



**Agile Alliance**  
**Financial Statements**  
**For the Period Ending December 31<sup>st</sup>, 2023**

**\*\*Unaudited – For Management Use Only\*\***

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**AGILE ALLIANCE**  
Summary of Financial Information  
December 31<sup>st</sup>, 2023

Below is a summary of our current financial reports. The detailed financials are attached for your review.

**Balance Sheet**

**Assets** – The total Cash balance as of December 31, 2023, was \$1,794,990. This is a \$794,364 decrease from the same time last year.

The Accounts Receivable balance at the end of December was \$45,310. In 2022 there were no accounts receivable shown since last year the reporting was done on the cash basis of accounting. For 2023, the accounting basis was changed to the accrual basis of accounting. Under accrual basis accounting, an accounts receivable is booked when an invoice is processed. The income is then booked as deferred revenue until the payment is received and the event occurs for which the invoice is associated.

The Prepaid Expenses balance as of December 31, 2023, was \$126,217. Compared to last year there is an increase of \$126,217. This includes payments for: Insurance; Conference- Travel, Software, Management, Podcast; Staff training; Board Expense; Licensing fees and Health Insurance.

**Liabilities** – The total Liabilities as of December 31, 2023, were \$236,951. This is a \$217,329 increase from the same time last year.

**Net Assets** – The current year Change in Net Assets is a loss of \$835,549. This is \$1,293,689 lower than last year's YTD Change in Net Assets. Total Net Assets through December 31, 2023 are \$1,736,583, a decrease of \$840,165 compared to the same period last year.

**Year to Date Statement of Activities**

**Revenue** – Total Revenue is \$3,350,593 through December 31, 2023. This is \$853,491 less than budget and \$483,780 lower than last year. Total Conference Revenue is \$789,221 lower than budget, and Membership Revenue is lower than budget by \$64,035 YTD. Total Conference revenue is \$466,880 lower and Membership revenue is \$35,215 lower when compared to the same time last year.

**Expenses** – Total expenses are \$4,185,052 through December 31, 2023, which is under budget by \$568,977. Main variances compared to budget are noted below:

- Conference Expenses are \$307,737 lower.
- Initiative Expenses are \$109,210 lower.
- Contract Labor are \$70,537 lower.
- Personnel Expenses are \$44,061 lower.

In comparison to 2022 expenses, there is an \$813,970 increase. Significant variances from last year are as follows:

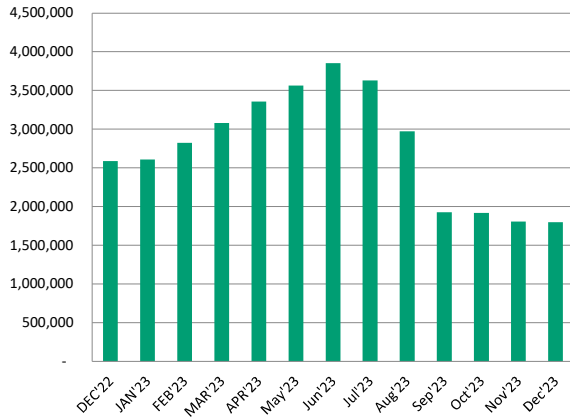
- Conference Expenses are \$614,881 higher.
- Personnel Expenses are \$177,817 higher.
- Board expenses are \$83,723 higher.
- Professional fees are \$43,023 higher.
- Contract Labor Expenses are \$115,283 lower.

**Net Income/ (Loss)** – The current year Net loss is \$835,549. This is a greater loss by \$283,544 than budgeted and a decrease of \$1,293,689 compared to the Net Income of \$458,139 in 2022.

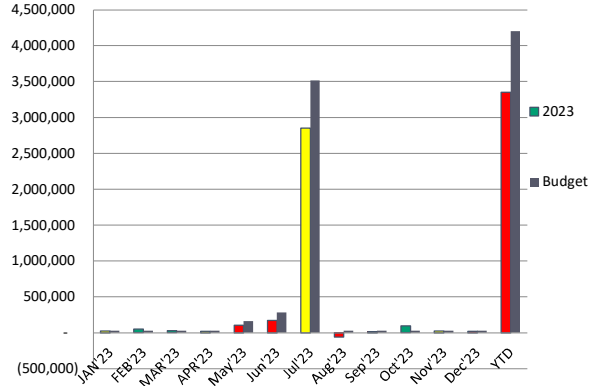
Agile Alliance  
Financial Dashboard  
For the period ending December 31st, 2023

Color Code	
	Significant Underperformance
	Slight Underperformance
	Good Performance

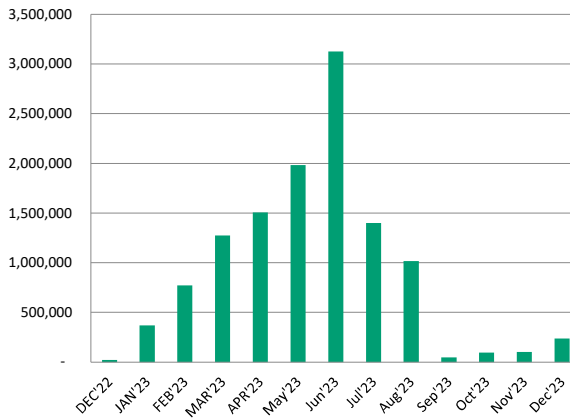
**2022/2023 Cash**



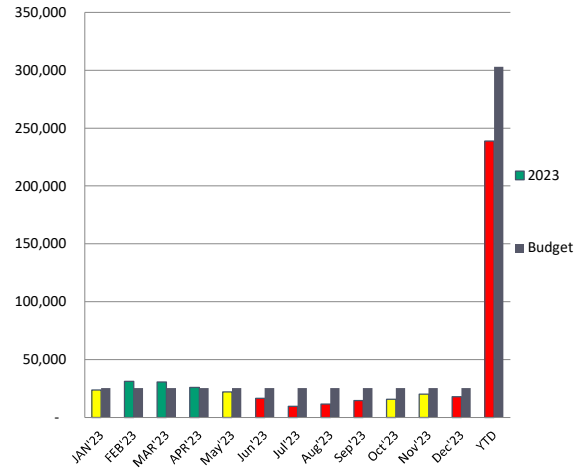
**Total Revenue YTD**



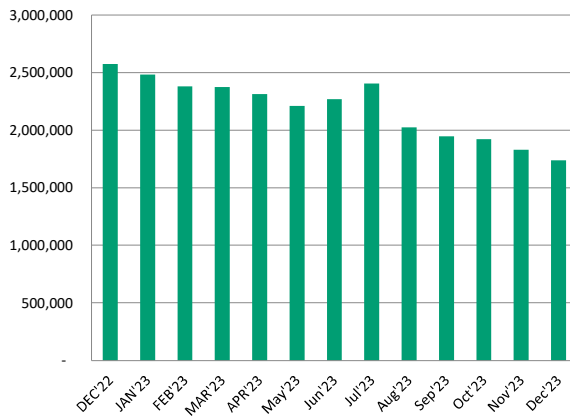
**2022/2023 Current Liabilities**



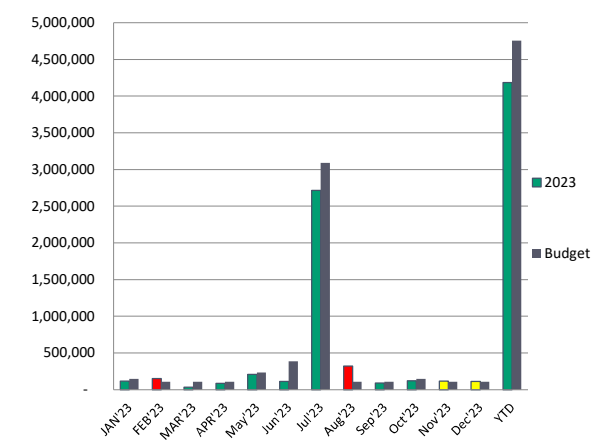
**Membership Revenue YTD**

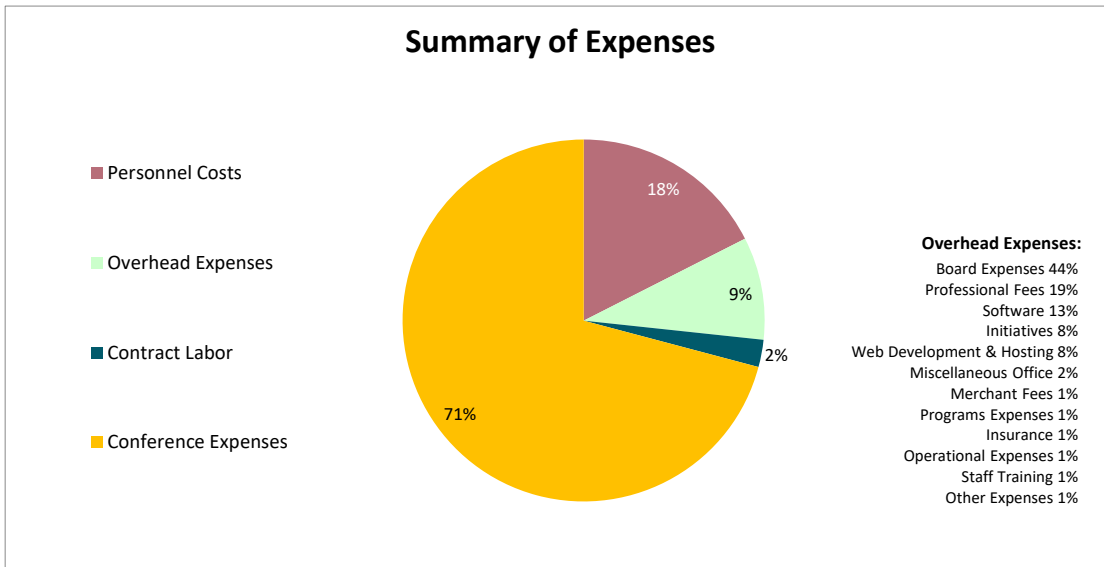
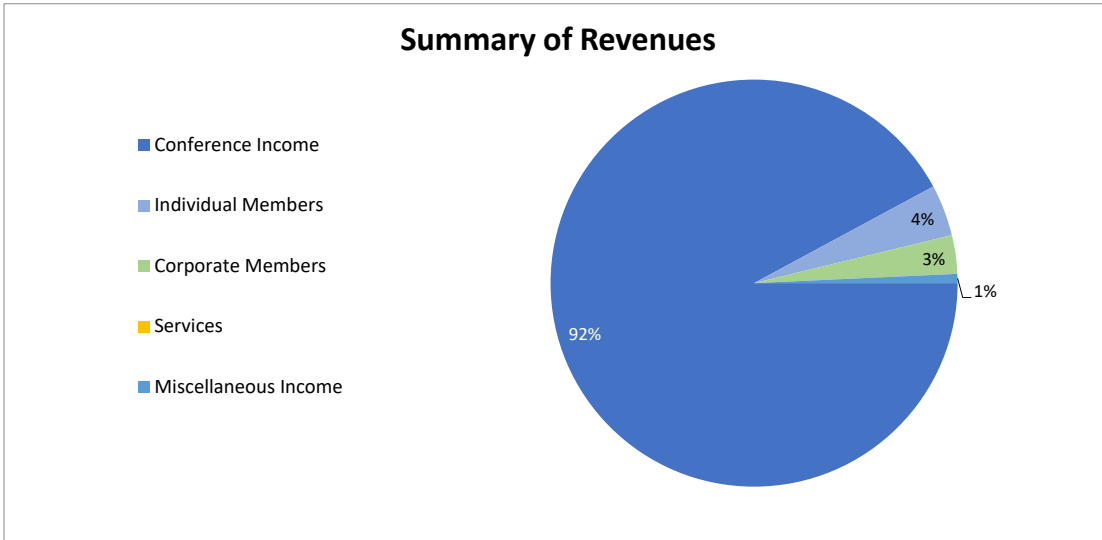


**2022/2023 Net Assets**

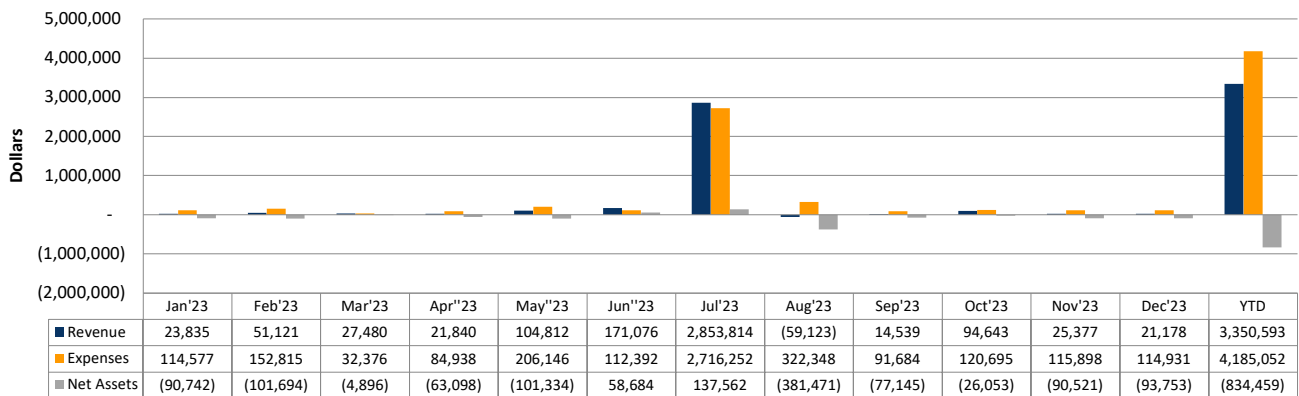


**Total Expenses YTD**





### YTD Operating Performance



**Agile Alliance**  
 Comparative Balance Sheet  
 For the periods ending December 31st, 2023 and December 31st, 2022

	December 2023 \$	December 2022 \$	Variance Inc/(Dec) \$	Variance Inc/(Dec) %
<b>ASSETS</b>				
<b>CURRENT ASSETS</b>				
Cash				
Everbank CD	535,276	535,276	-	-
Money Market	1,200,456	1,200,336	120	0.0%
Truist Checking	59,258	851,242	(791,984)	(93.0%)
Bill.com	0	2,500	(2,500)	(100.0%)
<b>Total Cash</b>	<u>1,794,990</u>	<u>2,589,353</u>	<u>(794,364)</u>	<u>(30.7%)</u>
Accounts Receivable	45,310	-	45,310	100.0%
<b>OTHER ASSETS</b>				
Inventory	7,017	7,017	-	-
Prepaid Expenses	126,217	-	126,217	100.0%
<b>TOTAL OTHER ASSETS</b>	<u>133,234</u>	<u>7,017</u>	<u>126,217</u>	<u>1,798.7%</u>
<b>TOTAL ASSETS</b>	<u><b>\$ 1,973,534</b></u>	<u><b>\$ 2,596,370</b></u>	<u><b>\$ (622,837)</b></u>	<u><b>(24.0%)</b></u>
<b>LIABILITIES</b>				
<b>CURRENT LIABILITIES</b>				
Accounts Payable	15,106	-	15,106	100.0%
Business Visa				
Company Card	5,639	2,552	3,086	120.9%
Teresa Foster	12,608	(3,420)	16,029	468.6%
<b>Total Business Visa</b>	<u>18,247</u>	<u>(868)</u>	<u>19,115</u>	<u>2,202.2%</u>
<b>Other Current Liabilities</b>				
Conference Rollovers	-	20,490	(20,490)	(100.0%)
Deferred Revenue	203,598	-	203,598	100.0%
<b>Total Other Liabilities</b>	<u>203,598</u>	<u>20,490</u>	<u>183,108</u>	<u>893.6%</u>
<b>TOTAL LIABILITIES</b>	<b>236,951</b>	<b>19,622</b>	<b>217,329</b>	<b>1,107.6%</b>
<b>NET ASSETS</b>				
Retained Earnings	2,572,132	2,118,609	453,523	21.4%
Current Year Net Assets	(835,549)	458,139	(1,293,689)	(282.4%)
<b>TOTAL NET ASSETS</b>	<u>1,736,583</u>	<u>2,576,748</u>	<u>(840,165)</u>	<u>(32.6%)</u>
<b>TOTAL LIABILITIES &amp; STOCKHOLDERS' EQUITY</b>	<u><b>\$ 1,973,534</b></u>	<u><b>\$ 2,596,370</b></u>	<u><b>\$ (622,837)</b></u>	<u><b>(24.0%)</b></u>

**Agile Alliance**

Comparative Income Statement

For the periods ending December 31st, 2023 and December 31st, 2022

	December 2023 YTD - ACTUALS		December 2023 YTD - BUDGET		VARIANCE TO BUDGET		December 2022 YTD - ACTUALS		Dec '23 TO Dec '22 ACTUALS VARIANCE	
	\$	%	\$	%	\$	%	\$	%	\$	%
<b>REVENUES, GAINS, &amp; OTHER SUPPORT:</b>										
Conference Income										
Attendees	2,067,774	61.7%	2,720,527	64.7%	(652,753)	(24.0%)	2,464,212	64.3%	(396,438)	(16.1%)
Registrations	192,385	5.7%	-	-	192,385	100.0%	-	-	192,385	100.0%
Miscellaneous Conference	79,001	2.4%	-	-	79,001	100.0%	103,320	2.7%	(24,319)	(23.5%)
Scotland Hub	-	-	101,557	2.4%	(101,557)	(100.0%)	-	-	-	-
Research Papers	-	-	-	-	-	-	251	0.0%	(251)	(100.0%)
Sponsorships	747,703	22.3%	1,054,000	25.1%	(306,297)	(29.1%)	985,960	25.7%	(238,257)	(24.2%)
Total Conference Income	3,086,863	92.1%	3,876,084	92.2%	(789,221)	(20.4%)	3,553,743	92.7%	(466,880)	(13.1%)
Memberships										
Corporate	102,299	3.1%	142,000	3.4%	(39,701)	(28.0%)	127,645	3.3%	(25,346)	(19.9%)
Individual	136,666	4.1%	161,000	3.8%	(24,334)	(15.1%)	146,535	3.8%	(9,870)	(6.7%)
Total Memberships	238,965	7.1%	303,000	7.2%	(64,035)	(21.1%)	274,180	7.2%	(35,215)	(12.8%)
Services	-	-	-	-	-	-	2,863	0.1%	(2,863)	(100.0%)
Miscellaneous Income	24,765	0.7%	25,000	0.6%	(235)	(0.9%)	3,586	0.1%	21,179	590.5%
<b>TOTAL REVENUE</b>	<b>3,350,593</b>	<b>100.0%</b>	<b>4,204,084</b>	<b>100.0%</b>	<b>(853,491)</b>	<b>(20.3%)</b>	<b>3,834,373</b>	<b>100.0%</b>	<b>(483,780)</b>	<b>(12.6%)</b>
<b>PROGRAM EXPENSES:</b>										
Personnel Expenses										
Salaries/Bonuses	591,562	17.7%	562,750	13.4%	28,812	5.1%	435,924	11.4%	155,638	35.7%
Health Insurance	89,665	2.7%	168,000	4.0%	(78,335)	(46.6%)	83,037	2.2%	6,628	8.0%
Processing Charges	4,447	0.1%	3,000	0.1%	1,447	48.2%	2,936	0.1%	1,511	51.5%
Payroll Taxes	44,656	1.3%	43,050	1.0%	1,606	3.7%	33,336	0.9%	11,320	34.0%
Worker's Compensation	3,609	0.1%	1,200	0.0%	2,409	200.7%	889	0.0%	2,719	305.7%
Sub-total Personnel Expenses	733,939	21.9%	778,000	18.5%	(44,061)	(5.7%)	556,122	14.5%	177,817	32.0%
Conference Expenses										
Conference	-	-	-	-	-	-	89,501	2.3%	(89,501)	(100.0%)
Agile Alliance Management	213,070	6.4%	235,000	5.6%	(21,930)	(9.3%)	46,970	1.2%	166,101	353.6%
Art/Design	8,424	0.3%	15,880	0.4%	(7,456)	(47.0%)	667	0.0%	7,757	1,162.9%
Canadian Tax	-	-	-	-	-	-	13	0.0%	(13)	(100.0%)
Committee Expenses	917	0.0%	-	-	917	100.0%	9,752	0.3%	(8,835)	(90.6%)
Committee Honoraria	41,461	1.2%	284,899	6.8%	(243,438)	(85.4%)	30,000	0.8%	11,461	38.2%
Conference Banquet	-	-	-	-	-	-	37,784	1.0%	(37,784)	(100.0%)
Conference Planner	-	-	-	-	-	-	89,357	2.3%	(89,357)	(100.0%)
Conference Planning & Material	17,058	0.5%	-	-	17,058	100.0%	-	-	17,058	100.0%
Decorating	29,357	0.9%	30,000	0.7%	(643)	(2.1%)	29,227	0.8%	130	0.4%
Entertainment	1,000	0.0%	48,000	1.1%	(47,000)	(97.9%)	51,359	1.3%	(50,359)	(98.1%)
Equipment	-	-	102,789	2.4%	(102,789)	(100.0%)	339,351	8.9%	(339,351)	(100.0%)
Facility & Equipment	567,186	16.9%	553,462	13.2%	13,724	2.5%	1,288,713	33.6%	(721,526)	(56.0%)
Facility & Equipment/Internet	157,733	4.7%	-	-	157,733	100.0%	-	-	157,733	100.0%
Food & Beverage	1,276,735	38.1%	1,354,274	32.2%	(77,539)	(5.7%)	86,681	2.3%	1,190,054	1,372.9%
Honoraria	202,260	6.0%	-	-	202,260	100.0%	4,868	0.1%	197,392	4,055.2%
Legal	-	-	16,000	0.4%	(16,000)	(100.0%)	9,273	0.2%	(9,273)	(100.0%)
Marketing/Promotion	7,345	0.2%	30,000	0.7%	(22,655)	(75.5%)	549	0.0%	6,795	1,236.8%
Conference Travel	37,848	1.1%	55,000	1.3%	(17,152)	(31.2%)	17,360	0.5%	20,487	118.0%
Total Conference Merchant Fees	82,835	2.5%	79,000	1.9%	3,835	4.9%	82,676	2.2%	160	0.2%
Platform Software	21,325	0.6%	27,300	0.6%	(5,975)	(21.9%)	12,492	0.3%	8,833	70.7%
Miscellaneous - Chili/XP	81,663	2.4%	-	-	81,663	100.0%	-	-	81,663	100.0%
Miscellaneous	1,545	0.0%	10,000	0.2%	(8,455)	(84.6%)	11,964	0.3%	(10,419)	(87.1%)
Printing/Reproduction	-	-	28,000	0.7%	(28,000)	(100.0%)	359	0.0%	(359)	(100.0%)
Onsite Labor	-	-	-	-	-	-	10,298	0.3%	(10,298)	(100.0%)
Publishing	5,965	0.2%	11,233	0.3%	(5,268)	(46.9%)	7,529	0.2%	(1,564)	(20.8%)
Registration	-	-	4,300	0.1%	(4,300)	(100.0%)	7,396	0.2%	(7,396)	(100.0%)
Sponsor Expense	25,000	0.7%	-	-	25,000	100.0%	-	-	25,000	100.0%
Scotland Hub	-	-	101,557	2.4%	(101,557)	(100.0%)	-	-	-	-
Supplies	-	-	-	-	-	-	930	0.0%	(930)	(100.0%)
Speaker Expenses	142,442	4.3%	205,997	4.9%	(63,555)	(30.9%)	51,880	1.4%	90,562	174.6%
Video	19,581	0.6%	40,000	1.0%	(20,419)	(51.0%)	5,744	0.1%	13,837	240.9%
SWAG	25,803	0.8%	41,599	1.0%	(15,796)	(38.0%)	28,979	0.8%	(3,176)	(11.0%)
Total Conference Expenses	2,966,553	88.5%	3,274,290	77.9%	(307,737)	(9.4%)	2,351,672	61.3%	614,881	26.1%
Bank Service Charges	1,725	0.1%	2,000	0.0%	(275)	(13.8%)	1,960	0.1%	(235)	(12.0%)
Business Development	(4,588)	(0.1%)	3,000	0.1%	(7,588)	(252.9%)	635	0.0%	(5,223)	(822.6%)
Operational Expenses	3,087	0.1%	-	-	3,087	100.0%	-	-	3,087	100.0%
Merchant Fees	5,628	0.2%	8,000	0.2%	(2,372)	(29.7%)	7,103	0.2%	(1,475)	(20.8%)
Equipment and Repair	1,803	0.1%	-	-	1,803	100.0%	-	-	1,803	100.0%
Insurance	4,272	0.1%	7,000	0.2%	(2,728)	(39.0%)	5,379	0.1%	(1,107)	(20.6%)
Initiatives	30,790	0.9%	140,000	3.3%	(109,210)	(78.0%)	10,225	0.3%	20,565	201.1%
Marketing	519	0.0%	-	-	519	100.0%	-	-	519	100.0%
Meals & Entertainment	93	0.0%	4,000	0.1%	(3,907)	(97.7%)	1,333	0.0%	(1,240)	(93.0%)
Membership Communication	-	-	8,000	0.2%	(8,000)	(100.0%)	7,360	0.2%	(7,360)	(100.0%)
Programs Expenses	4,600	0.1%	-	-	4,600	100.0%	18,212	0.5%	(13,612)	(74.7%)
Unapplied Cash Bill Payment Expense	-	-	-	-	-	-	3,000	0.1%	(3,000)	(100.0%)
Miscellaneous Office	8,157	0.2%	15,000	0.4%	(6,843)	(45.6%)	8,247	0.2%	(90)	(1.1%)
Postage and Delivery	620	0.0%	-	-	620	100.0%	640	0.0%	(21)	(3.2%)
Professional Fees	71,375	2.1%	67,500	1.6%	3,875	5.7%	26,352	0.7%	45,023	170.9%
Board Expenses	167,424	5.0%	151,300	3.6%	16,124	10.7%	83,700	2.2%	83,723	100.0%
Software	51,571	1.5%	65,000	1.5%	(13,429)	(20.7%)	43,350	1.1%	8,221	19.0%
Staff Training	2,267	0.1%	-	-	2,267	100.0%	-	-	2,267	100.0%
Travel Expense	525	0.0%	7,500	0.2%	(6,975)	(93.0%)	5,735	0.1%	(5,210)	(90.8%)
Webinars	-	-	4,000	0.1%	(4,000)	(100.0%)	5,362	0.1%	(5,362)	(100.0%)
Web development & Hosting	32,231	1.0%	48,500	1.2%	(16,269)	(33.5%)	16,950	0.4%	15,281	90.2%
Contract Labor										
Administrative Support	12,000	0.4%	20,000	0.5%	(8,000)	(40.0%)	2,200	0.1%	9,800	445.5%
Community Development	-	-	-	-	-	-	27,000	0.7%	(27,000)	(100.0%)
Contract Labor	-	-	-	-	-	-	11,850	0.3%	(11,850)	(100.0%)
Initiative Support	(8,000)	(0.2%)	10,000	0.2%	(18,000)	(180.0%)	3,547	0.1%	(11,547)	(325.5%)
Management Services	74,247	2.2%	72,000	1.7%	2,247	3.1%	107,100	2.8%	(32,853)	(30.7%)
Miscellaneous General	332	0.0%	-	-	332	100.0%	-	-	332	100.0%
Reg. and Membership Mgmt	-	-	-	-	-	-	900	0.0%	(900)	(100.0%)
Membership Engagement	-	-	30,000	0.7%	(30,000)	(100.0%)	30,900	0.8%	(30,900)	(100.0%)
Website	23,884	0.7%	41,000	1.0%	(17,116)	(41.7%)	34,248	0.9%	(10,365)	(30.3%)
Total Contract Labor	102,463	3.1%	173,000	4.1%	(70,537)	(40.8%)	217,745	5.7%	(115,283)	(52.9%)
<b>TOTAL PROGRAM EXPENSES</b>	<b>4,185,052</b>	<b>124.9%</b>	<b>4,756,090</b>	<b>113.1%</b>	<b>(568,977)</b>	<b>(12.0%)</b>	<b>3,371,082</b>	<b>87.9%</b>	<b>813,970</b>	<b>24.1%</b>
<b>NET OPERATING INCOME/(Loss)</b>	<b>(834,459)</b>	<b>(24.9%)</b>	<b>(552,006)</b>	<b>(13.1%)</b>	<b>(284,514)</b>	<b>(51.2%)</b>	<b>463,291</b>	<b>12.1%</b>	<b>(1,297,750)</b>	<b>(280.1%)</b>
Other Income	970	0.0%	-	-	970	100.0%	1,352	0.0%	(383)	(28.3%)
Other Expenses	2,059	0.1%	-	-	2,059	100.0%	6,504	0.2%	(4,444)	(68.3%)
<b>NET INCOME/(Loss)</b>	<b>\$ (835,549)</b>	<b>(24.9%)</b>	<b>\$ (552,006)</b>	<b>(13.1%)</b>	<b>\$ (283,544)</b>	<b>(51.4%)</b>	<b>\$ 458,139</b>	<b>11.9%</b>	<b>\$ (1,293,689)</b>	<b>(282.4%)</b>

**Agile Alliance**  
Monthly Comparative Income Statement  
For the months ending December 31st, 2023 and December 31st, 2022

	December 2023 MONTH ONLY-ACTUALS		December 2023 MONTH ONLY - BUDGE		VARIANCE TO BUDGET		December 2022 MONTH ONLY-ACTUALS		Dec '23 TO Dec '22 ACTUALS VARIANCE	
	\$	%	\$	%	\$	%	\$	%	\$	%
<b>REVENUES, GAINS, &amp; OTHER SUPPORT:</b>										
Conference Income										
Attendees	-	-	-	-	-	-	70,414	68.1%	(70,414)	(100.0%)
Registrations	41,703	196.9%	-	-	41,703	100.0%	-	-	41,703	100.0%
Miscellaneous Conference	-	-	-	-	-	-	-	-	-	-
Sponsorships	2,500	11.8%	-	-	2,500	100.0%	12,500	12.1%	(10,000)	(80.0%)
Total Conference Income	44,203	208.7%	-	-	44,203	100.0%	82,914	80.1%	(38,711)	(46.7%)
Memberships										
Corporate	3,600	17.0%	11,837	43.3%	(8,237)	(69.6%)	11,900	11.5%	(8,300)	(69.7%)
Individual	14,357	67.8%	13,413	49.1%	944	7.0%	8,632	8.3%	5,725	66.3%
Total Memberships	17,957	84.8%	25,250	92.4%	(7,293)	(28.9%)	20,532	19.8%	(2,575)	(12.5%)
Miscellaneous Income	977	4.6%	2,087	7.6%	(1,110)	(53.2%)	11	0.0%	967	9,129.2%
<b>TOTAL REVENUE</b>	<b>21,178</b>	<b>100.0%</b>	<b>27,337</b>	<b>100.0%</b>	<b>(6,159)</b>	<b>(22.5%)</b>	<b>103,457</b>	<b>100.0%</b>	<b>(40,319)</b>	<b>(79.5%)</b>
<b>PROGRAM EXPENSES:</b>										
Personnel Expenses										
Salaries/Bonuses	50,883	240.3%	46,894	171.5%	3,989	8.5%	45,883	44.4%	5,000	10.9%
Health Insurance	4,157	19.6%	14,000	51.2%	(9,843)	(70.3%)	5,755	5.6%	(1,597)	(27.8%)
Processing Charges	270	1.3%	250	0.9%	20	8.1%	415	0.4%	(145)	(35.0%)
Payroll Taxes	2,913	13.8%	3,582	13.1%	(669)	(18.7%)	2,289	2.2%	624	27.2%
Worker's Compensation	102	0.5%	100	0.4%	2	2.1%	101	0.1%	2	1.6%
Sub-total Personnel Expenses	58,326	275.4%	64,826	237.1%	(6,500)	(10.0%)	54,443	52.6%	3,883	7.1%
Conference Expenses										
Art/Design	-	-	-	-	-	-	379	0.4%	(379)	(100.0%)
Conference Planning & Material	-	-	-	-	-	-	-	-	-	-
Platform Software	1,108	5.2%	-	-	1,108	100.0%	-	-	1,108	100.0%
Total Conference Merchant Fees	21	0.1%	-	-	21	100.0%	576	0.6%	(555)	(96.4%)
Printing/Reproduction	-	-	-	-	-	-	-	-	-	-
Total Conference Expenses	1,128	5.3%	-	-	1,128	100.0%	14,436	14.0%	(13,307)	(92.2%)
Bank Service Charges	10	0.0%	163	0.6%	(153)	(93.9%)	301	0.3%	(291)	(96.7%)
Business Development	-	-	250	0.9%	(250)	(100.0%)	300	0.3%	(300)	(100.0%)
Merchant Fees	376	1.8%	663	2.4%	(287)	(43.3%)	161	0.2%	215	133.1%
Insurance	388	1.8%	587	2.1%	(199)	(33.8%)	-	-	388	100.0%
Initiatives	-	-	8,337	30.5%	(8,337)	(100.0%)	1,515	1.5%	(1,515)	(100.0%)
Meals & Entertainment	-	-	337	1.2%	(337)	(100.0%)	1,026	1.0%	(1,026)	(100.0%)
Membership Communication	-	-	663	2.4%	(663)	(100.0%)	-	-	-	-
Webinars	-	-	337	1.2%	(337)	(100.0%)	-	-	-	-
Unapplied Cash Bill Payment Expense	-	-	-	-	-	-	-	-	-	-
Miscellaneous Office	3,319	15.7%	1,250	4.6%	2,069	165.5%	90	0.1%	3,229	3,580.1%
Postage and Delivery	-	-	-	-	-	-	-	-	-	-
Professional Fees	14,928	70.5%	5,625	20.6%	9,303	165.4%	7,250	7.0%	7,678	105.9%
Board Expenses	8,613	40.7%	-	-	8,613	100.0%	7,661	7.4%	951	12.4%
Software	3,780	17.9%	5,413	19.8%	(1,633)	(30.2%)	3,456	3.3%	324	9.4%
Travel Expense	-	-	625	2.3%	(625)	(100.0%)	-	-	-	-
Web development & Hosting	11,500	54.3%	4,038	14.8%	7,462	184.8%	2,588	2.5%	8,912	344.4%
Contract Labor										
Administrative Support	-	-	1,663	6.1%	(1,663)	(100.0%)	-	-	-	-
Initiative Support	-	-	837	3.1%	(837)	(100.0%)	-	-	-	-
Management Services	12,050	56.9%	6,000	21.9%	6,050	100.8%	-	-	12,050	100.0%
Membership Engagement	-	-	2,500	9.1%	(2,500)	(100.0%)	-	-	-	-
Website	-	-	3,413	12.5%	(3,413)	(100.0%)	2,600	2.5%	(2,600)	(100.0%)
Total Contract Labor	12,050	56.9%	14,413	52.7%	(2,363)	(16.4%)	11,200	10.8%	850	7.6%
<b>TOTAL PROGRAM EXPENSES</b>	<b>114,931</b>	<b>542.7%</b>	<b>107,527</b>	<b>393.3%</b>	<b>7,404</b>	<b>6.9%</b>	<b>104,428</b>	<b>100.9%</b>	<b>10,503</b>	<b>10.1%</b>
<b>NET OPERATING INCOME/(Loss)</b>	<b>(93,753)</b>	<b>(442.7%)</b>	<b>(80,190)</b>	<b>(293.3%)</b>	<b>(13,563)</b>	<b>(16.9%)</b>	<b>(971)</b>	<b>(0.9%)</b>	<b>(50,823)</b>	<b>(9,553.6%)</b>
Other Income	20	0.1%	-	-	20	100.0%	10	0.0%	10	100.4%
Other Expenses	136	0.6%	-	-	136	100.0%	20	0.0%	116	592.7%
<b>NET INCOME/(Loss)</b>	<b>\$ (93,868)</b>	<b>(443.2%)</b>	<b>\$ (80,190)</b>	<b>(293.3%)</b>	<b>\$ (13,679)</b>	<b>(17.1%)</b>	<b>\$ (981)</b>	<b>(0.9%)</b>	<b>\$ (50,929)</b>	<b>(9,473.0%)</b>



**Agile Alliance**  
Statement Of Activities  
For the periods ending 2023, 2018 and 2019

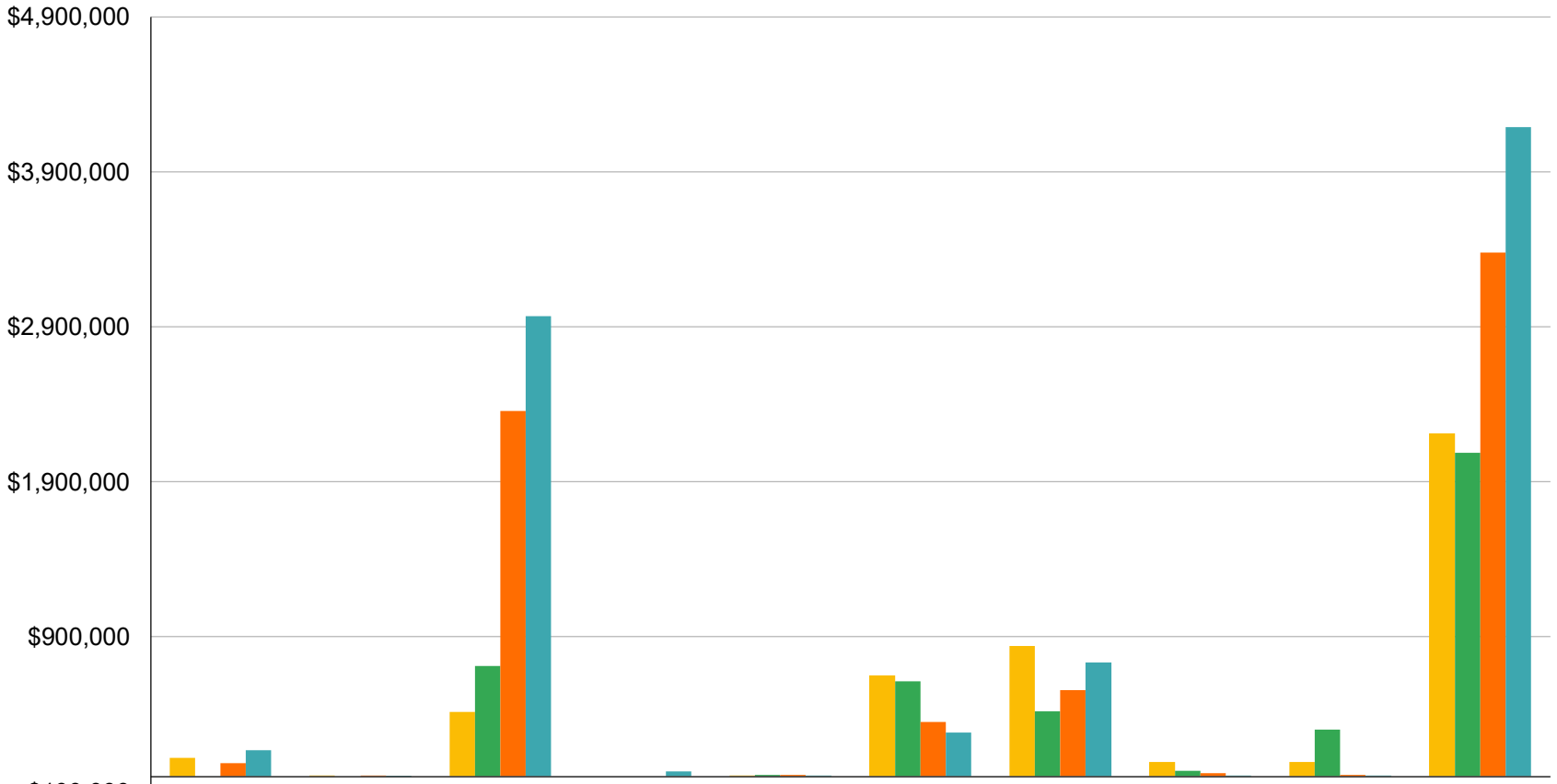
	December 2023 YTD - ACTUALS		ANNUAL BUDGET		December 2018 YTD - ACTUALS		December 2019 YTD - ACTUALS	
	\$	%	\$	%	\$	%	\$	%
<b>REVENUES, GAINS, &amp; OTHER SUPPORT:</b>								
Conference Income								
Attendees	2,067,774	61.7%	2,720,527	64.7%	4,259,223	81.6%	3,923,110	75.1%
Registrations	192,385	5.7%	-	-	-	-	-	-
Miscellaneous Conference	79,001	2.4%	-	-	4,555	0.1%	4,250	0.1%
Scotland Hub	-	-	101,557	2.4%	-	-	-	-
Sponsorships	747,703	22.3%	1,054,000	25.1%	657,000	12.6%	977,867	18.7%
Total Conference Income	3,086,863	92.1%	3,876,084	92.2%	4,920,778	94.2%	4,905,227	93.9%
Memberships								
Corporate	102,299	3.1%	142,000	3.4%	86,590	1.7%	89,000	1.7%
Individual	136,666	4.1%	161,000	3.8%	154,598	3.0%	156,236	3.0%
Total Memberships	238,965	7.1%	303,000	7.2%	241,188	4.6%	245,236	4.7%
Programs Income								
Agile Virtual Events	-	-	-	-	49	0.0%	-	-
Women in Agile Workshop	-	-	-	-	10,698	0.2%	13,486	0.3%
Total Programs Income	-	-	-	-	10,747	0.2%	13,486	0.3%
Multiview	-	-	25,000	0.6%	-	-	-	-
Services	-	-	-	-	-	-	-	-
Miscellaneous Income	24,765	0.7%	-	-	48,808	0.9%	57,651	1.1%
<b>TOTAL REVENUE</b>	<b>3,350,593</b>	<b>100.0%</b>	<b>4,204,084</b>	<b>100.0%</b>	<b>5,221,521</b>	<b>100.0%</b>	<b>5,221,601</b>	<b>100.0%</b>
<b>PROGRAM EXPENSES:</b>								
Personnel Expenses								
Salaries/Bonuses	591,562	17.7%	562,750	13.4%	327,597	6.3%	480,856	9.2%
Health Insurance	89,665	2.7%	168,000	4.0%	42,970	0.8%	63,015	1.2%
Disability Insurance	-	-	-	-	5,485	0.1%	5,485	0.1%
Retirement	-	-	-	-	8,894	0.2%	9,847	0.2%
Processing Charges	4,447	0.1%	3,000	0.1%	-	-	-	-
Payroll Taxes	44,656	1.3%	43,050	1.0%	-	-	-	-
Worker's Compensation	3,609	0.1%	1,200	0.0%	-	-	-	-
Sub-total Personnel Expenses	733,939	21.9%	778,000	18.5%	384,946	7.4%	559,204	10.7%
Conference Expenses								
Agile Alliance Management	213,070	6.4%	235,000	5.6%	5,000	0.1%	5,000	0.1%
Art/Design	8,424	0.3%	15,880	0.4%	20,037	0.4%	18,590	0.4%
Canadian Tax	-	-	-	-	-	-	4,190	0.1%
Committee Expenses	917	0.0%	-	-	6,943	0.1%	10,911	0.2%
Committee Honoraria	41,461	1.2%	284,899	6.8%	4,000	0.1%	-	-
Conference Banquet	-	-	-	-	285,177	5.5%	415,213	8.0%
Conference Planner	-	-	-	-	203,838	3.9%	220,281	4.2%
Conference Planning & Material	17,058	0.5%	-	-	155,885	3.0%	130,222	2.5%
Decorating	29,357	0.9%	30,000	0.7%	78,595	1.5%	75,463	1.4%
Entertainment	1,000	0.0%	48,000	1.1%	13,879	0.3%	14,676	0.3%
Emails	-	-	-	-	807	0.0%	2	0.0%
Equipment	-	-	102,789	2.4%	-	-	-	-
Facility & Equipment	567,186	16.9%	553,462	13.2%	421,962	8.1%	2,208,960	42.3%
Facility & Equipment/Internet	157,733	4.7%	-	-	-	-	-	-
Food & Beverage	1,276,735	38.1%	1,354,274	32.2%	1,910,296	36.6%	9,782	0.2%
Honoraria	202,260	6.0%	-	-	118,000	2.3%	150,797	2.9%
Legal	-	-	16,000	0.4%	-	-	-	-
Lead Retrieval	-	-	-	-	-	-	16,240	0.3%
Marketing/Promotion	7,345	0.2%	30,000	0.7%	111,139	2.1%	43,402	0.8%
Conference Travel	37,848	1.1%	55,000	1.3%	24,688	0.5%	16,871	0.3%
Total Conference Merchant Fees	82,835	2.5%	79,000	1.9%	(45,000)	(0.9%)	-	-
Platform Software	21,325	0.6%	27,300	0.6%	-	-	-	-
Miscellaneous - Chili/XP	81,663	2.4%	-	-	-	-	-	-
Miscellaneous	1,545	0.0%	10,000	0.2%	608	0.0%	1,132	0.0%
Printing/Reproduction	-	-	28,000	0.7%	34,586	0.7%	19,740	0.4%
Online Schedule	-	-	-	-	5,000	0.1%	-	-
Onsite Labor	-	-	-	-	-	-	7,591	0.1%
Publishing	5,965	0.2%	11,233	0.3%	10,596	0.2%	13,428	0.3%
Registration	-	-	4,300	0.1%	29,374	0.6%	34,175	0.7%
Security	-	-	-	-	3,967	0.1%	-	-
Scotland Hub	-	-	101,557	2.4%	-	-	-	-
Sponsor Expense	25,000	0.7%	-	-	3,450	0.1%	2,487	0.0%
Submission System	-	-	-	-	12,223	0.2%	15,585	0.3%
Supplies	-	-	-	-	2,731	0.1%	1,944	0.0%
Speaker Expenses	142,442	4.3%	205,997	4.9%	15,135	0.3%	33,184	0.6%
Video	19,581	0.6%	40,000	1.0%	50,690	1.0%	-	-
SWAG	25,803	0.8%	41,599	1.0%	56,556	1.1%	82,786	1.6%
Total Conference Expenses	2,966,553	88.5%	3,274,290	77.9%	3,540,162	67.8%	3,552,653	68.0%
Bank Service Charges	1,725	0.1%	2,000	0.0%	3,283	0.1%	3,499	0.1%
Conference Site Selection	-	-	-	-	2,096	0.0%	2,889	0.1%
Business Development	(4,588)	(0.1%)	3,000	0.1%	-	-	817	0.0%
Operational Expenses	3,087	0.1%	-	-	-	-	-	-
Merchant Fees	5,628	0.2%	8,000	0.2%	8,589	0.2%	7,842	0.2%
Contact Management	-	-	-	-	-	-	25,280	0.5%
Equipment and Repair	1,803	0.1%	-	-	-	-	-	-
Insurance	4,272	0.1%	7,000	0.2%	4,255	0.1%	4,306	0.1%
Licence and Permits	-	-	-	-	199	-	23	0.0%
Initiatives	30,790	0.9%	140,000	3.3%	-	-	10,587	0.2%
Market Research	-	-	-	-	-	-	60,125	1.2%
Marketing	519	0.0%	-	-	106,557	2.0%	82,882	1.6%
Meals & Entertainment	93	0.0%	4,000	0.1%	3,315	0.1%	3,946	0.1%
Membership Communication	-	-	8,000	0.2%	14,123	0.3%	14,454	0.3%
Programs Expenses	4,600	0.1%	-	-	85,479	1.6%	119,919	2.3%
Miscellaneous Office	8,157	0.2%	15,000	0.4%	69,317	1.3%	57,513	1.1%
Postage and Delivery	620	0.0%	-	-	376	0.0%	208	0.0%
Professional Fees	71,375	2.1%	67,500	1.6%	17,787	0.3%	47,509	0.9%
Board Expenses	167,424	5.0%	151,300	3.6%	160,657	3.1%	233,687	4.5%
Software	51,571	1.5%	65,000	1.5%	537	0.0%	848	0.0%
Staff Training	2,267	-	-	-	3,030	0.1%	-	-
SWAG	-	-	-	-	9,125	0.2%	2,780	0.1%
Travel Expense	525	0.0%	7,500	0.2%	25,365	0.5%	40,492	0.8%
Video Capturing & Editing	-	-	-	-	(1,194)	(0.0%)	50,864	1.0%
Webinars	-	-	4,000	0.1%	5,064	0.1%	5,362	0.1%
Web development & Hosting	32,231	1.0%	48,500	1.2%	164,602	3.2%	119,987	2.3%
Contract Labor								
Administrative Support	12,000	0.4%	20,000	0.5%	-	-	-	-
Contract Labor	-	-	-	-	187,801	3.6%	187,749	3.6%
Initiative Support	(8,000)	(0.2%)	10,000	0.2%	12,260	0.2%	12,705	0.2%
Management Services	74,247	2.2%	72,000	0.2%	-	-	-	-
Miscellaneous General	332	0.0%	-	-	-	-	-	-
Submission System Product Owner	-	-	-	-	2,063	0.0%	-	-
Third Party Events Support	-	-	-	-	4,290	0.1%	4,307	0.1%
Membership Engagement	-	-	30,000	0.7%	-	-	-	-
Website	23,884	0.7%	41,000	1.0%	-	-	-	-
Total Contract Labor	102,463	3.1%	173,000	4.1%	206,413	4.0%	204,761	3.9%
<b>TOTAL PROGRAM EXPENSES</b>	<b>4,185,052</b>	<b>124.9%</b>	<b>4,756,090</b>	<b>113.1%</b>	<b>4,814,085</b>	<b>92.2%</b>	<b>5,212,435</b>	<b>99.8%</b>
<b>NET OPERATING INCOME/(Loss)</b>	<b>(834,459)</b>	<b>(24.9%)</b>	<b>(552,006)</b>	<b>(13.1%)</b>	<b>407,437</b>	<b>7.8%</b>	<b>9,165</b>	<b>0.2%</b>
<b>Other Income</b>	970	0.0%	-	-	18,520	0.4%	19,478	0.4%
<b>Other Expenses</b>	2,059	0.1%	-	-	-	-	-	-
<b>NET INCOME/(Loss)</b>	<b>\$ (835,549)</b>	<b>(24.9%)</b>	<b>\$ (552,006)</b>	<b>(13.1%)</b>	<b>\$ 425,956</b>	<b>8.2%</b>	<b>\$ 28,643</b>	<b>0.5%</b>

2019-2023 overview



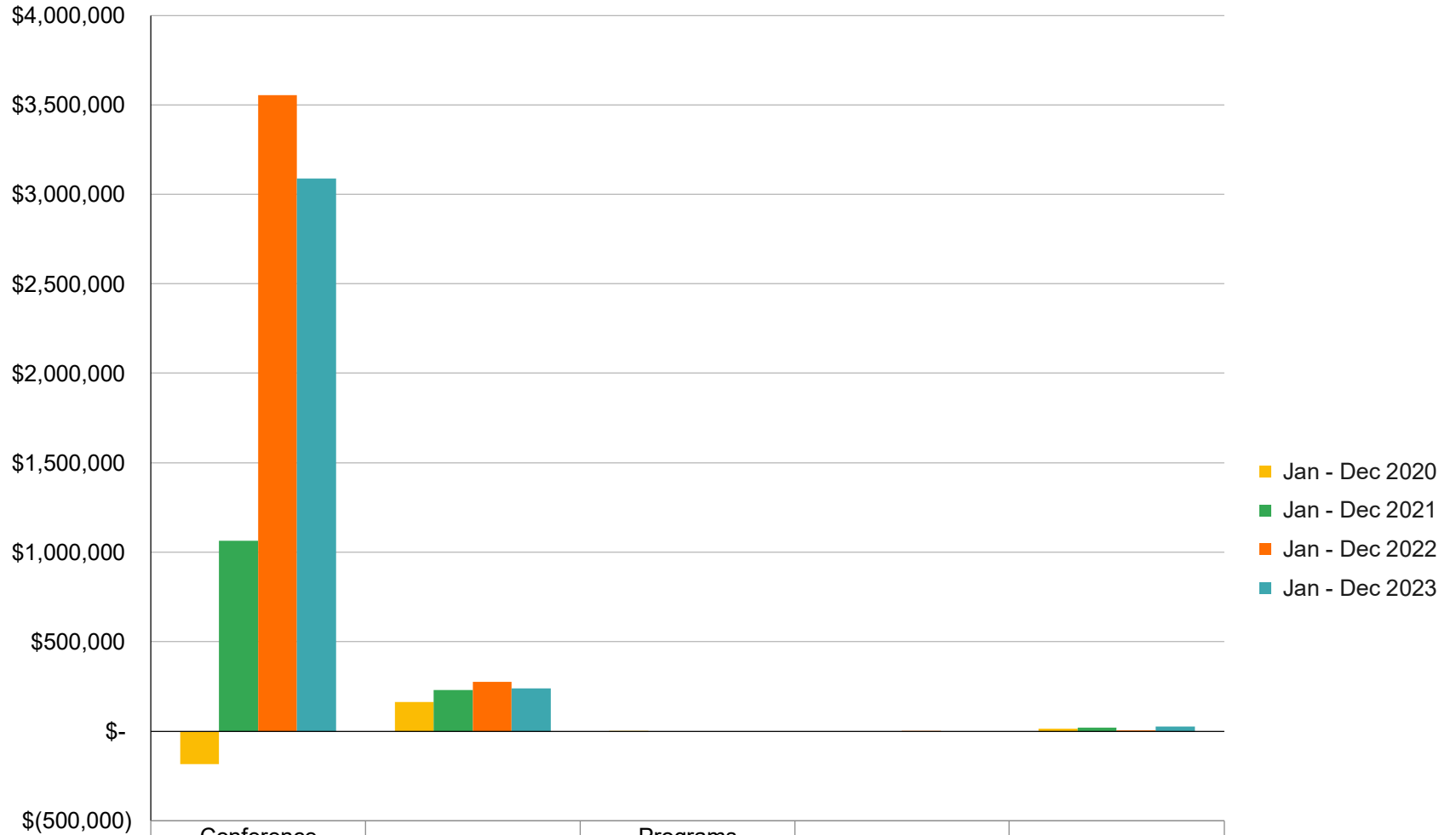
	Total Income	Total Expenses	NET
Jan - Dec 2020	\$(7,458)	\$2,212,205	\$(2,219,663)
Jan - Dec 2021	\$1,314,001	\$2,084,859	\$(770,858)
Jan - Dec 2022	\$3,835,725	\$3,380,086	\$455,639
Jan - Dec 2023	\$3,351,562	\$4,187,112	\$(835,549)

Expense overview 2019, 2020, 2021, 2022, 2023



	Board Expenses	Business Devt.	Conference Expenses	Initiatives/Sponsorships	Merchant Fees	Operational Expenses	Payroll	Programs	Other	
■ Jan - Dec 2020	\$119,936	\$1,264	\$412,879	\$-	\$5,822	\$649,577	\$840,314	\$90,388	\$92,026	\$2,212,205
■ Jan - Dec 2021	\$-	\$-	\$710,166	\$-	\$7,217	\$611,727	\$418,383	\$36,275	\$301,091	\$2,084,859
■ Jan - Dec 2022	\$83,700	\$635	\$2,354,672	\$-	\$7,103	\$351,336	\$556,122	\$18,212	\$8,306	\$3,380,086
■ Jan - Dec 2023	\$167,424	\$(4,588)	\$2,966,553	\$30,790	\$5,628	\$280,708	\$733,939	\$4,600	\$2,059	\$4,187,112

Income overview 2019, 2020, 2021, 2022, 2023



	Conference Income	Memberships	Programs Income	Services	Other Income
Jan - Dec 2020	\$(185,511)	\$163,409	\$50	\$-	\$14,594
Jan - Dec 2021	\$1,065,213	\$229,395	\$-	\$-	\$19,393
Jan - Dec 2022	\$3,553,743	\$274,180	\$-	\$2,863	\$4,939
Jan - Dec 2023	\$3,086,863	\$238,965	\$-	\$-	\$25,735

# Agile Alliance

## A/R Aging Summary

As of December 31, 2023

	CURRENT	1 - 30	31 - 60	61 - 90	91 AND OVER	TOTAL
Booz Allen Hamilton		7,500.00				\$7,500.00
KBR Inc.					10,245.00	\$10,245.00
Lucid Software		25,000.00				\$25,000.00
New Balance		400.00				\$400.00
Quality Accelerators E2000					2,165.25	\$2,165.25
<b>TOTAL</b>	<b>\$0.00</b>	<b>\$32,900.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$12,410.25</b>	<b>\$45,310.25</b>