

Table 7: Draft Income and Expenditure for 2018/2019

2019/2020 BUDGET				2018/2019	Notes
Budget item	Description	Revised 2019/2020 @R12	Historic 2018/2019 approved @R7	Variance between previous year @ R7 & current year @ R12	
INCOME		16 616 076	8 487 091	8 128 985	
	ZACR	14 400 000	8 400 00		1
	Settlement ZACR: Year 1	934 729	-		1
	Second Level Registrations	1 000 000	-		2
	Interest	281 347	87 091		3
EXPENDITURE		16 613 948	8 487 215	8 126 733	
Basic office costs		1 631 000	999 000		
	Staff engagement	45 000	5 000		
	Office supplies	56 000	10 000		
	Postage, printing & copying	130 000	2 000		
	Rent	912 000	860 000		4
	Office furniture & refurbishments	200 000	-		
	Repairs & maintenance	30 000	2 000		
	Wear & tear	258 000	120 000		
Communications, marketing & awareness		950 000	100 000		
	Advertising & promotions	150 000	-		5
	Public ZA Awareness	800 000	100 000		6
External relations		810 000	27 000		
	iWeek	250 000	-		
	Membership contributions: IoDSA	30 000	27 000		
	ICANN	30 000	-		7
	Africa Internet / DNS Summit	50 000	-		
	AfTLD membership	50 000	-		
	SA Internet Governance Forum	200 000	-		8
	SA School of Internet Governance	200 000	-		8
Vehicle		90 000	100 000		
	Fuel & oil	55 000	65 000		
	Other running costs (etolls, etc)	35 000	35 000		

ICT		785 000	334 000	
	Computers & software	100 000	20 000	
	IT hosting	105 000	40 000	
	Telephone, fax & wireless	160 000	150 000	
	ZA infrastructure & DNSSec	300 000	104 000	9
	Director gadgets & data bundles	120 000	20 000	
Legal & professional		500 000	930 000	
	Compliance	300 000	-	10
	Legal services	200 000	450 000	
	Accounting service	-	230 000	
	Contingency – unscheduled policy processes	-	-	
	Professional Fees		250 000	
Meetings & events		1 372 000	510 000	
	Directors: Board & Committee meetings Remuneration	1 176 000	500 000	11
	Directors: Stakeholder Meetings Remuneration	180 000	-	12
	Board & general meeting catering costs	16 000	10 000	
Namespace Development		950 000	60 000	
	SLR project support	400 000	-	
	Registrar-Reseller Development Program	550 000	40 000	13
	Online Presence Project	-	20 000	
Professional		340 000	-	
	External Audit	160 000	-	
	Internal Audit	180 000	-	
Research & surveys		250 000	-	
	ZA market research	250 000	-	
Salaries		7 208 948	4 991 215	
	Salaries & bonus provision	7 143 948	4 708 694	14
	Staff performance provision	-	282 521	
	Recruitment	65 000	-	

Training & Development	466 000	95 000		Notes
Staff Training & development	200 000	55 000		
Director training	50 000	-		
Internship	216 000	40 000		15
Systems & Controls	111 000	86 000		
Bank charges	15 000	16 000		
Insurance	96 000	70 000		
Travel, accommodation & subsistence	1 150 000	255 000		
Parliament	200 000	55 000		16
ICANN	530 000	150 000		17
DTPS Support	70 000	-		
DTPS Support: International	150 000	-		
Staff	150 000	50 000		
Other events	50 000	-		
Deficit	2 128	-124		

NOTES:

1. Revenue projected at 1,170,000 registrations @ R12 VAT exclusive, per domain name. ZACR R235k inc VAT per month for 4.5 months as first 7.5 months will go against 2018 debtor.
2. Second level registrations (SLRs) will launch in 2019/2020 and are projected to reach 50 000 registrations @ maximum R20.00 per domain name
3. Projected interest from invested funds
4. Rental inclusive of 6% annual increase
5. Inclusive of PR subscriptions in business & ICT journals
6. Costs for awareness campaign across all provinces. Item includes radio, print media & online campaigns, roadshows, events, exhibitions, etc.
7. Annual ICANN contribution
8. Internet Governance activities in line with the 2018 Ministerial Directive.
9. Acquisition of new nameserver & related infrastructure
10. Namespace compliance & monitoring costs
11. 4 ordinary Board meetings; 2 special Board meetings + AGM + SGM + 2 Minister's bilaterals + 2 parliamentary seatings @ R10k x 9 directors; 3 committees x 4
12. Board members meeting with various stakeholders
13. SMME development initiatives in light of Ministerial Directive

14. Staff salaries inclusive of 4.5% inflationary annual increase on current staff salaries, new staff positions and 6% performance bonus provision for all staff.
15. 3 x Interns @ R6000pm for 12 months
16. Travel and accommodation for 2 compulsory Parliament briefings x9 directors and staff (including allowances).
17. Attendance of 3 ICANN meetings for CEO + 2 new directors + 1 manager + daily allowance + accommodation

The .za Domain Name Authority

Projected Balance Sheet as at 31 March 2020

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ASSETS:		
Non Current Assets		360 000
Current Assets		5 557 574
Accounts Receivable	1 380 000	
Bank / Cash on Hand	4 177 574	
Total Assets		5 917 574
EQUITY AND LIABILITIES		
Capital And Reserves		5 716 037
Accumulated (Surplus)/deficit	5 716 037	
Current Liabilities		201 538
Trade creditors	201 538	
Total Equity and Liabilities		5 917 574