

# **New gTLD Program Cash Flow and P&L by Fiscal Year**

**Posted on  
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	Estimated Cash Flow Analysis	P&L by Fiscal Year	
		FY12	FY13
<b>Application Fees</b>			
500 applications @ USD \$185,000	92,500,000	27,750,000	64,750,000
Refunds	(8,260,000)	(185,000)	(8,075,000)
<b>Net Application Fees</b>	<b>\$ 84,240,000</b>	<b>\$ 27,565,000</b>	<b>\$ 56,675,000</b>
<b>Operating Expenses</b>			
<b>Variable</b>			
Program Administration	2,236,000	1,528,000	708,000
Evaluation Panels	21,926,000	10,089,000	11,837,000
Quality Control	2,163,000	493,000	1,670,000
Independent Objector	4,688,000	110,000	4,578,000
Pre-delegation	6,300,000	-	6,300,000
<b>Fixed</b>			
gTLD Team	2,082,000	780,000	1,302,000
ICANN Staff Allocation	2,892,000	1,085,000	1,807,000
Office Space	83,000	30,000	53,000
Supplies	12,000	5,000	7,000
<b>Total Operating Expenses</b>	<b>\$ 42,382,000</b>	<b>\$ 14,120,000</b>	<b>\$ 28,262,000</b>
<b>Operating Income/ (Loss)</b>	<b>\$ 41,858,000</b>	<b>\$ 13,445,000</b>	<b>\$ 28,413,000</b>

<b>Reserves</b>			
Risks Costs (@ \$60,000/appl.)	(30,000,000)	(9,817,000)	(20,183,000)
Historical Dev Costs (@ \$25,000/appl.)	(12,500,000)	(4,090,000)	(8,410,000)
<b>Total Reserves</b>	<b>\$ (42,500,000)</b>	<b>(13,907,000)</b>	<b>(28,593,000)</b>
<b>Change in Net Assets</b>	<b>\$ (642,000)</b>	<b>\$ (462,000)</b>	<b>\$ (180,000)</b>