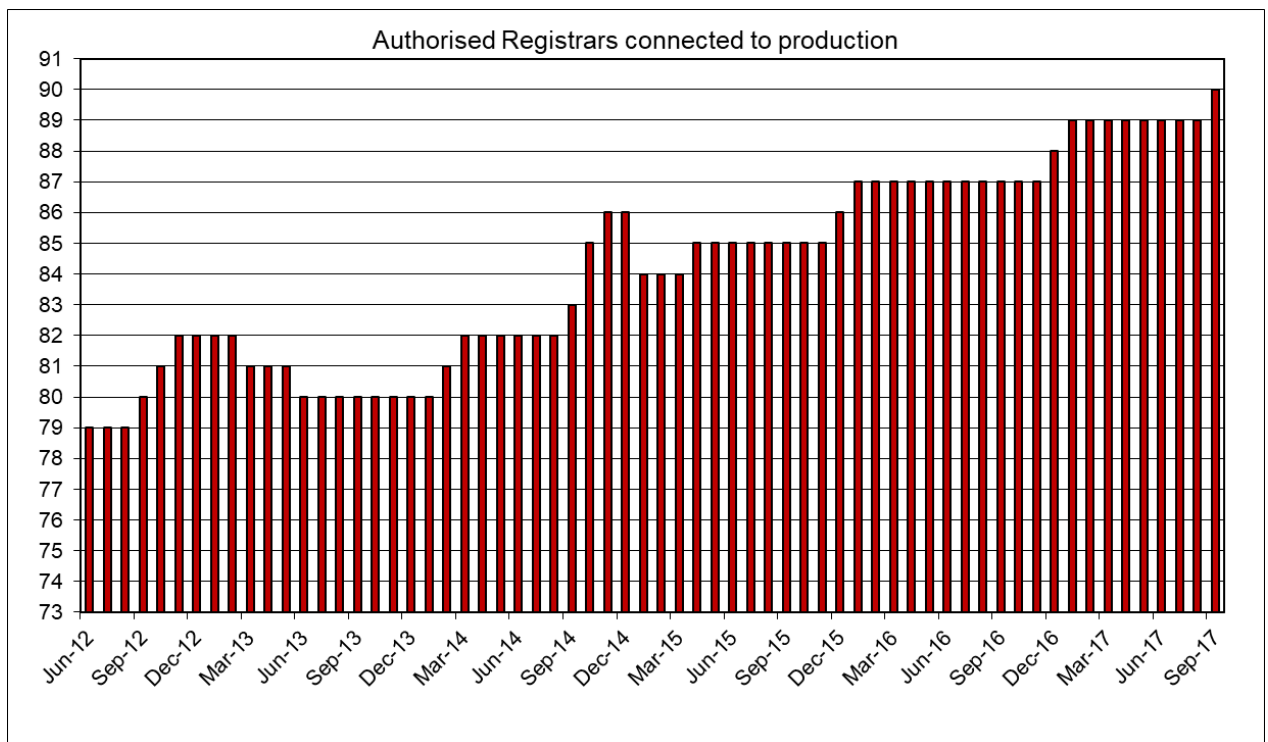
5.   Performance and Best Practice
Supports the primary transformation, 1.1 and 1.4

a) International

- NZRS staff visited auDA and .nz registrars based in Australia on 24 July – 4 August 2017.
- NZRS staff attended the ICANN SSAC workshop in Los Angeles on 25 – 30 September 2017.
- NZRS staff attended DNS-OARC 27 in San Jose, California on 29 September – 2 October 2017 and presented on DNS source classification. This DNS / OARC workshop was the largest so far, and covered a variety of operational and research topics.

b) Registry Performance

SLA targets were met throughout this quarter. SRS, DNS and Whois availability is noted in the table below:

System	SLA %	Jul	Aug	Sep
SRS	99.9	100	100	100
DNS	99.9	100	100	100
WHOIS	99.9	100	100	100

c) Domain Names

The size of the register against NZRS budgeted growth is shown in the chart below:

.nz Quarterly Report – Second Quarter ended 30 September 2017
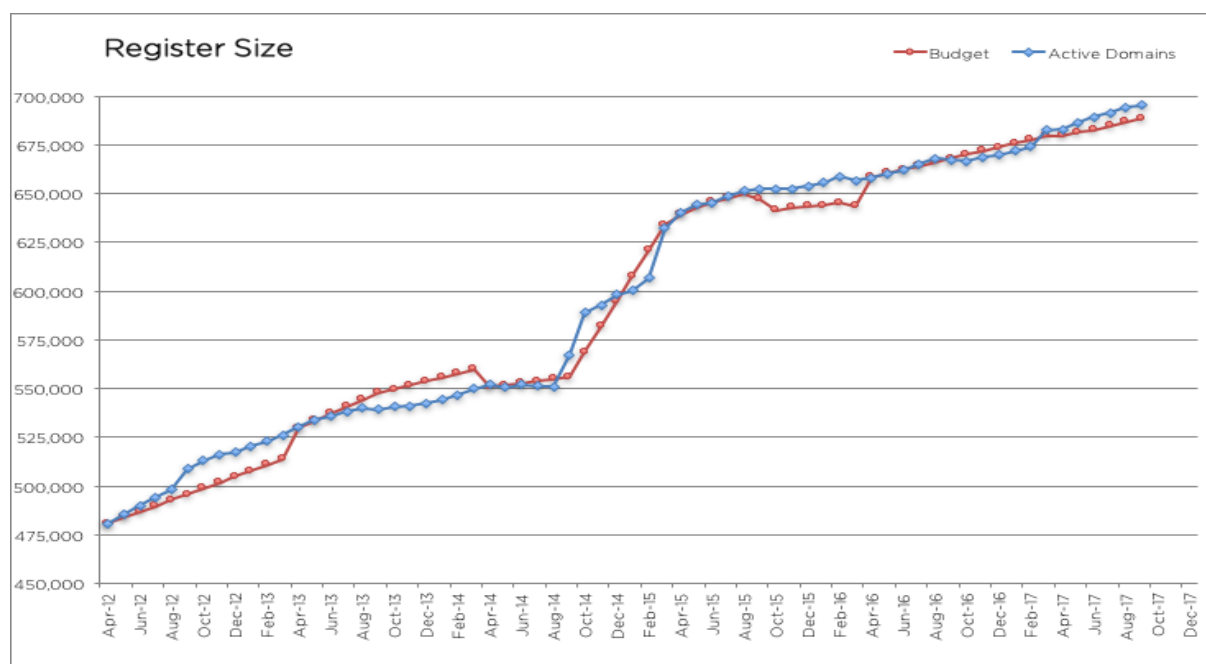
The actual growth against NZRS budgeted growth is shown in the chart below:

Growth vs Budget — Net growth per month (blue bars), Monthly budget (red line)
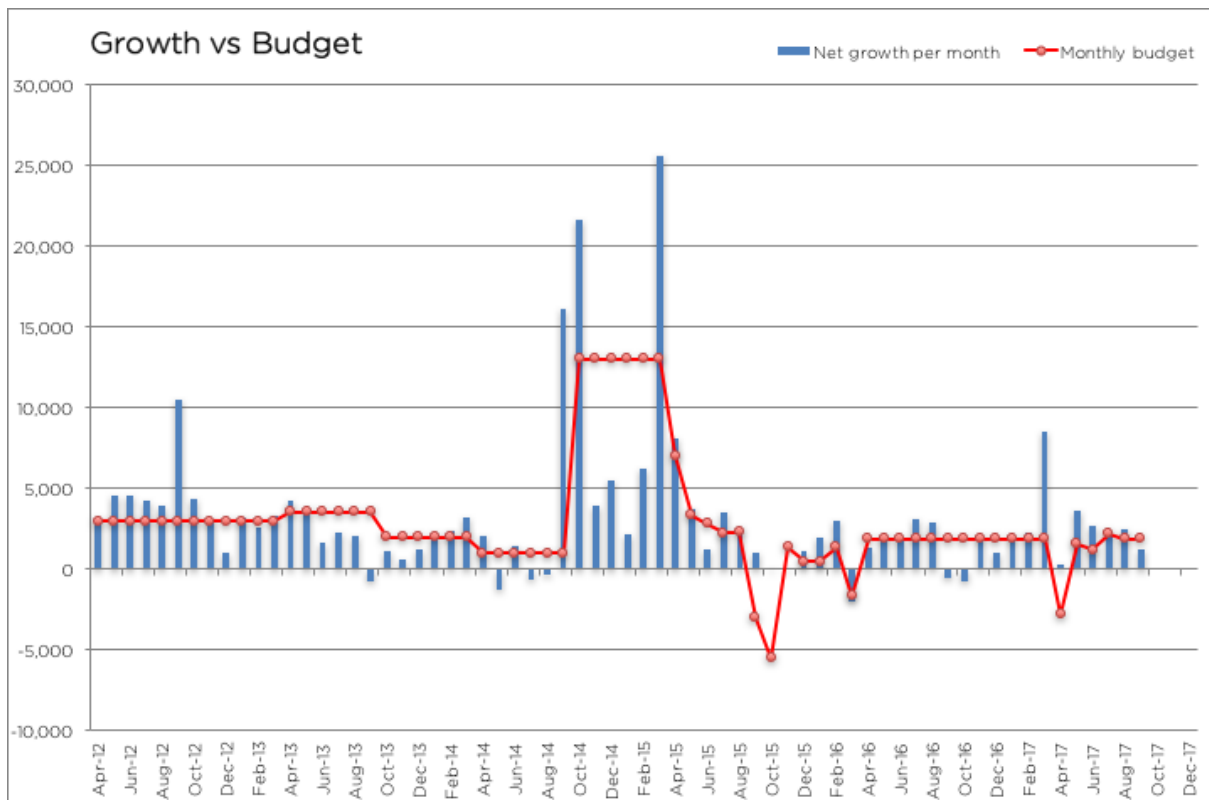
The average term (average number of months a domain is registered/ renewed for) is shown in the chart below:

Average Domain Name Term — Average months per create (blue), Average months per renewal (red)
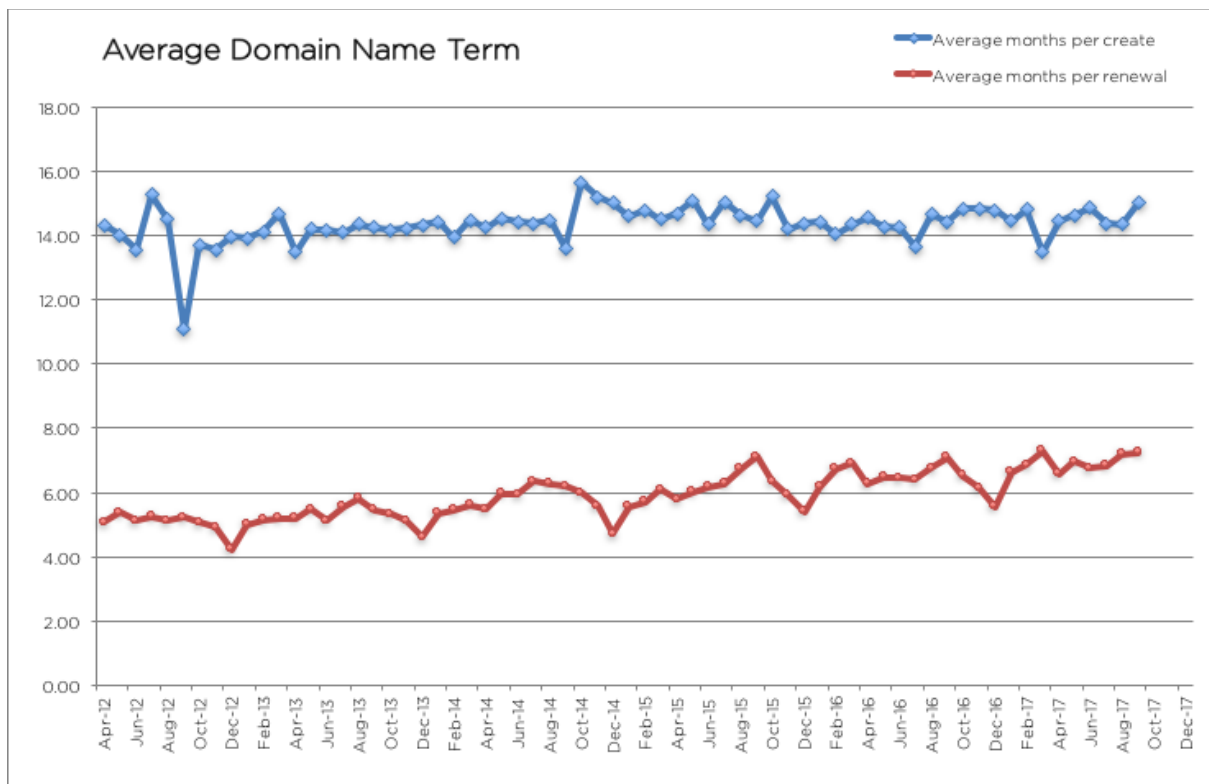
6. .nz Data

The breakdown of domain name growth by second level is noted in the table below:

	Jul 17	Aug 17	Sep 17
.nz	126,552	128,278	128,601
.co.nz	497,862	498,828	500,191
.org.nz	27,752	27,754	27,727
.net.nz	24,386	24,207	23,936

David Farrar
Chair, DNCL

Linda Robertson
Chair, NZRS

Joint .nz Strategy Transformations

Primary Transformation

Transformation	
From	**To**
.nz operates as a successful ccTLD held in high regard domestically and internationally.	InternetNZ is widely recognised as a successful ccTLD manager and .nz is held in high regard domestically and Internationally.

Underlying Transformations

	Transformations	
	From	**To**
1.1	Global benchmarks or best practice regarding what a world-class ccTLD is are varied and partly documented.	There are agreed global benchmarks and best practice for what a world-class ccTLD is, and .nz excels in assessments against these standards.
1.2	.nz is the default choice for New Zealanders.	.nz remains the preferred choice for New Zealanders in a highly competitive market.
1.3	The market for .nz registration services (among registrars and resellers) is competitive.	The market for .nz registration services (among registrars and resellers) is sophisticated and competitive.
1.4	Roles and responsibilities in managing .nz are being clarified.	Roles and responsibilities in managing .nz are clear, well documented and transparent.
1.5	The .nz policy framework has evolved from its origins in 2002.	The .nz policy framework has been reviewed and updated for current needs, and is validated as meeting the needs of the New Zealand Internet community.
1.6	Inconsistency in the articulation of the role, purpose and mandate for the operation of .nz across the Group – resulting in a lack of clarity among stakeholders.	The whole Group is confident in consistently articulating our role and purpose, and the mandate for our operation of .nz – resulting in the wider Internet community being clear about and supportive of our role.
1.7	InternetNZ has limited knowledge of the purchasing behaviour of registrants.	InternetNZ has good knowledge of the full sales channel including resellers and influencers, and the purchasing behaviours of registrants.
1.8	.nz is not a widely known brand.	.nz is a well recognised brand.

October 2017

Jamie Baddeley
President, InternetNZ

Dear Jamie,

Second Quarter 2017/18 Report

This report includes DNCL's quarterly Profit and Loss Statement and other DNCL activities not included in the joint .nz report. If Council requires any further information please let me know so I can include it in future reports.

Financial

	Jul - Sep 2017			Year-to-Date		
	Actual	**Budget**	**Variance**	**Actual**	**Budget**	**Variance**
INCOME						
Management Fees	467,460	467,460	0	934,920	934,920	0
Authorisation Fees	0	0	0	3,000	3,000	0
DRS Complaint Fees	10,000	8,000	2,000	14,000	14,000	0
Other Income	1,256	1,005	251	1,256	1,005	(251)
Interest Income	7,296	5,450	1,846	7,410	5,950	1,460
Total Income	**486,013**	**481,915**	**4,098**	**960,586**	**958,875**	**1,711**
EXPENSES						
Staff and Office Costs	254,469	289,715	35,246	630,828	660,085	29,257
Professional Services and Communications	25,083	28,009	2,926	46,401	54,019	7,618
Dispute Resolution Services	11,324	12,855	1,531	20,169	23,710	3,541
DNCL and DNC activities	35,351	55,896	20,545	80,727	103,487	22,760
International	15,735	42,000	26,265	15,527	63,000	47,473
Total Expenditure	**341,962**	**428,475**	**86,513**	**793,652**	**904,301**	**110,649**
Depreciation	9,445	9,475	30	21,463	21,900	438
Net Profit/Loss	**134,606**	**43,965**	**90,641**	**145,471**	**32,674**	**112,797**

Notes:

- Other income is the honoraria received by the DNC for her CERT Advisory Board role. This is paid to DNCL as the DNC attends these meetings during work time.
- International being under budget is due to non-attendance at a couple of meetings, together with the membership fees for ICANN, Centr and APTLD not yet due.

Security and Training

DNCL staff attended a Dispute and Investigations Group meeting and met with the Privacy Commissioner regarding the introduction of the Individual Registrant Privacy Option.

During the Quarter, DNCL hosted a Fraud and Security Intel meeting which was attended by a range of different organisations.

Yours sincerely

David Farrar
Chair, DNCL

30 September 2017

Jamie Baddeley
President
InternetNZ
PO Box 11 881
Wellington

Dear Jamie

Re: 2nd Quarter 2017 – 2018 Report

We enclose our second quarterly report of the 2017 - 2018 year; the quarter ended 31 March 2018. The report, which I submit on behalf of the Board, consists of the summarised management accounts and a commentary on financial, operational, and strategic issues in relation to the company's performance. There is nothing in the report that we regard as confidential.

This report meets the requirement of the Reporting Policy incorporated in the July 2008 INZ - NZRS Operating Agreement.

All reporting on .nz is found in our joint report with DNCL.

1. **Financial**

Enclosed are Statements of:

- Financial performance; and
- Financial position

These statements are based on our management accounts for the quarter.

These statements do not yet include a split categorisation of assets (software vs hardware and others) as requested at the last Council meeting.

The net profit before tax of $1,227,322 for the quarter was 14.0% above the budgeted $1,076,442.

Domain name growth was above budget for the quarter. Growth was 6,172 versus a budgeted growth of 5,971. July's net growth was 2,427, August's net growth was 2,502 and September's net growth was 1,243.

Actual domain name fee income for the quarter was above budget by $40,240 (actual $2,615,060 versus budgeted $2,574,820).
Broadband Map income of $26,220 was also recorded in this quarter.

Expenses for the quarter were $103,793 below budget (actual $1,495,524 versus budgeted $1,599,317).

The company's liquidity ratio was met.

Dividends paid during this quarter totalled $1,978,236.

2. Other Key Strategic and Operational Activities

During this quarter, the Chief Operating Officer resigned, and as a restructuring of the group is underway the recruitment of this vacancy will be deferred.

Please do not hesitate to contact me if you have any queries.

Yours sincerely

Linda Robertson
Chair

Deloitte.
Private

Financial Statements

NZRS Ltd
For the Quarter Ended 30 September 2017

Deloitte.
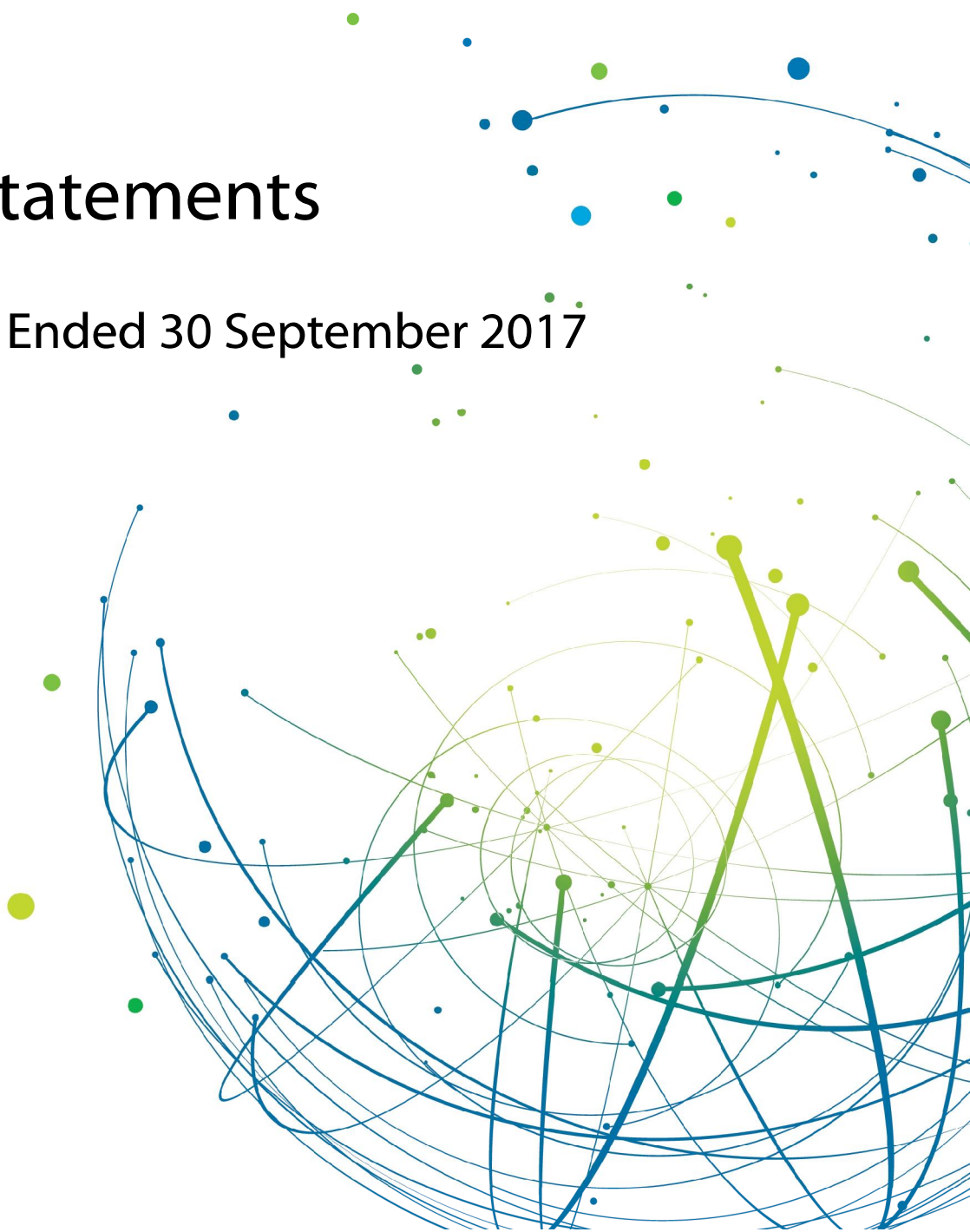
NZRS Ltd
Financial Statements
For the Quarter Ended 30 September 2017

Statement of Financial Performance

Balance Sheet

Liquidity Report

Statement of Cash Flows

Capital Expenditure Report

Activity Based Expenditure Report

Broadband Map Profit & Loss Statement

Domain Analytics Profit & Loss Statement

Profit & Loss

NZRS Ltd
For the 3 months ended 30 September 2017

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
Income								
Broadband Map Revenue (82701)	26,220	19,950	6,270▲	31.4%▲	51,420	39,900	11,520▲	28.9%▲
Domain Analytics Revenue (82702)	-	9,000	(9,000)▼	-100.0%▼	-	18,000	(18,000)▼	-100.0%▼
Registry Fees	2,615,060	2,574,820	40,240▲	1.6%▲	5,205,308	5,129,290	76,018▲	1.5%▲
Total Income	**2,641,280**	**2,603,770**	**37,510**	**1.4%**	**5,256,728**	**5,187,190**	**69,538**	**1.3%**
Less Cost of Sales								
Broadband Map	8,470	9,495	(1,025)▼	-10.8%▼	17,816	18,989	(1,173)▼	-6.2%▼
DNC Fee (348)	467,460	467,460	-	0.0%	934,920	934,920	-	0.0%
DNS Expenses	25,691	41,736	(16,045)▼	-38.4%▼	68,508	83,471	(14,963)▼	-17.9%▼
Domain Analytics	-	3,242	(3,242)▼	-100.0%▼	-	6,484	(6,484)▼	-100.0%▼
ISP/Hosting/Networking	85,536	89,533	(3,997)▼	-4.5%▼	171,131	179,068	(7,938)▼	-4.4%▼
Other IT	61,386	75,301	(13,915)▼	-18.5%▼	115,712	150,866	(35,154)▼	-23.3%▼
Total Cost of Sales	**648,542**	**686,767**	**(38,225)**	**-5.6%**	**1,308,086**	**1,373,798**	**(65,712)**	**-4.8%**
Gross Profit	**1,992,737**	**1,917,003**	**75,734**	**4.0%**	**3,948,641**	**3,813,392**	**135,249**	**4.0%**
Less Operating Expenses								
Depreciation & Amortisation	107,652	111,499	(3,847)▼	-3.5%▼	219,325	228,030	(8,705)▼	-3.8%▼
Overhead Expenses	739,331	801,051	(61,720)▼	-7.7%▼	1,453,968	1,602,094	(148,126)▼	-9.2%▼
Total Operating Expenses	**846,982**	**912,550**	**(65,568)**	**-7.2%**	**1,673,293**	**1,830,124**	**(156,831)**	**-8.6%**
Operating Profit	**1,145,755**	**1,004,453**	**141,302**	**14.0%**	**2,275,348**	**1,983,268**	**292,080**	**15.0%**

Profit & Loss

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
Non-operating Income								
Interest Received (203)	81,567	71,989	9,578▲	13.3%▲	160,243	148,015	12,228▲	8.3%▲
Total Non-operating Income	**81,567**	**71,989**	**9,578**	**13.3%**	**160,243**	**148,015**	**12,228**	**8.3%**
Net Profit	**1,227,322**	**1,076,442**	**150,880**	**14.0%**	**2,435,590**	**2,131,283**	**304,307**	**14.0%**

Balance Sheet

NZRS Ltd
As at 30 September 2017

	30 Sep 2017	30 Jun 2017
Assets		
Bank		
Cash and Cash Equivalents	10,655,061	11,087,487
Total Bank	**10,655,061**	**11,087,487**
Current Assets		
Accounts Receivable	1,091,497	990,286
Interest Receivable (688)	75,607	101,163
Prepayments/Credits (687)	176,923	244,085
Total Current Assets	**1,344,027**	**1,335,534**
Fixed Assets		
Fixed Assets	682,629	626,767
Total Fixed Assets	**682,629**	**626,767**
Total Assets	**12,681,716**	**13,049,788**
Liabilities		
Current Liabilities		
Accounts Payable	386,622	273,093
Credit Cards	8,434	12,004
GST	103,600	43,309
Total Current Liabilities	**498,656**	**328,406**
Non-Current Liabilities		
Deferred Income - Registry Fees	8,592,879	8,380,287
Total Non-Current Liabilities	**8,592,879**	**8,380,287**
Total Liabilities	**9,091,535**	**8,708,693**
Net Assets	**3,590,181**	**4,341,095**
Equity		
30,000 Ordinary Shares (60100)	30,000	30,000
Current Year Earnings	2,435,590	1,208,269
Retained Earnings (638)	1,124,591	3,102,827
Total Equity	**3,590,181**	**4,341,095**

Liquidity Calculation

Deloitte.

NZRS Ltd
For the Quarter Ended 30 September 2017

	End of This Quarter	
	Actual	**Original Budget**
BNZ First Oncall Account	47	10,163,872
ASB Bank Cheque Account	868,497	
ASB Bank Call Account	600,515	
ANZ Online Account	263	
Term Deposits	9,185,738	
Adjusted Asset Total	**10,655,061**	**10,163,872**
Accounts Payable	239,265	302,771
Holiday Leave Accrued	147,358	119,512
Sick Leave Accrued	-	-
GST	103,600	148,554
ASB Credit Cards	8,434	-
Total Minor Liabilties	**498,656**	**570,837**
MinorLiab x 1.5	747,985	856,256
Deferred Income - Registry Fees	8,592,879	8,314,785
Business Development Provision	52,041	84,436
Total Adjusted Liabilties	**9,392,905**	**9,255,476**
Cash held over Liquidity Percentage (excl bus dev provision)	1,314,197	992,832
Liquidity (excl business dev provision)	114%	111%
Cash held over Liquidity Percentage (incl bus dev provision)	1,262,156	908,396
Liquidity (incl business dev provision)	113%	110%

NZRS Ltd
Statement of Cash Flows
For the Quarter Ended 30 September 2017

Deloitte.

	This Quarter			Year to Date				Full Year	
	Actual	Budget	Variance	Actual	Budget	Variance	Last Year Year To Date	Budget	LY Actual
Cash Flows From Operating Activities									
Cash Was Provided From:									
Registry Fees Received	2,973,850	2,985,754	(11,904)	6,151,774	6,199,746	(47,972)	5,811,974	12,212,861	11,207,137
Other Receipts	166,003	71,989	94,014	218,495	148,015	70,480	205,134	289,904	457,647
	3,139,853	3,057,743	82,110	6,370,269	6,347,761	22,508	6,017,108	12,502,765	11,664,784
Cash Was Distributed To:									
Payments to Suppliers and Employees	1,493,649	1,634,015	(140,366)	3,146,207	3,253,182	(106,975)	3,091,825	6,514,094	6,424,781
Net Taxation Paid	-	-	-	-	-	-	-	-	-
Net GST Paid	94,327	147,084	(52,757)	278,774	385,889	(107,115)	268,646	832,365	479,664
	1,587,977	1,781,099	(193,122)	3,424,981	3,639,071	(214,090)	3,360,471	7,346,459	6,904,445
Net Cashflows from Operating	1,551,875	1,276,644	275,232	2,945,288	2,708,690	236,598	2,656,636	5,156,306	4,760,339
Cash Flows from Financing Activities									
Cash was Provided From:									
Share Capital	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-
Cash was Distributed To:									
Net Dividend Paid	1,978,236	1,978,236	-	1,978,236	1,978,236	-	1,934,136	4,728,236	4,334,136
Net Cash flows from Financing	(1,978,236)	(1,978,236)	-	(1,978,236)	(1,978,236)	-	(1,934,136)	(4,728,236)	(4,334,136)
Cash Flows from Investing Activities									
Cash was Provided From:									
Fitout Contribution	-	-	-	-	-	-	-	-	-
Cash was Distributed To:									
Purchase of Fixed Assets & Formation Expenses	2,497	175,950	(173,453)	47,093	293,250	(246,157)	175,906	645,150	355,214
Net Cash flows from Investing Activities	(2,497)	(175,950)	173,453	(47,093)	(293,250)	246,157	(175,906)	(645,150)	(355,214)
Net Increase (Decrease) in Cash Held	(428,857)	(877,542)	448,686	919,959	437,204	482,755	546,594	(217,080)	70,989
Plus Opening Cash Balance	11,075,483	9,726,668	1,348,815	9,726,668	9,726,668	-	9,641,088	9,726,668	9,641,088
Closing Cash Carried Forward	10,646,627	8,849,126	1,797,501	10,646,627	10,163,872	482,755	10,187,682	9,509,588	9,712,078
Closing Cash Comprises									
BNZ First Oncall Account	47	-	-	47	-	-	57	9,509,588	47
ASB Bank Cheque Account	868,497	-	-	868,497	-	-	894,219	-	396,449
ASB Bank Call Account	600,515	-	-	600,515	-	-	962,199	-	300,935
ANZ Online Account	263	-	-	263	-	-	328	-	328
Term Deposits	9,185,738	-	-	9,185,738	-	-	8,344,024	-	9,028,910
ASB Credit Cards	(8,434)	-	-	(8,434)	-	-	(13,144)	-	(14,591)
Total Cash Held	10,646,627	8,849,126	1,797,501	10,646,627	10,163,872	482,755	10,187,682	9,509,588	9,712,078
Plus ASB Credit Cards	8,434	-	-	8,434	-	-	13,144	-	14,591
Total Cash & Cash Equivalents	10,655,061	8,849,126	1,797,501	10,655,061	10,163,872	482,755	10,200,827	9,509,588	9,726,668

NZRS Ltd
Activity Based Expenditure Report
For the Quarter Ended 30 September 2017

Deloitte.

	This Quarter			Year to Date		
	Specific to this Activity	Apportionment of Shared Costs	Total	Specific to this Activity	Apportionment of Shared Costs	Total
.NZ						
Actual	961,839	245,731	1,207,571	1,943,709	504,188	2,447,897
Budget	1,012,733	285,647	1,298,380	2,035,120	571,727	2,606,848
Variance	50,894	39,915	90,809	91,411	67,540	158,951
.NZ Marketing						
Actual	69,828	16,830	86,658	114,042	34,596	148,638
Budget	81,458	19,660	101,118	163,182	39,357	202,539
Variance	11,630	2,830	14,460	49,141	4,761	53,901
Technical Research						
Actual	107,927	30,190	138,117	198,565	61,675	260,240
Budget	92,179	36,711	128,889	184,357	73,494	257,850
Variance	(15,749)	6,521	(9,228)	(14,209)	11,818	(2,390)
Business Development						
Actual	46,467	16,711	63,178	87,718	36,886	124,605
Budget	49,999	20,931	70,929	94,824	41,861	136,685
Variance	3,532	4,219	7,751	7,105	4,975	12,080
Total						
Actual	1,186,062	309,463	1,495,525	2,344,034	637,345	2,981,380
Budget	1,236,369	362,948	1,599,317	2,477,483	726,439	3,203,922
Variance	50,307	53,485	103,792	133,449	89,094	222,542

Profit & Loss Statement
Broadband Map

Deloitte.

NZRS Ltd
For the Quarter Ended 30 September 2017

	30-Sep-17	YTD
Income		
Availability API Income	26,220	51,420
Total Income	**26,220**	**51,420**
Less Cost of Sales		
Cloud Services	7,470	16,816
Total Cost of Sales	**7,470**	**16,816**
Gross Profit	**18,750**	**34,604**
Operating Expenses		
Personnel Costs	13,394	26,611
Depreciation - Software & Intangibles	6,533	13,668
Total Operating Expenses	**19,927**	**40,279**
Net Profit	**(1,177)**	**(5,675)**

Profit & Loss Statement
Domain Analytics

Deloitte.

NZRS Ltd
For the Quarter Ended 30 September 2017

	30-Sep-17	YTD
Income	-	-
Total Income	**-**	**-**
Less Cost of Sales		
Cloud Services	-	-
Total Cost of Sales	**-**	**-**
Gross Profit	**-**	**-**
Operating Expenses		
Personnel Costs	3,288	7,318
Depreciation - Software & Intangibles	21,358	36,941
Total Operating Expenses	**24,645**	**44,258**
Net Profit	**(24,645)**	**(44,258)**

NZRS

Technical Research Report

Introduction

This is the October 2017 issue of the Technical Research Report, setting out the research projects being undertaken by NZRS and their status. This document is updated quarterly.

Scope and output of technical research

Technical research aims to expand the frontiers of our knowledge about the Internet within NZ and make that new knowledge openly available to all. Projects are drawn from the wide range of topics within this broad ambit. Key considerations in this endeavour are:

- **Data availability –** research projects require data for analysis and therefore data availability is critical to progressing the project. NZRS has built a significant data collection and analysis infrastructure for .nz and therefore many projects leverage off this infrastructure.

- **New knowledge, uses and outputs** – new projects need to consider why the research is being undertaken and how it might be used (including commercialisation) by NZRS or others.

- **No guarantees** – for all novel research there is risk of not achieving the outcome or that objectives adapt to ongoing research outcomes. This is inherent in research.

- **Openness** - wherever possible the outputs of technical research projects will be open knowledge all under a Creative Commons license (open code published on our GitHub repository and open data published on our Internet Data Portal (IDP)). The limitations on this are: a) to respect the privacy inherent in any data used; b) to preserve the security of the Internet; and c) to comply with .nz policies and procedures.

Project status

The following sections give the status of research projects. Full details of each project are given in the Project Summaries section of this document.

In progress

Project	Progress this Quarter
ANZSIC Classification of the register	Several register classifications have been provided to the Domain Analytics team, each an improvement from the previous.
Domain Popularity Algorithm	Focusing efforts on understanding the sources of traffic observed at NZRS and from one of the offshore providers infrastructure to improve accuracy of the algorithm.
.nz HTTPS scan	Regular process running every second month.
Registrar size prediction	Adapt the register size prediction model to produce an individual model per registrar, that can be established as a benchmark.

On hold

Project	Next Steps
NZ Topology Map	The projects "NZ IP Topology Map" and "NZ BGP Topology Map" will be combined in one, showing a single view from different data sources.
DGA Detection Algorithm	Proof of concept needs to be tested at a larger scale.
Register Word Decomposition	Requires a valid Te Reo Māori corpus to increase accuracy.
Full Web Scan of .nz	A proof of concept for the deep scan is available.
Zone Scan v2	Developer time required to replace the zone scan engine.
Domain Retention Prediction	Currently waiting for an specific data extract from the register to explore suitable models

Complete

Project	Final Outputs
Register size Prediction	Results and methodology presented at registrar conference, in blog posts and at the CENTR Jamboree. Model has been successfully used by CENTR to model .be registry growth. Forecasted register size tracking correctly during this quarter.
Registrant Classification	The existing model will be used to analyse the evolution of the register during the last year in terms of source of registrations.

Project Summaries

Title	NZ Topology Map		Status	On Hold

Description	Mapping the internal structure of the Internet in New Zealand, using a combination of active and passive data collections. Passive data comes from BGP feeds from RouteViews, RIPE and Internet Exchanges. Active data collection uses RIPE Atlas probes in the country.
Potential uses	There are a few outstanding questions about the structure of the NZ Internet whose answers can drive useful policy debate. For example, are their routes where traffic between one NZ site and another NZ site is forced to sub-optimally 'trombone' out of the country and back again because of the way that some providers interconnect?

Planned outputs	*Form*	*Done*	*Details*
	Web site	☒	Website at http://ip.topology.net.nz updated with new version.
	Open data	☒	Resulting network representation made available via the project's website.
	Open code	☒	Code available in NZRS GitHub account.

Presented	Proof of Concept presented at First NZIRF. Working version presented at Second NZIRF. Introduced as project seeking involvement at the RIPE 72 Hackathon. Presented a Spain-centric version at the Spain Network Operators Group in October 2016. Presented the methodology at the RIPE 73 meeting in Madrid in the same month. Presented the New Zealand Internet view at NZNOG 2017.
Collaborators	No active collaborators at this time.
Progress	Needs work to run a regular collection. Make the raw data available via IDP.

Title	ANZSIC classification of the register		Status	In progress

Description	Using web content from each domain web page, and a set of hand curated domain names mapped to an economic activity code (ANZSIC), train a machine learning model and classify every domain in the register. This allow us to augment our understanding of the register. This work now has been extended to classify non-for profit organization using the New Zealand Standard Classification of Non-Profit Organizations (NZSCNPO) from StatsNZ. A combination of domain classifiers based on this work is being prepared for the Domain Analytics project.
Potential uses	The data could be provided to registrars for their Domains under management (DUMs) in the registrar portal and so help them

	understand their customers better. The same data could also be made available to registrants through a new product or service.		
Planned outputs	*Form*	*Done*	*Details*
	Open data	☐	Will be published openly on IDP but in aggregated form to preserve the privacy expectations of registrars and registrants
	Open code	☐	Will publish code on GitHub
Presented	Concept presented at 2015 Registrar conference. Preliminary results presented at the "Domain Usage Session" at CENTR Jamboree 2017.		
Collaborators	Initial data used for the training was bought from two companies one of which, WhoIsWhere, participated in the first round of analysis of the results.		
Progress	As the models are now completed, the efforts are focused on debugging edge classification cases. Improvements are completed to generate more meaningful classifications, and a definitive version for use in Domain Analytics is available. Overall, classification is achieving over 80% accuracy in all categories. Current efforts are now dedicated to automate the process and make it repeatable.		

Title	Domain Retention Prediction	**Status**	On Hold
Description	Project to generate a probabilistic model that will tell us: • Which elements of a registration are best predictors of their likelihood to be stay in the register • Probability of a domain to be stay in the register in the future, and by extension, determine the forward value of a domain in the register		
Potential uses	Can be provided to registrars for their DUMs to enable them to understand their customers better. This work may also allow NZRS to produce a better income forecasting model.		
Planned outputs	*Form*	*Done*	*Details*
	Report	☒	A couple of blog posts are published in NZRS's blog.
	Open code	☐	Will publish code on GitHub.
Presented	Concept presented at Registrar Conferences in 2014 and 2015. Results were presented at Registrar Conference 2017		
Collaborators	Some of the insights obtained in this work has been shared and discussed with staff at .CA. People from .IE (Ireland), Netherlands (.NL), and Austria (.AT) are following up this work closely.		

| Progress | The combined forecast model to estimate the register size has been refreshed with new data. A new tool made available by Facebook has been incorporated that speeds up the computation and some of the decisions around outliers. The new model is accurately tracking 2017.

The individual domain retention model is currently on hold, waiting for data from the register to be available.

The model has been shared with CENTR and successfully used to model the .be registry. |
|---|---|

Title	Registrant Classification		Status	Complete
Description	Machine Learning classifier to determine if a registrant is a person or an organization based on the registrant name.			
Potential uses	Augment our understanding of the register, as this information is not available at registration. Likely this will feed into other research projects rather than have much utility on its own.			
Planned outputs	*Form*	*Done*	*Details*	
	Open data	☐	Will consider aggregated and anonymised data on IDP.	
	Open code	☐	Will be published on GitHub.	
Presented	The results were presented at the Registrar Conference 2017 and it was voted as the best presentation.			
Collaborators	None.			
Progress	The available model will be used to analyse registrars based on the number of registrations per person or organization, and how this has evolved in the past year.			

Title	Domain Popularity Algorithm		Status	In Progress
Description	Algorithm using DNS data to determine if a domain name is more popular than others.			
Potential uses	Can be shared with registrars to help them understand their customers better. Can be used for interesting information about the .nz namespace for the public in press releases and the like. Can be used to develop new products/services that allow registrants to see how their actions affect their domain name popularity. This work has been integrated into Domain Analytics.			
Planned outputs	*Form*	*Done*	*Details*	
	Report	☐		
	Web site	☒	Some selected data sets are publicly visualized at http://domain-rank.nzrs.net.nz/popular.html and http://domain-rank.nzrs.net.nz/bank.html	

	Open data	☐	Will be published openly on IDP but in aggregated form to preserve the privacy expectations of registrars and registrants
	Open code	☐	Will be published on GitHub.
Presented	Presented as Proof of Concept at DNS-OARC 22 in Amsterdam. Presented at the CENTR Jamboree in Brussels in May 2016. Follow up work presented at the DNS-OARC 25 in Dallas, October 2016.		
Collaborators	Seeking collaboration within the CENTR group, as suggested by the CENTR R&D Chair.		
Progress	Now with access to mostly all of .nz DNS traffic, the focus is on differentiate sources of DNS traffic, to adjust the weight each source of traffic represents in the popularity score.		

Title	DGA detection algorithm		Status	On Hold
Description	We gave our summer intern relatively free rein to explore our DNS data set and what he came up with is the bones of an algorithm to automatically detect traffic generated by botnets using DGAs (Domain Generation Algorithms) using DNS traffic.			
Potential uses	Can be used for early detection of infected hosts. Can be used to assess the overall health of .nz. Can be used to assess the likelihood that a new registration is nefarious in intent.			
Planned outputs	*Form*	*Done*	*Details*	
	Report	☐		
	Open code	☐	Will be published on GitHub.	
Presented	The concept was presented at the New Zealand Internet Research Forum 2015.			
Collaborators	Details have been exchanged with SIDN Labs as they are working in similar ideas.			
Progress	The proof of concept needs to be tested at a larger scale, possibly using a different language.			

Title	Register word decomposition		Status	On Hold
Description	Decompose every domain in the register into their word components (aucklandaccountants.org.nz into "Auckland accountants").			
Potential uses	Largely as a building block for other potential projects, such as identifying prevalence of geographic terms (and thereby understanding potential for a new geographic TLD), detecting trending words in registrations and identifying use of Te Reo.			
Planned outputs	*Form*	*Done*	*Details*	
	Report	☐		

	Open data	☐	Will be published openly on IDP but in aggregated form to preserve the privacy expectations of registrars and registrants
	Open code	☐	Will be published on GitHub.
Presented	None.		
Collaborators	None.		
Progress	Using a curated list of 2000 domains, and using the LINZ Gazetteer data as input, the classifier achieves an 88% accuracy. Requires a valid Te Reo Māori corpus to increase accuracy.		

Title	Full web scan of .nz		**Status**	On Hold
Description	Capture web content published under .nz domains to feed the ANZSIC classification project. Investigate tools to do a deeper gathering of content.			
Potential uses	Multiple possible uses including a general report on the state of the .nz web space; information for registrars on their DUMs; information for registrants as part of a new product or service; and as an input into another research projects.			
Planned outputs	*Form*	*Done*	*Details*	
	Report	☐		
	Open data	☐	Will be published openly on IDP but in aggregated form to preserve the privacy expectations of registrars and registrants	
	Open code	☐	Will be published on GitHub.	
Presented	None			
Collaborators	We have discussed this project with the National Library who have a contract for a web scan using similar technology and are looking at techniques to mine that data once gathered.			
Progress	A first working version is available and being used for ad-hoc shallow web scans. A second version is available to identify the cases where sites require Javascript to render content, to fetch them using a different tool. A Proof of Concept for the deep scan is available using Hadoop, Heritrix and HBase.			

Title	Zone Scan V2	**Status**	On Hold
Description	The regular zone scan is using code that is no longer maintained. The replacement version allows faster scanning, and easier ways to run custom collections. This work aims to investigate, test and eventually replace the engine used by the zone scan.		
Potential uses	NZRS development team already working on building outputs from v1 into the registrar portal to provide registrars with information on their domains with a view to improving quality. Data could also be provided to registrants in a new product or service.		

Planned outputs	Form	Done	Details
	Open data	☐	Will publish aggregated and anonymised data on IDP.
	Open code	☐	Will be published on GitHub.
Presented	None		
Collaborators	IIS, the .SE register are collaborators as authors of the engine currently in use, and developers of the replacement.		
Progress	Missing tests have been added and require testing.		

Title	.nz HTTPS scan		Status	In Progress
Description	Using our growing expertise on scanning the .nz namespace for data, we prepared a scan covering all active .nz domains and checked for HTTPS support and other related features.			
Potential Uses	There is increasing interest from the security community to understand how prevalent HTTPS support is in New Zealand. This data also gauges the presence of Certificate Authorities, adoption on new protocol features, and the operators' reaction to recent discovered vulnerabilities.			
Planned outputs	Form	Done	Details	
	Report	☒	A summary of valuable information found so far posted in our blog, and repost in APNIC's blog with authorization.	
	Open data	☒	Available in IDP https://idp.nz/Domain-Names/-nz-SSL-scan-results/cmxt-74aq	
	Open code	☐	Scanning code to be published on our Github account	
Presented	Summaries presented by Barry Brailey, Manager Security Policy for DNCL, at APRICOT 2017. Summary of results presented at the Registrar Conference 2017. To be presented at NZIRF in November.			
Collaborators	None.			
Progress	Regular process running every second month. Article posted in our blog, and asked for re-posting in APNIC's blog.			

Title	Registrar Size Prediction			Status	In Progress
Description	Generate a prediction of the size of a given registrar using the methodology developed during the register size prediction project				
Potential uses	This was a request from the Channel Manager, to setup a benchmark to each registrar around their portfolio size.				
Planned outputs	*Form*	*Done*	*Details*		
	Report	☐	To be shared in our blog once completed.		
	Open data	☐	Data may be available via Registrar Portal.		
	Open code	☐			
Presented					
Collaborators	None				
Progress	Automated generation of the forecast is now completed, possibly future work on fine tuning to reduce error rate. Forecast is only available for the largest registrars, as they have enough datapoints to produce meaningful results..				

Glossary

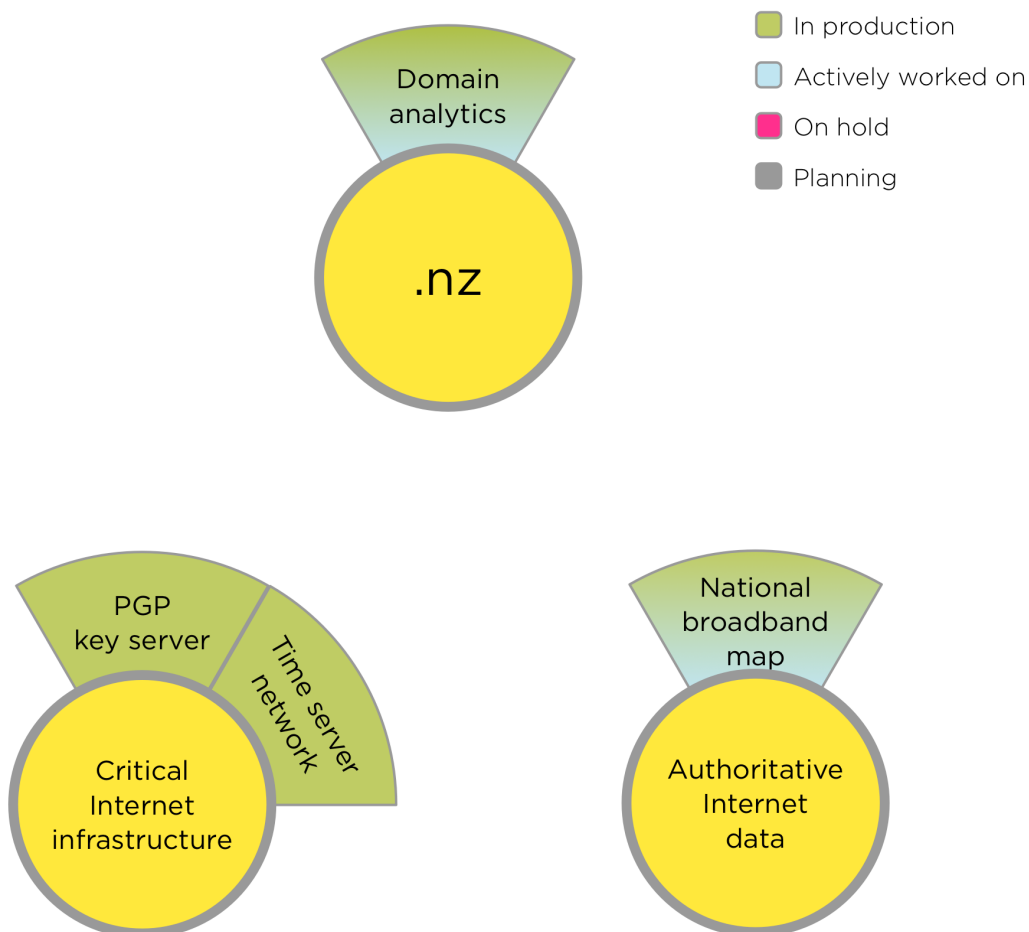|	
Botnet	A network of compromised PCs that are remotely controlled, generally for criminal purposes.
DGA	Domain Generation Algorithm. A technique used by botnets to automatically generate domains names that they can register and use for their command and control servers.
DNS-OARC	The main membership organisation focused on DNS research.
GitHub	The main web site used in our industry for sharing code.
IDP	Our Internet Data Portal at https://idp.nz
NZIRF	New Zealand Internet Research Forum. Organised by InternetNZ.
NZNOG	New Zealand Network Operators Group, a NZ-based organization gathering network operators, government and academy that organizes an annual meeting.
Hadoop	Big Data Platform
Deep Learning	Branch of Machine Learning using a set of algorithms that attempt to discover high level abstractions of the data.

Product and Service Development Report November 2017

1   Introduction

NZRS has a three-legged stool of product and service development that is based on our mission statement *"To provide world class critical Internet infrastructure and authoritative Internet data.",* where .nz sits in the nexus as both critical Internet infrastructure and authoritative Internet data.

The diagram below shows the opportunities that are sufficiently well defined to be tracked and their stage in the pipeline. Activity for these is detailed below unless they are in production with no further work under consideration.

The $400k product and service development fund is due to be depleted by the ongoing development of the two active products and a scheduled review of product and service development is due at the beginning of the 2018/19 financial year. In that context, there are no opportunities in the planning stage, only those that have already been delivered where the focus is increasing customers and revenue.

Domain analytics

.nz

- In production
- Actively worked on
- On hold
- Planning

PGP key server

Time server network

Critical Internet infrastructure

National broadband map

Authoritative Internet data

The following have been removed since the last report as they are no longer considered viable opportunities:

- Broadband Tester

2 Progress

2.1 Domain Analytics

Current status:	IN PRODUCTION / ACTIVELY WORKED ON
Possible risk	Low to Medium
Possible income:	High to Very High
BD expenditure:	None
Synopsis:	A product for registrants that they purchase through their registrars as an add-on to their domain name that provides usage data and popularity ranking based on traffic observed on ISP and NZRS nameservers. The ranking can then be compared against anonymised and aggregated data of other registrants based on several factors including ANZ Standard Industry Code. This is unique in that it allows a registrant to measure the impact of the promotional spend independent of factors that affect their market overall (e.g. seasonal changes).
Issues and Risks	• The expectations around privacy must be met. • The ranking algorithm has to be robust. • The right freemium model must be chosen.

Key actions since last report	• Work to implement the integration, billing and UX changes required by registrars is almost complete.
	  o New sign up process using registered email instead of UDAI.
	  o Credit cards now accepted.
	  o Reduction in complexity of classification.
	  o Rework of popularity UX.
	• Taken advantage of the delay to improve the quality of classification data.

Next steps	• Complete integration, billing and UX work. • Market the product.

2.2 National Broadband Map

Current status:	IN PRODUCTION / ACTIVELY WORKED ON
Possible risk	Medium
Possible income	Low
Synopsis:	A site that enables anyone to find out what broadband technology is available at a particular location and

	what access speeds that supports, with a chargeable API for bulk access.
Issues and Risks	• Data providers are slow or very slow in providing updated data and reduce the accuracy of the site. • Increasing costs of backend suppliers.
Key actions since last report	• Launched quarterly public report on usage. • Significantly increased API limits following performance improvements from our backend suppliers. • Made a number of changes in the way that speeds are represented following discussions with the Commerce Commission. • Added new data providers and set up better ongoing process for obtaining data from some providers who had let their data get out of date. • Acquired new customer, both on regular contract and one-off bulk searches. • Began adding community wireless operators. • Completed work on generating satellite coverage ready to add to the site. • Obtained mobile coverage data from one large supplier ready to add to the site.
Next steps	• Add satellite. • Add mobile. • Identify new customers

3   Financial summary

The total capital expenditure to the end of September of the $400,000 committed to product and service development is as follows:

Opportunity	Year	Item	Spent
National Broadband Map	2014-15	Development	$46,325
	2015-16	Development	$37,183
	2016-17	Development	$23,598
	2017-18	Development	$720
		SUB-TOTAL	**$107,826**
Domain Analytics	2013-14	Prototype	$4,500
	2016-17	UX Design	$34,762
		Development	$82,121
		Security Audit	$2,640
	2017-18	Development	$96,755
		Classification temps	$18,724
		UX Design	$630

		SUB-TOTAL	$240,132
TOTAL			$347,958
REMAINING FUND			$52,042

Glossary of Terminology	
2020	2020 Communications Trust
2TLD	Second Level Domain
3TLD	Third Level Domain
ACCC	Australian Competition & Consumer Commission
ACTA	Anti-Counterfeiting Trade Agreement
ADA	Australian Digital Alliance
ANZIAs	Australia New Zealand Internet Awards
APEC	Asia-Pacific Economic Cooperation
APIA	Asia Pacific Internet Association
APNIC	Asia Pacific Network Information Center *(RIR for the Asia Pacific region)*
APRICOT	Asia Pacific Regional Internet Conference on Operational Technologies
APrIGF	Asia Pacific Regional Internet Governance Forum
APTLD	Asia Pacific Top Level Domains Associations *(organisation for ccTLD registries in Asia Pacific region)*
auDA	.au Domain Administration Ltd *(Australian equivalent of DNCL)*
BCOP	Best Current Operational Practices
BIM	Brief to Incoming Minister
CCANZ	Creative Commons Aotearoa New Zealand
ccNSO	County Code Names Supporting Organisations
ccTLD	Country Code Top Level Domain *(such as .nz for New Zealand, .uk for United Kingdom)*
CCWG-Accountability	Cross Community Working Group on Enhancing ICANN Accountability
CDMA	Code Division Multiple Access *(server) (a means to transmit bits of information)*
CERT	Computer Emergency Reponse Team
CENTR	Council of European National Top-Level Domain Registries
CFH	Crown Fibre Holdings
CIRA	Canadian Internet Registry Authority *(operators of the .ca ccTLD)*
CSIRT	Computer Security Incident Response Team
DHB	District Health Boards
DIDO	Distributed-Input Distributed-Output *(wireless protocol system)*
DNCL	Domain Name Commission Limited
DNS	Domain Name System
DNSSEC	DNS Security *(adds security to the Domain Name System)*
DRS	Dispute Resolution Service

Glossary of Terminology	
DSLAM	Digital Subscriber Line Access Multiplier
FTTH	Fibre To The Home
GAC	Government Advisory Committee
GCSN	Greater Christchurch Schools Network Trust
GNSO	Generic Name Supporting Organisation *(makes recommendations re gTLD to ICANN)*
gTLD	Generic Top Level Domain *(such as .com / .edu)*
HDC	Harmful Digital Communications
IANA	Internet Assigned Numbers Authority
ICANN	Internet Corporation for Assigned Names and Numbers
ICG	IANA Stewardship Transition Coordination Group
ICT	Information and Communications Technologies
IDP	Internet Data Portal
IGF	Internet Governance Forum
ISOC	Internet Society
ISPANZ	Internet Service Provider Association of New Zealand
ITAC	Internet Technical Advisory Committee
ITU	International Telecommunications Union
ITR	International Telecommunications Regulations
LFC	Local Fibre Company
MAG	Multistakeholder Advisory Group
MBIE	Ministry of Business, Innovation and Employment
MTR	Mobile Termination Rates
NCSG	Non-Commercial Stakeholders Group *(committee under ICANN's GNSO)*
NH	NetHui
NTIA	U.S. Commerce Department's National Telecommunications and Information Administration
NZIRF	New Zealand Internet Research Forum
NZITF	New Zealand Internet Task Force
NZNOG	New Zealand Network Operators Group
OECD	Organisation for Economic Co-operation and Development
OFDM	Optical Frequency Division Multiplexing
PAG	Policy Advisory Group
PCBU	Person Conducting a Business or Undertaking
PBE	Public Benefit Entity
PIP	Pacific Internet Partners *(group revived by Keith to help IGF)*

Glossary of Terminology

RBI	Rural Broadband Initiative
RIR	Regional Internet Registry
SDN	Software-defined Networking
SRS	Shared Registry System (.nz Register system)
STD	Standard Terms Determination
TCF	Telecommunications Carriers' Forum
TLD	Top Level Domain
TPP	Trans-Pacific Partnership
TPPA	Trans-Pacific Partnership Agreeement
TSO	Telecommunications Services Obligation
TUANZ	Telecommunications Users Association of New Zealand
UBA	Unbundled Bitstream Access
UCLL	Unbundled Copper Local Loop
UFB	Ultra Fast Broadband
WHOIS	An electronic facility used to query the details of a specific domain name in the .nz Register
WSA	Wholesale Services Agreement
WSIS	World Summit on the Information Society
W3C	World Wide Web Consortium