

Item		2012 Actual	Change 2012->2013	2013 Actual (Estimated)	Change 2013->2014		2014 TOTAL	2014 Category Total	Contingency	NOTES
Revenue										
MEMBERSHIP								\$708,500.00		
Corporate Membership (Foundation + Chapter)		\$273,624.12	110%	\$300,000.00	190%		\$570,000.00		\$450,000.00	New Corporate Sponsorship Model
	Diamond (\$50,000)					\$100,000.00				2 Diamond (\$50,000 level)
	Platinum (\$20,000)					\$200,000.00				10 Platinum (\$20,000 level)
	Gold (\$5,000)					\$250,000.00				50 Gold (\$5,000 level)
	Silver (\$2,000)					\$20,000.00				10 Silver (\$2,000 level)
Individual membership (Foundation + Chapter)		\$85,734.81	128%	\$110,000.00	125%	\$137,500.00	\$137,500.00		\$137,500.00	Same increase in individual membership from past year
Local Chapter Membership		\$1,320.00	76%	\$1,000.00	100%	\$1,000.00	\$1,000.00		\$1,000.00	No change
Donations								\$40,000.00		
Donations		\$2,119.00	142%	\$3,000.00	1333%	\$40,000.00	\$40,000.00		\$10,000.00	\$1 per community member campaign, with simplified donation interface similar to Wikimedia or Eclipse
Conferences					78%			\$1,075,801.00	\$1,075,801.00	
AppSec USA		\$466,798.92	191%	\$890,032.50	79%		\$700,000.00			Q3, exected income \$240000
AppSec Europe		\$64,901.46	604%	\$392,189.54	50%		\$195,801.00			Q2, expected income \$75,000
AppSec ASIAPAC		\$93,633.81	64%	\$59,477.72	160%		\$95,000.00			Q1, expected income \$5000
AppSec LATIN AMERICA		\$34,873.98	0%	\$0.00			\$35,000.00			Cancelled in 2013, to be replaced by Latam tour in Q2 or Q3, expected income \$5000
Local and Regional Events		\$31,990.00	125%	\$40,000.00	125%	\$50,000.00	\$50,000.00			AppSec Cali, BASC, LASCAN, AppSec Israel, New Zealand
Training						\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	
UBI - Advertising & Merchandise Revenue								\$30,000.00	\$0.00	
ADVERTISING REVENUE		\$19,950.00	13%	\$2,500.00	400%	\$10,000.00	\$10,000.00		\$5,000.00	Remove advertising from the wiki home page banner and promote opportunities through the connector newsletter (and portal when it is set up)
Merchandise & Books		\$0.00	0%	\$0.00		\$20,000.00	\$20,000.00		\$5,000.00	In the past we have not sold OWASP merch or books at a profit - plan is to sell at a profit at global conferences and have an online portal for purchases. merch will still be available at cost for chapter/outreach activities funded by OWASP. Also would like to have book content available for fee on WIKI, but if downloading through lulu, charge \$1 for ebook.
Interest and Investments								\$400.00	\$400.00	
Interest Income		\$168.00	238%	\$400.00	100%	\$400.00	\$400.00			
Investment Income										
Grants & Sponsorship Programs								\$50,000.00	\$50,000.00	
Grants		\$0.00		\$24,752.00	202%	\$50,000.00	\$50,000.00			directly offset by grant expenses, last year we also recived the Google Ad Words grant but we are just getting free exposure through google and no direct "income"
TOTAL Revenue:		\$1,075,114.10	170%	\$1,823,351.76	106%	\$1,924,701.00	\$1,924,701.00	\$1,924,701.00	\$1,754,701.00	
EXPENSES										
Current Payroll & Benefits		\$204,816.00	145%	\$297,005.00	113%		\$335,265.00	\$335,265.00	\$335,265.00	Payroll expenses did not include fees and taxes last year (\$12,000), also \$18,000 requested for raises (including ED raise to the discretion of the board)
	Operations					\$141,710.00				
	Program - Projects					\$51,000.00				
	Program - Conferences					\$83,260.00				
	Program - Membership					\$16,185.00				
	Program - Chapters					\$15,850.00				
	Program - Outreach					\$27,260.00				
New Payroll & Benefits							\$73,883.33	\$73,883.33	\$39,233.33	2 new staff members including benefits and taxes, should start with one and not bring on a 2nd until we have more income secured (and actual number for new income sources and membership model)
	Program - Chapters & Education					\$39,233.33				Prorated to start Feb 1
	Fundraising					\$34,650.00				Prorated to start Feb 1
Contractors					106%		\$46,500.00	\$46,500.00	\$46,500.00	
Auditing (Contractor)	Operational	\$3,250.00	0%	0		\$10,000.00				
International Accounting (Contractor)	Operational	\$3,886.00	47%	\$1,829.33	246%	\$4,500.00				
IT Admin (Contractor)	Operational			\$12,000.00	100%	\$12,000.00				
Legal (Contractor)	Operational					\$10,000.00				
Graphic Design	Operational	\$13,411.00	224%	\$30,000.00	17%	\$5,000.00				
OWASP Interns (\$2500 stipend x 2)	Projects		N/A	N/A		\$5,000.00				
Staff Travel		\$30,902.00	87%	\$27,000.00	119%		\$32,000.00	\$32,000.00	\$25,000.00	
	Operational Staff Travel					\$9,000.00				
	Program - Conferences					\$16,000.00				

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	Program - Outreach					\$7,000.00				
Staff Professional Improvement		\$100.00	6500%	\$6,500.00	308%		\$20,000.00	\$20,000.00	\$20,000.00	May need to revisit this after staff evaluations and planning for 2014
	Operational					\$20,000.00				
	Program - Projects									
	Program - Conferences									
	Program - Membership									
	Program - Chapters									
Employee Recognition		\$474.00	0%	\$0.00				\$500.00	\$500.00	
						\$500.00	\$500.00			
General & Administrative (Operational)								\$110,233.00	\$110,233.00	
Business Owners Insurance		\$2,622.00	118%	\$3,094.00	100%	\$3,100.00	\$3,100.00			annual - in Q2
Liability Ins		\$3,359.00	104%	\$3,490.00	117%	\$4,100.00	\$4,100.00			3000 in April, other payments depending on events
Workers Compensation Ins		\$638.00	181%	\$1,155.00	104%	\$1,200.00	\$1,200.00			annual - in Q2
Travel Accommodations - Fees		\$2,205.00	86%	\$1,892.00	106%	\$2,000.00	\$2,000.00			
Software and Internet		\$37,215.00	123%	\$45,843.00	69%		\$31,833.00			Lower cost here is contingent on portal set up included in line 85, includes costs for registration and membership systems, salesforce apps (DocuSign, SF Support, Vertical response for emails), Website hosting, hootsuite for social media, vimeo for OWASP videos, soundcloud for podcast, and feedblitz for RSS feed
Portal and Website						\$55,000.00	\$55,000.00			1 time set up for portal \$45,000 + \$10,000 for website design
Bank Service Charges		\$3,973.00	150%	\$5,948.00	101%	\$6,000.00	\$6,000.00			Monthly service fees for payment gateway, foreign credit card transaction fees, and citibank checking service charges
Office Supplies & Equipment		\$2,367.00	103%	\$2,433.33	123%	\$3,000.00	\$3,000.00			
Office Rent		\$5,400.00				N/A	N/A			
Shipping & Postage		\$3,886.00	119%	\$4,640.00	86%	\$4,000.00	\$4,000.00			
Chapter & Project Allocation								\$325,125.00	\$0.00	
Chapter Portion from Global AppSec Conference Profits	Program - Chapters			\$58,500.00	56%	\$32,500.00	\$32,500.00		\$32,500.00	10% of income from each global conference
Chapter Portion from Local & Regional Events	Program - Chapters			\$30,150.00	149%	\$45,000.00	\$45,000.00		\$0.00	90% of income from local and regional events
Chapter/Project Allocation from Individual Membership							\$48,125.00		\$48,125.00	40% of individual membership income can be allocated to chapter or project, trending shows that not everyone allocates so 35% is budgeted
	Program - Chapters	\$24,514.00	157%	\$38,500.00	125%	\$38,500.00				Rough estimate is that 80% allocate to chapters
	Program - Projects					\$9,625.00				Rough estimate is that 20% allocate to projects
Chapter/Project Allocation from Corporate Membership Allocation							\$199,500.00		\$157,500.00	Up to 40% of individual membership income can be allocated to chapter or project and conference under new model trending shows that not everyone allocates so 35% is budgeted
	Program - Chapters	\$61,499.55	106%	\$65,000.00	307%	\$159,600.00				Rough estimate is that 80% allocate to chapters
	Program - Projects					\$39,900.00				Rough estimate is that 20% allocate to projects
BOARD								\$27,000.00	\$27,000.00	Increase due to additional board member attending 2 conferences from APAC region, + Misc expenses
Board Travel	Operational	\$20,491.00	98%	\$20,000	125%	\$25,000.00	\$25,000.00			1 Board member to APAC, 1 Board member to Latam, in person meetings for full board at Europe and USA. Budgeted for shared rooms.
Board Meetings & Misc	Operational		N/A			\$2,000.00	\$2,000.00			Food, meeting costs, Board books and supplies
Projects		\$41,536.00						\$46,000.00	\$36,000.00	
OWASP Project Track				\$12,000.00	150%	\$18,000.00	\$18,000.00			For project leaders to attend/speak at Global AppSec Conferences
OWASP Summit						\$10,000.00	\$10,000.00			To add a summit or collaboration effort to an already existing global conference or start up for a stand alone conference if extra sponsorship funds are able to be obtained
OWASP Projects General Fund						\$18,000.00	\$18,000.00			Discretionary for Project leader requests when project doesn't have its own funding - needs include travel, marketing, graphic design, hosting, etc.
Projects Grants				\$24,752.00	202%	\$50,000.00	\$50,000.00	\$50,000.00	\$50,000.00	Offset by Grant income
OWASP Outreach & Community Building (expanded OotM)		\$59,597.00			102%			\$60,000.00	\$40,000.00	Rolled into one "bucket" for an expanded OWASP on the move program in 2014 - can be requested by anyone wanting to speak at a chapter event or get outside the echo chamber and speak about OWASP and AppSec at an Outreach event. Includes travel request as well as marketing material requests
OWASP on the Move				\$20,000.00	100%	\$20,000.00	\$20,000.00			
Outreach				\$30,000.00	100%	\$30,000.00	\$30,000.00			
Chapter Support				\$2,568.00	195%	\$5,000.00	\$5,000.00			
Chapter Workshops				\$6,514.00	77%	\$5,000.00	\$5,000.00			
Conferences								\$700,801.00	\$700,801.00	
AppSec USA	Program - Conferences	\$315,870.41	203%	\$642,521.56	72%	\$460,000.00	\$460,000.00			Q3, exected income \$240000

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AppSec Europe	Program - Conferences	\$51,929.26	447%	\$232,029.00	52%	\$120,801.00	\$120,801.00			Q2, expected income \$75,000
AppSec AsiaPac	Program - Conferences	\$116,063.51	51%	\$59,107.72	152%	\$90,000.00	\$90,000.00			Q1, expected income \$5000
AppSec Latam	Program - Conferences	\$25,954.36	6%	\$1,538.00	1951%	\$30,000.00	\$30,000.00			Q2 expected income \$5000
Deposit into Foundation Reserves								\$98,000.00	\$85,000.00	
		\$38,342.00	52%	\$20,000.00	400%	\$80,000.00	\$80,000.00			Would like to see this be 5% of revenue (so \$95,000) if possible.
TOTAL EXPENSES		\$1,074,301.09	159%	\$1,706,009.95	112%	\$1,875,474.33	\$1,907,307.33	\$1,925,307.33	\$1,753,657.33	
TOTAL INCOME:		\$1,075,114.10	170%	\$1,823,351.76	106%	\$1,924,701.00	\$1,924,701.00	\$1,924,701.00	\$1,754,701.00	
NET		\$813.01	14433%	\$117,341.81	15%	\$49,226.67	\$17,393.67	-\$606.33	\$1,043.67	