



Management Report (with Dashboard)

OWASP Foundation, Inc.

September 2025

Basis of Preparation

This report is prepared solely for the confidential use of OWASP Foundation, Inc.. In the preparation of this report, The Charity CFO, LLC has relied upon the unaudited financial and non-financial information provided to them. The Charity CFO, LLC neither owes nor accepts any duty to any other party and shall not be liable for any loss, damage or expense of whatsoever nature which is caused by their reliance on the report or the analysis contained herein.

Table of Contents

Executive Summary	1
Statement of Financial Position	2
Statement of Activities	4
Budget Summary	7
Dashboard	9

Executive Summary

Statement of Financial Position

This statement is often referred to as the *Balance Sheet*, and it is designed to represent an organization's total assets available to meet its obligations (liabilities) as of a specific point in time. The difference between total assets and total liabilities is referred to as *Net Assets*, or *Equity*.

- During the month of September 2025, cash decreased by (\$2,436), leaving an ending cash balance of \$1,900,197.
- As of September 2025, the Organization has 5.07 months of cash on hand.
- Accounts receivable is \$296,636 as of September 2025. The balance primarily consists of receivables due from Conference attendees and sponsors.
- Other current assets were a total of \$611,924 and are made up of funds due from PayPal, Stripe, 3 Chase CD's, and Eventbrite.
- Other assets were a total of \$4,534 as of September 2025. The balance is made up of payments Due from Employees.
- Accounts payable is \$168,828 as of September 2025 and is primarily made up of monies owed for conference venues, reimbursements and vendors subsequently paid in the following month.
- Credit Card balance is \$2,774 as of September 2025.

Statement of Activities

This statement is often referred to as the *Income Statement* or *Profit and Loss*, and it is designed to represent an organization's accrual-basis revenue and expenses over the course of a specified period. The difference between total revenue and total expenses is referred to as *Net Income*, or *Earnings*.

- Total operating revenue for the month of September 2025 is \$472,731, compared with \$186,109 in August 2025. The operating revenue variance is primarily due to the increase in sponsorship income.
- Year-to-date operating revenue is \$3,746,546, compared with the year-to-date budget of \$3,380,412 and annual budget of \$4,414,478. During the same period in the prior year, year-to-date operating revenue was \$3,678,737.
- The favorable variance in operating revenue is primarily due to receiving conference income earlier than expected.
- Total operating expenses for the month of September 2025 are \$298,729, compared with \$494,238 in August 2025. The operating expense variance is primarily due to the decrease in conference expenses.
- Year-to-date operating expenses are \$3,323,787, compared with the year-to-date budget of \$3,084,793 and annual budget of \$4,498,773. During the same period in the prior year, year-to-date operating expenses were \$2,284,172.
- After accounting for non-operating activity, the Organization recognized a net loss of \$163,982 for the month of September 2025 and a year-to-date net income of \$434,994.

Statement of Financial Position

STATEMENT OF FINANCIAL POSITION (\$)	Sep 2025	Aug 2025
ASSETS		
Cash & Equivalents		
Bill.com Money Out Clearing	1,800	1,800
Chase Checking-5767	905,796	915,713
Chase Savings-1751	768,228	768,215
Citizens Checking 4011	7,294	7,497
Chase Checking-9635	2,986	2,986
Undeposited Funds	7,500	290
Citizens Money Market -2008	206,593	206,132
Total Cash & Equivalents	1,900,197	1,902,632
Accounts Receivable		
Accounts Receivable	257,090	315,229
Accounts Receivable (A/R) - EUR	33,333	17,011
Accounts Receivable (A/R) - SGD	1,212	432
Accounts Receivable (A/R) - GBP	5,000	0
Total Accounts Receivable	296,636	332,671
Other Current Assets		
Due from Eventbrite	59,010	43,568
Stripe Clearing	14,299	14,299
PayPal - USD	8,386	6,277
2 month CD Acct #1170	174,351	174,351
PayPal - EUR	8,395	2,131
3 month CD Acct #3862	173,741	173,741
3 month CD Acct #3863	173,741	173,741
Total Other Current Assets	611,924	588,108
Total Current Assets	2,808,756	2,823,411
Investments or Other Non-Current Assets		
Prepaid Expense	234,672	177,885
Due from Employee	4,534	5,551
Total Investments or Other Non-Current Assets	239,206	183,436
Total Non-Current Assets	239,206	183,436
Total Assets	3,047,963	3,006,848
LIABILITIES		
Accounts Payable		
Accounts Payable	157,589	197,968
Accounts Payable (A/P) - EUR	11,002	66,928
Accounts Payable (A/P) - SGD	0	7,010
Accounts Payable (A/P) - INR	237	953
Total Accounts Payable	168,828	272,858
Other Current Liabilities		
Credit Card	2,774	21,610
Total Current Liabilities	171,602	294,469
Total Non-Current Liabilities	0	0
Total Liabilities	171,602	294,469
NET ASSETS		

	Sep 2025	Aug 2025
Retained Net Assets		
Retained Earnings	2,441,367	2,441,367
Current Net Assets		
Net Income	434,994	271,012
Total Net Assets	2,876,361	2,712,379
Total Liabilities & Net Assets	3,047,963	3,006,848

Statement of Activities

STATEMENT OF ACTIVITIES (\$)	Sep 2025	Aug 2025	2025 (YTD)	YTD last year
Income				
Conference Income				
Registrations	98,059	33,287	934,614	906,772
Sponsorships	153,140	60,436	1,890,478	2,037,874
Training	72,118	24,925	165,551	59,163
Total Conference Income	323,317	118,648	2,990,643	3,003,809
Donations				
General Donations	7,491	3,349	35,154	18,531
Corporate Supporters	0	13,737	212,217	362,543
Local Chapter	0	0	1,657	0
Project Income	117	0	117	1,438
Projects Donations	72,500	26,000	226,139	48,769
Total Donations	80,107	43,086	475,285	431,281
Membership Income				
Individual	21,651	14,356	188,127	236,104
Miscellaneous Income	0	1,449	36,265	44
Uncategorized Income	22,644	8,570	31,215	0
ZZ DO NOT USE				
Services	25,012	0	25,012	0
Grants	0	0	0	7,500
Total Income	472,731	186,109	3,746,546	3,678,737
Expenses				
Community Outreach				
Outreach	214	0	814	20,423
Shipping & Postage	1,080	0	6,030	1,705
Swag	0	0	22,734	15,128
Community Outreach Travel	0	0	1,898	17,337
Total Community Outreach	1,295	0	31,477	54,594
Conference Expenses				
Audio & Video	67	0	214,839	120,059
Copying & Printing	0	0	1,044	878
Fees - Registration	4,529	4,966	14,115	33,969
Food & Beverages	104,415	274,131	667,994	372,623
Graphic Design	2,739	1,832	10,888	2,876
Lead Scanners, Lanyards, & Badges	553	1,421	15,705	28,372
Marketing	0	1,112	8,269	5,519
Miscellaneous	0	0	16,565	5,450
Office Supplies & Equipment	654	0	2,808	2,672
Photography	0	0	2,842	1,641
Postage & Shipping	0	0	225	485
Signage	522	0	10,482	4,725
Software	0	0	0	25
Speakers Gifts	816	724	5,983	1,786
Swag	667	909	10,360	16,778
Tax Compliance	0	0	9,072	703
Training	5,156	2,372	144,674	145,480
Conference Travel	38,033	520	116,790	103,086
Venue	0	36,417	296,162	131,219
Speakers	0	0	1,425	5,313
Conference Expenses	15,525	286	125,969	24,297
Total Conference Expenses	173,676	324,690	1,676,213	1,007,956
General & Admin - Operations				
Awards and Member Benefits	0	0	1,325	300
Bank & Credit Card Fees	4,739	2,119	23,876	9,751
Employee Recognition	0	0	568	1,092
Contractor Expenses	0	0	2,299	0

	Sep 2025	Aug 2025	2025 (YTD)	YTD last year
Contractor Expenses	0	0	424	0
Marketing, Communications, and Advertisi...	0	0	908	11,950
Merchant Fees	5,726	2,774	23,254	15,621
Miscellaneous Expenses	0	354	148	686
Office Supplies & Equipment	50	0	540	2,784
OWASP Insurance	0	0	34,042	13,135
Phone Expenses	87	88	1,059	0
Professional Development	0	0	628	0
Relocation Expenses	(20)	6,766	12,818	0
Shipping & Postage	7	13	1,484	963
Software, Internet, Dues, & Subscriptions	10,954	29,765	140,487	91,167
Tax Compliance - US	0	0	1,013	1,104
Tax Compliance - EU	180	69	7,816	15,580
Travel	0	0	32,706	36,801
Total General & Admin - Operations	21,722	41,947	285,396	200,933
Local Chapter Expenses				
Food & Beverages	0	0	0	467
Meeting Expenses	2,812	15,983	70,363	39,770
Meetup	0	0	12,885	28,600
Local Chapter Travel	0	0	0	68
Your Membership	0	0	0	1,052
Insurance	592	750	6,252	4,157
Total Local Chapter Expenses	3,404	16,733	89,499	74,114
Personnel & Payroll				
Benefits	5,133	5,169	70,351	93,410
Gross Wages	61,838	62,662	716,906	462,585
Payroll Processing Fee	981	983	8,008	8,349
Payroll Taxes	6,671	7,195	78,315	40,871
PEO Admin & HR fees	872	865	11,130	20,833
Tech Allowance	126	124	1,107	0
Workers Comp	6,676	6,892	34,572	3,016
Total Personnel & Payroll	82,296	83,888	920,390	629,064
Professional Fees				
Accounting - EU	0	146	16,351	202
Accounting - US	6,650	12,650	84,990	77,425
Legal	5,958	2,697	28,734	29,521
Total Professional Fees	12,608	15,493	130,075	107,148
Project Expenses				
Office Supplies & Equipment	0	0	0	215
Other Expenses	0	1,144	7,012	5,844
Services (UI/UX, Graphics, Translations & M...	1,134	2,490	48,447	59,720
Swag	0	0	11,410	528
Summits	0	0	1,637	96,750
Technology	0	2,333	16,183	48,965
Grants Writing	0	0	0	8,000
Travel	0	2,769	21,316	12,337
Project Expenses	0	2,232	81,002	(22,475)
Total Project Expenses	1,134	10,969	187,006	209,885
Uncategorized Expenses	1,822	518	2,670	0
Printing	0	0	0	478
Other Chapter Expenses	0	0	(42)	0
Shipping Cost	771	0	1,102	0
Total Expenses	298,729	494,238	3,323,787	2,284,172
Operating Surplus/Deficit	174,002	(308,129)	422,758	1,394,565
Other Expenses				
One time write offs - Bad Debt Expense	10,319	302	10,621	0
Earnings Before Interest & Tax	163,683	(308,431)	412,137	1,394,565

	Sep 2025	Aug 2025	2025 (YTD)	YTD last year
Interest Income				
Interest Income	474	7,279	26,553	205
Earnings Before Tax	164,157	(301,152)	438,690	1,394,770
Adjustments				
Exchange Rate Gain/Loss	175	(34)	3,696	477
Change in Net Assets	163,982	(301,118)	434,994	1,394,293
Retained Income	163,982	(301,118)	434,994	1,394,293

Budget Summary

STATEMENT OF ACTIVITIES	2025 (YTD)	Budget (YTD)	This year vs budget (\$ YTD)	This year vs budget (% YTD)	Budget (full FY)
Income					
Conference Income					
Registrations	\$934,614	\$699,750	\$234,864	33.56%	\$913,750
Sponsorships	\$1,890,478	\$1,394,595	\$495,883	35.56%	\$1,771,745
Training	\$165,551	\$418,700	(\$253,149)	-60.46%	\$543,800
Total Conference Income	\$2,990,643	\$2,513,045	\$477,598	19.00%	\$3,229,295
Donations					
General Donations	\$35,154	\$19,458	\$15,696	80.67%	\$26,737
Corporate Supporters	\$212,217	\$450,000	(\$237,783)	-52.84%	\$600,000
Local Chapter	\$1,657	\$0	\$1,657	-	\$0
Project Income	\$117	\$0	\$117	-	\$0
Projects Donations	\$226,139	\$150,000	\$76,139	50.76%	\$235,000
Total Donations	\$475,285	\$619,458	(\$144,173)	-23.27%	\$861,737
Membership Income					
Individual	\$188,127	\$247,909	(\$59,782)	-24.11%	\$323,447
Miscellaneous Income	\$36,265	\$0	\$36,265	-	\$0
Uncategorized Income	\$31,215	\$0	\$31,215	-	\$0
ZZ DO NOT USE					
Services	\$25,012	\$0	\$25,012	-	\$0
Total Income	\$3,746,546	\$3,380,412	\$366,134	10.83%	\$4,414,478
Expenses					
Community Outreach					
Outreach	\$814	\$67,500	(\$66,686)	-98.79%	\$90,000
Shipping & Postage	\$6,030	\$3,000	\$3,030	100.99%	\$4,000
Swag	\$22,734	\$22,500	\$234	1.04%	\$30,000
Community Outreach Travel	\$1,898	\$22,500	(\$20,602)	-91.56%	\$30,000
Total Community Outreach	\$31,477	\$115,500	(\$84,023)	-72.75%	\$154,000
Conference Expenses					
Audio & Video	\$214,839	\$310,095	(\$95,256)	-30.72%	\$421,895
Copying & Printing	\$1,044	\$750	\$294	39.23%	\$6,850
Fees - Registration	\$14,115	\$9,593	\$4,522	47.14%	\$9,751
Food & Beverages	\$667,994	\$616,000	\$51,994	8.44%	\$877,500
Graphic Design	\$10,888	\$3,200	\$7,688	240.24%	\$4,200
Lead Scanners, Lanyards, & Badges	\$15,705	\$20,302	(\$4,597)	-22.64%	\$46,702
Marketing	\$8,269	\$10,646	(\$2,377)	-22.32%	\$15,546
Miscellaneous	\$16,565	\$10,775	\$5,790	53.74%	\$18,125
Office Supplies & Equipment	\$2,808	\$1,950	\$858	44.01%	\$4,600
Photography	\$2,842	\$3,000	(\$158)	-5.27%	\$5,800
Postage & Shipping	\$225	\$500	(\$275)	-54.96%	\$1,500
Signage	\$10,482	\$0	\$10,482	-	\$0
Software	\$0	\$350	(\$350)	-100.00%	\$350
Speakers Gifts	\$5,983	\$3,250	\$2,733	84.11%	\$3,750
Swag	\$10,360	\$42,876	(\$32,516)	-75.84%	\$61,776
Tax Compliance	\$9,072	\$1,000	\$8,072	807.19%	\$2,000
Training	\$144,674	\$131,500	\$13,174	10.02%	\$238,100
Conference Travel	\$116,790	\$94,980	\$21,810	22.96%	\$154,880
Venue	\$296,162	\$260,418	\$35,744	13.73%	\$373,918
Speakers	\$1,425	\$4,421	(\$2,996)	-67.76%	\$12,171
Conference Expenses	\$125,969	\$43,877	\$82,092	187.10%	\$54,677
Total Conference Expenses	\$1,676,213	\$1,569,483	\$106,730	6.80%	\$2,314,091
General & Admin - Operations					
Awards and Member Benefits	\$1,325	\$1,875	(\$550)	-29.35%	\$2,500
Bank & Credit Card Fees	\$23,876	\$10,239	\$13,637	133.19%	\$13,284
Employee Recognition	\$568	\$2,250	(\$1,682)	-74.75%	\$3,000
Contractor Expenses	\$2,299	\$0	\$2,299	-	\$0

	2025 (YTD)	Budget (YTD)	This year vs budget (\$ YTD)	This year vs budget (% YTD)	Budget (full FY)
Contractor Expenses	\$424	\$0	\$424	-	\$0
Marketing, Communications, and Advertising	\$908	\$7,500	(\$6,592)	-87.90%	\$10,000
Merchant Fees	\$23,254	\$16,402	\$6,852	41.78%	\$20,906
Miscellaneous Expenses	\$148	\$1,125	(\$977)	-86.82%	\$1,500
Office Supplies & Equipment	\$540	\$3,750	(\$3,210)	-85.59%	\$5,000
OWASP Insurance	\$34,042	\$13,792	\$20,250	146.82%	\$16,551
Phone Expenses	\$1,059	\$750	\$309	41.26%	\$1,000
Professional Development	\$628	\$4,500	(\$3,872)	-86.04%	\$6,000
Relocation Expenses	\$12,818	\$0	\$12,818	-	\$0
Shipping & Postage	\$1,484	\$900	\$584	64.90%	\$1,200
Software, Internet, Dues, & Subscriptions	\$140,487	\$206,409	(\$65,921)	-31.94%	\$275,212
Tax Compliance - US	\$1,013	\$0	\$1,013	-	\$0
Tax Compliance - EU	\$7,816	\$0	\$7,816	-	\$0
Travel	\$32,706	\$36,962	(\$4,256)	-11.52%	\$48,446
Total General & Admin - Operations	\$285,396	\$306,454	(\$21,058)	-6.87%	\$404,599
Local Chapter Expenses					
Meeting Expenses	\$70,363	\$38,550	\$31,813	82.52%	\$54,109
Meetup	\$12,885	\$30,030	(\$17,145)	-57.09%	\$40,232
Local Chapter Travel	\$0	\$750	(\$750)	-100.00%	\$1,000
Insurance	\$6,252	\$9,035	(\$2,783)	-30.81%	\$9,035
Total Local Chapter Expenses	\$89,499	\$78,365	\$11,134	14.21%	\$104,377
Personnel & Payroll					
Benefits	\$70,351	\$108,294	(\$37,943)	-35.04%	\$144,392
Gross Wages	\$716,906	\$625,416	\$91,490	14.63%	\$833,888
Payroll Processing Fee	\$8,008	\$13,302	(\$5,294)	-39.80%	\$17,736
Payroll Taxes	\$78,315	\$39,290	\$39,025	99.32%	\$52,387
PEO Admin & HR fees	\$11,130	\$21,874	(\$10,744)	-49.12%	\$78,407
Tech Allowance	\$1,107	\$0	\$1,107	-	\$0
Workers Comp	\$34,572	\$3,167	\$31,405	991.66%	\$4,329
Total Personnel & Payroll	\$920,390	\$811,344	\$109,047	13.44%	\$1,131,140
Professional Fees					
Accounting - EU	\$16,351	\$0	\$16,351	-	\$0
Accounting - US	\$84,990	\$85,000	(\$10)	-0.01%	\$106,000
Legal	\$28,734	\$30,997	(\$2,263)	-7.30%	\$39,367
Total Professional Fees	\$130,075	\$115,997	\$14,078	12.14%	\$145,367
Project Expenses					
Office Supplies & Equipment	\$0	\$900	(\$900)	-100.00%	\$1,200
Other Expenses	\$7,012	\$3,750	\$3,262	86.99%	\$5,000
Services (UI/UX, Graphics, Translations & M...	\$48,447	\$56,250	(\$7,803)	-13.87%	\$75,000
Swag	\$11,410	\$8,000	\$3,410	42.62%	\$14,000
Summits	\$1,637	\$0	\$1,637	-	\$125,000
Technology	\$16,183	\$0	\$16,183	-	\$0
Travel	\$21,316	\$11,250	\$10,066	89.47%	\$15,000
Project Expenses	\$81,002	\$7,500	\$73,502	980.03%	\$10,000
Total Project Expenses	\$187,006	\$87,650	\$99,356	113.36%	\$245,200
Uncategorized Expenses	\$2,670	\$0	\$2,670	-	\$0
Other Chapter Expenses	(\$42)	\$0	(\$42)	-	\$0
Shipping Cost	\$1,102	\$0	\$1,102	-	\$0
Total Expenses	\$3,323,787	\$3,084,793	\$238,995	7.75%	\$4,498,773
Operating Surplus/Deficit	\$422,758	\$295,619	\$127,139	43.01%	(\$84,295)
Other Expenses					
One time write offs - Bad Debt Expense	\$10,621	\$0	\$10,621	-	\$0
Earnings Before Interest & Tax	\$412,137	\$295,619	\$116,518	39.41%	(\$84,295)
Interest Income					
Interest Income	\$26,553	\$9,000	\$17,553	195.03%	\$12,000
Earnings Before Tax	\$438,690	\$304,619	\$134,071	44.01%	(\$72,295)
Adjustments					
Exchange Rate Gain/Loss	\$3,696	\$0	\$3,696	-	\$0
Change in Net Assets	\$434,994	\$304,619	\$130,375	42.80%	(\$72,295)
Retained Income	\$434,994	\$304,619	\$130,375	42.80%	(\$72,295)

Dashboard

INCOME (2025 YTD)

\$3,746,546

▲ 10.8% vs budget



EXPENSES (2025 YTD)

\$3,323,787

▲ 7.7% vs budget



NET INCOME/(LOSS) (2025 YTD)

\$434,994

▼ -68.8% from last year (YTD)



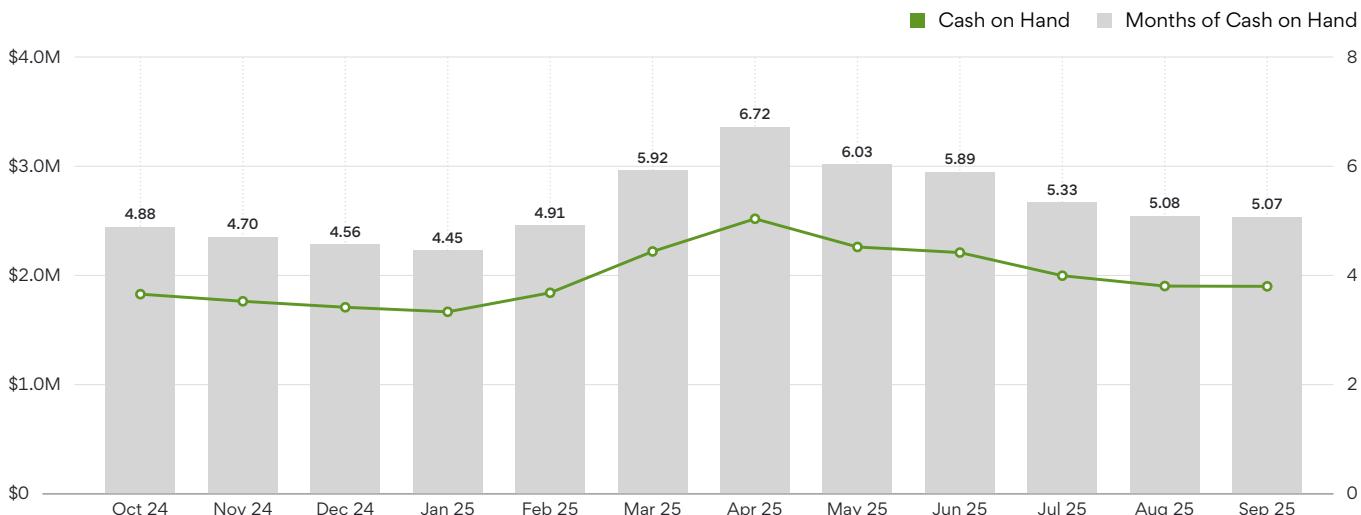
MONTHS OF CASH ON HAND

5.07

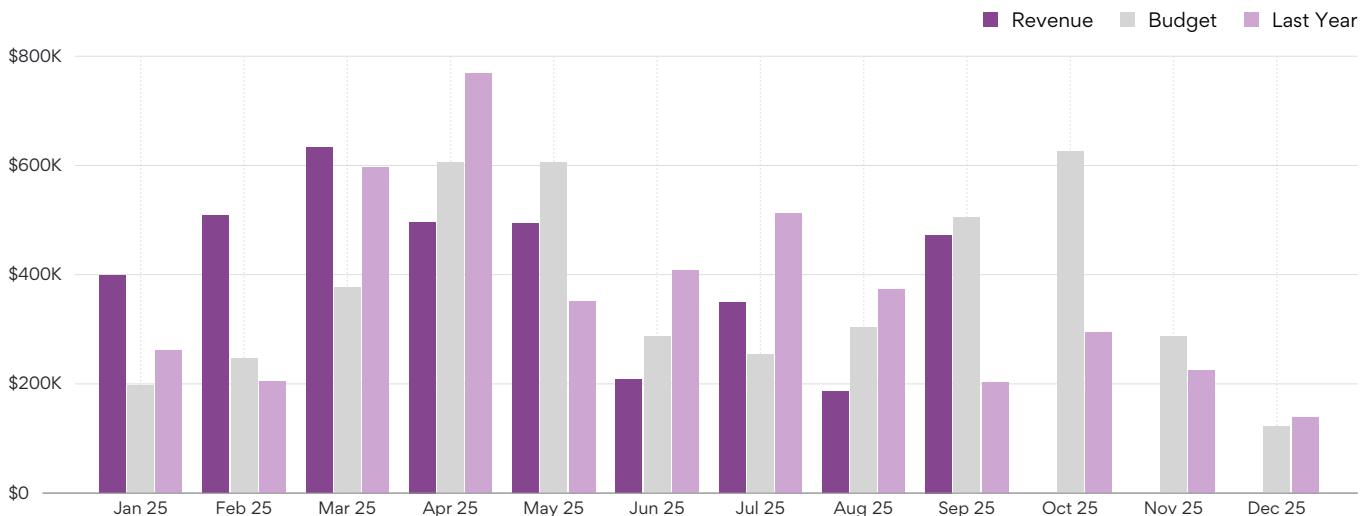


This represents the number of months you can operate without additional cash flow.

Cash on Hand



Revenue vs Budget



Expenses vs Budget

