



Management Report (with Dashboard)

OWASP Foundation, Inc.

July 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 July 2025, cash decreased by (\$213,779), leaving an ending cash balance of \$1,995,609. The change in cash is primarily due to payments made on payables.
- As of July 2025, the Organization has 5.32 months of cash on hand.
- Accounts receivable is \$554,373 as of July 2025. The balance primarily consists of receivables due from Conference attendees and sponsors.
- Other current assets were a total of \$564,240 and are made up of funds due from PayPal, Stripe, 3 Chase CD's, and Eventbrite.
- Other assets were a total of \$6,428 as of July 2025. The balance is made up of payments Due from Employees.
- Accounts payable is \$32,431 as of July 2025 and is primarily made up of monies owed for conference reimbursements and vendors subsequently paid in the following month.
- Credit Card balance is \$6,204 as of July 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 July 2025 is \$372,479, compared with \$208,038 in June 2025. The operating revenue variance is primarily due to the increase in overall conference income.
- Year-to-date operating revenue is \$3,160,756, compared with the year-to-date budget of \$2,571,540 and annual budget of \$4,414,478. During the same period in the prior year, year-to-date operating revenue was \$3,103,066.
- Sponsorship revenue is exceeding year-to-date expectations by \$628,028, while training revenue is (\$265,445) 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 July 2025 are \$285,454, compared with \$371,742 in June 2025. The operating expense variance is primarily due to the decrease in conference expenses.
- Year-to-date operating expenses are \$2,472,641, compared with the year-to-date budget of \$2,358,115 and annual budget of \$4,414,478. During the same period in the prior year, year-to-date operating expenses were \$1,652,530.
- After accounting for non-operating activity, the Organization recognized income of \$86,724 for the month of July 2025 and a year-to-date net income of \$703,359.

Statement of Financial Position

STATEMENT OF FINANCIAL POSITION (\$)	Jul 2025	Jun 2025
ASSETS		
Cash & Equivalents		
Bill.com Money Out Clearing	(153)	(153)
Chase Checking-5767	1,011,228	1,112,437
Chase Savings-1751	768,203	768,190
Citizens Checking 4011	7,688	86,396
Chase Checking-9635	2,986	2,986
Citizens Money Market -2008	205,657	205,183
GlueUp Clearing Account	0	34,348
Total Cash & Equivalents	1,995,609	2,209,388
Accounts Receivable		
Accounts Receivable	542,677	459,586
Accounts Receivable (A/R) - EUR	11,655	7,500
Accounts Receivable (A/R) - SGD	42	42
Total Accounts Receivable	554,373	467,128
Other Current Assets		
Due from Eventbrite	41,860	39,930
Stripe Clearing	996	2,720
PayPal - USD	4,177	4,177
2 month CD Acct #1170	172,082	172,082
PayPal - EUR	2,168	0
3 month CD Acct #3862	171,479	171,479
3 month CD Acct #3863	171,479	171,479
Total Other Current Assets	564,240	561,867
Total Current Assets	3,114,222	3,238,383
Investments or Other Non-Current Assets		
Prepaid Expense	62,710	54,073
Due from Employee	6,428	6,380
Total Investments or Other Non-Current Assets	69,138	60,453
Total Non-Current Assets	69,138	60,453
Total Assets	3,183,361	3,298,837
LIABILITIES		
Accounts Payable		
Accounts Payable	28,579	79,067
Accounts Payable (A/P) - EUR	2,645	36,497
Accounts Payable (A/P) - GBP	0	1,574
Accounts Payable (A/P) - INR	475	1,416
Accounts Payable (A/P) - ILS	732	84,601
Total Accounts Payable	32,431	203,155
Other Current Liabilities		
Credit Card	6,204	37,681
Total Current Liabilities	38,635	240,835
Total Non-Current Liabilities	0	0
Total Liabilities	38,635	240,835
NET ASSETS		

	Jul 2025	Jun 2025
Retained Net Assets		
Retained Earnings	2,441,367	2,441,367
Current Net Assets		
Net Income	703,359	616,635
Total Net Assets	3,144,726	3,058,002
Total Liabilities & Net Assets	3,183,361	3,298,837

Statement of Activities

STATEMENT OF ACTIVITIES (\$)	Jul 2025	Jun 2025	2025 (YTD)	YTD last year
Income				
Conference Income				
Registrations	5,343	24,922	789,477	698,532
Sponsorships	238,904	142,577	1,656,403	1,794,937
Training	5,482	8,784	56,333	37,182
Total Conference Income	249,729	176,284	2,502,213	2,530,651
Donations				
General Donations	500	9,167	24,386	13,568
Corporate Supporters	20,000	2,000	198,480	333,400
Local Chapter	0	0	1,657	0
Project Income	0	0	0	1,438
Projects Donations	1,455	4,893	175,139	30,781
Total Donations	21,955	16,060	399,663	379,187
Membership Income				
Individual	50	15,073	123,335	185,684
Miscellaneous Income	16	622	34,816	44
Uncategorized Income	100,730	0	100,730	0
Grants	0	0	0	7,500
Total Income	372,479	208,038	3,160,756	3,103,066
Expenses				
Community Outreach				
Outreach	0	0	0	19,263
Shipping & Postage	0	858	4,950	1,108
Swag	520	0	22,734	13,418
Community Outreach Travel	0	0	1,898	16,900
Total Community Outreach	520	858	29,582	50,689
Conference Expenses				
Audio & Video	5,725	1,534	211,842	61,025
Copying & Printing	0	354	1,044	406
Fees - Registration	2,502	0	4,620	33,861
Food & Beverages	732	0	277,306	167,538
Graphic Design	680	1,000	6,316	2,801
Lead Scanners, Lanyards, & Badges	0	0	13,732	18,862
Marketing	0	883	7,158	3,458
Miscellaneous	0	1,275	16,240	4,354
Office Supplies & Equipment	235	0	2,154	2,332
Photography	0	1,427	2,842	1,611
Postage & Shipping	39	0	225	0
Signage	0	0	9,960	0
Software	0	0	0	25
Speakers Gifts	3,056	0	4,443	1,379
Swag	0	0	8,785	11,359
Tax Compliance	0	0	9,072	703
Training	0	132,416	137,146	87,748
Conference Travel	1,456	2,576	78,237	89,443
Venue	0	0	259,745	131,219
Speakers	0	0	0	5,313
Conference Expenses	3,600	84,601	110,158	24,297
Total Conference Expenses	18,025	226,064	1,161,024	647,734
General & Admin - Operations				
Awards and Member Benefits	0	0	1,325	117
Bank & Credit Card Fees	2,976	3,206	17,018	6,991
Employee Recognition	0	0	568	1,019
Contractor Expenses	354	444	2,299	0
Contractor Expenses	0	113	424	0
Marketing, Communications, and Advertisi...	0	883	908	7,000

	Jul 2025	Jun 2025	2025 (YTD)	YTD last year
Merchant Fees	1,966	562	15,229	11,554
Miscellaneous Expenses	(4,310)	3,344	(244)	672
Office Supplies & Equipment	0	208	469	2,784
OWASP Insurance	0	0	34,042	13,135
Phone Expenses	87	143	884	0
Professional Development	0	0	628	0
Relocation Expenses	177	0	6,018	0
Shipping & Postage	0	106	1,465	602
Software, Internet, Dues, & Subscriptions	16,097	23,725	99,697	62,954
Tax Compliance - US	0	0	1,013	1,104
Tax Compliance - EU	1,731	3,489	7,567	10,409
Travel	0	0	32,706	36,115
Total General & Admin - Operations	19,078	36,223	222,016	154,455
Local Chapter Expenses				
Food & Beverages	0	0	0	467
Meeting Expenses	4,042	4,612	49,969	25,784
Meetup	0	0	12,885	21,940
Local Chapter Travel	0	0	0	68
Your Membership	0	0	0	1,052
Insurance	0	3,562	4,910	2,140
Total Local Chapter Expenses	4,042	8,175	67,764	51,451
Personnel & Payroll				
Benefits	7,454	3,772	60,049	74,073
Gross Wages	179,943	62,692	592,406	360,175
Payroll Processing Fee	983	3,150	6,045	7,123
Payroll Taxes	16,315	6,910	64,450	32,931
PEO Admin & HR fees	257	872	9,393	17,085
Tech Allowance	126	124	858	0
Workers Comp	6,892	6,676	21,004	2,335
Total Personnel & Payroll	211,968	84,197	754,206	493,722
Professional Fees				
Accounting - EU	141	102	16,205	202
Accounting - US	6,650	6,820	45,090	55,730
Legal	1,296	3,752	20,079	20,499
Total Professional Fees	8,087	10,675	81,374	76,431
Project Expenses				
Office Supplies & Equipment	0	0	0	63
Other expenses	728	490	5,357	5,619
Services (UI/UX, Graphics, Translations & M...	0	1,890	30,554	56,672
Swag	11,052	0	11,410	528
Summits	0	0	1,637	96,697
Technology	46	24	12,727	23,232
Grants Writing	0	0	0	8,000
Travel	1,005	649	13,892	10,332
Project Expenses	5,375	2,446	75,395	(23,572)
Total Project Expenses	18,205	5,499	150,972	177,570
Uncategorized Expenses	5,528	144	5,745	0
Printing	0	0	0	478
Other Chapter Expenses	0	(92)	(42)	0
Total Expenses	285,454	371,742	2,472,641	1,652,530
Operating Surplus/Deficit	87,026	(163,704)	688,115	1,450,535
Other Expenses				
One time write offs - Bad Debt Expense	0	0	0	0
Reconciliation Discrepancies-1	0	0	0	1
Earnings Before Interest & Tax	87,026	(163,704)	688,115	1,450,535
Interest Income				
Interest Income	487	471	18,800	162
Earnings Before Tax	87,513	(163,233)	706,915	1,450,696

	Jul 2025	Jun 2025	2025 (YTD)	YTD last year
Adjustments				
Exchange Rate Gain/Loss	788	464	3,555	180
Change in Net Assets	86,724	(163,697)	703,359	1,450,516
Retained Income	86,724	(163,697)	703,359	1,450,516

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	\$789,477	\$530,750	\$258,727	48.75%	\$913,750
Sponsorships	\$1,656,403	\$1,051,375	\$605,028	57.55%	\$1,771,745
Training	\$56,333	\$320,200	(\$263,867)	-82.41%	\$543,800
Total Conference Income	\$2,502,213	\$1,902,325	\$599,888	31.53%	\$3,229,295
Donations					
General Donations	\$24,386	\$14,247	\$10,140	71.17%	\$26,737
Corporate Supporters	\$198,480	\$350,000	(\$151,520)	-43.29%	\$600,000
Local Chapter	\$1,657	\$0	\$1,657	-	\$0
Projects Donations	\$175,139	\$110,000	\$65,139	59.22%	\$235,000
Total Donations	\$399,663	\$474,247	(\$74,584)	-15.73%	\$861,737
Membership Income					
Individual	\$123,335	\$194,968	(\$71,633)	-36.74%	\$323,447
Miscellaneous Income	\$34,816	\$0	\$34,816	-	\$0
Uncategorized Income	\$100,730	\$0	\$100,730	-	\$0
Total Income	\$3,160,756	\$2,571,540	\$589,217	22.91%	\$4,414,478
Expenses					
Community Outreach					
Outreach	\$0	\$52,500	(\$52,500)	-100.00%	\$90,000
Shipping & Postage	\$4,950	\$2,333	\$2,616	112.12%	\$4,000
Swag	\$22,734	\$17,500	\$5,234	29.91%	\$30,000
Community Outreach Travel	\$1,898	\$17,500	(\$15,602)	-89.15%	\$30,000
Total Community Outreach	\$29,582	\$89,833	(\$60,251)	-67.07%	\$154,000
Conference Expenses					
Audio & Video	\$211,842	\$251,295	(\$39,453)	-15.70%	\$421,895
Copying & Printing	\$1,044	\$750	\$294	39.23%	\$6,850
Fees - Registration	\$4,620	\$53	\$4,567	8,617.25%	\$9,751
Food & Beverages	\$277,306	\$397,000	(\$119,694)	-30.15%	\$877,500
Graphic Design	\$6,316	\$2,200	\$4,116	187.11%	\$4,200
Lead Scanners, Lanyards, & Badges	\$13,732	\$8,702	\$5,030	57.80%	\$46,702
Marketing	\$7,158	\$7,596	(\$438)	-5.77%	\$15,546
Miscellaneous	\$16,240	\$8,775	\$7,465	85.07%	\$18,125
Office Supplies & Equipment	\$2,154	\$200	\$1,954	977.00%	\$4,600
Photography	\$2,842	\$1,500	\$1,342	89.46%	\$5,800
Postage & Shipping	\$225	\$500	(\$275)	-54.96%	\$1,500
Signage	\$9,960	\$0	\$9,960	-	\$0
Software	\$0	\$0	\$0	-	\$350
Speakers Gifts	\$4,443	\$1,100	\$3,343	303.91%	\$3,750
Swag	\$8,785	\$18,676	(\$9,891)	-52.96%	\$61,776
Tax Compliance	\$9,072	\$1,000	\$8,072	807.19%	\$2,000
Training	\$137,146	\$100,000	\$37,146	37.15%	\$238,100
Conference Travel	\$78,237	\$88,630	(\$10,393)	-11.73%	\$154,880
Venue	\$259,745	\$248,018	\$11,727	4.73%	\$373,918
Speakers	\$0	\$3,900	(\$3,900)	-100.00%	\$12,171
Conference Expenses	\$110,158	\$35,835	\$74,323	207.40%	\$54,677
Total Conference Expenses	\$1,161,024	\$1,175,730	(\$14,706)	-1.25%	\$2,314,091
General & Admin - Operations					
Awards and Member Benefits	\$1,325	\$1,458	(\$134)	-9.17%	\$2,500
Bank & Credit Card Fees	\$17,018	\$7,341	\$9,677	131.83%	\$13,284
Employee Recognition	\$568	\$1,750	(\$1,182)	-67.54%	\$3,000
Contractor Expenses	\$2,299	\$0	\$2,299	-	\$0
Contractor Expenses	\$424	\$0	\$424	-	\$0
Marketing, Communications, and Advertisi...	\$908	\$5,833	(\$4,926)	-84.44%	\$10,000
Merchant Fees	\$15,229	\$12,131	\$3,098	25.53%	\$20,906

	2025 (YTD)	Budget (YTD)	This year vs budget (\$ YTD)	This year vs budget (% YTD)	Budget (full FY)
Miscellaneous Expenses	(\$244)	\$875	(\$1,119)	-127.89%	\$1,500
Office Supplies & Equipment	\$469	\$2,917	(\$2,448)	-83.92%	\$5,000
OWASP Insurance	\$34,042	\$13,792	\$20,250	146.82%	\$16,551
Phone Expenses	\$884	\$583	\$301	51.53%	\$1,000
Professional Development	\$628	\$3,500	(\$2,872)	-82.06%	\$6,000
Relocation Expenses	\$6,018	\$0	\$6,018	-	\$0
Shipping & Postage	\$1,465	\$700	\$765	109.23%	\$1,200
Software, Internet, Dues, & Subscriptions	\$99,697	\$160,540	(\$60,843)	-37.90%	\$275,212
Tax Compliance - US	\$1,013	\$0	\$1,013	-	\$0
Tax Compliance - EU	\$7,567	\$0	\$7,567	-	\$0
Travel	\$32,706	\$30,287	\$2,419	7.99%	\$48,446
Total General & Admin - Operations	\$222,016	\$241,707	(\$19,692)	-8.15%	\$404,599
Local Chapter Expenses					
Meeting Expenses	\$49,969	\$27,205	\$22,764	83.68%	\$54,109
Meetup	\$12,885	\$23,037	(\$10,152)	-44.07%	\$40,232
Local Chapter Travel	\$0	\$583	(\$583)	-100.00%	\$1,000
Insurance	\$4,910	\$7,585	(\$2,675)	-35.27%	\$9,035
Total Local Chapter Expenses	\$67,764	\$58,411	\$9,353	16.01%	\$104,377
Personnel & Payroll					
Benefits	\$60,049	\$84,229	(\$24,179)	-28.71%	\$144,392
Gross Wages	\$592,406	\$486,435	\$105,971	21.79%	\$833,888
Payroll Processing Fee	\$6,045	\$10,346	(\$4,301)	-41.57%	\$17,736
Payroll Taxes	\$64,450	\$30,559	\$33,891	110.90%	\$52,387
PEO Admin & HR fees	\$9,393	\$17,939	(\$8,545)	-47.64%	\$78,407
Tech Allowance	\$858	\$0	\$858	-	\$0
Workers Comp	\$21,004	\$2,452	\$18,552	756.65%	\$4,329
Total Personnel & Payroll	\$754,206	\$631,959	\$122,246	19.34%	\$1,131,140
Professional Fees					
Accounting - EU	\$16,205	\$0	\$16,205	-	\$0
Accounting - US	\$45,090	\$71,000	(\$25,910)	-36.49%	\$106,000
Legal	\$20,079	\$21,524	(\$1,445)	-6.71%	\$39,367
Total Professional Fees	\$81,374	\$92,524	(\$11,150)	-12.05%	\$145,367
Project Expenses					
Office Supplies & Equipment	\$0	\$700	(\$700)	-100.00%	\$1,200
Other expenses	\$5,357	\$2,917	\$2,440	83.65%	\$5,000
Services (UI/UX, Graphics, Translations & M...	\$30,554	\$43,750	(\$13,196)	-30.16%	\$75,000
Swag	\$11,410	\$6,000	\$5,410	90.16%	\$14,000
Summits	\$1,637	\$0	\$1,637	-	\$125,000
Technology	\$12,727	\$0	\$12,727	-	\$0
Travel	\$13,892	\$8,750	\$5,142	58.77%	\$15,000
Project Expenses	\$75,395	\$5,833	\$69,562	1,192.50%	\$10,000
Total Project Expenses	\$150,972	\$67,950	\$83,022	122.18%	\$245,200
Uncategorized Expenses	\$5,745	\$0	\$5,745	-	\$0
Other Chapter Expenses	(\$42)	\$0	(\$42)	-	\$0
Total Expenses	\$2,472,641	\$2,358,115	\$114,526	4.86%	\$4,498,773
Operating Surplus/Deficit	\$688,115	\$213,424	\$474,691	222.42%	(\$84,295)
Other Expenses					
One time write offs - Bad Debt Expense	\$0	\$0	\$0	-	\$0
Reconciliation Discrepancies-1	\$0	\$0	\$0	-	\$0
Earnings Before Interest & Tax	\$688,115	\$213,424	\$474,691	222.42%	(\$84,295)
Interest Income					
Interest Income	\$18,800	\$7,000	\$11,800	168.56%	\$12,000
Earnings Before Tax	\$706,915	\$220,424	\$486,490	220.71%	(\$72,295)
Adjustments					
Exchange Rate Gain/Loss	\$3,555	\$0	\$3,555	-	\$0
Change in Net Assets	\$703,359	\$220,424	\$482,935	219.09%	(\$72,295)
Retained Income	\$703,359	\$220,424	\$482,935	219.09%	(\$72,295)

Dashboard

INCOME (2025 YTD)

\$3,160,756

▲ 22.9% vs budget



EXPENSES (2025 YTD)

\$2,472,641

▲ 4.9% vs budget



NET INCOME/(LOSS) (2025 YTD)

\$703,359

▼ -51.5% from last year (YTD)



MONTHS OF CASH ON HAND

5.32



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

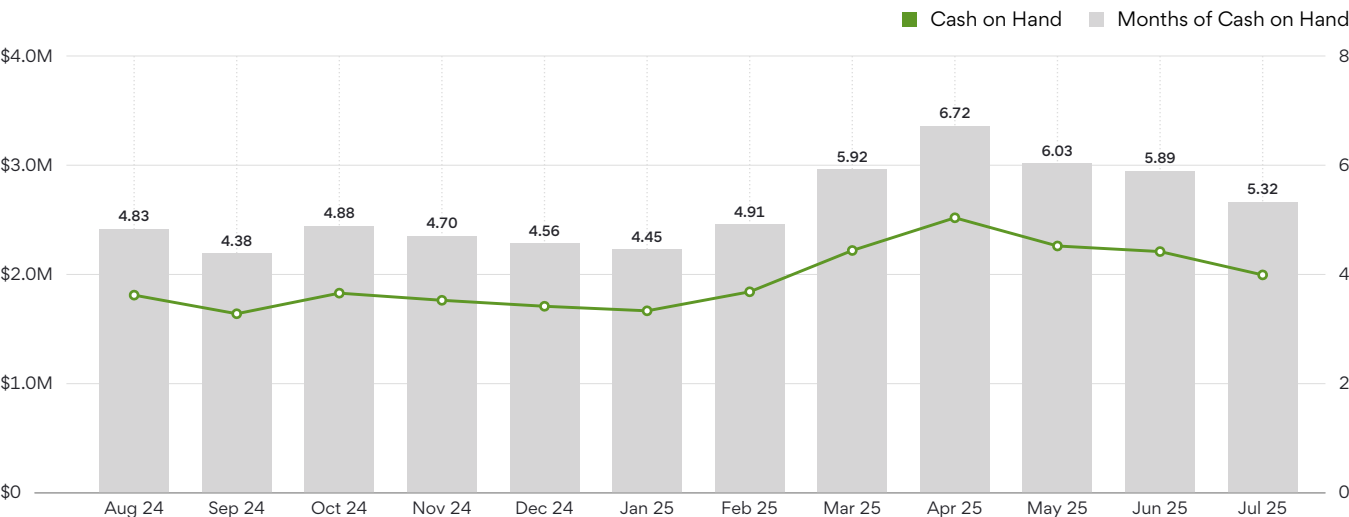
CURRENT RATIO

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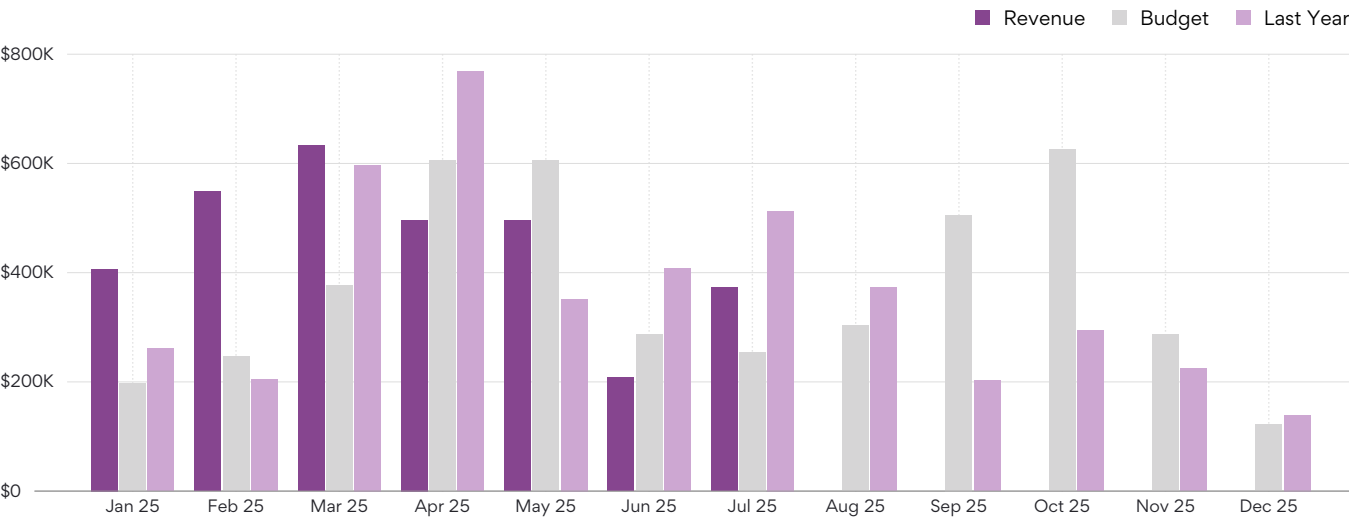


This represents the ratio of current assets to current liabilities.

Cash on Hand



Revenue vs Budget



Expenses vs Budget

