

Management Report (with Dashboard)

OWASP Foundation, Inc.
June 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.

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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 June 2025, cash decreased by (\$51,256), leaving an ending cash balance of \$2,209,296. The change in cash is primarily due to expenses exceeding revenues for the month.
- As of June 2025, the Organization has 5.89 months of cash on hand.
- Accounts receivable is \$467,128 as of June 2025. The balance primarily consists of receivables due from Conference attendees and sponsors.
- Other current assets were a total of \$561,867 and are made up of funds due from PayPal, Stripe, 3 Chase CD's, and Eventbrite.
- Other assets were a total of \$6,380 as of June 2025. The balance is made up of payments Due from Employees.
- Accounts payable is \$151,922 as of June 2025 and is primarily made up of monies owed for conference reimbursements and vendors subsequently paid in the following month.
- Credit Card balance is \$37,681 as of June 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 June 2025 is \$208,110, compared with \$481,418 in May 2025. The operating revenue variance is primarily due to the decrease in overall conference income.
- Year-to-date operating revenue is \$2,767,396, compared with the year-to-date budget of \$2,316,646 and annual budget of \$4,414,478. During the same period in the prior year, year-to-date operating revenue was \$2,590,097.
- Sponsorship revenue is exceeding year-to-date expectations by \$485,555, while training revenue is (\$245,597) below the year-to-date budget expectations.
- The favorable variance in operating revenue is primarily due to receiving conference income earlier than expected.
- Total operating expenses for the month of June 2025 are \$329,004, compared with \$619,361 in May 2025. The operating expense variance is primarily due to the decrease in conference expenses.
- Year-to-date operating expenses are \$2,115,166, compared with the year-to-date budget of \$2,166,967 and annual budget of \$4,414,478. During the same period in the prior year, year-to-date operating expenses were \$1,404,611.
- After accounting for non-operating activity, the Organization recognized a loss of (\$120,888) for the month of June 2025 and a year-to-date net income of \$667,776.

Statement of Financial Position

STATEMENT OF FINANCIAL POSITION (\$)	Jun 2025	May 2025
ASSETS		
Cash & Equivalents		
Bill.com Money Out Clearing	(245)	8
Chase Checking-5767	1,112,437	989,961
Chase Savings-1751	768,190	768,177
Citizens Checking 4011	86,396	86,578
Chase Checking-9635	2,986	2,986
Citizens Money Market -2008	205,183	204,725
GlueUp Clearing Account	34,348	208,117
Total Cash & Equivalents	2,209,296	2,260,552
Accounts Receivable		
Accounts Receivable	459,586	516,707
Accounts Receivable (A/R) - EUR	7,500	7,500
Accounts Receivable (A/R) - SGD	42	(
Total Accounts Receivable	467,128	524,208
Other Current Assets		
Due from Eventbrite	39,930	29,444
Stripe Clearing	2,720	20
PayPal - USD	4,177	4,177
2 month CD Acct #1170	172,082	172,082
3 month CD Acct #3862	171,479	171,479
3 month CD Acct #3863	171,479	171,479
Total Other Current Assets	561,867	548,681
Total Current Assets	3,238,291	3,333,440
Investments or Other Non-Current Assets		
Prepaid Expense	54,073	25,124
Due from Employee	6,380	6,380
Total Investments or Other Non-Current Assets	60,453	31,504
Total Non-Current Assets	60,453	31,504
Total Assets	3,298,745	3,364,944
LIABILITIES		
Accounts Payable		
Accounts Payable	58,875	95,842
Accounts Payable (A/P) - EUR	6,872	19,622
Accounts Payable (A/P) - GBP	1,574	193
Accounts Payable (A/P) - INR	0	706
Accounts Payable (A/P) - ILS	84,601	(
Total Accounts Payable	151,922	116,363
Other Current Liabilities		
Credit Card	37,681	18,551
Total Current Liabilities	189,602	134,914
Total Non-Current Liabilities	0	(
Total Liabilities	189,602	134,914
NET ASSETS		. ,:-

	Jun 2025	May 2025
Retained Net Assets		
Retained Earnings	2,441,367	2,441,367
Current Net Assets		
Net Income	667,776	788,663
Total Net Assets	3,109,142	3,230,030
Total Liabilities & Net Assets	3,298,745	3,364,944

Statement of Activities

STATEMENT OF ACTIVITIES (\$)	Jun 2025	May 2025	2025 (YTD)	YTD last yea
Income				
Conference Income				
Registrations	10,487	224,306	750,252	610,39
Sponsorships	151,405	143,444	1,430,940	1,439,25
Training	8,784	23,324	45,103	37,182
Total Conference Income	170,675	391,074	2,226,295	2,086,824
Donations				
General Donations	73	173	11,206	11,039
Corporate Supporters	2,000	34,000	178,480	313,42
Local Chapter	0	0	1,657	(
Project Income	0	0	0	1,43
Projects Donations	4,893	6,294	152,401	9,50
Total Donations	6,966	40,467	343,744	335,40
Membership Income				
Individual	14,970	14,580	112,731	167,829
Miscellaneous Income	694	7,501	34,872	4:
Uncategorized Income	14,804	27,797	49,755	(
Total Income	208,110	481,418	2,767,396	2,590,09
Expenses				
Community Outreach				
Outreach	0	0	0	5,544
Shipping & Postage	858	2,213	4,911	856
Swag	0	8,284	18,386	13,418
Community Outreach Travel	0	1,811	1,898	16,90
Total Community Outreach	858	12,307	25,195	36,718
Conference Expenses				
Audio & Video	1,534	192,963	206,117	60,463
Copying & Printing	354	690	1,044	400
Fees - Registration	0	0	2,118	27,20
Food & Beverages	0	7,856	276,574	167,53
Graphic Design	0	1,031	4,636	2,80
Lead Scanners, Lanyards, & Badges	0	1,185	13,732	7,19
Marketing	0	1,505	6,275	3,45
Miscellaneous	1,275	(42)	16,240	4,354
Office Supplies & Equipment	0	298	1,919	2,333
Photography	1,427	0	2,842	(
Postage & Shipping	0	149	186	(
Signage	0	9,082	9,960	(
Software	0	0	0	2!
Speakers Gifts	0	0	1,387	1,009
Swag	0	2,288	8,785	11,359
Tax Compliance	0	5,405	9,072	70:
Training	102,790	0	107,521	11,18
Conference Travel	2,482	17,723	74,960	73,83
Venue	0	161,476	258,329	125,36
Speakers	0	0	0	5,31
Conference Expenses	84,601	673	106,558	24,29
Total Conference Expenses	194,462	402,283	1,108,255	528,82
General & Admin - Operations	25 ., .02	,	_,,	020,02
Awards and Member Benefits	0	0	1,325	11
General & Admin - Operations	1,272	0	1,272	11
Bank & Credit Card Fees	3,206	2,762	14,042	5,68
Employee Recognition	3,206	0	568	95
Contractor Expenses	444	462	1,945	95
·		186	1,945	
Contractor Expenses Marketing, Communications, and Advertisi	113	0	24	6,13

	Jun 2025	May 2025	2025 (YTD)	YTD last year
Merchant Fees	312	84	12,967	10,543
Miscellaneous Expenses	0	416	705	970
Office Supplies & Equipment	208	0	469	2,784
OWASP Insurance	0	27,014	34,042	13,135
Phone Expenses	0	0	566	0
Professional Development	0	0	628	0
Relocation Expenses	0	0	5,841	0
Shipping & Postage	106	0	1,465	503
Software, Internet, Dues, & Subscriptions	13,095	6,416	50,465	49,088
Tax Compliance - US	0	0	1,013	446
Tax Compliance - EU	2,217	176	4,337	9,835
Travel	0	177	32,706	36,115
Total General & Admin - Operations	20,973	37,693	164,804	136,311
Local Chapter Expenses				
Food & Beverages	0	0	0	467
Meeting Expenses	4,002	14,324	42,269	22,803
Meetup	0	0	12,885	18,340
Local Chapter Travel	0	0	0	68
Your Membership	0		0	1,052
Insurance	3,562	585	4,910	2,140
Total Local Chapter Expenses	7,564	14,909	60,063	44,870
Personnel & Payroll Benefits	2 772	10.700	E2 E06	64.266
	3,772 62,692	10,708 70,877	52,596 412,463	64,266 306,616
Gross Wages Payroll Processing Fee	3,150	70,877	5,062	5,226
Payroll Taxes	6,910	7,975	48,135	28,754
PEO Admin & HR fees	872	950	9,137	15,323
Tech Allowance	124	124	731	0
Workers Comp	6,676	2,220	14,113	1,979
Total Personnel & Payroll	84,197	93,271	542,237	422,165
Professional Fees	,	·	·	<u> </u>
Accounting - EU	0	15,763	15,763	202
Accounting - US	6,650	5,750	38,270	49,980
Legal	3,752	2,147	18,783	13,059
Total Professional Fees	10,402	23,660	72,816	63,241
Project Expenses				
Office Supplies & Equipment	0	0	0	63
Other expenses	490	322	4,629	5,619
Services (UI/UX, Graphics, Translations & M	1,890	4,705	30,554	56,672
Swag	0	0	0	528
Summits	0	0	1,637	95,613
Technology	24	0	12,680	18,749
Grants Writing	0	0	0	8,000
Travel	649	5,019	12,888	10,332
Project Expenses	2,446	0	49,115	(23,572)
Total Project Expenses	5,499	10,047	111,503	172,003
Uncategorized Expenses	5,049	25,140	30,243	0
Printing	0	0	0	478
Other Chapter Expenses	0	50	50	0
Total Expenses	329,004	619,361	2,115,166	1,404,611
Operating Surplus/Deficit	(120,894)	(137,942)	652,230	1,185,486
Other Expenses				
One time write offs - Bad Debt Expense	0	0	0	0
Reconciliation Discrepancies-1	0 (100 004)	0 (127.040)	0	0
Earnings Before Interest & Tax	(120,894)	(137,942)	652,230	1,185,486
Interest Income	474		10.010	4.5-
Interest Income	471	484	18,313	135
Earnings Before Tax	(120,424)	(137,458)	670,543	1,185,621

	Jun 2025	May 2025	2025 (YTD)	YTD last year
Adjustments				
Exchange Rate Gain/Loss	464	2,226	2,767	(202)
Change in Net Assets	(120,888)	(139,684)	667,776	1,185,822
Retained Income	(120,888)	(139,684)	667,776	1,185,822

Budget Summary

TATEMENT OF ACTIVITIES			s year vs budget (\$ YTD)	This year vs budget (% YTD)	Budget (full FY)
ncome					
Conference Income					
Registrations	\$750,252	\$502,750	\$247,502	49.23%	\$913,7
Sponsorships	\$1,430,940	\$945,385	\$485,555	51.36%	\$1,771,7
Training	\$45,103	\$290,700	(\$245,597)	-84.48%	\$543,8
Total Conference Income	\$2,226,295	\$1,738,835	\$487,460	28.03%	\$3,229,2
Donations					
General Donations	\$11,206	\$11,591	(\$385)	-3.32%	\$26,7
Corporate Supporters	\$178,480	\$300,000	(\$121,520)	-40.51%	\$600,0
Local Chapter	\$1,657	\$0	\$1,657	-	
Projects Donations	\$152,401	\$90,000	\$62,401	69.33%	\$235,0
Total Donations	\$343,744	\$401,591	(\$57,847)	-14.40%	\$861,7
Membership Income					
Individual	\$112,731	\$176,221	(\$63,490)	-36.03%	\$323,4
Miscellaneous Income	\$34,872	\$0	\$34,872	-	
Uncategorized Income	\$49,755	\$0	\$49,755	-	
otal Income	\$2,767,396	\$2,316,646	\$450,750	19.46%	\$4,414,4
xpenses					
Community Outreach					
Outreach	\$0	\$45,000	(\$45,000)	-100.00%	\$90,0
Shipping & Postage	\$4,911	\$2,000	\$2,911	145.56%	\$4,0
Swag	\$18,386	\$15,000	\$3,386	22.57%	\$30,0
Community Outreach Travel	\$1,898	\$15,000	(\$13,102)	-87.34%	\$30,0
Total Community Outreach	\$25,195	\$77,000	(\$51,805)	-67.28%	\$154,0
Conference Expenses					
Audio & Video	\$206,117	\$251,295	(\$45,178)	-17.98%	\$421,8
Copying & Printing	\$1,044	\$750	\$294	39.23%	\$6,8
Fees - Registration	\$2,118	\$53	\$2,065	3,896.23%	\$9,7
Food & Beverages	\$276,574	\$397,000	(\$120,426)	-30.33%	\$877,5
Graphic Design	\$4,636	\$2,200	\$2,436	110.73%	\$4,2
Lead Scanners, Lanyards, & Badges	\$13,732	\$8,702	\$5,030	57.80%	\$46,7
Marketing	\$6,275	\$6,996	(\$721)	-10.31%	\$15,5
Miscellaneous	\$16,240	\$8,775	\$7,465	85.07%	\$18,1
Office Supplies & Equipment	\$1,919	\$200	\$1,719	859.51%	\$4,6
Photography	\$2,842	\$1,500	\$1,342	89.46%	\$5,8
Postage & Shipping	\$186	\$500	(\$314)	-62.74%	\$1,5
- · · · · ·	\$9,960	\$0	\$9,960	-02.7476	Ψ1,
Signage Software	\$9,900	\$0	\$9,900	-	\$3
	\$1,387		\$287	26.10%	\$3,7
Speakers Gifts		\$1,100		26.10%	
Swag	\$8,785	\$10,076	(\$1,291)	-12.82%	\$61,7
Tax Compliance	\$9,072	\$1,000	\$8,072	807.19%	\$2,0
Training	\$107,521	\$100,000	\$7,521	7.52%	\$238,1
Conference Travel	\$74,960	\$85,030	(\$10,070)	-11.84%	\$154,8
Venue	\$258,329	\$245,018	\$13,311	5.43%	\$373,9
Speakers	\$0	\$3,900	(\$3,900)	-100.00%	\$12,1
Conference Expenses	\$106,558	\$35,835	\$70,723	197.36%	\$54,6
Total Conference Expenses	\$1,108,255	\$1,159,930	(\$51,675)	-4.46%	\$2,314,0
General & Admin - Operations					
Awards and Member Benefits	\$1,325	\$1,250	\$75	5.97%	\$2,5
General & Admin - Operations	\$1,272	\$0	\$1,272	-	
Bank & Credit Card Fees	\$14,042	\$5,966	\$8,076	135.38%	\$13,2
Employee Recognition	\$568	\$1,500	(\$932)	-62.13%	\$3,0
Contractor Expenses	\$1,945	\$0	\$1,945	-	
Contractor Expenses	\$424	\$0	\$424	_	

	2025 (YTD)	Budget (YTD)	This year vs budget (\$ YTD)	This year vs budget (% YTD)	Budget (full FY)
Merchant Fees	\$12,967	\$11,070	\$1,897	17.13%	\$20,906
Miscellaneous Expenses	\$705	\$750	(\$45)	-5.99%	\$1,500
Office Supplies & Equipment	\$469	\$2,500	(\$2,031)	-81.24%	\$5,000
OWASP Insurance	\$34,042	\$13,792	\$20,250	146.82%	\$16,551
Phone Expenses	\$566	\$500	\$66	13.24%	\$1,000
Professional Development	\$628	\$3,000	(\$2,372)	-79.07%	\$6,000
Relocation Expenses	\$5,841	\$0	\$5,841	-	\$0
Shipping & Postage	\$1,465	\$600	\$865	144.10%	\$1,200
Software, Internet, Dues, & Subscriptions	\$50,465	\$137,606	(\$87,141)	-63.33%	\$275,212
Tax Compliance - US	\$1,013	\$0	\$1,013	-	\$0
Tax Compliance - EU	\$4,337	\$0	\$4,337	-	\$0
Travel	\$32,706	\$26,953	\$5,753	21.34%	\$48,446
Total General & Admin - Operations	\$164,804	\$210,487	(\$45,683)	-21.70%	\$404,599
Local Chapter Expenses		4220, 107	(\$ 15,555)		+ .0 .,000
Meeting Expenses	\$42,269	\$24,326	\$17,943	73.76%	\$54,109
Meetup	\$12,885	\$19,257	(\$6,372)	-33.09%	\$40,232
•	\$12,883	\$500	(\$500)	-100.00%	\$1,000
Local Chapter Travel Insurance	\$4,910			-21.88%	
	\$60.063	\$6,285	(\$1,375)		\$9,035
Total Local Chapter Expenses	\$60,063	\$50,368	\$9,695	19.25%	\$104,377
Personnel & Payroll	A 50.500	470.100	(410.000)	07.4.50/	44.44.000
Benefits	\$52,596	\$72,196	(\$19,600)	-27.15%	\$144,392
Gross Wages	\$412,463	\$416,944	(\$4,481)	-1.07%	\$833,888
Payroll Processing Fee	\$5,062	\$8,868	(\$3,806)	-42.91%	\$17,736
Payroll Taxes	\$48,135	\$26,194	\$21,941	83.77%	\$52,387
PEO Admin & HR fees	\$9,137	\$16,090	(\$6,953)	-43.21%	\$78,407
Tech Allowance	\$731	\$0	\$731	-	\$0
Workers Comp	\$14,113	\$2,078	\$12,034	579.02%	\$4,329
Total Personnel & Payroll	\$542,237	\$542,370	(\$132)	-0.02%	\$1,131,140
Professional Fees					
Accounting - EU	\$15,763	\$0	\$15,763	-	\$0
Accounting - US	\$38,270	\$55,000	(\$16,730)	-30.42%	\$106,000
Legal	\$18,783	\$13,712	\$5,071	36.98%	\$39,367
Total Professional Fees	\$72,816	\$68,712	\$4,104	5.97%	\$145,367
Project Expenses					
Office Supplies & Equipment	\$0	\$600	(\$600)	-100.00%	\$1,200
Other expenses	\$4,629	\$2,500	\$2,129	85.15%	\$5,000
Services (UI/UX, Graphics, Translations & M	\$30,554	\$37,500	(\$6,946)	-18.52%	\$75,000
Swag	\$0	\$5,000	(\$5,000)	-100.00%	\$14,000
Summits	\$1,637	\$0	\$1,637	-	\$125,000
Technology	\$12,680	\$0	\$12,680	-	\$0
Travel	\$12,888	\$7,500	\$5,388	71.84%	\$15,000
Project Expenses	\$49,115	\$5,000	\$44,115	882.30%	\$10,000
Total Project Expenses	\$111,503	\$58,100	\$53,403	91.92%	\$245,200
Uncategorized Expenses	\$30,243	\$0	\$30,243		\$0
Other Chapter Expenses	\$50	\$0	\$50	_	\$0
Total Expenses	\$2,115,166	\$2,166,967	(\$51,801)	-2.39%	\$4,498,773
Operating Surplus/Deficit	\$652,230	\$149,680	\$502,550	335.75%	(\$84,295)
Other Expenses	ψ032,230	\$149,000	Ψ302,330	333.7376	(\$04,233)
<u>'</u>	\$0	\$0	\$0		\$0
One time write offs - Bad Debt Expense				-	
Reconciliation Discrepancies-1	\$0 \$653.330	\$0	\$0	225.75%	\$0 (\$94.30E)
Earnings Before Interest & Tax	\$652,230	\$149,680	\$502,550	335.75%	(\$84,295)
Interest Income	440010	A	A	00= 0101	***
Interest Income	\$18,313	\$6,000	\$12,313	205.21%	\$12,000
Earnings Before Tax	\$670,543	\$155,680	\$514,863	330.72%	(\$72,295)
Adjustments					
Exchange Rate Gain/Loss	\$2,767	\$0	\$2,767	-	\$0
Change in Net Assets	\$667,776	\$155,680	\$512,096	328.94%	(\$72,295)
Retained Income	\$667,776	\$155,680	\$512,096	328.94%	(\$72,295)

Dashboard

INCOME (2025 YTD)

EXPENSES (2025 YTD)

NET INCOME/(LOSS) (2025 YTD)

\$2,767,396

\$2,115,166

\$667,776

▲ 19.5% vs budget

▼ -2.4% vs budget

▼ -43.7% from last year (YTD)

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manhym

MONTHS OF CASH ON HAND

CURRENT RATIO

5.89

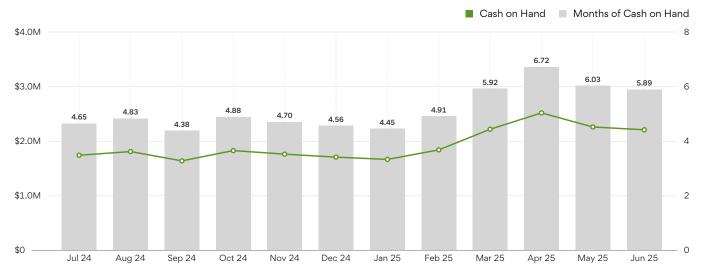
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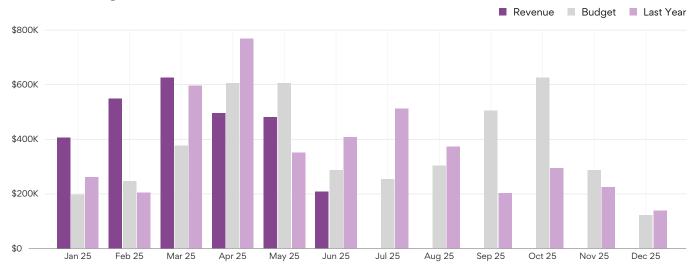
This represents the number of days you can operate without additional cash flow.

This represents the ratio of current assets to current liabilities.

Cash on Hand



Revenue vs Budget



Expenses vs Budget

