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Ethics & Conformance Trust Marked

2017 Annual General Meeting

Held at Victor's Residenz Hotel, Unterschleißheim, Munich
May 14th, 2018, 10.30am

Agenda

- Call to order

- Welcome, roll call (attendance sheet) and introductions

- Anti-trust Statement (Clause 19 of the ByLaws)

- Apologies Received: Julian Ranger, Mark Lizar, Nat Sakimura

- President's report

- Executive Director's report (incl finance, members, programs, infrastructure, policies)

- Motion to accept the President's and Executive Director's reports as presented

- Motion to accept the December 31 2017 financial statements as presented

- Leadership Council Chair's report: WGs, DGs, publications and downloads

- Motion to accept the Leadership Council Chair's report as presented

- Questions to Directors & LC Chair

- Close

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Kantara Anti-Trust Statement
ARTICLE 19 COMPLIANCE WITH ANTITRUST LAWS

- The Members will be combining unique experience and skills to foster identity community harmonization, interoperability, innovation and broad adoption through the development of open identity Technical Specifications, operational frameworks, education programs, deployment and usage best practices for privacy-respecting, secure access to online services. This purpose is believed by the Members to be more difficult to achieve through the independent efforts of each company. The Members are committed to fostering open competition. The Members understand that in certain lines of business they are direct competitors and that it is imperative that they and their representatives act in a manner which does not violate any applicable antitrust or competition laws pertaining to monopolistic or anti-competitive practices. Thus, all Members shall comply with all applicable antitrust and competition laws of all relevant jurisdictions. In addition, with the advice of counsel, the Board shall from time to time promulgate detailed Antitrust Compliance Guidelines for the consideration of the Members concerning their participation in the Corporation. These Guidelines are not intended to replace or displace each Member's own antitrust policies, but shall operate to guide the Members' participation in the Corporation. Members are not required to develop or market any offerings, and are not precluded from engaging in any business activities whatsoever, even if they are competitive with the activities conducted under these Bylaws.

Director's Report - Kantara Initiative

➢ US non-profit, founded 2009. Estonia non-profit, founded 2017 (licensee)

➢ Strong ethics & societal purpose. Low barriers to participation. Passionate about giving control of identity and personal data back to individual owners

➢ Mission: the global consortium improving trustworthy use of identity and personal data through innovation, standardization and good practice

➢ Business model: Membership, Trust Framework Operator, Specification development, Publishing platform

➢ Comprises global thought-leaders from Organizations & Individuals & Government agencies
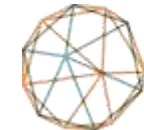
Our Leadership

Our Liaisons (examples)

Kantara's global membership

& x10 non- member participants

- Government of Canada
- Information Network Law Association

…and our sizable band of dedicated individuals

Director's Report - Kantara 2017 Financial Summary

Year End Performance

- Revenue $878K
  - $418K Membership Dues; $425K KIPI Subaward Project; $10K ID Pro; $25.5K Sponsorship
- Expenses of $911K
  - KIPI Grant expenses total $331K - $148K over budget; Ops expenses are $580K
- Net loss of ($33K)
- Current Cash Balance of $206K –
  - 2.7 months of total cash reserves
- Operating Cash Balance of $112K
  - 2.3 months of Operating cash reserves
    - Operating Cash Balance (Less KIPI funds) of $94K

Director's Report - FY17 vs. FY16 Balance Sheet

	Dec 31, 17	Dec 31, 16
ASSETS		
Checking/Savings	205,944.88	276,433.50
Accounts Receivable	135,935.00	105,775.00
Other Current Assets	0.00	0.00
Total Current Assets	341,879.88	382,208.50
TOTAL ASSETS	341,879.88	382,208.50
LIABILITIES & EQUITY		
Liabilities		
Accounts Payable	18,921.91	76,019.40
Total Accounts Payable	18,921.91	76,019.40
Other Current Liabilities		
Accrued Expenses	11,779.85	0.00
Deferred Sponsorship	11,000.00	0.00
Deferred Membership Fees	227,608.32	155,554.15
Total Other Current Liabilities	250,388.17	155,554.15
Total Current Liabilities	269,310.08	231,573.55
Total Liabilities	269,310.08	231,573.55
Equity	72,569.80	150,634.95
TOTAL LIABILITIES & EQUITY	341,879.88	382,208.50

# Director's Report - Kantara 2017 Actual vs. Budget

	Jan - Dec 17	Budget	$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Total Membership Dues	417,900.00	423,605.50	(5,705.50)	98.65%
Total Program Income	434,723.00	349,500.00	85,223.00	124.38%
Total Income	878,123.00	773,105.50	105,017.50	113.58%
Expense				
Total Grant Expenses	331,027.00	182,950.00	148,077.00	180.94%
Total Website Management Services	33,011.94	30,600.00	2,411.94	107.88%
Total Marketing & Promotion	47,643.73	67,400.00	(19,756.27)	70.69%
Total Membership Operations	20,400.00	25,800.00	(5,400.00)	79.07%
Total Management Support	346,249.16	360,505.76	(14,256.60)	96.05%
Total Contract Services	6,112.00	20,200.00	(14,088.00)	30.26%
Total Leadership Council	41,754.81	21,000.00	20,754.81	198.83%
Total ID Pro	24,500.00	42,000.00	(17,500.00)	58.33%
Total Meetings	46,091.35	16,500.00	29,591.35	279.34%
Total Operations	14,466.53	22,307.66	(7,841.13)	64.85%
Total Expense	911,256.52	789,263.42	121,993.10	115.46%
Net Income	(33,133.52)	(16,157.92)	(16,975.60)	

Note: Standard practice for 501C6 entities is Audit every 3 years. For Kantara early 2019 for the 3 years ending 2018
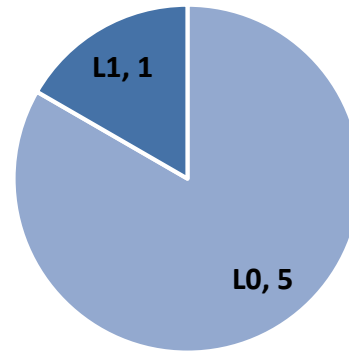
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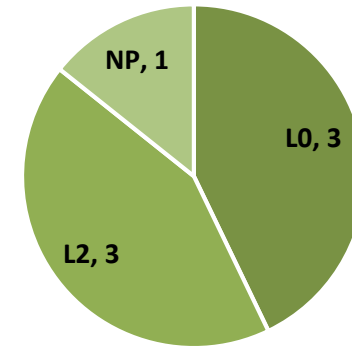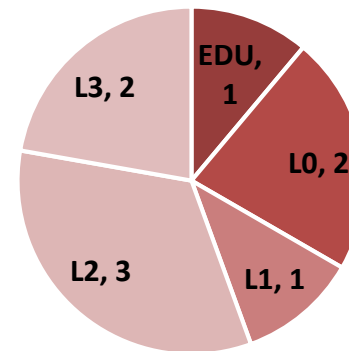# Director's Report - Total Members (Count) as of December 31, 2017

Count of Membership Type
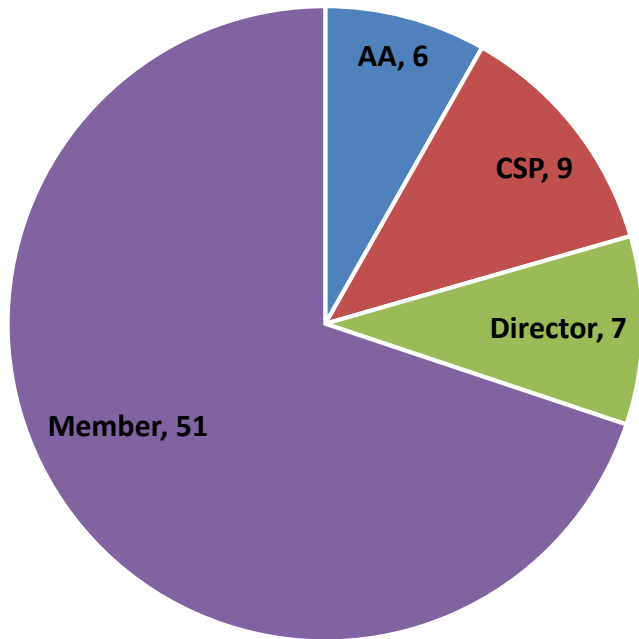
Count of Membership Level (AA)

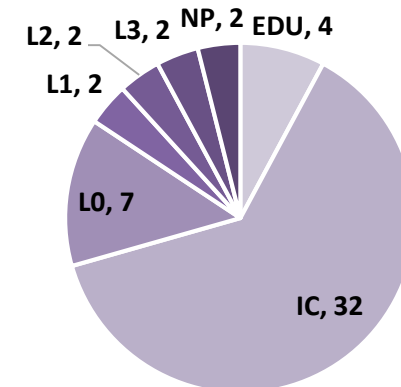Count of Membership Level (Director)

Count of Membership Level (CSP)

Count of Membership Level (Member)

AA, 6
CSP, 9
Director, 7
Member, 51

L1, 1
L0, 5

NP, 1
L0, 3
L2, 3

EDU, 1
L0, 2
L1, 1
L2, 3
L3, 2

L2, 2
L3, 2
NP, 2
EDU, 4
L1, 2
L0, 7
IC, 32

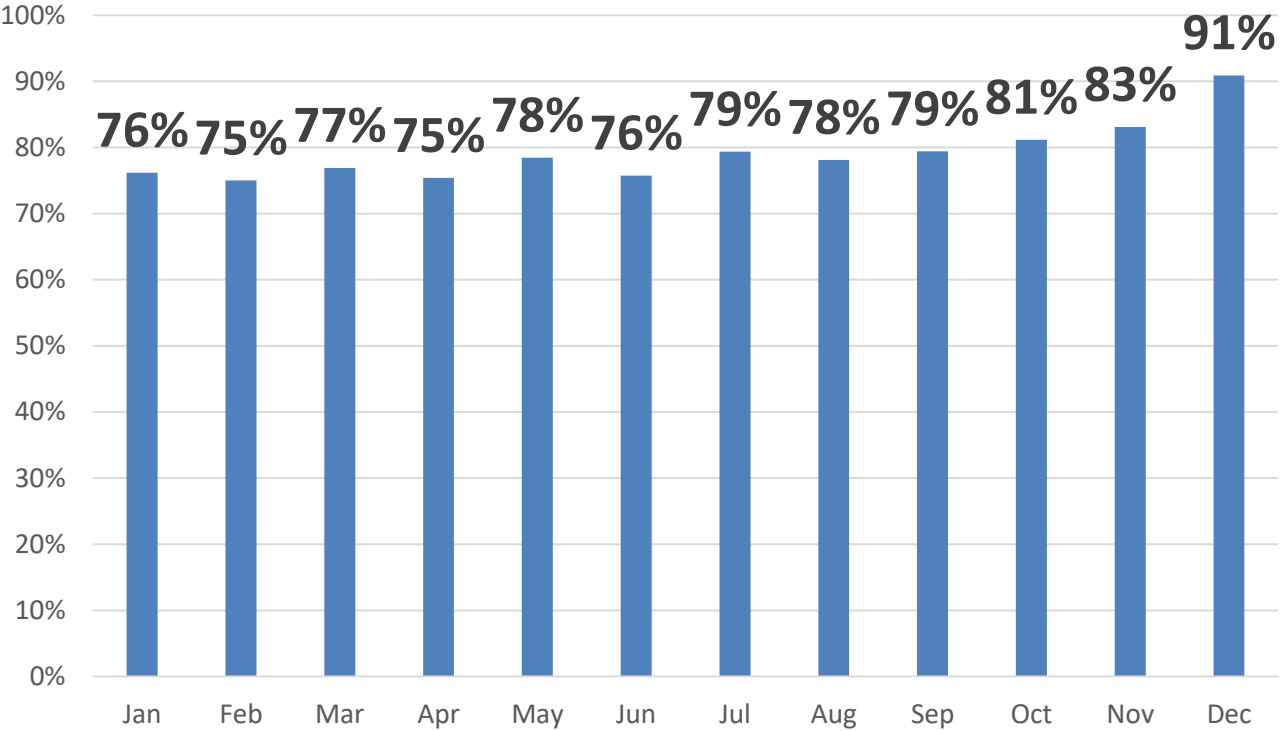**Total Members: 73**

Director's Report - Membership Retention as of December 31, 2017*

*This chart represents the rolling member retention rate over the past 12 months

Director's Report - New/Lost Members
Jan 1 – December 31, 2017

New Members	Dues Amount
Mary Hodder (comp 1 yr)	$0
Janelle Allen	$150
William Lowe	$150
Ubisecure	$2,500
Inflection Risk Solutions, LLC d/b/a Identity.com	$9,000
UHG/Optum	$21,500
Meeco	$2,500
Adunity	$2,500
WedaCon Informationstechnologien GmbH	$2,500
Total 2017 New Revenue:	**$40,800**

Lost Members	Dues Amount
Cogito Group	$2,500
Lars Johansson	$150
Unbound ID	$2,500
RedIRIS	$250
Cirrus Identity, Inc.	$2,500
Don Waugh	$150
Total 2017 Lost Revenue:	**$8,050**

Director's Report – 2017 Highs

- Revised Mission statement published
- Established Kantara Europe in Estonia in January 2017
- Incubating and releasing ID Pro
- Revised and improved ByLaws and IPR Policies published
- New Membership structure and fee schedule published
- Strong member retention aided by improved PR, website etc
- Identity Assurance Trust Framework Program extended to 800-63-3
- KIPI R&D Program stabilized with 3 projects and net revenue earning
- Great momentum in WGs and DGs in publishing multiple recommendations and reports, attracting high download volumes
- Super supportive core member/chair team, staff team & LC Chair

Director's Report - 2018 Outlook

- Success in Europe – H2020 or some other way
- More progress on regional chapters
- Online joining & renewal via CiviCRM √
- Growth in Assurance & Trust Framework Program – 800-63-3 & others – to offset the likely withdrawal of the Trust Framework Solutions arm of the GSA's FICAM program
- Merger and acquisition opportunities
- Finish the Operating Procedures refresh!
- Plenary ideas!

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2017 LEADERSHIP COUNCIL REPORT

The Groups On December 31, 2017

- Blockchain and Smart Contracts DG
- Identities of Things DG
- Consent and Information Sharing WG
- Consent Management Solutions WG
- eGovernment WG
- Federation Interoperability WG
- Identity Assurance WG
- Identity Relationship Management WG
- Open Trust Taxonomy for OAuth2 WG
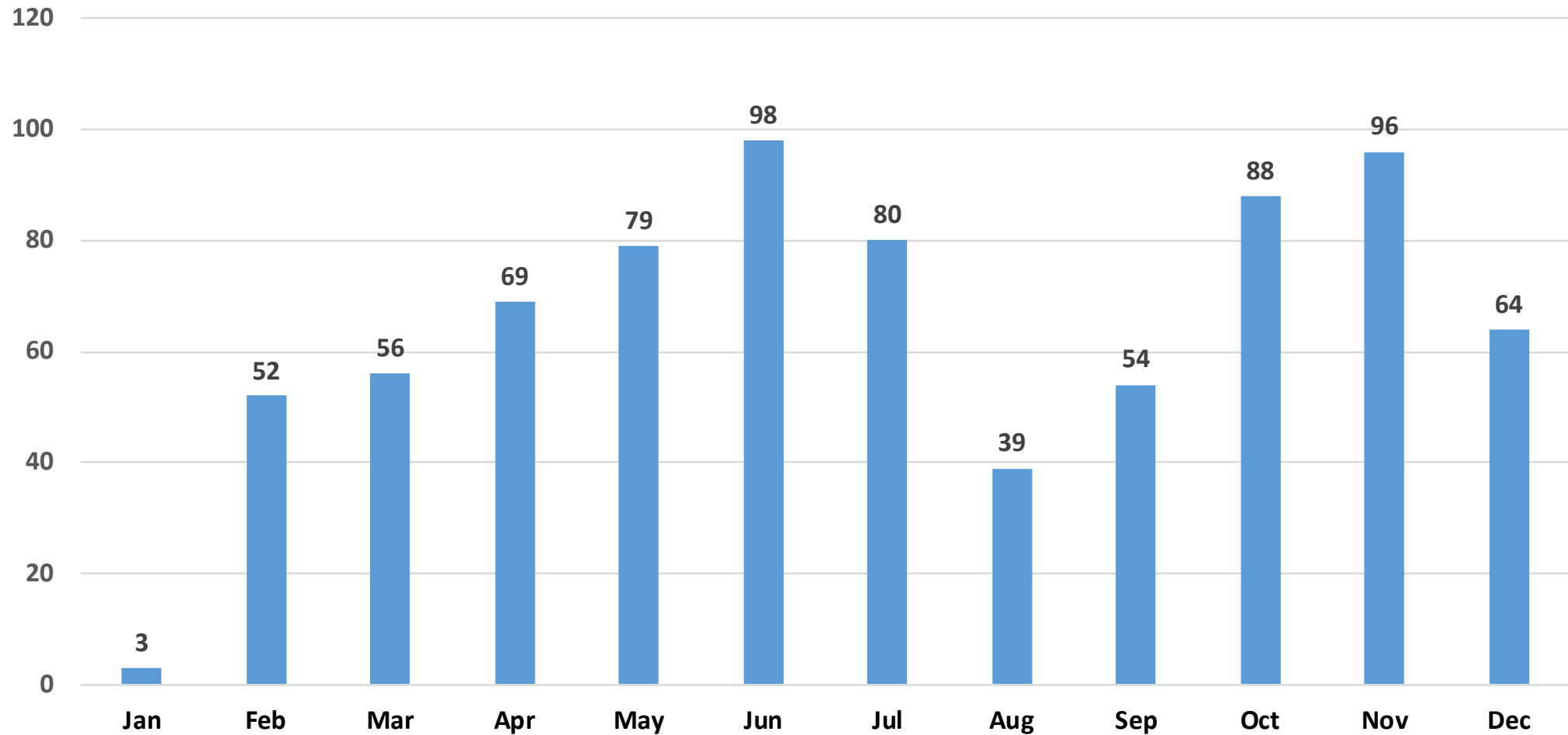- User Managed Access WG

Group Changes

- Total count at December 2017
  - 2 Discussion Groups
  - 8 Work Groups
- Changes
  - 1 new group: Consent Management Solutions WG
  - 2 groups concluded: Blockchain & Smart Contract DG; ID Pro DG
  - 2 groups declared dormant: Health ID Assurance WG; UMA Dev WG

Overview of 2017 Group Activities

- 2017 was a productive year for Kantara Groups
  - 2 new Reports published
  - 3 new Technical Specifications published
  - Work substantially complete on several additional documents for publication early 2018
- Tracked downloads as a rough proxy for interest in Kantara publications

Most Popular Downloads of 2017

File Downloaded	Downloads
Consent Receipt Recommendation V1.0 Report	115
Identity Assurance Framework: Overview	75
User-Managed Access (UMA) Profile of OAuth 2.0	65
Identity Assurance Framework: Assurance Levels	64
Report from the Blockchain and Smart Contracts Discussion Group to the Kantara Initiative	64
Identity Assurance Framework: Service Assessment Criteria	43
Identity Assurance Framework: Glossary	38
Refining the Design Principles of Identity Relationship Management	34
Identity Assurance Framework: Assurance Assessment Scheme	33
The Design Principles of Relationship Management V1.0 Report	29
Identity Assurance Framework: SAC mapping - ISO/IEC 29115:2013 / ITU-T X.1254 (09/2012) - Entity authentication assurance framework	23
Identity Assurance Framework: Rules governing Assurance Assessments	20
Identity Assurance Framework: Statement of Conformity	20

Outlook for 2018-2019

- 'Reload' work pipelines and roadmaps for all groups

- Focus on meaningful work products and visibility of Kantara Groups

- Introduce Balanced Scorecard method of defining objectives, initiatives and measures

- Build off 2017 Publications toward implementations and interoperability

- Launch new work projects and groups to address new demand for standards of practice and specifications for identity and personal data

Kantara INITIATIVE™

Ethics & Conformance Trust Marked

Nurture. Develop. Operate. – that's what we do

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