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## Management Report (with Dashboard)

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OWASP Foundation, Inc.

October 2025

# Basis of Preparation

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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

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## 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 October 2025, cash increased by \$58,354, leaving an ending cash balance of \$1,958,551.
- As of October 2025, the Organization has 5.22 months of cash on hand.
- Accounts receivable is \$268,528 as of October 2025. The balance primarily consists of receivables due from Conference attendees and sponsors.
- Other current assets were a total of \$611,002 and are made up of funds due from PayPal, Stripe, 3 Chase CD's, and Eventbrite.
- Other assets were a total of \$3,741 as of October 2025. The balance is made up of payments Due from Employees.
- Accounts payable is \$125,374 as of October 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 \$140,963 as of October 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 October 2025 is \$485,774, compared with \$462,801 in September 2025. The operating revenue variance is primarily due to the increase in registration income.
- Year-to-date operating revenue is \$4,085,818, compared with the year-to-date budget of \$4,005,834 and annual budget of \$4,414,478. During the same period in the prior year, year-to-date operating revenue was \$3,972,622.
- The favorable variance in operating revenue is primarily due to receiving conference income earlier than expected.
- Total operating expenses for the month of October 2025 are \$353,617, compared with \$313,960 in September 2025. The operating expense variance is primarily due to the increase in conference expenses.
- Year-to-date operating expenses are \$3,710,145, compared with the year-to-date budget of \$3,506,198 and annual budget of \$4,498,773. During the same period in the prior year, year-to-date operating expenses were \$3,078,886.
- After accounting for non-operating activity, the Organization recognized a net income of \$132,000 for the month of October 2025 and a year-to-date net income of \$380,263.

# Statement of Financial Position

STATEMENT OF FINANCIAL POSITION (\$)	Oct 2025	Sep 2025
<b>ASSETS</b>		
<b>Cash &amp; Equivalents</b>		
Bill.com Money Out Clearing	0	1,800
Chase Checking-5767	965,663	905,796
Chase Savings-1751	768,241	768,228
Citizens Checking 4011	7,091	7,294
Chase Checking-9635	2,986	2,986
Undeposited Funds	7,500	7,500
Citizens Money Market -2008	207,070	206,593
<b>Total Cash &amp; Equivalents</b>	<b>1,958,551</b>	<b>1,900,197</b>
<b>Accounts Receivable</b>		
Accounts Receivable	237,720	227,445
Accounts Receivable (A/R) - EUR	25,376	31,499
Accounts Receivable (A/R) - SGD	432	432
Accounts Receivable (A/R) - GBP	5,000	5,000
<b>Total Accounts Receivable</b>	<b>268,528</b>	<b>264,376</b>
<b>Other Current Assets</b>		
Due from Eventbrite	22,077	59,010
Stripe Clearing	23,014	6,038
PayPal - USD	16,863	8,386
2 month CD Acct #1170	174,351	174,351
PayPal - EUR	27,216	8,395
3 month CD Acct #3862	173,741	173,741
3 month CD Acct #3863	173,741	173,741
<b>Total Other Current Assets</b>	<b>611,002</b>	<b>603,662</b>
<b>Total Current Assets</b>	<b>2,838,081</b>	<b>2,768,235</b>
<b>Investments or Other Non-Current Assets</b>		
Prepaid Expense	245,632	250,735
Due from Employee	3,741	3,457
<b>Total Investments or Other Non-Current Assets</b>	<b>249,373</b>	<b>254,192</b>
<b>Total Non-Current Assets</b>	<b>249,373</b>	<b>254,192</b>
<b>Total Assets</b>	<b>3,087,453</b>	<b>3,022,427</b>
<b>LIABILITIES</b>		
<b>Accounts Payable</b>		
Accounts Payable	97,754	176,916
Accounts Payable (A/P) - EUR	14,834	12,706
Accounts Payable (A/P) - SGD	1,040	400
Accounts Payable (A/P) - INR	683	478
Accounts Payable (A/P) - ILS	11,063	11,063
<b>Total Accounts Payable</b>	<b>125,374</b>	<b>201,564</b>
<b>Other Current Liabilities</b>		
Credit Card	11,990	2,774
EU Tax Liability	128,973	128,973
<b>Total Other Current Liabilities</b>	<b>140,963</b>	<b>131,747</b>
<b>Total Current Liabilities</b>	<b>266,337</b>	<b>333,311</b>
<b>Total Non-Current Liabilities</b>	<b>0</b>	<b>0</b>
<b>Total Liabilities</b>	<b>266,337</b>	<b>333,311</b>

	Oct 2025	Sep 2025
<b>NET ASSETS</b>		
<b>Retained Net Assets</b>		
Retained Earnings	2,440,854	2,440,854
<b>Current Net Assets</b>		
Net Income	380,263	248,262
<b>Total Net Assets</b>	<b>2,821,116</b>	<b>2,689,116</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>3,087,453</b>	<b>3,022,427</b>

# Statement of Activities

STATEMENT OF ACTIVITIES (\$)	Oct 2025	Sep 2025	2025 (YTD)	YTD last year
<b>Income</b>				
<b>Conference Income</b>				
Registrations	237,075	104,723	862,350	919,082
Sponsorships	103,749	153,447	1,980,389	2,081,172
Training	76,883	78,328	457,170	197,189
<b>Total Conference Income</b>	<b>417,707</b>	<b>336,499</b>	<b>3,299,910</b>	<b>3,197,442</b>
<b>Donations</b>				
General Donations	420	7,641	35,724	21,475
Corporate Supporters	20,639	25,012	257,868	414,543
Local Chapter	0	0	1,657	0
Project Income	0	0	0	1,438
Projects Donations	8,868	72,617	227,624	73,469
<b>Total Donations</b>	<b>29,927</b>	<b>105,269</b>	<b>522,873</b>	<b>510,925</b>
<b>Membership Income</b>				
Individual	20,154	13,428	201,180	256,704
Miscellaneous Income	0	0	36,265	52
Uncategorized Income	17,986	7,500	25,486	0
Fundraising	0	105	105	0
Grants	0	0	0	7,500
<b>Total Income</b>	<b>485,774</b>	<b>462,801</b>	<b>4,085,818</b>	<b>3,972,622</b>
<b>Expenses</b>				
<b>Community Outreach</b>				
Outreach	1,098	214	1,912	21,423
Shipping & Postage	66	1,080	6,370	1,768
Printing	0	0	0	478
Swag	1,924	0	24,659	16,199
Community Outreach Travel	48	0	1,946	17,865
<b>Total Community Outreach</b>	<b>3,136</b>	<b>1,295</b>	<b>34,887</b>	<b>57,733</b>
<b>Conference Expenses</b>				
Audio & Video	87,163	67	302,003	206,735
Copying & Printing	2,176	0	3,220	2,338
Fees - Registration	7,695	4,529	21,810	34,129
Food & Beverages	49,825	104,415	719,523	677,799
Graphic Design	1,035	2,739	11,923	4,824
Lead Scanners, Lanyards, & Badges	1,910	553	17,615	42,483
Marketing	434	0	8,704	8,575
Miscellaneous	3,662	400	20,627	6,369
Office Supplies & Equipment	692	740	3,586	3,203
Photography	0	0	2,842	1,641
Postage & Shipping	0	0	225	760
Signage	1,655	522	12,137	4,931
Software	0	0	0	25
Speakers Gifts	3,000	816	8,983	4,536
Swag	12,517	667	22,878	25,016
Tax Compliance	0	0	9,072	4,577
Training	7,183	5,156	151,857	236,416
Conference Travel	617	38,235	117,609	122,770
Venue	19,557	0	315,719	163,536
Speakers	0	0	1,425	6,392
Conference Expenses	1,188	15,525	127,157	51,235
<b>Total Conference Expenses</b>	<b>200,311</b>	<b>174,364</b>	<b>1,878,914</b>	<b>1,608,290</b>
<b>General &amp; Admin - Operations</b>				
Awards and Member Benefits	29	0	1,353	300
Bank & Credit Card Fees	2,921	4,739	26,796	10,543
Employee Recognition	0	0	568	1,092
Contractor Expenses	0	0	2,299	126

	Oct 2025	Sep 2025	2025 (YTD)	YTD last year
Contractor Expenses	0	0	424	0
Marketing, Communications, and Advertisi...	0	0	908	11,950
Merchant Fees	9,643	6,680	48,966	16,592
Miscellaneous Expenses	(437)	0	(277)	1,115
Office Supplies & Equipment	0	50	540	4,005
OWASP Insurance	0	0	34,042	13,135
Phone Expenses	88	87	1,148	0
Professional Development	0	0	628	0
Relocation Expenses	0	(20)	12,818	13,245
Shipping & Postage	34	7	1,518	1,074
Software, Internet, Dues, & Subscriptions	17,599	21,576	169,105	101,380
Tax Compliance - US	0	0	1,013	1,104
Tax Compliance - EU	0	328	7,964	16,557
Travel	0	0	32,748	37,349
<b>Total General &amp; Admin - Operations</b>	<b>29,877</b>	<b>33,447</b>	<b>342,562</b>	<b>229,567</b>
<b>Local Chapter Expenses</b>				
Food & Beverages	0	0	0	467
Meeting Expenses	4,787	6,112	78,450	47,494
Meetup	0	0	12,885	31,930
Other Chapter Expenses	97	0	55	0
Local Chapter Travel	0	0	0	68
Your Membership	0	0	0	1,052
Insurance	0	592	6,252	4,157
<b>Total Local Chapter Expenses</b>	<b>4,884</b>	<b>6,704</b>	<b>97,641</b>	<b>85,168</b>
<b>Personnel &amp; Payroll</b>				
Benefits	5,167	5,133	75,518	103,292
Gross Wages	74,039	61,838	790,945	522,245
Payroll Processing Fee	988	981	8,996	8,656
Payroll Taxes	7,362	6,671	85,678	45,709
PEO Admin & HR fees	331	872	11,461	62,228
Tech Allowance	124	126	1,232	0
Workers Comp	6,892	6,676	41,464	3,436
<b>Total Personnel &amp; Payroll</b>	<b>94,903</b>	<b>82,296</b>	<b>1,015,294</b>	<b>745,565</b>
<b>Professional Fees</b>				
Accounting - EU	153	0	16,505	202
Accounting - US	9,650	6,650	94,640	88,175
Legal	7,511	5,958	36,937	31,244
<b>Total Professional Fees</b>	<b>17,315</b>	<b>12,608</b>	<b>148,082</b>	<b>119,621</b>
<b>Project Expenses</b>				
Office Supplies & Equipment	0	0	0	215
Shipping Cost	0	771	1,102	0
Other Expenses	0	0	7,012	5,973
Services (UI/UX, Graphics, Translations & M...	1,890	1,134	50,337	61,920
Swag	836	0	12,246	1,970
Summits	0	0	1,637	99,644
Technology	216	1,014	17,413	56,996
Grants Writing	0	0	0	8,000
Travel	0	0	21,439	15,240
Project Expenses	0	0	81,002	(17,016)
<b>Total Project Expenses</b>	<b>2,942</b>	<b>2,920</b>	<b>192,188</b>	<b>232,942</b>
Uncategorized Expenses	249	327	576	0
<b>Total Expenses</b>	<b>353,617</b>	<b>313,960</b>	<b>3,710,145</b>	<b>3,078,886</b>
<b>Operating Surplus/Deficit</b>	<b>132,157</b>	<b>148,840</b>	<b>375,673</b>	<b>893,736</b>
<b>Other Expenses</b>				
One time write offs - Bad Debt Expense	0	10,319	10,621	(2,296)
<b>Earnings Before Interest &amp; Tax</b>	<b>132,157</b>	<b>138,521</b>	<b>365,052</b>	<b>896,032</b>



	Oct 2025	Sep 2025	2025 (YTD)	YTD last year
<b>Interest Income</b>				
Interest Income	490	474	19,556	228
<b>Earnings Before Tax</b>	<b>132,648</b>	<b>138,995</b>	<b>384,608</b>	<b>896,261</b>
<b>Adjustments</b>				
Exchange Rate Gain/Loss	647	177	4,345	155
<b>Change in Net Assets</b>	<b>132,000</b>	<b>138,819</b>	<b>380,263</b>	<b>896,106</b>
<b>Retained Income</b>	<b>132,000</b>	<b>138,819</b>	<b>380,263</b>	<b>896,106</b>

# Budget Summary

STATEMENT OF ACTIVITIES (\$)	2025 (YTD)	Budget (YTD)	This year vs budget (\$ YTD)	This year vs budget (% YTD)	Budget (full FY)
<b>Income</b>					
<b>Conference Income</b>					
Registrations	862,350	893,750	(31,400)	-3.51%	913,750
Sponsorships	1,980,389	1,626,465	353,924	21.76%	1,771,745
Training	457,170	533,800	(76,630)	-14.36%	543,800
<b>Total Conference Income</b>	<b>3,299,910</b>	<b>3,054,015</b>	<b>245,895</b>	<b>8.05%</b>	<b>3,229,295</b>
<b>Donations</b>					
General Donations	35,724	22,280	13,443	60.34%	26,737
Corporate Supporters	257,868	500,000	(242,132)	-48.43%	600,000
Local Chapter	1,657	0	1,657	-	0
Projects Donations	227,624	160,000	67,624	42.26%	235,000
<b>Total Donations</b>	<b>522,873</b>	<b>682,280</b>	<b>(159,407)</b>	<b>-23.36%</b>	<b>861,737</b>
<b>Membership Income</b>					
Individual	201,180	269,539	(68,359)	-25.36%	323,447
Miscellaneous Income	36,265	0	36,265	-	0
Uncategorized Income	25,486	0	25,486	-	0
Fundraising	105	0	105	-	0
<b>Total Income</b>	<b>4,085,818</b>	<b>4,005,834</b>	<b>79,984</b>	<b>2.00%</b>	<b>4,414,478</b>
<b>Expenses</b>					
<b>Community Outreach</b>					
Outreach	1,912	75,000	(73,088)	-97.45%	90,000
Shipping & Postage	6,370	3,333	3,037	91.11%	4,000
Swag	24,659	25,000	(341)	-1.37%	30,000
Community Outreach Travel	1,946	25,000	(23,054)	-92.21%	30,000
<b>Total Community Outreach</b>	<b>34,887</b>	<b>128,333</b>	<b>(93,446)</b>	<b>-72.81%</b>	<b>154,000</b>
<b>Conference Expenses</b>					
Audio & Video	302,003	368,595	(66,592)	-18.07%	421,895
Copying & Printing	3,220	4,700	(1,480)	-31.48%	6,850
Fees - Registration	21,810	9,751	12,059	123.67%	9,751
Food & Beverages	719,523	623,000	96,523	15.49%	877,500
Graphic Design	11,923	4,200	7,723	183.87%	4,200
Lead Scanners, Lanyards, & Badges	17,615	33,202	(15,587)	-46.95%	46,702
Marketing	8,704	10,996	(2,293)	-20.85%	15,546
Miscellaneous	20,627	15,175	5,452	35.93%	18,125
Office Supplies & Equipment	3,586	3,600	(14)	-0.40%	4,600
Photography	2,842	5,800	(2,958)	-51.00%	5,800
Postage & Shipping	225	1,000	(775)	-77.48%	1,500
Signage	12,137	0	12,137	-	0
Software	0	350	(350)	-100.00%	350
Speakers Gifts	8,983	3,250	5,733	176.41%	3,750
Swag	22,878	50,876	(27,998)	-55.03%	61,776
Tax Compliance	9,072	1,000	8,072	807.19%	2,000
Training	151,857	138,100	13,757	9.96%	238,100
Conference Travel	117,609	96,980	20,629	21.27%	154,880
Venue	315,719	350,418	(34,699)	-9.90%	373,918
Speakers	1,425	12,171	(10,746)	-88.29%	12,171
Conference Expenses	127,157	54,127	73,030	134.92%	54,677
<b>Total Conference Expenses</b>	<b>1,878,914</b>	<b>1,787,291</b>	<b>91,623</b>	<b>5.13%</b>	<b>2,314,091</b>
<b>General &amp; Admin - Operations</b>					
Awards and Member Benefits	1,353	2,083	(730)	-35.04%	2,500
Bank & Credit Card Fees	26,796	11,070	15,726	142.06%	13,284
Employee Recognition	568	2,500	(1,932)	-77.28%	3,000
Contractor Expenses	2,299	0	2,299	-	0
Contractor Expenses	424	0	424	-	0
Marketing, Communications, and Advertisi...	908	8,333	(7,426)	-89.11%	10,000

	2025 (YTD)	Budget (YTD)	This year vs budget (\$ YTD)	This year vs budget (% YTD)	Budget (full FY)
Merchant Fees	48,966	17,422	31,544	181.06%	20,906
Miscellaneous Expenses	(277)	1,250	(1,527)	-122.12%	1,500
Office Supplies & Equipment	540	4,167	(3,626)	-87.03%	5,000
OWASP Insurance	34,042	13,792	20,250	146.82%	16,551
Phone Expenses	1,148	833	314	37.73%	1,000
Professional Development	628	5,000	(4,372)	-87.44%	6,000
Relocation Expenses	12,818	0	12,818	-	0
Shipping & Postage	1,518	1,000	518	51.82%	1,200
Software, Internet, Dues, & Subscriptions	169,105	229,343	(60,238)	-26.27%	275,212
Tax Compliance - US	1,013	0	1,013	-	0
Tax Compliance - EU	7,964	0	7,964	-	0
Travel	32,748	40,372	(7,624)	-18.88%	48,446
<b>Total General &amp; Admin - Operations</b>	<b>342,562</b>	<b>337,165</b>	<b>5,397</b>	<b>1.60%</b>	<b>404,599</b>
<b>Local Chapter Expenses</b>					
Meeting Expenses	78,450	45,091	33,359	73.98%	54,109
Meetup	12,885	33,527	(20,642)	-61.57%	40,232
Other Chapter Expenses	55	0	55	-	0
Local Chapter Travel	0	833	(833)	-100.00%	1,000
Insurance	6,252	9,035	(2,783)	-30.81%	9,035
<b>Total Local Chapter Expenses</b>	<b>97,641</b>	<b>88,486</b>	<b>9,155</b>	<b>10.35%</b>	<b>104,377</b>
<b>Personnel &amp; Payroll</b>					
Benefits	75,518	120,327	(44,809)	-37.24%	144,392
Gross Wages	790,945	694,907	96,039	13.82%	833,888
Payroll Processing Fee	8,996	14,780	(5,784)	-39.14%	17,736
Payroll Taxes	85,678	43,656	42,022	96.26%	52,387
PEO Admin & HR fees	11,461	65,339	(53,878)	-82.46%	78,407
Tech Allowance	1,232	0	1,232	-	0
Workers Comp	41,464	3,608	37,856	1,049.26%	4,329
<b>Total Personnel &amp; Payroll</b>	<b>1,015,294</b>	<b>942,616</b>	<b>72,678</b>	<b>7.71%</b>	<b>1,131,140</b>
<b>Professional Fees</b>					
Accounting - EU	16,505	0	16,505	-	0
Accounting - US	94,640	92,000	2,640	2.87%	106,000
Legal	36,937	32,806	4,131	12.59%	39,367
<b>Total Professional Fees</b>	<b>148,082</b>	<b>124,806</b>	<b>23,276</b>	<b>18.65%</b>	<b>145,367</b>
<b>Project Expenses</b>					
Office Supplies & Equipment	0	1,000	(1,000)	-100.00%	1,200
Shipping Cost	1,102	0	1,102	-	0
Other Expenses	7,012	4,167	2,845	68.29%	5,000
Services (UI/UX, Graphics, Translations & M...	50,337	62,500	(12,163)	-19.46%	75,000
Swag	12,246	9,000	3,246	36.06%	14,000
Summits	1,637	0	1,637	-	125,000
Technology	17,413	0	17,413	-	0
Travel	21,439	12,500	8,939	71.51%	15,000
Project Expenses	81,002	8,333	72,669	872.03%	10,000
<b>Total Project Expenses</b>	<b>192,188</b>	<b>97,500</b>	<b>94,688</b>	<b>97.12%</b>	<b>245,200</b>
Uncategorized Expenses	576	0	576	-	0
<b>Total Expenses</b>	<b>3,710,145</b>	<b>3,506,198</b>	<b>203,947</b>	<b>5.82%</b>	<b>4,498,773</b>
<b>Operating Surplus/Deficit</b>	<b>375,673</b>	<b>499,636</b>	<b>(123,963)</b>	<b>-24.81%</b>	<b>(84,295)</b>
<b>Other Expenses</b>					
One time write offs - Bad Debt Expense	10,621	0	10,621	-	0
<b>Earnings Before Interest &amp; Tax</b>	<b>365,052</b>	<b>499,636</b>	<b>(134,584)</b>	<b>-26.94%</b>	<b>(84,295)</b>
<b>Interest Income</b>					
Interest Income	19,556	10,000	9,556	95.56%	12,000
<b>Earnings Before Tax</b>	<b>384,608</b>	<b>509,636</b>	<b>(125,028)</b>	<b>-24.53%</b>	<b>(72,295)</b>
<b>Adjustments</b>					
Exchange Rate Gain/Loss	4,345	0	4,345	-	0
<b>Change in Net Assets</b>	<b>380,263</b>	<b>509,636</b>	<b>(129,373)</b>	<b>-25.39%</b>	<b>(72,295)</b>
<b>Retained Income</b>	<b>380,263</b>	<b>509,636</b>	<b>(129,373)</b>	<b>-25.39%</b>	<b>(72,295)</b>

# Dashboard

## INCOME (2025 YTD)

**\$4,085,818**

▲ 2% vs budget



## EXPENSES (2025 YTD)

**\$3,710,145**

▲ 5.8% vs budget



## NET INCOME/(LOSS) (2025 YTD)

**\$380,263**

▼ -57.6% from last year (YTD)



## MONTHS OF CASH ON HAND

**5.22**



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

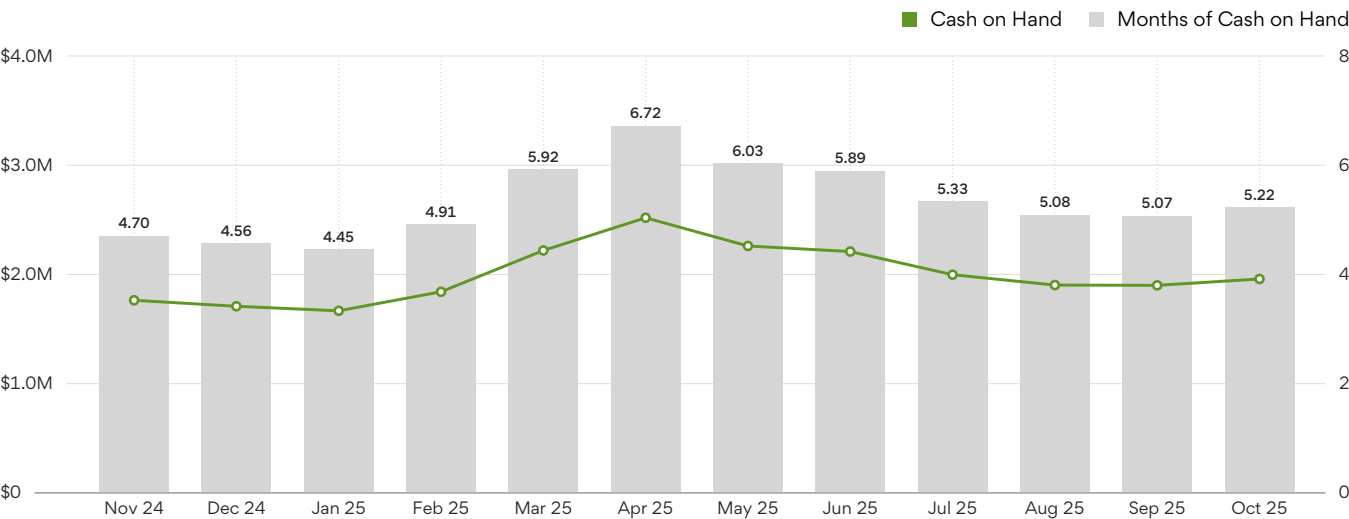
## CURRENT RATIO

**10.66:1**

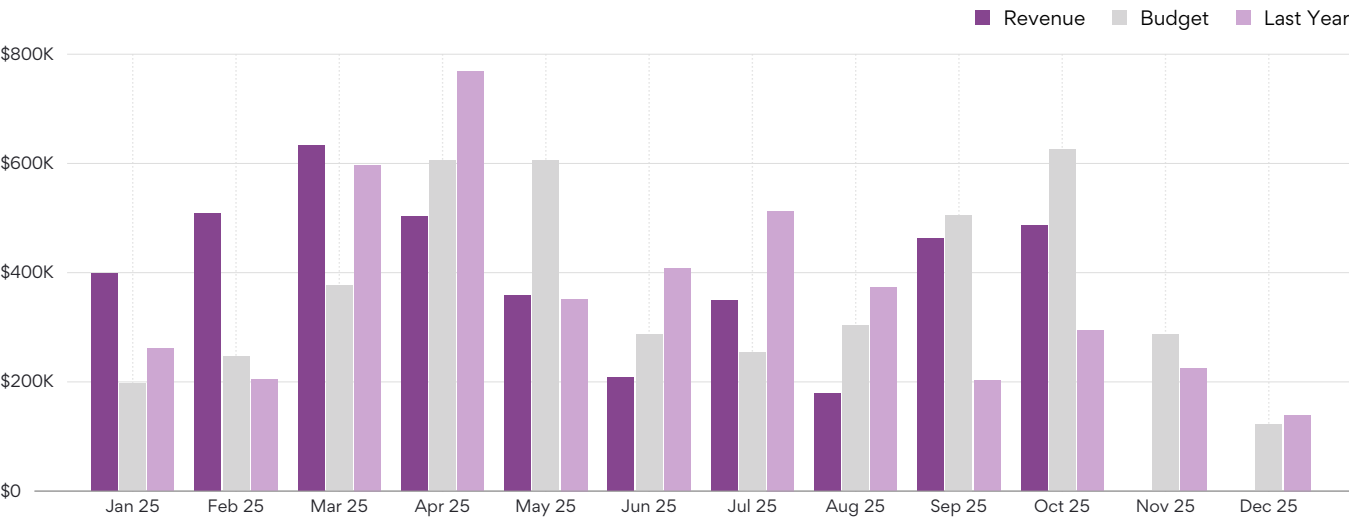


This represents the ratio of current assets to current liabilities.

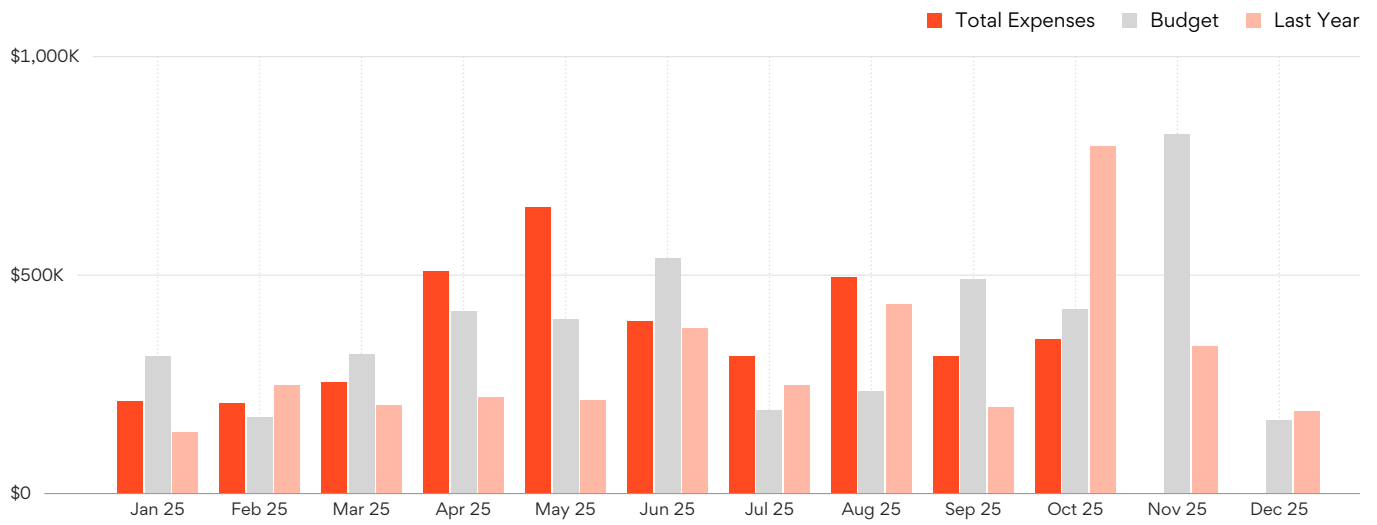
## Cash on Hand



## Revenue vs Budget



## Expenses vs Budget



# Statement of Functional Expenses (Pie Chart)

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Expenses (2025 YTD)

