ICANN Prague Meeting
NPOC meeting- TRANSCRIPTION
Tuesday 26th June 2012 at 13:30 local time

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Man: Good morning, good afternoon and good evening. My name is Alain Berranger. I'm the Chair elect of the not-for-profit operational concerned constituents here at ICANN.

              We are in Prague for the workshop on using technology to raise funds. What I propose to do is to introduce the two speakers and at the end of the two presentations we will go into a question-and-answer period.

              And we will give priority to the remote participants if you allow me. And I will close the session with giving constituency activity report of our work since the last ICANN meeting. So thank you for taking this event, let me introduce to - to you (Angie Grace).

              And (Angie) is a member of business constituency at ICANN and on the working group on the standing committee on improvements. And she's also a member of the internet society.

              She's currently employed in the program method and IT staffing and consulting firm based in a plant off Georgia. She is also the founder of web group incorporated.

And she has been an early IT adopter and worked in a very early architect for ATT and IBM. (Angie), thank you very much and the room is yours.

(Angie Grace): Thank you (unintelligible), I'm glad to be here this morning. Good morning, good afternoon, good evening to everyone who's present in the room and online.

I want to talk today about using technology to raise funds. And thank you for that (Karen). We'll have to coordinate with raising, yes. I want to talk about considerations and some things that are useful in considering raising funds online.

There are a lot of things that are useful to know and you're watching along on the slideshow, you'll see this is the high-level outline of the points that I would like to cover today.

One of them is about knowing your donors and understanding who they are and having a profile of a potential donor -- your potential donor. Next is their method and technology, what tools are available at their disposal, what kind of avenues do they have to use in order to submit donations?

And then in setting their profile and determining who they are knowing what the target - target donation amount is - is helpful as well and I'll go into that a little bit more later as well.

And then understanding their geography which is actually a segue into my colleague (Karen)'s speech because we are going to be talking about borders and international concerns.

So we'll move on to the next slide, what is it that motivates your donors to donate? So understanding who your donors are is the first step in figuring out what their motivations are.

Consider that your posing a transaction just like in the forward process world there's an exchange of money for goods in the non-profit world there's an exchange of money for something that the donor wants.

It could be a good feeling, it could be for financial needs of their own, and it also have considerations that are with respect to the use of their funds. Statistical information understanding the quality of the organization and how much the donor's dollars are actually going to go to the cause.

So in accessing that and figuring out what their needs are I think you can get anything in life that you want if you help other people... It really does make sense in this realm because you need vendors and you need money to support your cause.

You're going to need to feel either - needs to feel motivated because of financial reasons or understanding of the quality of your charity or good feeling, etc.

So I wanted to make sure that you understand the motivation because that is the key when to pick up the phone or click or take that action that results in a donation to your charity.

You can move on to the next slide, yes, so understanding what their gateway, what their avenue is to donate. People used to donate through the mail, people used to donate at telethons with their telephones and people still do use the telephone.

But they also use mobile phones and we also have the worldwide web donations as well. So we'll get into geography shortly but not everybody has the web, not everybody necessarily even has landlines.

So this goes back to understanding your donor and having a profile of your donor and understanding what your donor's capabilities are to make that donation that you want them to make.

So these are all considerations and the avenue is certainly an important one. I'll speak a little bit about the web and how people are using the web to receive donations.

A lot of non-profits are working on creating their own websites and interfaces. And others are outsourcing and a little bit later in this presentation I have a couple of examples of organizations that will help your non-profit provide gateways for donations without you needing to understand the technology yourself

I have an interesting example of mobile phone donations method. I spoke with someone recently who talked about in African countries there was one in particular that accepted phone card air time (unintelligible) as donations, donations of air time which were an asset that can be cashed in for money, yes.

So being creative understanding those avenues and opportunities is very helpful because you want to make it easy for your donors to donate. You don't want to make it difficult for them, so the more wide open the door to them and understanding what technology and avenues are available to them is key.

If we can move to the next slide, I'd appreciate that. The last thing I want to touch on before we go to examples is geography and - and I think - I think that should be a segue to use maybe I'll misplace the slide but geographic considerations are important.

Because we've got national borders and we've got donors potentially from other countries. So one of the easiest ways to accept donations online is through PayPal, some donors do want receipts for their donations.

And PayPal doesn't necessarily give you any - any tax breaks and I'm not here to talk about taxes, but - but it also does deem a receipt for the donation that they made.

So that's a useful thing to consider too and using PayPal and setting up to receive donations on PayPal is very simple and can be learned in - in just a few minutes.

You don't want to do that if your donors don't have access to PayPal bill because it would be useless to have a PayPal interface. The more awareness that you have towards origination is the marketing consideration and the more awareness there is, then the more to body of potential donors you have.

If we move over to the next slide, I've got some examples. This organization is called the international - I apologize that's the next slide. This slide is charity navigator and charity navigator is one of the couple of sources that does evaluations of charities.

So for those who are interested in statistics and understanding how many pennies for each dollar actually goes to the effort that your non-profit represents this would be of interest to them.

It's like the we say in America, the good housekeeping seal of approval, they few evaluations of non-profit programs they gain an understanding of the amount of dollars that actually go to funds directly to recipients who administered that to a non-profit.

And they provide a grade, so those who are interested in statistics would go somewhere like Charity Navigator. And it's certainly of use to be registered with them so that you can receive a grade and that would encourage more visibility, more awareness and maybe more donors.

And if you'll look at this screenshot and it is Charitynavigator.org by the way, if you look on the right side of the screenshot, you'll see that they are accepting donations and they make it very simple for donors to donate because they have target amounts.

They have tens, twenties, fifties and enter your own amount. This is useful in making it easy for your donors to donate. This is just an example. The next slide please if you would.

This organization is called Network for Good and I'm offering this up as a technology partner for any nonprofit that doesn't know or want to know the technology behind creating a web interface and who would like assistance and outsourcing opportunity.

So this is a platform - it's a giving platform, in fact I say that they're the leading giving platform for powering your cause. So they're the technology backend. You don't have to have any computers or servers of your own. You can call them and work with them and they will provide you the technology that you need for a web interface.

If we move on to the next slide please, this organization is also helpful to non-profits and it's called the International -- I want to make sure I get their name exactly right -- it's the International Society for Third Sector Research and what they do is they help the management of nonprofits.

And they understand what the current problems are of nonprofit managers. So providing help with training, providing links to resources is what this organization does.

And - and with that (Karen) I'd like to go back to geography and see if you can help us out a little bit with those considerations. Thank you.

Man: Thank you very much (Angie). We will take questions after the second presentation. Let me introduce you to the - to the next speaker. Ms. (Melancha Graville) is an attorney specializing in intellectual property law with emphasis in domestic and international trademark counseling and protection as well as intellectual property protection on the internet.

She is a member of the International Trademark Association, a member of LaSalle Smooth Court Planning team and a member of the Trademark Legislation Committee of the American Bar Association.

Ms. (Melancha Graville) graduated from California State University, San Bernardino in 2007 and received her BD from the American University Washington College of Law in 2011.

She has extensive experience in marketing and international brand development and owns a graduate degree in marketing from the Oxford Business College.

She studied European Trademark Law at (Isaday) University in Barcelona leading Spanish Business School in 2010. I give you (Karen Melancha Graville).

(Karen Melancha Graville): Thank you (unintelligible). I'm so pleased to be here, thank you very much for your invitation and for the opportunity to work with the MPOC in this regard.

Today I'd like to talk a little bit about online fundraising and the legal requirements under United States law. I am a United States Attorney but I feel that this information is extremely helpful for those of our constituents who

are outside of the United States but look to solicit charitable donations inside the United States.

The United States is well known charitable giving geographical area. And are always looking to international places to funnel their charitable donations, so it's important for all of our constituents around the world understand when they can direct charitable fundraising to the United States and what requirements maybe present for them when they do. Hopefully, this presentation will help with that.

Charitable giving in the United States in 2011 was $298.4 billion that's B as in boy that's a lot of money. So the problem in fundraising online and fundraising in general is that there is - when there's a huge amount that's given there's a huge potential for misuse (unintelligible).

...determined that 1% which equal to $2.98 billion was misused or solicited using fraudulent means. So a lot of times we ask when there are laws that impose somewhat of a bother to us, as charitable organizations or as even commercial organizations.

We often wonder why we have to do that so in law school they taught us understand the harms before you understand the law and then you won't be so grumpy about it.

So I offer this $2.98 billion figure as a means to understand that that money would have been spent better with organizations that actually directed funds towards those in need and those whom the person intended them to go to.

So as we talk about the requirements that the law imposes in the United States please keep in mind that $2.98 billions was lost because of what didn't happen.

So the first question that you need to ask is whether or not the laws in the United States will apply to you? So first the most obvious question is, do you do business in the United States?

Obviously, if you do business in the United States, you're going to be registered as a business entity, as a nonprofit organization, but that doesn't necessarily mean that the registration requirements and the legal challenges that I'm going to discuss apply to you.

You want to ask yourself another couple of questions. For example, do you have more than US, $25,000 in revenues per year or do you file an IRS 990 or 990EZ form, those are easy questions that you can ask within your organization.

And if you don't know what those forms which I do not, for example, then you probably don't have to worry about that. The next question you have to ask which is probably more pertinent to our constituency members overseas, is do you solicit donations in the United States?

And we're going to talk a little bit more about what that means because there are many ways in which the law has kind of parked out what's - what it means to solicit a donation and what it would mean to be subject to the laws of the United States as a result of that activity.

But should also be aware and I know that some of our constituency members have fall within these exemptions is that there are exemptions. They are state specific so when (Angie) talks about borders and when she talks about challenges and geography one of the very important things to understand is that the United States has its split obviously into 50 states and each state has it own laws and has it own set of requirements.

There are some uniform standards that are applied but generally the rule is always understand what state you're working and what - what they do. So

none of these statements are meant to apply broadly throughout all of the 50 geographical United States.

So some religious organizations would be exempt, some educational organizations will be exempt and some political organizations will be exempt. And if you want to know which, you have to go to the states specific law.

And it's really -- there are many, many resources available which I'll talk about later to help you find out that information. One of the resources is the National Association of State Charity Officials which I believe goes by the acronym NASCO and we're no stranger to acronyms here at ICANN.

So NASCO created a set of principles called the Charleston principles, guidelines on charitable solicitations using the internet. These principles are by no means hard and fast but what they're designed to do is help nonprofits understand when a state may reasonably require registration when they reasonably require information from a not-for-profit to understand the purpose of their - their activities and to determine whether or not their solicitation attempts are legitimate.

The principles also help charitable organizations understand and adjust their activities as they're directed towards the United States or within the United States and plan for the consequences of their activities.

For example, the Charleston Principles being out there basically eliminates the possibility of a not-for-profit saying, "Well, I didn't know, I didn't know." And then avoiding the consequences on the basis of lack of knowledge about these things, so we're very grateful that it's all in one source.

The Charleston Principles focuses on two ways in which you can solicit charitable donations through the internet and they've put them into two broad categories.

The first category is an interactive website which is any website that permits a contributor to make a contribution or purchase a product in connection with a charitable solicitation.

So basically if you have a PayPal interface like (Angie) talked about. If you had an interface like the examples in which she gave, while very easy and very accessible to donors would qualify you to be an interactive website.

And that is a very easy and fabulous to source a donation. It makes it so simple for those of who are on a website and are inspired by a mission of a nonprofit.

The other kind of website is a passive website which is informational only without any way to submit a contribution through the website or any solicitation to contribute offline.

And passive websites - engaging in a passive website poses many, many requirements about what you can do in connection to that website. If you seek to avoid registration by putting up a passive website, which I'll talk about a little later.

So what triggers registration? First of all, and this is where I get into fun legal terms, so I apologize for that. I do my best to put it in normal person's speak. Domicile is just simply asks a question, whether your principal place of business is in the United States.

Regardless of whether you're website is interactive or passive, regardless of what your activities are, if your principal of business is in the United States and you're soliciting donations online, registration is required period. So that ones pretty easy actually.

The second one isn't as easy and this is my - one of my most favorite legal terms, it's called purposeful availment. And basically what purposeful availment means is if you're going to get the benefits, you better pay the cost.

So if you -- what purposeful availment says is that if you are soliciting donations in a state, or if you're directing any kind of solicitation or any kind of activity to a state, then what you've basically done is told the state that you're receiving the benefits from their people and you will hold yourself accountable according to the state's laws.

And if the state law requires registration, then you will register as a result of purposeful availment. So the Charleston Principles is specifically say that you will have to register on a theory of purposeful availment if your non-internet activities alone would be sufficient for registration.

So for example, if you're soliciting in the state not to the internet through direct mail or through a place of business even if it's not the principal place of business or your domicile, if your non-internet activities will be sufficient for registration, then your internet activities will be positioned for registration as well.

The other and infinitely more complicated part of purposeful availment is that if the entity solicits contributions through an interactive website and one of the following, then you will be subject for registration in the following is as follows:

You specifically target person physically located in the state, so you're directing yourself to - to the people that live in the state. And the Charleston Principles talk about -- give a little bit of an illustration of this by saying, "You either have an expressed or implied reference to solicitation in that state or you otherwise affirmatively appeal to residence to that state such as advertisement or sending messages, sending emails to person located in the state."

When you know or you should probably know that the recipient is located in that state. The next is if you receive contributions from the state on the repeated and ongoing basis, and the Charleston Principles define this further.

And they unfortunately say that its state specific so a state will give a number usually a number of communications a dollar amount, a number of transactions, that are related to whether or not a state solicitation is repeated or ongoing.

And again, if you solicit contributions through a passive site, but encourage all offline activity or you send communication that promotes the website, you encourage somebody to put something in the mail and you give them an address and you do anything that really kind of encourages them to contribute offline, then that constitutes purposeful availment as well and you will be required to register.

So you're basically required to register what do you do next? The first thing that you should probably consult is the unified registration statement. Thirty-eight states has gotten together and provided a very simple and straightforward questionnaire with registration fees and requests for supporting documents.

And those states accept that unified registration statement but of course beware because each state will require different forms of documentation and they will also require different fees. So even though it is unified it is of course more complicated than that.

And my favorite part about the unified registration statement is that the acronym is URS which is a well-known and highly controversial acronym at the ICANN meeting in Prague.

The next thing that you'll have to do is pay a registration fee and most states will require an annual renewal which will also impose a registration fee. The

registration fee is usually nominal and the exceptions to registration is state, generally focuses on those not-for-profit organizations that would have a hard time coming up with the registration fee.

So you should in no way be put off by the word fee on the presentation or the words fees in the uniform registration statement. It is not expensive and if it is too expensive, the state will normally have something in place to allow the nonprofits to - to - to register without worry.

The consequences of non-registration in case you're tempted to just throw this all out the window and say it's too complicated which is, you know, a natural reaction I think to the law are fine, felony charges, tax consequences and ultimate exclusion from soliciting from the United States as a whole in the future.

So the consequences far outstrip any kind of burden that you might face for registration in the first place. So that's pretty much all I have on that. It's a very brief overview of what you need to do.

My presentation is only designed to help you start thinking about what you need to do to solicit funds in the United States. And if you have any questions or other - other more det- or you're requiring more detailed analysis and more resources, you can always contact me through the MPOC voice list. Thank you.

Man: Thank you very much (Karen) for this interesting presentation. I - I'm always bias towards legal presentations but -- and in fact they put me to sleep in general. So this is a good - this is a good feedback.

On a more serious base I think we have some questions from the re- remote questions.

Rob Hoggarth: Yes, (Alan). This is Rob Hoggarth monitoring the remote chat. Klaus Stoll has a comment. He says, "This presentation is important for the social sector. How can we disseminate it widely? Can we put it up at the GKPF WW site?"

Woman: Which presentation?

Rob Hoggarth: I think he means the collective presentation but I'll let you clarify that Klaus in the chat.

Man: Well, thank you very much Klaus for that question. If we have the permission of the authors to disseminate the presentation, then yes, I would encourage the Global Knowledge Partnership Foundation to load it up and, of course, we will also load it up in the MPOC Web site.

(Alan):   Well, thank you to our speakers. We'll now move to the room participants and does anyone here have a question for our speakers? For the general information we have participants from (unintelligible) and (Boswana), U.S. What's your country? Yes, we have Africa and U.S. concentration in this room. So if there're no questions - (unintelligible). Yes, MPOC session. This is not an obligation but we at MPOC like to - I've started a bit of a tradition to do that. So I will (unintelligible) activities of our constituency between March and June 2012.

Of course, we are a very new constituency and, in fact, the (director) is with us here in the room and I'd like to acknowledge the huge contribution that Debbie Hughes from the American (Red Cross) has made in making MPOC a reality, so thank you very much Debbie. (You've been) great.

So shortly after San Jose, we - elections were held and with the following results - (Laurie Shulman) from (Shulman) & Associates and from ACDS, was elected vice chair. Amber Sterling, one of our previous intern chairs, is - was kind enough to take up the role and was elected as secretary.

Klaus Stoll who was just - was on the Abode Connect, was elected chair of the membership committee. (Judy Branzel) From Good Will Industries, was elected chair of the policy committee. And (Eduardo Mohee) from San Jose and from the (Omar Dingle Induction), was elected chair of the communication committee.

(Eduardo) is also doing extra duty as the acting treasurer. We say acting because at the time he was nominated, we didn't have any money so that wasn't a big problem.

I want to turn to our membership numbers evolution over the last three months. And this is, in fact, the overall number and I'm quite surprised because we, in fact, have registered or pending or new applications or new expressions of applications, up to 48. And some of these members are federation, like the Global Knowledge Partnership Foundation which has over 100 members.

So we also - so we touched many more actors of civil society. The breakdown of our membership number is 25 approved and by approved, we mean, we're a very inclusive group, so it's not difficult to become a member of MPOC. You just have to be interested in Internet and civil society and show us proof that you're incorporated wherever you're from as a properly registered organization - a not for profit organization.

We have 12 more - of those 48, 12 members are - have the application under review, as a purely administrative process. Three are under litigious conditions. Three more have come in in the last week as new members. And I've - and five organizations have approached me since I've been in Prague and are very seriously interested and I've already sent the email about becoming members.

Some of them are in the room here. And what's great is that the new - the people expressing new members are from Africa and from the Middle East

and from Asia. I wanted to say in my report that we have developed a strategic partnership during this last three months with the Global Knowledge Partnership Foundation.

This is a 14 year old global organization which was - which has been very active during the information society decade. And it was a participant in every possible forum on the use of ICTs for development and education and (else).

And this foundation was good enough to be one of our first donors and helped with getting some of our (endpoint) members to the San Jose meeting. And the first collaboration was with Global Knowledge Partnership Foundation was the fact that in Prague, still at the time with our budget, was able to run an event at the world summit on information society in the Geneva meeting in 2012.

And for those of you that are interested in the numbers, we can give you a report but it was a very successful event. I'm particularly proud of in the last three months we've actually been able to arrange for editorial authorship and publication of a series of articles around the team of NGOs and Internet governance.

And taking a moment about internal ICANN concer- or interests, the - some of the authors and editors are from other constituencies including our sister constituency, NCUC, but also outside the - outside our stakeholder's group. So, in fact, MPOC has found it comfortable and easy to work across the constituencies.

This is witnessed by our speakers who come from the business constituency and the intellectual property constituency. So watch for that publication and the - and if you want more detail about the academy journal and the index and the authors and even if - there's still time for you to contribute or - an article if you wish.

What MPOC has done in terms of outreach, has done its first outreach to Africa. You recall that the mission of MPOC is to increase the level of participation of civil society in ICANN policy development and other processes. And we felt that Africa was probably the best place to start.

And we worked in collaboration and with the support of Africa's manager for regional relations (Ana Vashel Inay), and (Ana Vashel) guided us through the complexities of this and our first call for membership into MPOC was done a few days ago on using the (afrinet.net) platform, and so thank you (Ana Vashel). I haven't met you yet but already I'm indebted to your work. Thank you.

And a big thank you also to (Eduardo) who was - masterminded the production of the call in four languages. And, of course, we tried to pick the four languages that were relevant to Africa at least in international relations - English, French, Portuguese and Arabic.

And I want to finally thank Amber for this - Amber Sterling - who had to keep up with all this development on the Web site that we currently have. We have - I'm pleased to say that on our own, mostly on our own budget, we have five MPOC members in Prague.

We - I'm pleased also to report that we prepared the proposed program of MPOC for submission to ICANN for financial year 2013 and two days ago, this budget was approved. So the reality is, is that MPOC now has the means to move forward and to do some real fundraising and some real programming because we have the modest means, but still the means to do it.

So our focus on the program over the next 12 months will be Webinars - excuse me, the focus for our program will essentially be outreach, so we planned a series of Webinars, a recruitment effort and a series of workshops, but all this in parallel to ICT conference or IT conferences because MPOC

wouldn't have the drawing power on its own but we can piggyback on the IGF and the (we sit) and other platforms.

In fact, we received an invitation this week from (unintelligible) to participate - could MPOC participate in the workshop? And unfortunately the invitation came a little too late. I want to tell you also that we were optimists and that we promote - and I think it's important for the civil sector - for the civil society sector to be transparent about our finances.

Finances is a big term, but anyway, we tied to walk the talk and on our Web site, you will find a statement of revenues and expenses to the 15th of June 2012. It's very modest but anybody can access that Web site and understand how every penny that we have received has been used.

And finally, I - there was a very proud moment for young MPOC in the sense that one of our members has just received the prestigious (Asterious Crise). So - and I named the International Federation of Red Cross and Red (Christian) Society, so kudos to an MPOC member. They've already received four Nobel prizes but this (Asterious) prize is of special significance for those of you that know the principality of the (Asterious).

This is a very, very prestigious honor, so congratulations, (Debbie), on behalf of your presence at the Federation. So I end my report here. We are a little bit ahead of time but that's okay. I think we may be the first session that did that here in Prague. So I would like, for the record, to take the opportunity to have the participants in the room introduce themselves.

And what I would ask is that you give your name, your - the country you are based in and the institution that you represent. And I will start with (Barren) on my left, if she will be good enough to start.

(Barren): Thank you (Alan). (Barren) (unintelligible), Information Technology Association of Gambia. We currently have an application with MPOC and I think we're waiting for a response at the moment.

(Houmes): A very good morning. My name is (Houmes) and I'm from (Botswana), the (Bostwana) (unintelligible) Society.

Andrew Mack: My name is Andrew Mack and I run a consulting firm in Washington and we do a lot of work in the development space and worked historically with lots of the GMs and non-profit.

Woman: Hello, my name is (Unintelligible). I'm from Argentina. I am a (unintelligible) so I work for the (unintelligible) Association there. And I'm (Nicef) member for the chapter in Argentina.

Robert Hoggarth: Good morning. Robert Hoggarth, ICANN staff, Washington, DC, United States.

Debra Hughes: Good morning, good afternoon and good evening. My name is Debra Hughes and I'm pleased to be at my first NCOC meeting officially representing also the International Federation of the Red Cross and Red Crescent Society and taking on an exciting new role where I'll be helping the International Federation manage and troubleshoot Internet related issues, so that's exciting and very new.

I still obviously (work for) the American Red Cross where I manage fundraising, Internet related issues and other contract issues protecting the American Red Cross as it executes its mission. So welcome to everyone and I hope to see many, many more members throughout the developing area. As many of you know, it's a (passion of mine). I want to begin this big quest to create this constituency and actually participated on the outreach task force that unfortunately the wasn't approved to create a more robust outreach program ICANN wide.

But I'm hopeful that those efforts will continue, if not at the ICANN-wide level but certainly throughout MPOC and just delighted to see the growth from very humble beginnings back in 2009. So welcome to all of you.

(Alan): Thank you very much Debbie. For those of you that walked in just a few minutes late, I just don't want you to miss the fact that Debbie Hughes here is the founding chair of MPOC and she shows - she's showing all the (growth) still of that remarkable feat.

MPOC is the very first new constituency in ICANN since its creation so, again, congratulations and thank you. I would turn to Rob in case there are any more questions or interventions from the remote (community). I'm being told there're none, so before we close, I - a quick look around the table. Are there any interventions or questions from the table? Yes, I see one. Debbie.

Debra Hughes: I would just like to know, who else from MPOC is here. Is it just us or are there others?

(Alan): You're testing my memory but besides - no, can I (get back to you) on that? But I - yes, there're five of us and I'll just see you about it in (ALAC). Thanks Debbie. So any - oh, I see (Barren) has a question.

(Barren): Yes, I just have a question for (unintelligible) from the (States) on whether he can shed some light on helping us be able to get funds from developing partners since he works with them.

Man: I will do my best. I think it depends a lot on - that's a very broad question obviously. There is this huge number of different organizations. I'm a former world bank staffer. I've worked with (the USA) on the donor space. There're obviously resources that are available.

There are all kinds of different foundations that I'm sure you're familiar with. It completely depends on how you organize yourself, what you propose and finding the right audience. And one of the things that's interesting to me about the way that this space is developing is that there exists a strong possibility with people who should be finding each other will be able to find each other much more easily as a result of this.

So that's part of my being here as a worker. I'm not a - we're not an NGO so I, you know, I don't propose to join formerly but just to try to understand what's happening. I'd certainly be happy to talk to you more offline.

(Alan): Thank you (unintelligible) a very modest presentation. It's been the drivers of (unintelligible) subsidize with the applicants on the gTLD program. So we have not the (on rush) that we expected but we still have I believe three applicants and so - and, in fact, (Andrew), as a quite a - because of his world bank background and other background, as a good understanding of the internationalization of fundraising and keep him on your contact list. Debbie.

Debra Hughes: Yes, I think to follow up to that, I think that's certainly one of the things that we were hoping to do with MPOC, to be a resource to each other in addition to just what's going on here at ICANN and Internet (governance), but also finding ways to cross the table, right, and to share best practices.

And that was one of the things that I had always thought when we talked about with the mission and reach of a constituency like this would be, one of the benefits would be, that we would be able to casually chat or in a more formal way, share best practices. And so I would encourage the leadership to find maybe some (discussions) that maybe we could allow that kind of exchange in the future.

(Alan): Thank you very much Debbie. Excellent advice and I want to pass on the floor to Rob Hoggarth from ICANN.

Robert Hoggarth: Thank you Mr. Chairman. One final comment from remote participants. Klaus says, "Congratulations on a great event from the remote participants."

(Alan): Well, thank you very much Klaus. The only regret I would say is that the timing by necessity or our meeting has put our very active Central American and South American participants in Prague. They are the more numerous group.

In fact, you know, (they) should be sleeping right now and have told us that they weren't getting up to get this. So I'm glad - we missed the video of this for technical reasons but we have the audio and the script. So we will use that information to upload where needed.

I'm taking this opportunity to make an announcement, is that in financial year 2013, one of our workshops will be on a deeper digging into the fundraising for NGOs in the developing countries. I don't have a venue yet. There're a few choices but keep an eye on our Web site.

And I also want to announce that our Web site will be modernized. It's a very basic Web site now but we will be moving to some Web 2.0 technology to make it interactive. And so look for some improvements in our communications. And I'm looking around the room. Do I see any other interventions?

Deborah Hughes: I just want to congratulate you, (Alan), and Klaus and the new board. You all have done a phenomenal job in such a short time and I'm just humbled to see the work that's being done. And so thank you for your hard work in pressing forward and I know there're going to be great things to come.

(Alan): Thank you very much. This is my chance to really tell you that, you know, the multi stakeholders process is pretty critical to the quality and - of the work that ICANN does and it's one of the rare organizations that I know of that actually walks the talk on this.

And the important issue of this is that right now civil society participation at ICANN is not as, you know, developed, is not as mature as the participation from government. Every government around the world sends a representative to the GAC and as you know, governments always seem to find the funding to do this.

They sometimes forget (unintelligible) their taxpayers but there's no worries about government participation at ICANN nor about the private sector, although I can imagine that there could be a widening of the private sector interest and origins.

But what concerns us at MPOC is that we need to increase the voice of civil society globally and we also need to do it in emerging and developing countries where, in fact, Internet policy is critical, more (strategic). It's critical. It can save lives. It can create economic activity and so it is - that is a mission to which MPOC would like to contribute. So thank you, Debbie, for the congratulations but that's fine.

We - your footstep where you need to follow and we got a lot of support and a little bit of luck, too. So on these - oh, I see another - (Barren), please.

(Barren): And (unintelligible) when we could expect we can (talk to share) the activities (unintelligible) perhaps.

(Alan): Good question. I think that the program, the detailed program will probably be published in early September. So if there're not (additional) questions, I am closing this session and thanking everyone for participation. Have a good day. Bye.

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