



Agile Alliance
Financial Statements
For the Period Ending February 28, 2023

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

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AGILE ALLIANCE
Summary of Financial Information
February 28, 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 February 28, 2023, was \$2,822,869. This is a \$572,216 increase from the same time last year.

The Accounts Receivable balance at the end of February was \$261,400. 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 February 28, 2023, was \$121,630 as compared to zero for same time last year. The increase is due to the change in accounting basis. For accrual basis accounting expenses are recognized during the month the expense is incurred not paid. The balance in this account represents expenses for Conferences that will occur during later months. The expenses will be recognized during the month of the Conference.

Liabilities – The total Liabilities as of February 28, 2023, were \$769,259. This is a \$754,210 increase from the same time last year. This increase is the result of the accounting change from cash basis to accrual basis. There were Conference Sponsorships invoiced in January and February. The income from these invoices is in the Deferred Revenue account and will be recognized as income in the month of the Conference.

Net Assets – The current year Change in Net Assets is (\$125,975). This is \$249,988 less than last year's YTD Change in Net Assets. Total Net Assets through February 28, 2023, are \$2,443,657, an increase of \$201,035 as compared to same period last year.

Year to Date Statement of Activities

Revenue – Total Revenue is \$75,356 through February 28, 2023. This is \$24,856 higher than budget and \$292,080 lower than last year. Total Conference revenue is \$322,140 lower and Membership revenue is \$10,073 higher when compared to the same time last year. The difference in revenue is due to the change in accounting basis from cash to accrual. Last year, revenue was recognized as the cash was received. For accrual basis, the revenue is recognized during the month it is earned. The Conference revenue will be recognized during the month of the Conference.

Expenses – Total expenses are \$201,351 through February 28, 2023, which is under budget by \$51,560. Main variances compared to budget are noted below:

- Board Expenses are \$7,049 higher.
- Initiatives are \$16,666 lower.
- Contract Labor is \$16,649 lower.

In comparison to 2022 expenses, there is a \$43,276 decrease. Significant variances from last year are as follows:

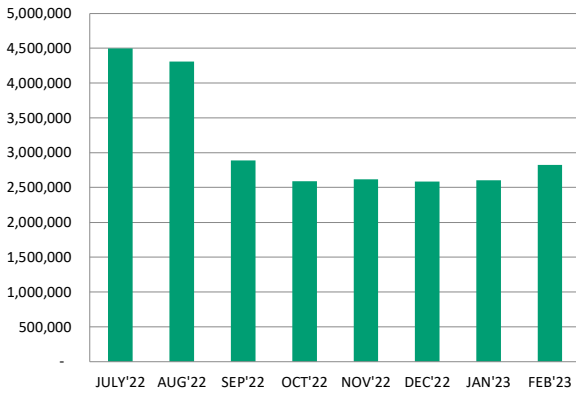
- Board Expenses are \$44,670 higher.
- Personnel Expenses are \$31,445 higher.
- Conference Expenses are \$81,493 lower.
- Contract Labor is \$43,095 lower.

Change in Net Income – The current year net loss is \$125,995. This is a \$72,269 increase compared to budget and a decrease of \$249,988 compared to 2022.

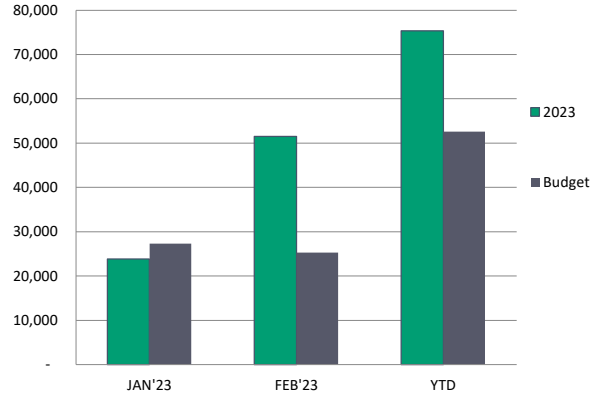
Agile Alliance
Financial Dashboard
For the period ending February 28, 2023

Color Code	
	Significant Underperformance
	Slight Underperformance
	Good Performance

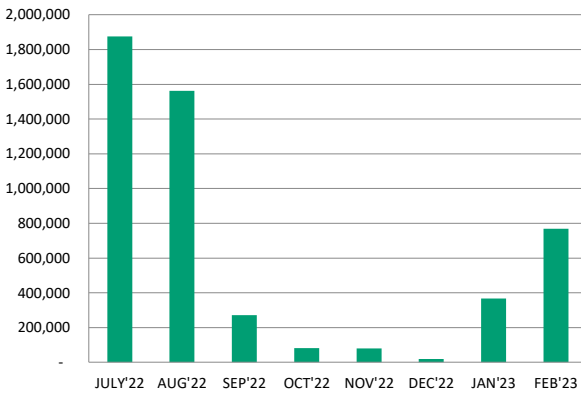
2022/2023 Cash



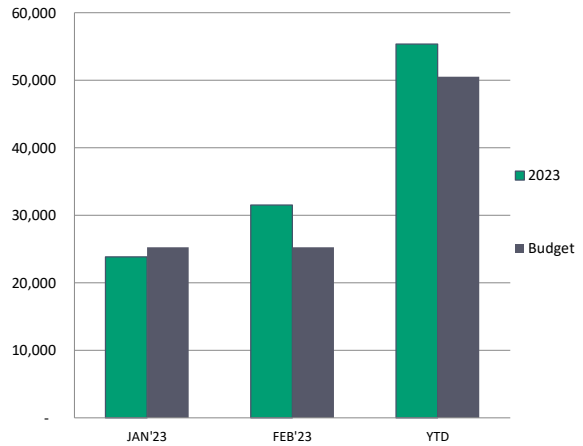
Total Revenue YTD



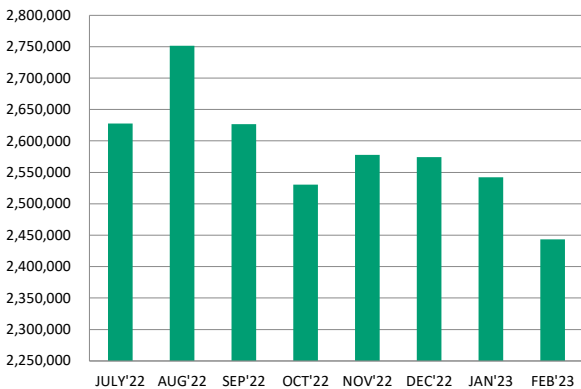
2022/2023 Current Liabilities



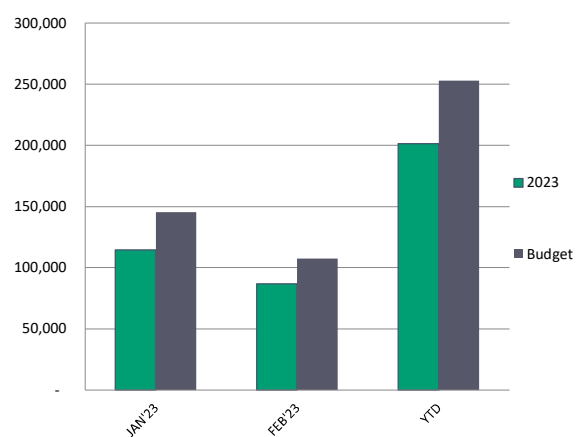
Membership Revenue YTD

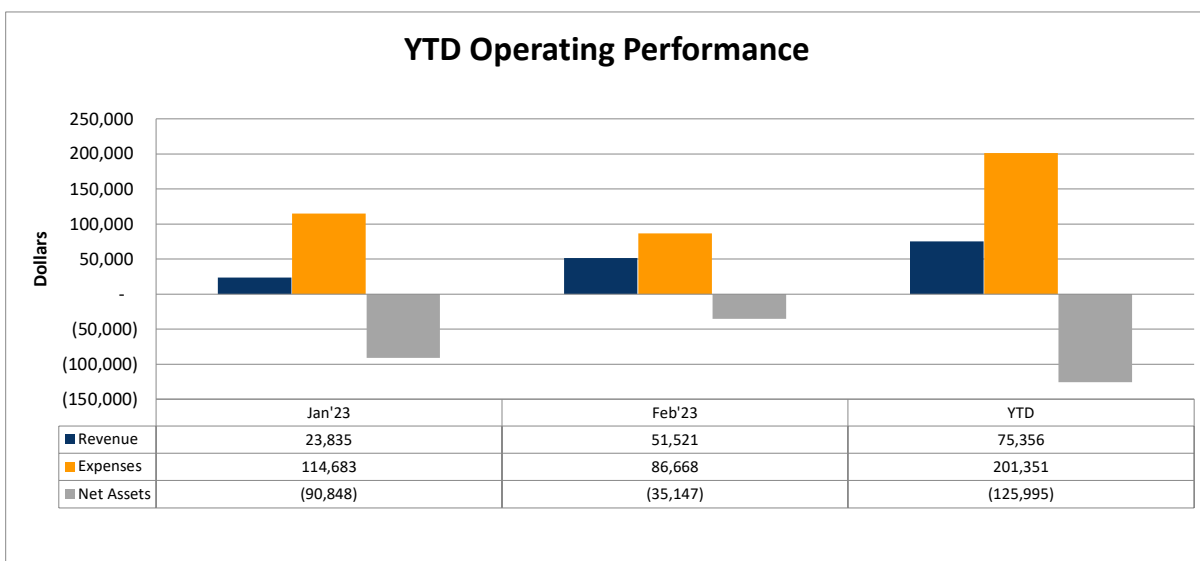
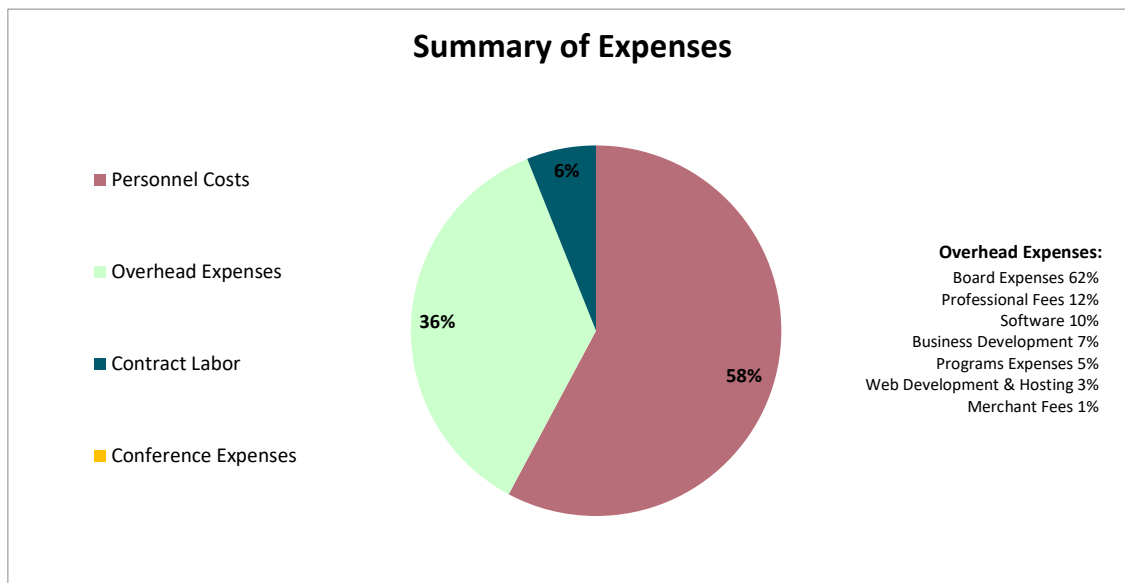
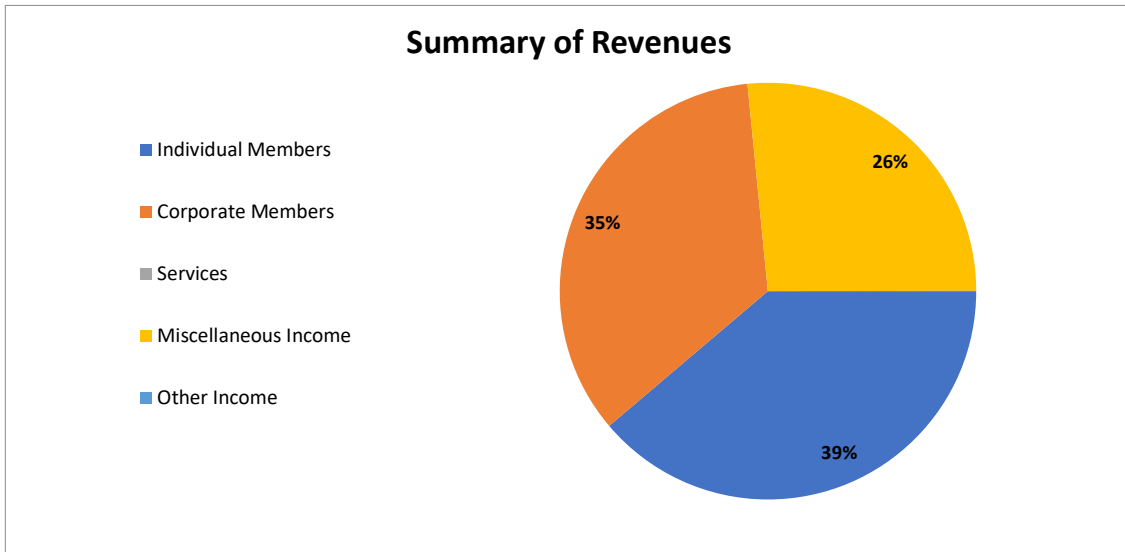


2022/2023 Net Assets



Total Expenses YTD





Agile Alliance
Comparative Balance Sheet
For the periods ending February 28, 2023 and February 28, 2022

	February 2023 \$	February 2022 \$	Variance Inc/(Dec) \$	Variance Inc/(Dec) %
ASSETS				
CURRENT ASSETS				
Cash				
Everbank CD	535,276	535,276	-	-
Money Market	1,200,355	1,200,235	120	0.0%
Truist Checking	1,084,738	515,143	569,596	110.6%
Bill.com	2,500	-	2,500	100.0%
Total Cash	<u>2,822,869</u>	<u>2,250,654</u>	<u>572,216</u>	<u>25.4%</u>
Accounts Receivable	261,400	-	261,400	100.0%
OTHER ASSETS				
Inventory	7,017	7,017	-	-
Prepaid Expenses	121,630	-	121,630	100.0%
TOTAL OTHER ASSETS	<u>128,647</u>	<u>7,017</u>	<u>121,630</u>	<u>1,733.4%</u>
TOTAL ASSETS	<u>\$ 3,212,916</u>	<u>\$ 2,257,671</u>	<u>\$ 955,245</u>	<u>42.3%</u>
LIABILITIES				
CURRENT LIABILITIES				
Accounts Payable	71,396	-	71,396	100.0%
Business Visa				
Anna Vickers	-	1,063	(1,063)	(100.0%)
Company Card	6,921	-	6,921	100.0%
Ellen Grove	-	1,529	(1,529)	(100.0%)
Teresa Foster	1,335	-	1,335	100.0%
Total Business Visa	<u>8,257</u>	<u>2,593</u>	<u>5,664</u>	<u>218.5%</u>
Other Current Liabilities				
Conference Rollovers	20,490	12,456	8,034	64.5%
Deferred Revenue	669,116	-	669,116	100.0%
Total Other Liabilities	<u>689,606</u>	<u>12,456</u>	<u>677,150</u>	<u>5,436.3%</u>
TOTAL LIABILITIES	<u>769,259</u>	<u>15,049</u>	<u>754,210</u>	<u>5,011.8%</u>
NET ASSETS				
Retained Earnings	2,569,632	2,118,609	451,023	21.3%
Current Year Net Assets	(125,975)	124,013	(249,988)	(201.6%)
TOTAL NET ASSETS	<u>2,443,657</u>	<u>2,242,622</u>	<u>201,035</u>	<u>9.0%</u>
TOTAL LIABILITIES & STOCKHOLDERS' EQUITY	<u>\$ 3,212,916</u>	<u>\$ 2,257,671</u>	<u>\$ 955,245</u>	<u>42.3%</u>

Agile Alliance

Comparative Income Statement

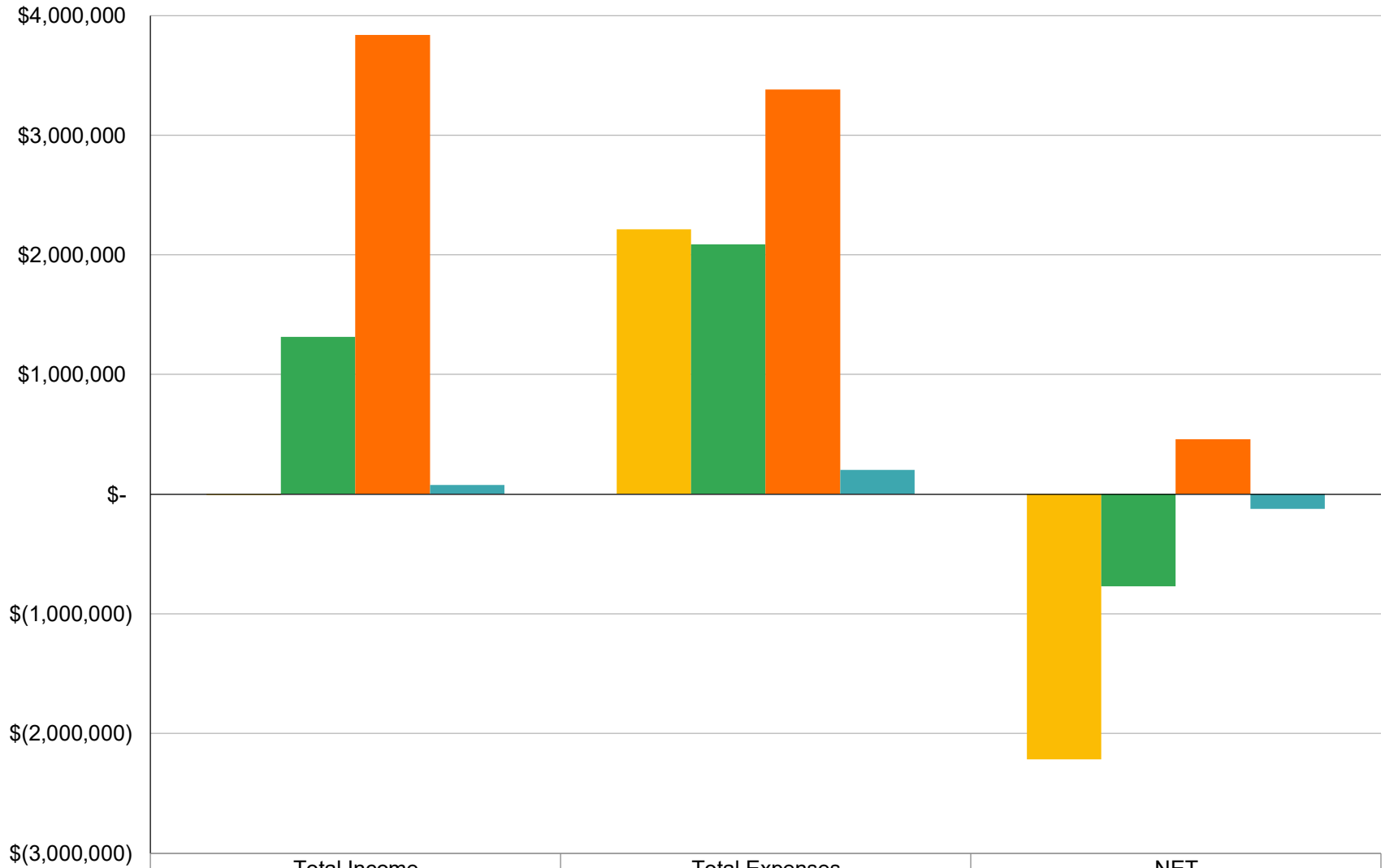
For the periods ending February 28, 2023 and February 28, 2022

	February 2023 YTD - ACTUALS		February 2023 YTD - BUDGET		VARIANCE TO BUDGET		February 2022 YTD - ACTUALS		Feb '23 TO Feb '22 ACTUALS VARIANCE	
	\$	%	\$	%	\$	%	\$	%	\$	%
REVENUES, GAINS, & OTHER SUPPORT:										
Conference Income										
Attendees	-	-	-	-	-	-	212,140	57.7%	(212,140)	(100.0%)
Sponsorships	-	-	-	-	-	-	110,000	29.9%	(110,000)	(100.0%)
Total Conference Income	-	-	-	-	-	-	322,140	87.7%	(322,140)	(100.0%)
Memberships										
Corporate	26,100	34.6%	23,666	46.9%	2,434	10.3%	21,800	5.9%	4,300	19.7%
Individual	29,244	38.8%	26,834	53.1%	2,410	9.0%	23,471	6.4%	5,773	24.6%
Total Memberships	55,344	73.4%	50,500	100.0%	4,844	9.6%	45,271	12.3%	10,073	22.3%
Miscellaneous Income	20,012	26.6%	-	-	20,012	100.0%	26	0.0%	19,987	78,256.6%
TOTAL REVENUE	75,356	100.0%	50,500	100.0%	24,856	49.2%	367,437	100.0%	(292,080)	(79.5%)
PROGRAM EXPENSES:										
Personnel Expenses										
Salaries/Bonuses	92,729	123.1%	93,792	185.7%	(1,063)	(1.1%)	66,467	18.1%	26,262	39.5%
Health Insurance	12,350	16.4%	28,000	55.4%	(15,650)	(55.9%)	11,963	3.3%	387	3.2%
Processing Charges	1,769	2.3%	500	1.0%	1,269	253.9%	478	0.1%	1,292	270.3%
Payroll Taxes	7,923	10.5%	7,176	14.2%	747	10.4%	5,927	1.6%	1,996	33.7%
Worker's Compensation	1,651	2.2%	200	0.4%	1,451	725.5%	143	0.0%	1,508	1,056.3%
Sub-total Personnel Expenses	116,422	154.5%	129,668	256.8%	(13,246)	(10.2%)	84,977	23.1%	31,445	37.0%
Conference Expenses										
Canadian Tax	-	-	-	-	-	-	13	0.0%	(13)	(100.0%)
Committee Expenses	-	-	-	-	-	-	486	0.1%	(486)	(100.0%)
Conference Planner	-	-	-	-	-	-	31,652	8.6%	(31,652)	(100.0%)
Entertainment	-	-	-	-	-	-	45,000	12.2%	(45,000)	(100.0%)
Total Conference Merchant Fees	-	-	-	-	-	-	3,906	1.1%	(3,906)	(100.0%)
SWAG	-	-	-	-	-	-	437	0.1%	(437)	(100.0%)
Total Conference Expenses	-	-	-	-	-	-	81,493	22.2%	(81,493)	(100.0%)
Bank Service Charges	55	0.1%	334	0.7%	(279)	(83.5%)	126	0.0%	(71)	(56.4%)
Business Development	4,882	6.5%	500	1.0%	4,382	876.3%	-	-	4,882	100.0%
Operational Expenses	-	-	-	-	-	-	-	-	-	-
Merchant Fees	377	0.5%	1,334	2.6%	(957)	(71.8%)	714	0.2%	(338)	(47.3%)
Insurance	388	0.5%	1,166	2.3%	(778)	(66.7%)	1,459	0.4%	(1,071)	(73.4%)
Initiatives	-	-	16,666	33.0%	(16,666)	(100.0%)	-	-	-	-
Meals & Entertainment	-	-	666	1.3%	(666)	(100.0%)	-	-	-	-
Membership Communication	-	-	1,334	2.6%	(1,334)	(100.0%)	2,408	0.7%	(2,408)	(100.0%)
Programs Expenses	3,361	4.5%	-	-	3,361	100.0%	5,605	1.5%	(2,243)	(40.0%)
Miscellaneous Office	421	0.6%	2,500	5.0%	(2,079)	(83.2%)	308	0.1%	114	37.0%
Postage and Delivery	141	0.2%	-	-	141	100.0%	-	-	141	100.0%
Professional Fees	8,720	11.6%	11,250	22.3%	(2,530)	(22.5%)	-	-	8,720	100.0%
Board Expenses	44,874	59.5%	37,825	74.9%	7,049	18.6%	203	0.1%	44,670	21,988.9%
Software	7,236	9.6%	10,834	21.5%	(3,598)	(33.2%)	3,691	1.0%	3,545	96.0%
Travel Expense	-	-	1,250	2.5%	(1,250)	(100.0%)	-	-	-	-
Webinars	-	-	666	1.3%	(666)	(100.0%)	5,362	1.5%	(5,362)	(100.0%)
Web development & Hosting	2,185	2.9%	8,084	16.0%	(5,899)	(73.0%)	2,050	0.6%	135	6.6%
Contract Labor										
Administrative Support	-	-	3,334	6.6%	(3,334)	(100.0%)	-	-	-	-
Community Development	12,000	15.9%	-	-	12,000	100.0%	6,000	1.6%	6,000	100.0%
Initiative Support	-	-	1,666	3.3%	(1,666)	(100.0%)	-	-	-	-
Management Services	-	-	12,000	23.8%	(12,000)	(100.0%)	37,800	10.3%	(37,800)	(100.0%)
Miscellaneous General	185	0.2%	-	-	185	100.0%	-	-	185	100.0%
Membership Engagement	-	-	5,000	9.9%	(5,000)	(100.0%)	8,100	2.2%	(8,100)	(100.0%)
Website	-	-	6,834	13.5%	(6,834)	(100.0%)	3,380	0.9%	(3,380)	(100.0%)
Total Contract Labor	12,185	16.2%	28,834	57.1%	(16,649)	(57.7%)	55,280	15.0%	(43,095)	(78.0%)
Other Expenses	104	0.1%	-	-	104	100.0%	951	0.3%	(846)	(89.0%)
TOTAL PROGRAM EXPENSES	201,351	267.2%	252,911	500.8%	(51,560)	(20.4%)	244,627	66.6%	(43,276)	(17.7%)
NET OPERATING INCOME	(125,995)	(167.2%)	(202,411)	(400.8%)	76,416	37.8%	122,809	33.4%	(248,804)	(202.6%)
Other Income	19	0.0%	4,166	8.2%	(4,147)	(99.5%)	1,204	0.3%	(1,184)	(98.4%)
NET INCOME	\$ (125,975)	(167.2%)	\$ (198,245)	(392.6%)	\$ 72,269	36.5%	\$ 124,013	33.8%	\$ (249,988)	(201.6%)

Agile Alliance
Monthly Comparative Income Statement
For the months ending February 28, 2023 and February 28, 2022

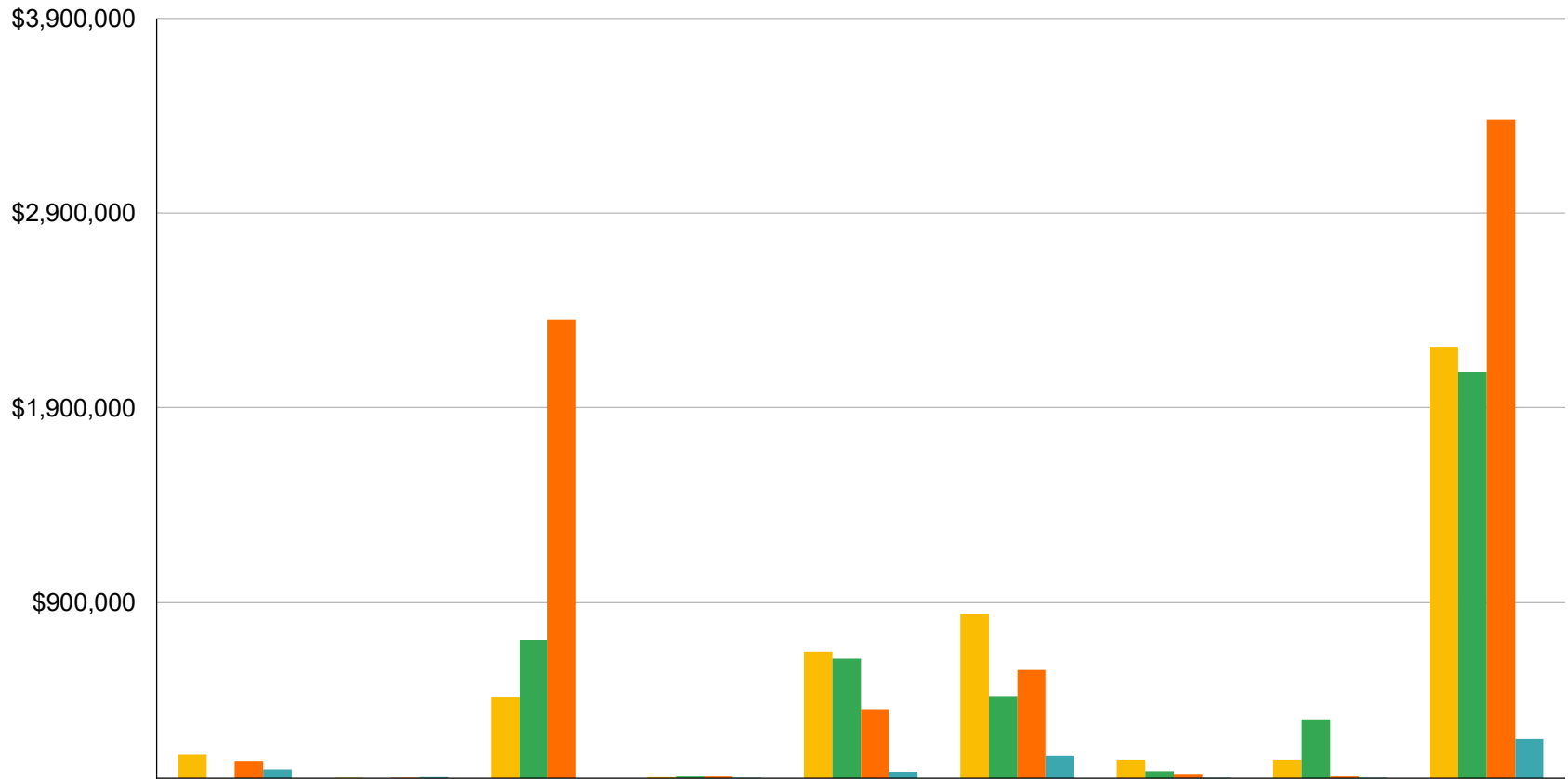
	February 2023 MONTH ONLY-ACTUALS		February 2023 YTD - BUDGET		VARIANCE TO BUDGET		February 2022 MONTH ONLY-ACTUALS		Feb '23 TO Feb '22 ACTUALS VARIANCE	
	\$	%	\$	%	\$	%	\$	%	\$	%
REVENUES, GAINS, & OTHER SUPPORT:										
Conference Income										
Attendees	-	-	-	-	-	-	158,820	70.1%	(158,820)	(100.0%)
Sponsorships	-	-	-	-	-	-	35,000	15.5%	(35,000)	(100.0%)
Total Conference Income	-	-	-	-	-	-	193,820	85.6%	(193,820)	(100.0%)
Memberships										
Corporate	13,400	26.0%	11,833	46.9%	1,567	13.2%	18,200	8.0%	(4,800)	(26.4%)
Individual	18,121	35.2%	13,417	53.1%	4,704	35.1%	14,406	6.4%	3,715	25.8%
Total Memberships	31,521	61.2%	25,250	100.0%	6,271	24.8%	32,606	14.4%	(1,085)	(3.3%)
Miscellaneous Income	20,000	38.8%	-	-	20,000	100.0%	26	0.0%	19,974	78,208.5%
TOTAL REVENUE	51,521	100.0%	25,250	100.0%	26,271	104.0%	226,452	100.0%	(174,931)	(77.2%)
PROGRAM EXPENSES:										
Personnel Expenses										
Salaries/Bonuses	45,883	89.1%	46,896	185.7%	(1,013)	(2.2%)	32,133	14.2%	13,750	42.8%
Health Insurance	-	-	14,000	55.4%	(14,000)	(100.0%)	-	-	-	-
Processing Charges	1,749	3.4%	250	1.0%	1,499	599.7%	278	0.1%	1,471	528.7%
Payroll Taxes	3,770	7.3%	3,588	14.2%	182	5.1%	2,699	1.2%	1,070	39.6%
Worker's Compensation	66	0.1%	100	0.4%	(35)	(34.5%)	76	0.0%	(10)	(13.8%)
Sub-total Personnel Expenses	51,468	99.9%	64,834	256.8%	(13,366)	(20.6%)	35,187	15.5%	16,281	46.3%
Conference Expenses										
Committee Expenses	-	-	-	-	-	-	486	0.2%	(486)	(100.0%)
Conference Planner	-	-	-	-	-	-	15,840	7.0%	(15,840)	(100.0%)
Entertainment	-	-	-	-	-	-	45,000	19.9%	(45,000)	(100.0%)
Total Conference Merchant Fees	-	-	-	-	-	-	1,823	0.8%	(1,823)	(100.0%)
SWAG	-	-	-	-	-	-	85	0.0%	(85)	(100.0%)
Total Conference Expenses	-	-	-	-	-	-	63,235	27.9%	(63,235)	(100.0%)
Bank Service Charges	10	0.0%	167	0.7%	(157)	(94.0%)	74	0.0%	(64)	(86.5%)
Business Development	-	-	250	1.0%	(250)	(100.0%)	-	-	-	-
Merchant Fees	(204)	(0.4%)	667	2.6%	(871)	(130.6%)	356	0.2%	(560)	(157.2%)
Insurance	388	0.8%	583	2.3%	(195)	(33.4%)	-	-	388	100.0%
Initiatives	-	-	8,333	33.0%	(8,333)	(100.0%)	-	-	-	-
Meals & Entertainment	-	-	333	1.3%	(333)	(100.0%)	-	-	-	-
Membership Communication	-	-	667	2.6%	(667)	(100.0%)	1,206	0.5%	(1,206)	(100.0%)
Webinars	-	-	333	1.3%	(333)	(100.0%)	-	-	-	-
Miscellaneous Office	329	0.6%	1,250	5.0%	(921)	(73.7%)	248	0.1%	81	32.7%
Postage and Delivery	31	0.1%	-	-	31	100.0%	-	-	31	100.0%
Professional Fees	3,331	6.5%	5,625	22.3%	(2,294)	(40.8%)	-	-	3,331	100.0%
Board Expenses	17,794	34.5%	-	-	17,794	100.0%	-	-	17,794	100.0%
Software	3,431	6.7%	5,417	21.5%	(1,986)	(36.7%)	1,741	0.8%	1,690	97.1%
Travel Expense	-	-	625	2.5%	(625)	(100.0%)	-	-	-	-
Web development & Hosting	1,093	2.1%	4,042	16.0%	(2,949)	(73.0%)	1,025	0.5%	68	6.6%
Contract Labor										
Administrative Support	-	-	1,667	6.6%	(1,667)	(100.0%)	-	-	-	-
Community Development	9,000	17.5%	-	-	9,000	100.0%	3,000	1.3%	6,000	200.0%
Initiative Support	-	-	833	3.3%	(833)	(100.0%)	-	-	-	-
Management Services	-	-	6,000	23.8%	(6,000)	(100.0%)	18,900	8.3%	(18,900)	(100.0%)
Membership Engagement	-	-	2,500	9.9%	(2,500)	(100.0%)	5,100	2.3%	(5,100)	(100.0%)
Website	-	-	3,417	13.5%	(3,417)	(100.0%)	3,380	1.5%	(3,380)	(100.0%)
Total Contract Labor	9,000	17.5%	14,417	57.1%	(5,417)	(37.6%)	30,380	13.4%	(21,380)	(70.4%)
Other Expenses	(1)	(0.0%)	-	-	(1)	(100.0%)	-	-	(1)	(100.0%)
TOTAL PROGRAM EXPENSES	86,668	168.2%	107,543	425.9%	(20,873)	(19.4%)	133,451	58.9%	(46,781)	(35.1%)
NET OPERATING INCOME	(35,147)	(68.2%)	(82,293)	(325.9%)	47,144	57.3%	93,001	41.1%	(128,149)	(137.8%)
Other Income	9	0.0%	2,083	8.2%	(2,074)	(99.6%)	1,193	0.5%	(1,184)	(99.2%)
NET INCOME	\$ (35,138)	(68.2%)	\$ (80,210)	(317.7%)	\$ 45,070	56.2%	\$ 94,194	41.6%	\$ (129,333)	(137.3%)

2019-2023 overview



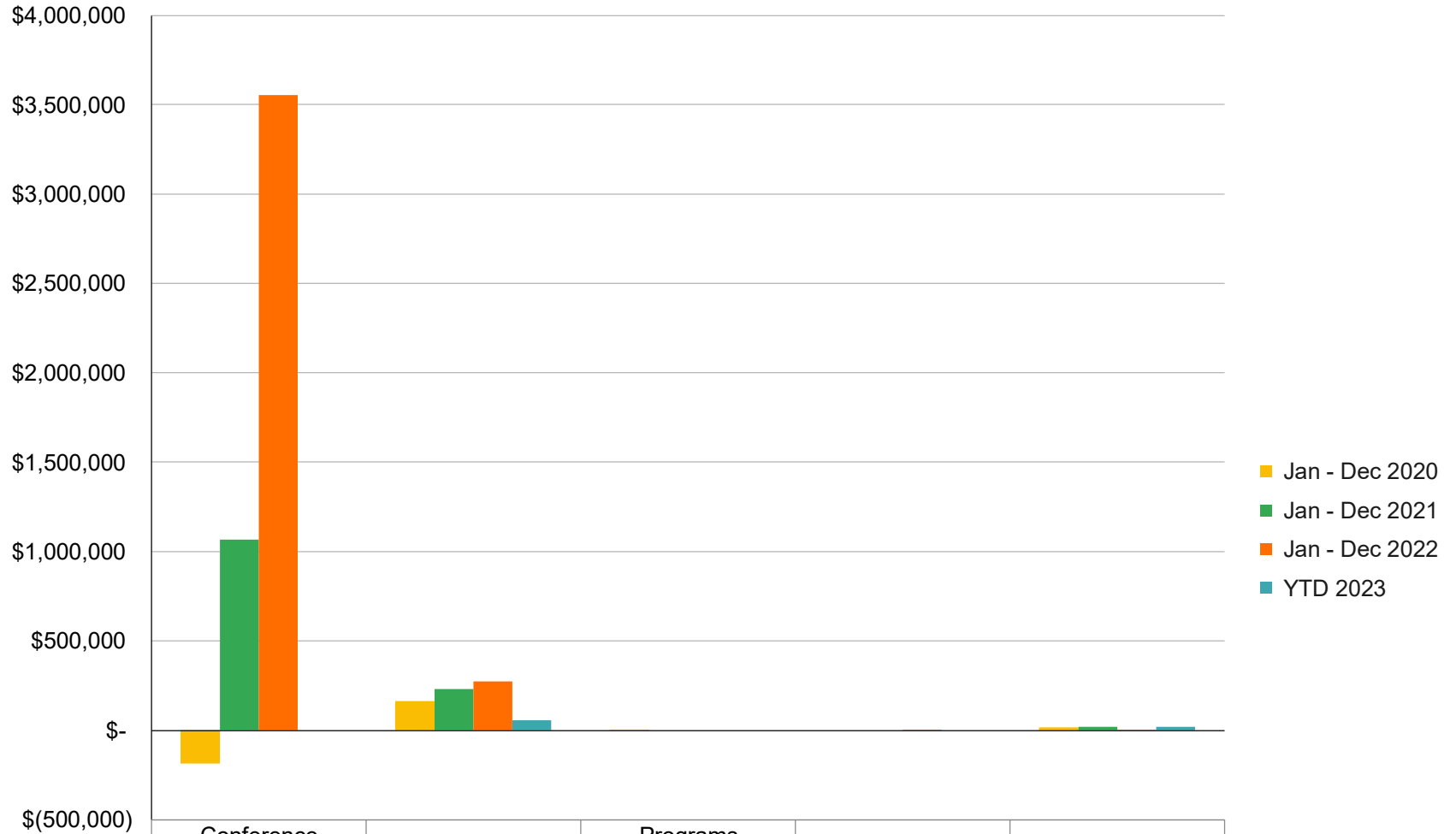
	Total Income	Total Expenses	NET
Jan - Dec 2020	\$1,314,001	\$2,212,205	\$(2,219,663)
Jan - Dec 2021	\$3,835,725	\$3,380,086	\$455,639
Jan - Dec 2022	\$75,375	\$201,351	\$(125,976)
YTD 2023			

Expense overview 2019, 2020, 2021, 2022, 2023



	Board Expenses	Business Devt.	Conference Expenses	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
■ YTD 2023	\$44,874	\$4,882	\$-	\$377	\$31,331	\$116,422	\$3,361	\$104	\$201,351

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
■ YTD 2023	\$-	\$55,344	\$-	\$-	\$20,031

Agile Alliance
A/R Aging Summary
As of February 28, 2023

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
ICAgile				12,500.00		12,500.00
Integral Agile, Inc		35,000.00				35,000.00
Liberty Mutual	3,500.00					3,500.00
Lucid Software		35,000.00				35,000.00
Path to Agility	25,000.00					25,000.00
Rego Consulting	25,000.00					25,000.00
Scrum.org		20,000.00				20,000.00
Service Now	55,000.00					55,000.00
The Adaptavist Group	50,000.00					50,000.00
Universidad Latina de Costa Rica	400.00					400.00
TOTAL	\$ 158,900.00	\$ 90,000.00	\$ 0.00	\$ 12,500.00	\$ 0.00	\$ 261,400.00