

OWASP FY23 Budget

SG NOTES

Income		FY23 CASH BASIS	
Conferences			
Registration			
Global AppSec			
	Global AppSec Dublin	\$ 145,865	Per 2023 Budget Global AppSec Dublin
	Global AppSec Asia Pac	\$ 25,000	TBD by events budget
	Global AppSec DC	\$ 354,275	Per 2023 Budget Global AppSec DC
AppSec Days			
	EU events	\$40,000	TBD by events budget - only received Dublin, DC & Israel budgets for 2023
	LASCON	\$ 127,500	TBD by events budget - only received Dublin, DC & Israel budgets for 2023
	AppSec Israel	\$ 227,000	
Training			
Global AppSec			
	Global AppSec DC	\$ 106,250	Per 2023 Budget Global AppSec DC
	Global AppSec Dublin	\$ 109,701	Per 2023 Budget Global AppSec Dublin
Event Sponsorships			
Global AppSec			
	Global AppSec Dublin	\$ 182,082	Per 2023 Budget Global AppSec Dublin
	Global AppSec Asia Pac	\$ 200,000	TBD by events budget
	Global AppSec DC	\$ 275,000	Per 2023 Budget Global AppSec DC
Other Conferences			
	Webinars	\$ 60,000	Based on 2022 actuals
	Career Fair	\$ 20,000	Based on 2022 actuals
	Training	\$ 25,000	Reduced per current actuals - FY22 - \$16,125 recorded for FY22 actuals
	Developer Summit	\$ -	Are we doing this in 2023?
GSOC		\$ 15,000	Google summer of code
Grant income			
	Accenture Grant	\$ -	Accenture grant - has not yet happened for 2022 - not expected for 2023
	<u>List other grants expected here**</u>	\$ 35,000	Some noted in Oct. BOD call...
Project Income			
Projects			
	ASVS	\$ 10,000	Break out projects by indiv. Project Based on actuals YTD
	CRS/Modsecurity	\$ 30,000	Income in donations for 2022, moving to consolidate in one project section for 2023 - see below
	<u>Identify all other projects**</u>		
Donations			
	Local Chapter Donations	\$ 4,000	Based on actuals
	Donations - other	\$ 25,000	Based on actuals
Membership			
	Lifetime	\$ 1,500	Actuals \$445 in 2022
	Individual	\$ 300,000	To be updated per Kelly, current is actuals
	Corporate	\$ 450,000	To be updated per Kelly, current is actuals
Fundraising and Donations			

Corporate	\$	50,000	
Individual	\$	30,000	
Merchandise (drop shipping)	\$	1,000	<i>Based on actuals - reduced from 2022</i>
Trademark licensing	\$	5,000	<i>Based on actuals - reduced from 2022</i>
Interest	\$	5	<i>Based on actuals</i>
Total Income	\$	2,854,178	
Expenses			
Events Program			
Global AppSec Dublin	\$	436,078	<i>Per 2023 Budget Global AppSec Dublin (includes training expenses)</i>
Global AppSec Asia Pac	\$	50,000	<i>TBD by events budget</i>
Global AppSec DC	\$	581,369	<i>Per 2023 Budget Global AppSec DC (includes training expenses)</i>
LASCON	\$	55,000	<i>Using YTD Totals for now - update per budget</i>
AppSec Israel	\$	201,522	
Entertainment based events			
Career Fair	\$	20,000	
Training	\$	9,000	<i>Based on FY22 actuals</i>
Developer Summit	\$	10,000	
AppSec Days Seed Fund	\$	-	
Projects and Technology Program			
Online Books	\$	-	<i>Applicable?</i>
Grants	\$	-	<i>Accenture grant - has not yet happened for 2022 - are we expanding this section?</i>
Learning platform	\$	-	<i>Keep this account?</i>
Project Expenses			
ASVS	\$	30,000	
CRS/Modsecurity	\$	30,000	
Awards	\$	-	<i>Applicable?</i>
Scholarships	\$	-	<i>Applicable?</i>
Marketing	\$	18,000	
Project Platform fees	\$	-	
Outreach and Marketing Program			
Outreach Virtual Event	\$	-	
Merchandise costs	\$	-	
Grants	\$	-	
CC fees for membership	\$	9,000	
Awards	\$	-	
Scholarships	\$	-	
Marketing	\$	18,000	
Local Partnerships	\$	-	
Global Partnerships	\$	-	
Online	\$	-	
Branding & Trademarks	\$	-	
Event Promotions	\$	-	
Public Relations	\$	-	
Chapters and Members Program			
Grants	\$	-	
Assoc mgt system	\$	30,000	
Awards	\$	-	
Chapter pool/seed funds	\$	60,000	
Scholarships	\$	-	

Membership rewards	\$	-	
Local Events	\$	-	
Chapter Platform Fees	\$	50,000	Updated per FY22 actuals
WIA, Diversity and Inclusion			
Grants	\$	-	
Expenses	\$	800	Based on FY22 credit card expenses
Awards	\$	-	
Scholarships	\$	-	
Marketing	\$	-	
Local Events	\$	-	
WIA, Diversity and Inclusion Virtual Event (x2)	\$	-	
Education and Training			
Grants	\$	-	
Expenses	\$	-	
Awards	\$	-	
Scholarships	\$	-	
Marketing	\$	-	
Education Virtual Summit (x2)	\$	-	
General and Administrative			
Travel			
Board F2F Meetings	\$	25,000	SALY - is this consisted YoY?
Projects Summit Travel Assistance	\$	15,000	Still applicable? Per Dec BOD this total is still in question
General Travel Assistance	\$	15,000	Still applicable? Per Dec BOD this total is still in question
Staff	\$	35,000	SALY - is this consisted YoY? YTD is ~\$19K
Legal & Insurance	\$	73,000	insurance \$8K Legal \$65K - increased due to 22 actuals
Payroll	\$	929,505	
Shipping and Postage	\$	4,000	Based on FY22 actuals
US CPA	\$	3,000	
US Financial services	\$	108,000	
EU Expenses	\$	15,000	Reduced from PY - addt. Expenses for Netherlands entity setup
Bank Service Charges	\$	35,000	FY22 actuals
Other G&A	\$	40,000	Confirm what is normally in this account?
Software/Internet/Hosting	\$	65,000	YTD +3 months of avg actuals
Portal & Web	\$	5,000	
Replacement tech contingency	\$	5,000	Small budget to replace PY laptops per Andrew
Bad Debt	\$	-	
Total Expenses		\$	2,981,275
P/L		\$	(127,097)
		\$	(127,097)