



Management Report (with Dashboard)

OWASP Foundation, Inc.

September 2025

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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.

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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 \$272,376 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 \$201,487 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 \$131,747 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 \$470,118, compared with \$178,609 in August 2025. The operating revenue variance is primarily due to the increase in sponsorship income.
- Year-to-date operating revenue is \$3,607,917, 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 \$312,929, 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 \$3,354,985, 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 \$147,167 for the month of September 2025 and a year-to-date net income of \$265,165.

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	235,445	293,584
Accounts Receivable (A/R) - EUR	31,499	17,011
Accounts Receivable (A/R) - SGD	432	432
Accounts Receivable (A/R) - GBP	5,000	0
Total Accounts Receivable	272,376	311,026
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	2,784,496	2,801,766
Investments or Other Non-Current Assets		
Prepaid Expense	250,735	182,885
Due from Employee	4,534	5,551
Total Investments or Other Non-Current Assets	255,270	188,436
Total Non-Current Assets	255,270	188,436
Total Assets	3,039,766	2,990,203
LIABILITIES		
Accounts Payable		
Accounts Payable	176,839	203,660
Accounts Payable (A/P) - EUR	12,706	68,632
Accounts Payable (A/P) - SGD	400	7,010
Accounts Payable (A/P) - INR	478	953
Accounts Payable (A/P) - ILS	11,063	0
Total Accounts Payable	201,487	280,254
Other Current Liabilities		
Credit Card	2,774	21,610
EU Tax Liability	128,973	128,973
Total Other Current Liabilities	131,747	150,583
Total Current Liabilities	333,234	430,838
Total Non-Current Liabilities	0	0
Total Liabilities	333,234	430,838

	Sep 2025	Aug 2025
NET ASSETS		
Retained Net Assets		
Retained Earnings	2,441,367	2,441,367
Current Net Assets		
Net Income	265,165	117,998
Total Net Assets	2,706,532	2,559,365
Total Liabilities & Net Assets	3,039,766	2,990,203

Statement of Activities

STATEMENT OF ACTIVITIES (\$)	Sep 2025	Aug 2025	2025 (YTD)	YTD last year
Income				
Conference Income				
Registrations	98,059	33,287	614,096	906,772
Sponsorships	151,364	60,436	1,874,557	2,037,874
Training	71,337	24,925	369,843	59,163
Total Conference Income	320,760	118,648	2,858,496	3,003,809
Donations				
General Donations	7,491	3,349	35,154	18,531
Corporate Supporters	25,012	13,737	237,229	362,543
Local Chapter	0	0	1,657	0
Project Income	117	0	117	1,438
Projects Donations	72,500	18,500	218,639	48,769
Total Donations	105,119	35,586	492,796	431,281
Membership Income				
Individual	21,651	14,356	189,202	236,104
Miscellaneous Income	0	1,449	36,265	44
Uncategorized Income	22,588	8,570	31,158	0
Grants	0	0	0	7,500
Total Income	470,118	178,609	3,607,917	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	669,697	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	400	0	16,965	5,450
Office Supplies & Equipment	740	0	2,894	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	174,162	324,690	1,678,402	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
Contractor Expenses	0	0	424	0
Marketing, Communications, and Advertisi...	0	0	908	11,950

	Sep 2025	Aug 2025	2025 (YTD)	YTD last year
Merchant Fees	5,726	2,774	37,857	15,621
Miscellaneous Expenses	0	354	160	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	21,479	29,765	151,012	91,167
Tax Compliance - US	0	0	1,013	1,104
Tax Compliance - EU	328	69	7,964	15,580
Travel	0	0	32,748	36,801
Total General & Admin - Operations	32,395	41,947	310,726	200,933
Local Chapter Expenses				
Food & Beverages	0	0	0	467
Meeting Expenses	6,112	15,983	73,663	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	6,704	16,733	92,799	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	29,426	29,521
Total Professional Fees	12,608	15,493	130,767	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	1,014	2,333	17,197	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	2,148	10,969	188,020	209,885
Uncategorized Expenses	549	518	1,343	0
Printing	0	0	0	478
Other Chapter Expenses	0	0	(42)	0
Shipping Cost	771	0	1,102	0
Total Expenses	312,929	494,238	3,354,985	2,284,172
Operating Surplus/Deficit	157,189	(315,629)	252,932	1,394,565
Other Expenses				
One time write offs - Bad Debt Expense	10,319	302	10,621	0
Earnings Before Interest & Tax	146,870	(315,931)	242,310	1,394,565
Interest Income				
Interest Income	474	7,279	26,553	205
Earnings Before Tax	147,344	(308,652)	268,863	1,394,770

	Sep 2025	Aug 2025	2025 (YTD)	YTD last year
Adjustments				
Exchange Rate Gain/Loss	177	(34)	3,698	477
Change in Net Assets	147,167	(308,618)	265,165	1,394,293
Retained Income	147,167	(308,618)	265,165	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	\$614,096	\$699,750	(\$85,654)	-12.24%	\$913,750
Sponsorships	\$1,874,557	\$1,394,595	\$479,962	34.42%	\$1,771,745
Training	\$369,843	\$418,700	(\$48,857)	-11.67%	\$543,800
Total Conference Income	\$2,858,496	\$2,513,045	\$345,451	13.75%	\$3,229,295
Donations					
General Donations	\$35,154	\$19,458	\$15,696	80.67%	\$26,737
Corporate Supporters	\$237,229	\$450,000	(\$212,771)	-47.28%	\$600,000
Local Chapter	\$1,657	\$0	\$1,657	-	\$0
Project Income	\$117	\$0	\$117	-	\$0
Projects Donations	\$218,639	\$150,000	\$68,639	45.76%	\$235,000
Total Donations	\$492,796	\$619,458	(\$126,662)	-20.45%	\$861,737
Membership Income					
Individual	\$189,202	\$247,909	(\$58,707)	-23.68%	\$323,447
Miscellaneous Income	\$36,265	\$0	\$36,265	-	\$0
Uncategorized Income	\$31,158	\$0	\$31,158	-	\$0
Total Income	\$3,607,917	\$3,380,412	\$227,505	6.73%	\$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	\$669,697	\$616,000	\$53,697	8.72%	\$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	\$16,965	\$10,775	\$6,190	57.45%	\$18,125
Office Supplies & Equipment	\$2,894	\$1,950	\$944	48.39%	\$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	\$1,678,402	\$1,569,483	\$108,919	6.94%	\$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
Contractor Expenses	\$424	\$0	\$424	-	\$0
Marketing, Communications, and Advertisi...	\$908	\$7,500	(\$6,592)	-87.90%	\$10,000

	2025 (YTD)	Budget (YTD)	This year vs budget (\$ YTD)	This year vs budget (% YTD)	Budget (full FY)
Merchant Fees	\$37,857	\$16,402	\$21,455	130.80%	\$20,906
Miscellaneous Expenses	\$160	\$1,125	(\$965)	-85.75%	\$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	\$151,012	\$206,409	(\$55,396)	-26.84%	\$275,212
Tax Compliance - US	\$1,013	\$0	\$1,013	-	\$0
Tax Compliance - EU	\$7,964	\$0	\$7,964	-	\$0
Travel	\$32,748	\$36,962	(\$4,214)	-11.40%	\$48,446
Total General & Admin - Operations	\$310,726	\$306,454	\$4,272	1.39%	\$404,599
Local Chapter Expenses					
Meeting Expenses	\$73,663	\$38,550	\$35,113	91.08%	\$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	\$92,799	\$78,365	\$14,434	18.42%	\$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	\$29,426	\$30,997	(\$1,571)	-5.07%	\$39,367
Total Professional Fees	\$130,767	\$115,997	\$14,770	12.73%	\$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	\$17,197	\$0	\$17,197	-	\$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	\$188,020	\$87,650	\$100,370	114.51%	\$245,200
Uncategorized Expenses	\$1,343	\$0	\$1,343	-	\$0
Other Chapter Expenses	(\$42)	\$0	(\$42)	-	\$0
Shipping Cost	\$1,102	\$0	\$1,102	-	\$0
Total Expenses	\$3,354,985	\$3,084,793	\$270,193	8.76%	\$4,498,773
Operating Surplus/Deficit	\$252,932	\$295,619	(\$42,687)	-14.44%	(\$84,295)
Other Expenses					
One time write offs - Bad Debt Expense	\$10,621	\$0	\$10,621	-	\$0
Earnings Before Interest & Tax	\$242,310	\$295,619	(\$53,309)	-18.03%	(\$84,295)
Interest Income					
Interest Income	\$26,553	\$9,000	\$17,553	195.03%	\$12,000
Earnings Before Tax	\$268,863	\$304,619	(\$35,756)	-11.74%	(\$72,295)
Adjustments					
Exchange Rate Gain/Loss	\$3,698	\$0	\$3,698	-	\$0
Change in Net Assets	\$265,165	\$304,619	(\$39,454)	-12.95%	(\$72,295)
Retained Income	\$265,165	\$304,619	(\$39,454)	-12.95%	(\$72,295)

Dashboard

INCOME (2025 YTD)

\$3,607,917

▲ 6.7% vs budget



EXPENSES (2025 YTD)

\$3,354,985

▲ 8.8% vs budget



NET INCOME/(LOSS) (2025 YTD)

\$265,165

▼ -81% from last year (YTD)



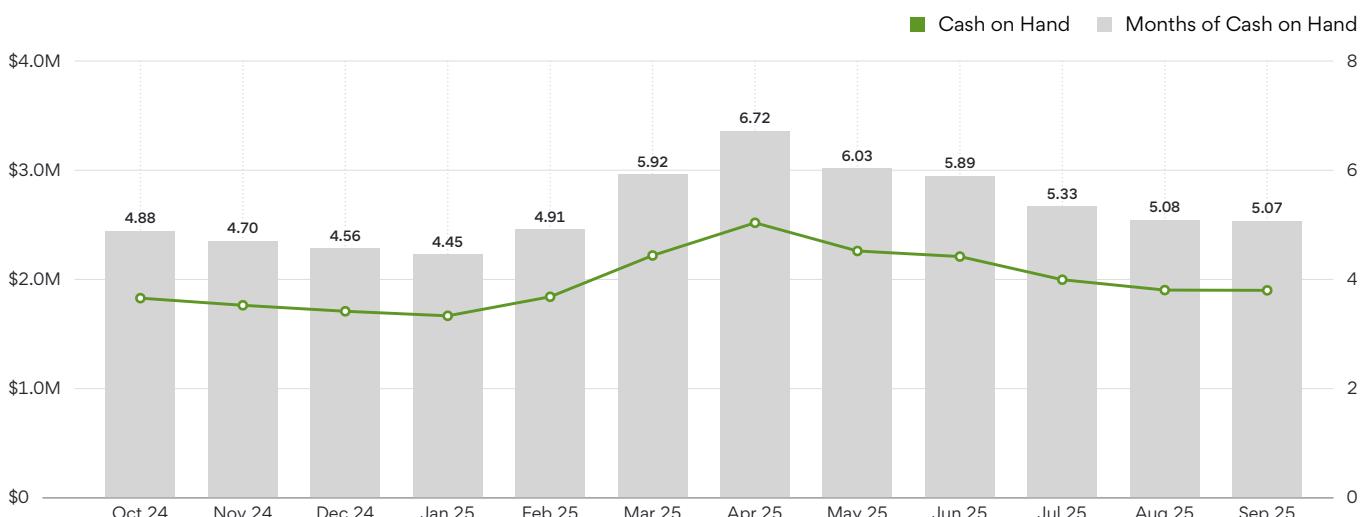
MONTHS OF CASH ON HAND

5.07

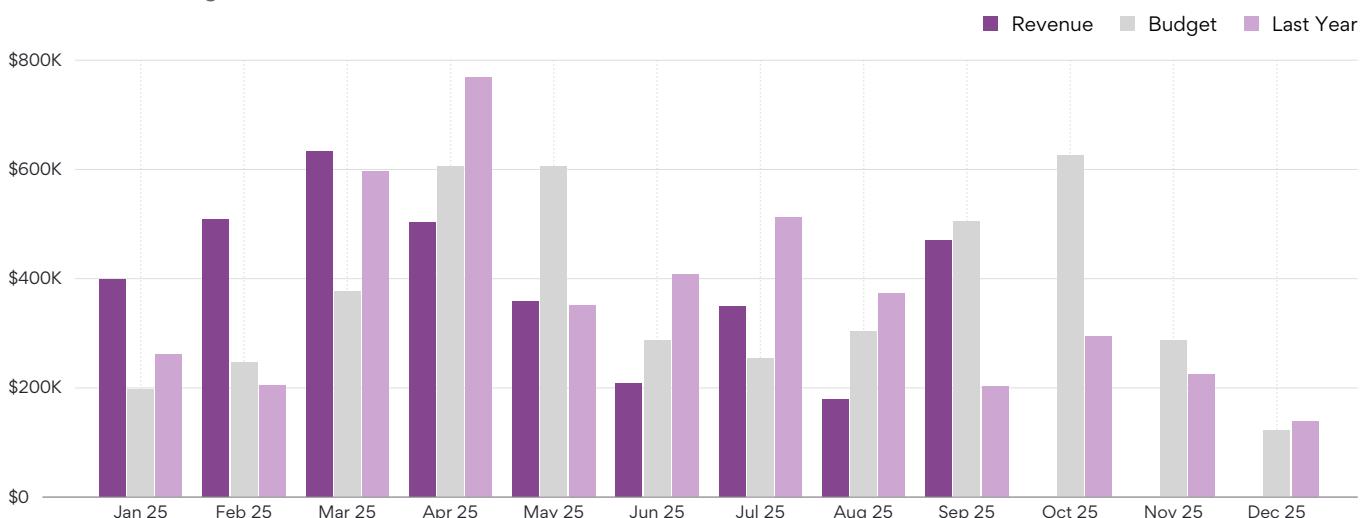


This represents the number of months you can operate without additional cash flow.

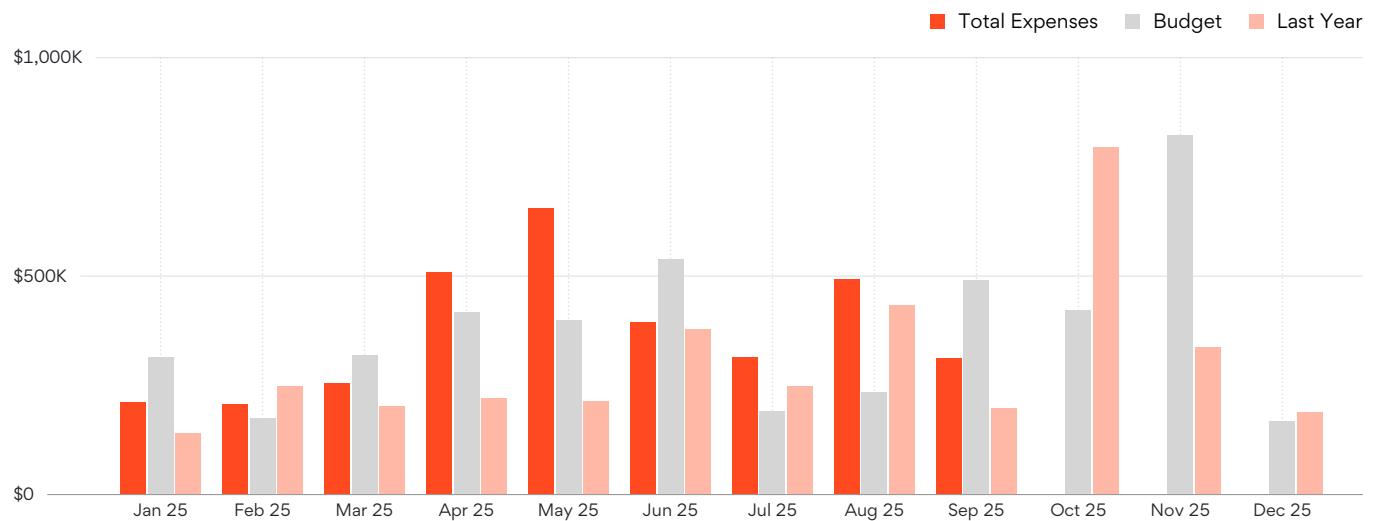
Cash on Hand



Revenue vs Budget



Expenses vs Budget



Statement of Functional Expenses (Pie Chart)

Expenses (2025 YTD)

