2021 March Board Report Events   **Prepared by:** Kelly Santalucia

- 2021 Call To Battles
  - All battles are filled for the year
  - Registration is open for April
  - August & December will be open just as soon as the hosts send me the details of their battles
  - February battle post-event blog has been posted
- 2021 Trainings
  - All virtual trainings are filled except for September, which I am working with Vandana on hosting training in the South Asia region
  - Registration is open for the four upcoming training events
  - January trainer invoice has been approved for payment (just submitted this week)
  - March trainers have all been sent their trainer splits to submit an invoice for payment
- 2021 Brain Breaks
  - Need to be filled
- 2021 Lightning Conferences
  - All conferences filled but one month (November). November will be filled very soon.
  - Registration open for May
  - Registration for July & September will be open shortly.
- 2021 20th Anniversary
  - Call for Project Review Team for both 20th Anniversary & Virtual Global AppSec USA is open - 92 submissions to date. Closes March 29
  - Call for papers is open - 6 submissions to date.
  - Sponsorships - are open. 5 sponsors to date totaling $35,000 (projected income $50,000)
- 2021 Virtual Global AppSec USA event
  - Call for Project Review Team is open (see above) Closes March 29
  - Finalizing sponsorship opportunities
  - CFP/CFT opens June 7
- Platform to host our 20th Anniversary & Virtual Global AppSec USA event
  - Received a quote from Ceavco for the 20th Anniversary
  - Waiting on a quote from Ceavco for the Virtual Global AppSec USA event
  - Waiting for quotes from Virtual for both 20th Anniversary & Virtual Global AppSec USA event
- 2021 LASCON
  - Contract signed (Oct. 26-29)
  - Meeting with the local event team on Friday to finalize their budget
- OWASP Italy Day
  - Approved for April 28
- 2021 LATAM Tour
  - In the very early stages - more info will be available hopefully for the next Board meeting.

- AppSec Australia
  - ????
- Secure Flag
  - Working with Andrea to host a CTF for us. More details to follow soon.
- Finalizing Corporate Sponsorship packages
- Finalizing Events in a Box :)
- Event Committee - working with Owen on forming a committee

Virtual has **NOT** confirmed the numbers below. These numbers are **solely** based on my records, and therefore may not be 100% accurate.
- January SoS Training Re-run $3,092 revenue ($6,848 < projected)
- February Brain Break (free event) $4,200 revenue ($3,600 < projected)
- February Call to Battle $2,375 revenue ($425 < projected)
- March Virtual Training $22,659.50 revenue ($12,719.50 > projected)
- March Lightning Conference (free event) $9,500 revenue ($300 < projected)

Event		Number of Participants	Projected Profit	Estimated Profit	Estimated Profit/Loss YTD
January SoS Re-run Training (both paid and free)	Ran 1 paid training & 1 free training out of the 6 training classes	12 paid 80+ free	$9940	$3092	$6848 < the projected profit number
February Brain Break (free event)	Comedian	estimated 30 out of 111 who registered	$7800	$4200	$3600 < the projected profit number
February Call to Battle (paid event)	Top Secure Coder	19	$2800	$2375	$425 < the projected profit number
March Training (paid event)	Ran 6 out of the 7 training classes	63	$9940	$22,659.50	$12,719.50 > projected profit number
March Lightning Conference (free event)	STÖK	estimated 300 out of 1022 who registered	$9800	$9500	$300 < the projected profit number
			$40,280 Projected Profit	$41,826.50 Est. Profit	$1546.50 (est.)