



ANNUAL REPORT 2015

owasp.org

For Twitter, OWASP has become a trusted community of security experts and a source of great information (e.g., Top Ten) that we use in our security trainings. It has been an honor to support their events and activities in California and we look forward to working more with them in the future.

Chris Aniszczyk Corporate, Member, Twitter

Dear Community Member

In assembling the OWASP Annual Report for 2015, there are some obvious highlights. We grew to \$2.48M in revenue from \$1.6M (+ %55). This was largely through growth in conference and training related programs. That means we're reaching more people. This was achieved with essentially the same staffing spend year over year from 2014. We continue to have very a successful global presence, a growing number of active projects and a huge healthy community.

Looking forward to 2016, we are at an inflection point in the evolution of application security. Perhaps the folks that started OWASP and the thousands of volunteers, staff and sponsors that have helped to grow the organization since its early days always foresaw that security would become a household topic. I doubt they could have imagined the scale of change that is taking place. There are a million jobs in the security field that can't be filled. Every week brings news of breaches, backdoors, privacy fiascos and fraud. Corporate Boards are asking questions and budgets are being allocated to address security. A major corrective shift to prioritize security is underway.

Thanks to the work of so many over so many years, our Foundation stands in a unique position to guide change. Companies that don't know about or lean on OWASP are few and far between. Our Top 10 are part of the PCI standard and we continue to innovate in defining industry best practices with ASVS, CheatSheets and Proactive Controls. The ecosystem of OWASP Projects is a testing ground for security ideas and a number of great ones, like ZAP, have grown out of it. Our community is second to none in application security knowledge.

Our strategic goals for OWASP in 2016 include increased focus on education and training, developer outreach, maturing the projects platform, continuing to build support for chapters and enhancing OWASP tech infrastructure. These goals inform our activities and priorities and position us to continue to evolve and make the biggest difference we can in 2016 and beyond.

I thank each and every one of you for helping to position us where we are. To honor all the work that has been done thus far, I ask you to join me in redoubling your commitment in 2016/2017 by renewing your membership or sponsorship and finding ways to contribute and participate. As a community, we continue to affirm OWASP's presence as the world's primary resource for application security solutions.

Sincerely,
Matt Konda
Software Developer, Chair of the OWASP Global Board

FINANCES

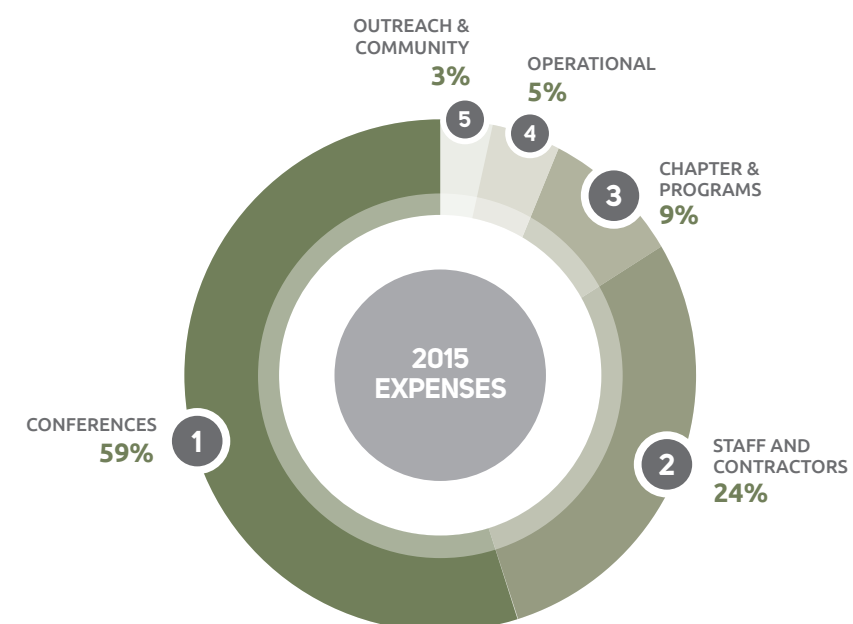
OWASP has been instrumental to Checkmarx's marketing strategy. Through close collaboration with OWASP corporate and local chapters ... we have been able to meet with our target audience, identify new partnerships, and gain exposure for our brand.

Caroline Berman, Corporate Member, Checkmarx



- 1 GLOBAL CONFERENCES: 82%
- 2 CORPORATE MEMBERSHIP: 9%
- 3 INDIVIDUAL MEMBERSHIP: 5%
- 4 GRANTS: 5%
- 5 LOCAL & REGIONAL EVENTS: 15%
- 6 UBI - ADVERTISING & MERCHANDISE: 2%
- 7 DONATIONS: 0,6%

- 1 AppSec CONFERENCE REGISTRATION: 24.75%
- 2 AppSec CONFERENCE SPONSORSHIP: 36%
- 3 AppSec CONFERENCE TRAINING: 24%
- 4 OTHER AppSec CONFERENCE INCOME: 0,3%



2015 STATEMENT OF ACTIVITIES

OWASP 2015 fiscal year, January 1, 2015 to December 31, 2015*

REVENUE		2015 Actual (US/EU Combined)	
Membership			
Corporate Membership (Foundation + Chapter)		\$238,803	
Individual membership (Foundation + Chapter)		\$ 126,055	
Local Chapter membership		\$ 1,796	
Donations			
Donations		\$ 17,907	
Project Supporter Donations		\$ 6,322	
Local Chapter Supporters		\$ 68,923	
Conferences			
AppSec USA			
Conference Registration		\$ 536,043	
Conference Training		\$ 344,705	
Conference Sponsorship/Other		\$ 516,783	
AppSec Europe			
Conference Registration		\$ 135,695	
Conference Training		\$ 159,158	
Conference Sponsorship		\$ 123,058	
Other Income		\$ 8,739	
AppSec LATIN AMERICA			
Conference Training		\$ 6,123	
Conference Sponsorship		\$ 9,482	
Other local and Regional Events		\$ 408,654	
Local and Regional Events		\$ 2,248,440	
Advertising Revenue			
Merchandise & Books		\$ 2,184.00	
Interest Income		\$-	
Project Grants		\$-	
Women in AppSec		\$-	
WASPY Awards		\$ 4,000	
Total Revenue		\$ 2,714,429	

EXPENSES		2015 Actual (US/EU Combined)	
Staff and Contractors			
Staff Payroll & Benefits		\$ 391,650	
Staff Travel & Professional Development		\$ 36,831	
Contractors & Professional Services (Audit, Accounting, Legal, HR, IT, Admin)		\$ 165,899	
General & Administrative (Operational)			
Software, Insurance, Bank Service Fees		\$ 25,527	
Shipping, Office Supplies & Admin Expense		\$ 66,871	
Board Travel & Meetings		\$ 28,150	
Chapter Expenses			
Local Chapter expenses		\$ 204,679	
Project Expenses		\$ 13,567	
Grants & Sponsorship Programs			
WASPY Awards		\$-	
Women in AppSec		\$ 618	
Grants		\$ 3,996	
OWASP Outreach & Community Marketing			
OWASP Outreach & Community Building		\$ 71,200	
Merchandise		\$-	
Marketing & Communications		\$ 2,234	
Conferences			
AppSec USA		\$ 842,424	
AppSec Europe		\$ 312,791	
AppSec AsiaPac		\$ 75	
AppSec Latam		\$ 16,375	
Local and Regional Events		\$ 322,972	
Merchandise			
Total Expenses		\$ 2,505,857	
Total Income		\$ 2,714,429	
NET Income		\$ 208,571	

* Above numbers are combined US and EU converted to USD and are unaudited.

BALANCE SHEET

As of December 31, 2015

Assets	
Cash and Cash Equivalents	\$ 856,047
Accounts Receivable	\$198,480
Total Current Assets	\$1,054,527
Fixed Assets	\$6,858
Prepaid Expenses	\$118,811
Total Assets	\$1,180,195
Liabilities	
Accounts Payable	\$33,142
Deferred Revenue	\$269,708
Other Liabilities	\$5,803
Total Liabilities	\$308,654
Equity	
OWASP VZW Retained Earnings	\$165,569
OWASP US Retained Earnings	\$705,883
Total Equity	\$871,541
Total Liabilities and Equity	\$1,180,195

