

.ZA Domain Name Authority

## Revised Draft income & expenditure for 2018/2019

2018/2019				2017/2018	Notes
Budget item	Description	Revised 2018/2019 @R7	Historic 2017/2018 approved @R12	Variance between previous year @ R12 & current year @ R7	
<b>INCOME</b>		<b>8,487,091</b>	<b>14,697,799</b>	<b>-6,210,708</b>	
ZACR		8,400,000	14,040,000		1
Interest		87,091	657,799		
<b>EXPENDITURE</b>		<b>8,487,215</b>	<b>15,269,491</b>	<b>-6,782,276</b>	
<b>Basic office costs</b>		<b>999,000</b>	<b>1,110,000</b>		
	Staff engagement	5,000	50,000		
	Office supplies	10,000	50,000		
	Postage, printing & copying	2,000	50,000		
	Rent	860,000	780,000		2
	Office furniture & refurbishments	-	100,000		
	Repairs & maintenance	2,000	30,000		
	Wear & tear	120,000	50,000		
<b>Communications, marketing &amp; awareness</b>		<b>100,000</b>	<b>2,000,000</b>		
	ZA awareness & promotions	100,000	2,000,000		
<b>External relations</b>		<b>27,000</b>	<b>737,000</b>		
	iWeek	-	200,000		
	Membership contributions: IoDSA	27,000	27,000		
	ICANN	-	300,000		
	Africa Internet / DNS Summit	-	30,000		
	AfTLD membership	-	30,000		
	SA Internet Governance Forum	-	50,000		
	SA School of Internet Governance	-	100,000		
	Other	-	-		
<b>Vehicle</b>		<b>120,000</b>	<b>115,000</b>		
	Company vehicle (purchase)	-	-		
	Fuel & oil	65,000	65,000		
	Other running costs (etolls, etc)	35,000	35,000		

Insurance	20,000	15,000	
<b>ICT</b>	<b>334,000</b>	<b>427,000</b>	
Computers & software	20,000	60,000	
IT hosting	40,000	20,000	
Telephone, fax & wireless	150,000	150,000	
ZA infrastructure & DNSSec	104,000	180,000	3
Director data bundles	20,000	17,000	
<b>Legal &amp; professional</b>	<b>930,000</b>	<b>1,210,000</b>	
Legal	450,000	300,000	
Professional	250,000	600,000	4
Accounting Service	230,000	260,000	
Contingency - unscheduled policy processes	-	50,000	
<b>Meetings &amp; events</b>	<b>510,000</b>	<b>986,000</b>	
Directors: Board & Committee meetings Remuneration	500,000	726,000	5
Directors: Stakeholder Meetings Remuneration	-	180,000	6
Board & general meeting catering costs	10,000	-	
Director training	-	80,000	
<b>Namespace Development</b>	<b>60,000</b>	<b>1,300,000</b>	
Online Presence Project	20,000	500,000	7
Registrar-Reseller Development Program	40,000	500,000	8
.ZA Heritage Online SLD Program	-	300,000	9
<b>Research &amp; surveys</b>	<b>-</b>	<b>400,000</b>	
ZA market research	-	200,000	
ZA History Project	-	200,000	
<b>Salaries</b>	<b>5,086,215</b>	<b>6,079,491</b>	
Salaries & bonus provision	4,708,694	5,629,491	10
Staff performance provision	282,521	-	11
Staff training & development	55,000	150,000	
Recruitment	-	100,000	
Internship program	40,000	200,000	12
<b>Systems &amp; controls</b>	<b>66,000</b>	<b>35,000</b>	
Bank charges	16,000	15,000	
Insurance	50,000	20,000	

<b>Travel, accommodation &amp; subsistence</b>	<b>255,000</b>	<b>870,000</b>	
Parliament	55,000	120,000	13
ICANN	150,000	350,000	14
Internet Governance Forum	-	-	
DTPS Support	-	80,000	
DTPS Support: International	-	150,000	
Staff	50,000	100,000	
Other events	-	70,000	
<b>Deficit</b>	<b>-124</b>	<b>-571,692</b>	

**NOTES:**

- Revenue projected at 1,200,000 registrations @ R7 VAT exclusive, per domain
- 1 name.
- 2 Includes 10% annual increase on rental
- 3 Service provider costs for .ZA DNSSec support. ZADNA will explore insourcing the service in the course of 2018/19.
- 4 Includes internal audit (R100 000) & external audit (R150 000) costs
- 5 4 quarterly Board meetings @ R10k (=R360k), and budget for each committee to meet 4 times (=R96k for 3 committees @ R2k x 4 members per committee x 4 meetings) Only Chair & Treasurer to attend our APP & budget presentation in May & the Annual Report presentation in October (=R40k)
- 6 Director remuneration for 2 (compulsory) Parliament appearance by Board (for tabling of annual performance plan and annual report discussion). - Currently postponed due to lack of funding.
- 7 Costs for web design, hosting and maintenance for the Schools Online Presence Project. - Scaled down
- 8 Event project & logistics management costs for the Registrar-Reseller Enterprise Development Programme targeting relevant Black SMEs. - Scaled down
- 9 Costs for roll-out of SLDs dedicated to use of indigenous language domains & to generating indigenous language & heritage content. - Currently postponed due to lack of funding.
- 10 Excluding R500k salary for Company Secretary & excluding vacant positions
- 11 Reduced to a 6% bonus provision
- 12 For current intern in 2nd year internship until 30/11/2018
- 13 Chair, Treasurer, CEO & OM x2 parliamentary briefings
- 14 Economy travel @ R25k return, accom @ R10k per trip, daily allow. @ R10k per trip