

	2012 original budget	January - September 2012 Actual	2012 Projected Year End	Diff of 2012 year end from budget		2013 Budget	% difference from 2012 actual	Notes
<b>INCOME</b>								
CORPORATE MEMBERSHIP[1]	\$195,000	\$169,658	\$226,211	16%		\$267,024	18%	Amount before the chapter allocation. Allocation is 60% foundation, 40% chapter. The chapter allocation is listed as an expense below (TBD add this)
INDIVIDUAL MEMBERSHIP[2]	\$60,000	\$49,988	\$66,651	11%		\$78,973	18%	Amount before the chapter allocation. Allocation is 60% foundation, 40% chapter. The chapter allocation is listed as an expense below (TBD add this)
LOCAL CHAPTER MEMBERSHIP DONATIONS	\$2,000	\$1,320	\$1,760	-12%		\$2,022	15%	Amount before the chapter allocation. Allocation is 10% foundation, 90% chapter. The chapter allocation is listed as an expense below (TBD add this)
TRAINING[3]	\$50,000	\$2,800	\$2,800	-94%		\$35,000	1150%	Optional donation not associated with membership THIS CAN BE ACHIEVED BY HIRING AN EDUCATION COORDINATOR - this worksheet lists NON - conference revenue only
GRANTS PROJECT REBOOT	\$0	\$6,613	\$6,613			\$150,000	-100%	NEW ITEM - Dedicated resource (Samantha Groves). This is net zero - all income allocated to projects (see expense below).
GLOBAL APPSEC CONFERENCE PROFITS[4]								This is the target goal of PROFIT - not gross. If met, the chapter will get 10% of this amount. Therefore, we have an expense item listed below to reflect the chapter 10% of this amount.
USA	\$100,000	\$130,000	\$160,000	60%		\$240,000	50%	Profit goal for event is \$150K
EU	\$75,000	\$25,538	\$25,538	-66%		\$65,000	155%	Sarah has analyzed 2013 budget estimate and supports this.
ASIAPAC	\$25,000	-\$22,431	(\$22,431)	-190%		\$5,000	-122%	
LATIN AMERICA Regional & Chapter Events	\$25,000	\$10,000	\$10,000	-60%		\$15,000	50%	Conf committee recommends 25k budget. Board recommends X for budgeting
REGIONAL EVENTS[5]	\$69,000	\$31,451	\$31,451	-54%		\$30,000	-5%	This is the target goal of PROFIT - not gross. 2013 split will be 10% Foundation, 90% Chapter - 90% expense listed below for chapter portion (2012 was 30% chapter (4k cap) )
LOCAL EVENTS[6]	\$2,000	\$3,492	\$3,492	75%		\$3,500	0%	This is the target goal of PROFIT - not gross. 2013 split will be 10% Foundation, 90% Chapter - 90% expense listed below for chapter portion (2012 was 50% chapter (3k cap) )
Conferences Total Budget Estimate	\$175,000			-100%				This line is no longer needed since we are no budgeting the individual conference profits in lines GLOBAL APPSEC CONFERENCE PROFITS section
ADVERTISING REVENUE[7]	\$24,000	\$14,959	\$19,945	-17%		\$30,000	50%	Strong 2012Q4 results indicate better execution, tracking and process leading to 2013 analysis.
INTEREST INCOME	\$168	\$210	\$280	67%		\$210	-25%	
<b>TOTAL INCOME:</b>	<b>\$578,749</b>	<b>\$424,714</b>	<b>\$533,798</b>	<b>-8%</b>		<b>\$921,941</b>	<b>73%</b>	Consider grants item (150k) & training (50k)
<b>EXPENSES</b>								
PAYROLL	\$194,000	\$132,114	\$176,152	-9%		\$250,000	42%	Current staff, bonus, and requested raises
Requested New Hire Payroll - IT						\$30,000		IT Support (New hire)
Requested New Hire Payroll - Education						\$35,000		Educational Coordinator (New hire)
CHAPTER Portion from Global AppSec Profits						\$58,500		10% OF BUDGET GOAL ALLOCATED TO LOCAL CHAPTER
LOCAL/REGIONAL SPLIT						\$30,150		90% OF BUDGET PROFIT ALLOCATED TO LOCAL CHAPTER
Corporate Members - Chapter MEMBERSHIP ALLOCATION		\$59,380	\$79,174			\$93,458	18%	Not all members select a local chapter. Estimating 35% to chapter from the (60/40 split)
Individual Members - Chapter MEMBERSHIP ALLOCATION		\$17,496	\$23,328			\$27,641		Not all members select a local chapter. Estimating 35% to chapter from the (60/40 split)
LOCAL CHAPTER SUPPORT ALLOCATION								
BUSINESS OWNERS INS	\$2,516	\$1,967	\$1,967	-22%		\$1,967	0%	
LIABILITY INS	\$3,300	\$4,015	\$4,015	22%		\$4,015	0%	
WORKERS COMPENSATION INS	\$437	\$638	\$851	95%		\$851	0%	Need to plan for higher rate if we are adding employees in 2013
TRAVEL ACCOMMODATIONS - STAFF	\$20,000	\$19,606	\$19,606	-2%		\$35,000	79%	<a href="https://docs.google.com/a/owasp.org/spreadsheet/ccc?key=0ApZ9zE0hx0LNdEw2eHdWcHlzVWYwTjN3R2RpM315VFE#gid=">https://docs.google.com/a/owasp.org/spreadsheet/ccc?key=0ApZ9zE0hx0LNdEw2eHdWcHlzVWYwTjN3R2RpM315VFE#gid=</a>

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TRAVEL ACCOMMODATIONS - BOARD	\$20,000	\$13,960	\$13,960	-30%		\$20,000	43%	
TRAVEL ACCOMMODATIONS - FEES	\$0	\$1,955	\$1,955			\$2,580	32%	This is any travel booked through our travel agent company. This allows centralized booking and billing without reimbursements. Approximately 72 bookings in 2012
BANK SERVICE CHARGES	\$3,307	\$2,803	\$3,737	13%		\$3,307	-12%	
OFFICE RENT	\$5,400	\$3,150	\$4,200	-22%		\$350	-92%	Employee moving to home office and out of shared office space.
REGISTRATION	\$20,400	\$25,539	\$25,539	25%		\$20,500	-20%	2012 Q1 was regonline & cvent - 2013 is just cvent
MEETING/CONFERENCING/TELEP	\$4,200	\$6,839	\$9,119	117%		\$10,000	10%	
T.R. KLEIN (AUDIT)	\$4,500	\$0	\$0	-100%		\$4,500		Every 3 years
INT'L ACCOUNTING	\$5,000	\$0	\$0	-100%		\$5,000		2012 was EISNER, 2013 budget allocated for use
SHIPPING	\$14,400	\$2,128	\$2,837	-80%		\$4,000	41%	
OFFICE SUPPLIES	\$400	\$1,360	\$1,813	353%		\$1,000	-45%	
OTHER PROFESSIONAL SERVICES		\$2,740	\$3,653				-100%	Inquire with Alison on what these costs are from?
SUMMIT (2013 Planning)	\$85,000	\$0	\$0	-100%				
INTERNET EXPENSES	\$0	\$2,953	\$3,937			\$1000		RackSpace hosting is donated. No servers at Aspect. IT resource accounted for in salary numbers. Added - domain name registrations (GoDaddy)
MARKETING/COMMUNICATIONS	\$0	\$13,304	\$13,304			\$35,000	163%	2012 Marketing Fees including initial payment to Marketing Firm & materials for outreach events such as blackhat. For 2013 this includes only fees to Marketing Firm (outreach materials under separate line item). Used for pre-payment of OWASP merchandise at third party for storage. Chapters reimburse
EXTRA MERCHANDISE	\$0	\$312	\$312			\$0	-100%	
Employee Recognition	\$0	\$404	\$404			\$500	24%	
PROJECT REBOOT	\$30,000	\$0	\$0	-100%		\$0		
PROJECT SUPPORT		\$1,000	\$1,333				-100%	
COMMITTEE EXPENSES								
Projects	\$25,000	\$341	\$455	-98%				
Grant Spending on Projects						\$150,000	32891%	Grant Spending on Projects - net zero, this is limited by income listed above
Project Hosting/Infrastructure			\$10,000					SourceForge
Chapter OWASP on the Move	\$25,000	\$17,539	\$23,385	-6%		\$5,000		OWASP on the Move
Chapter Webinars						\$5,000	33%	10 chapter kits (wireless mic, sound board) at \$500 each (\$400-\$500) - <a href="https://docs.google.com/a/owasp.org/file/d/0Bw1W2qFZ-xDGZmxvc2RyX2hIUkk/edit">https://docs.google.com/a/owasp.org/file/d/0Bw1W2qFZ-xDGZmxvc2RyX2hIUkk/edit</a>
Chapter Leader Workshop						\$16,000		Chapter Leader Sponsorships (\$4K at 4 global appsecs)
Sponsorships						\$5,000		Chapter Support (Chapter nurturing - available upon request)
Chapter Support								
Education	\$10,000	\$2,625	\$3,500	-65%				
University / Student outreach						\$3,000	-14%	University / Student outreach - includes travel to facilitate University Challenge at Global AppSecs. 2 people at 2 AppSec Events - if registered attendees to event >10, 2 weeks before conf
Conferences	\$40,000	\$17,107	\$22,809	-43%				
OWASP Track						\$12,000	21%	OWASP Track (\$3K at 4 Global AppSecs) & Open Source Showcase sponsorships - in region travel only with booking 5 weeks before event
Outreach						\$15,000		Outreach - Includes merch, some travel (OWASP presenting at outreach events), fees
Reusable Conference Supplies						\$500		Repair fees. Unnecessary for 2012 - Investment in reusable conference supplies (electronics, cameras, recording, etc)
Industry	\$8,000	\$0	\$0	-100%		\$0		
Membership	\$5,000	\$444	\$592	-88%		0		Add fees relating to candidate recordings for election?

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Connections	\$2,500	\$1,000	\$1,333	-47%			
Podcast					\$5,200	290%	Podcast annual expenses - Ask Jim, check invoices from Kevin
Staff Professional Improvement					\$10,000		Staff Professional improvement - New
Deposit to Foundation Reserves					\$20,000		Deposit to Foundation Reserves - New
<b>TOTAL EXPENSES</b>	<b>\$528,360</b>	<b>\$352,719</b>	<b>\$453,271</b>	<b>-14%</b>	<b>\$921,019</b>	<b>103%</b>	
<b>TOTAL INCOME</b>	<b>\$578,749</b>	<b>\$424,714</b>	<b>\$533,798</b>	<b>-8%</b>	<b>\$921,941</b>	<b>73%</b>	
Net	\$50,389	\$71,995	\$80,526	60%	\$922		

1. This amount is before the chapter allocation
2. this amount is before the chapter allocation
3. this worksheet lists conference revenue only and includes admissions, sponsorships, and training. actual conference budgets are kept outside this document
4. represents conference profits only and is applied to month of conference. INDIVIDUAL BUDGETS ARE MAINTAINED AT THE CONFERENCE LEVEL
5. ESTIMATED INCOME FROM ALL REGIONAL EVENTS
6. FOR 2013 LOCAL AND REGIONAL ARE COMBINED
7. BANNER AND CONNECTOR/NEWSLETTER ADVERTISING