



Agile Alliance
Financial Statements
For the Period Ending June 30, 2022

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

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AGILE ALLIANCE
Summary of Financial Information
June 30, 2022

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 June 30, 2022, was \$4,170,244. This is a \$1,504,627 increase from the same time last year. The decrease in deposits was \$8,445. The total increase to assets as compared to the same period last year was \$1,496,182.

Liabilities – Total Liabilities decreased by \$108,075 when compared to the same period last year due to the PPP Loan in the amount of \$95,858 being forgiven in July 2021.

Net Assets – Current year Change in Net Assets is \$2,037,776. This is \$2,374,632 more than last year's YTD Change in Net Assets. Total Net Assets through June 30, 2022, is \$4,156,385, an increase of \$1,495,699 as compared to same period last year.

Year to Date Statement of Activities

Revenue – Total Revenue is \$2,809,706 through June 30, 2022. This is \$1,963,590 higher than revenue this time last year. Total Conference revenue is \$1,933,640 higher and Membership revenue is \$33,032 higher when compared to the same time last year.

Expenses – Total expenses came in at \$771,930 through June 30, 2022, which is lower than last year's YTD expenses by \$411,042. Significant variances from last year are as follow:

- Other Expenses were under by \$198,419. The reason for this significant variance is that in 2021, there was a \$200,000 fee paid to Marriott Gaylord for changing the Annual Conference.
- Contract Labor is \$96,589 less than last year YTD.
- Conference expenses are \$113,360 less than last year YTD.

Change in Net Income – The current year net income is \$2,037,776, which is \$2,374,632 higher when compared to the same time period last year.

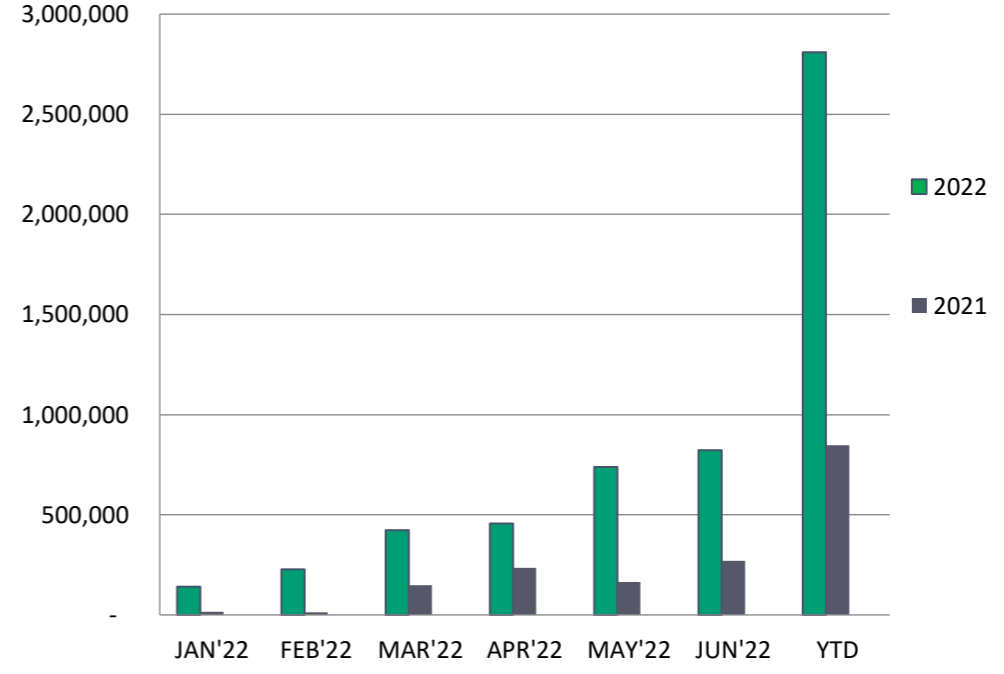
Agile Alliance
 Financial Dashboard
 For the period ending June 30, 2022

Color Code	
	Significant Underperformance
	Slight Underperformance
	Good Performance

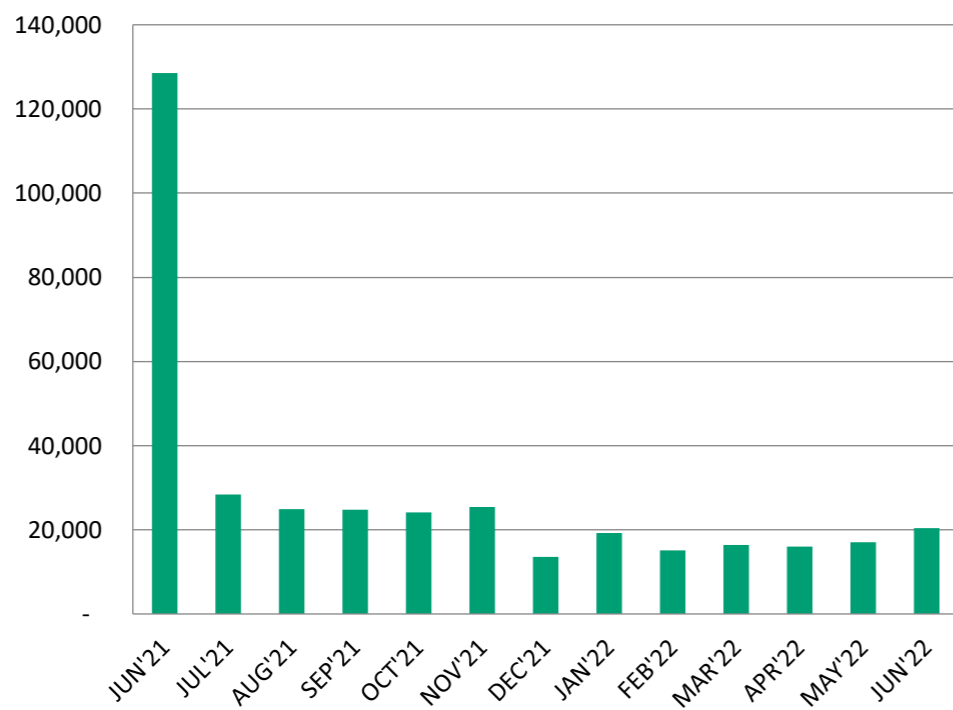
2021/2022 Cash



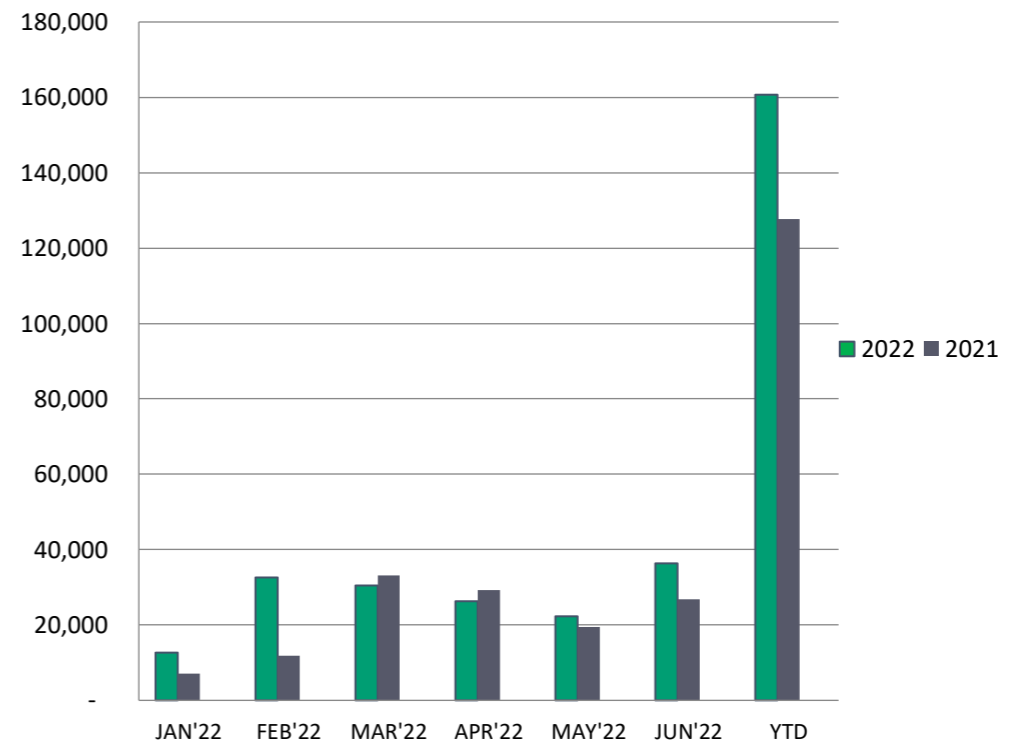
Total Revenue YTD



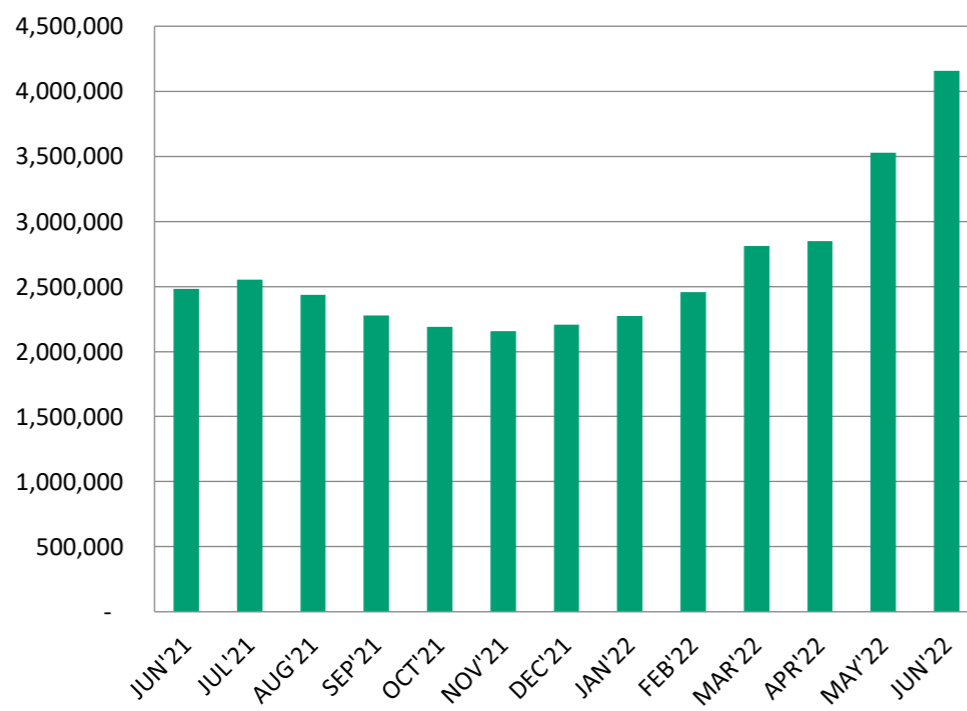
2021/2022 Current Liabilities



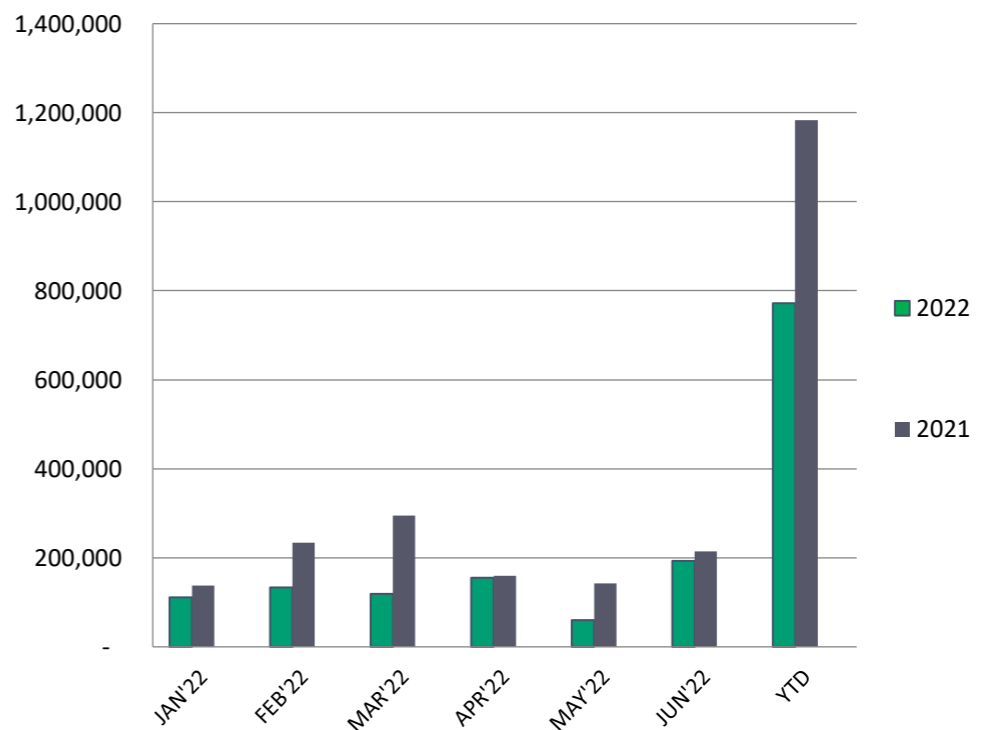
Membership Revenue YTD

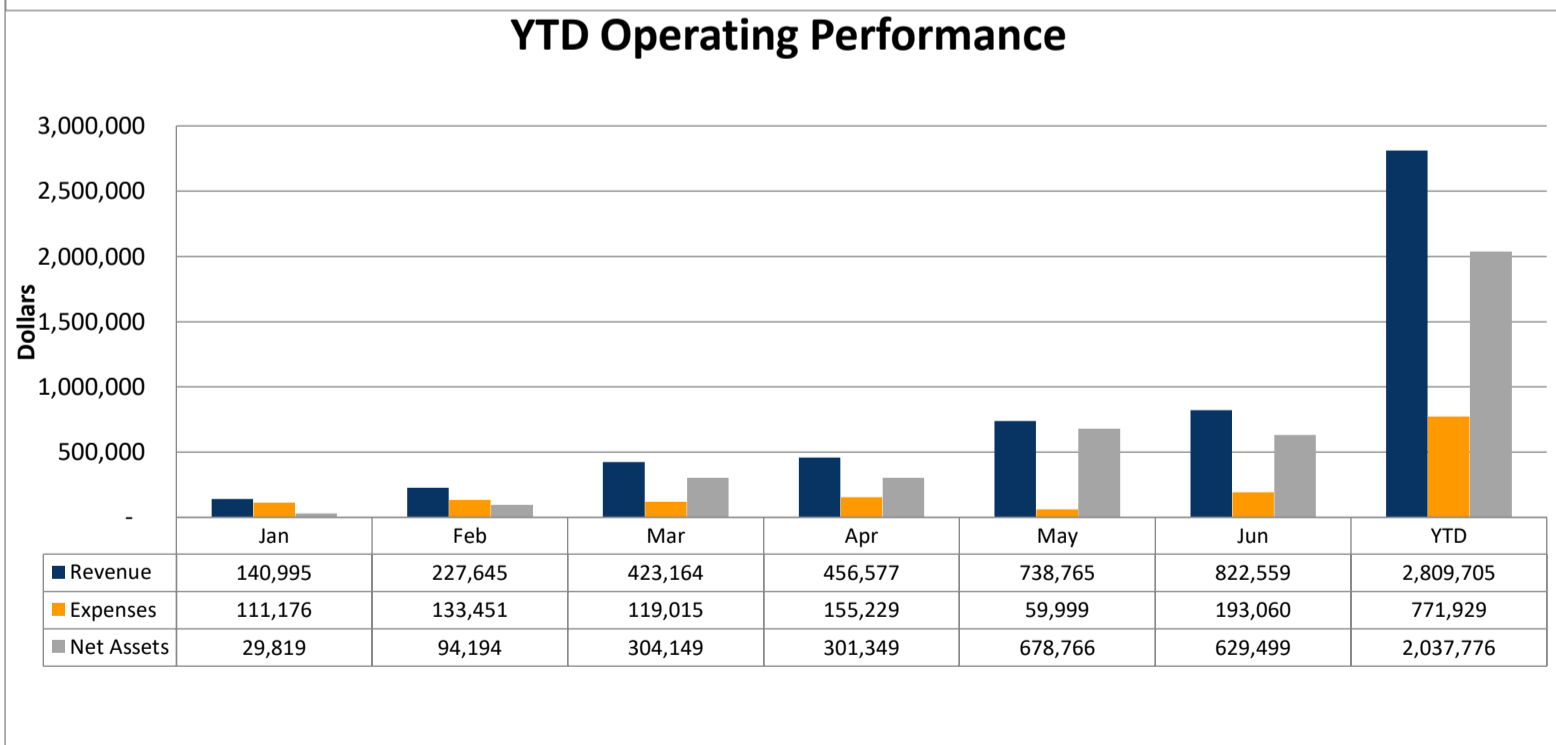
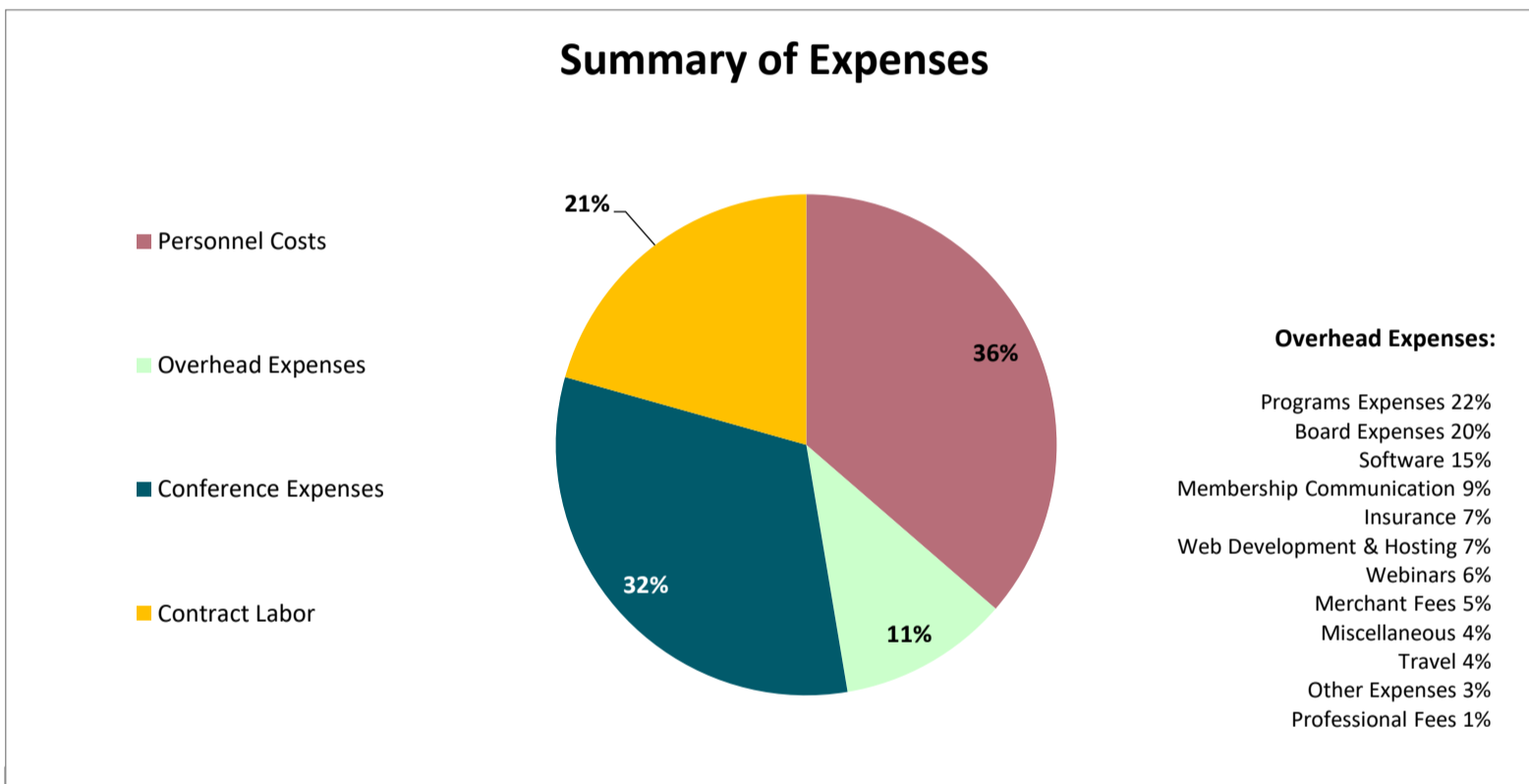
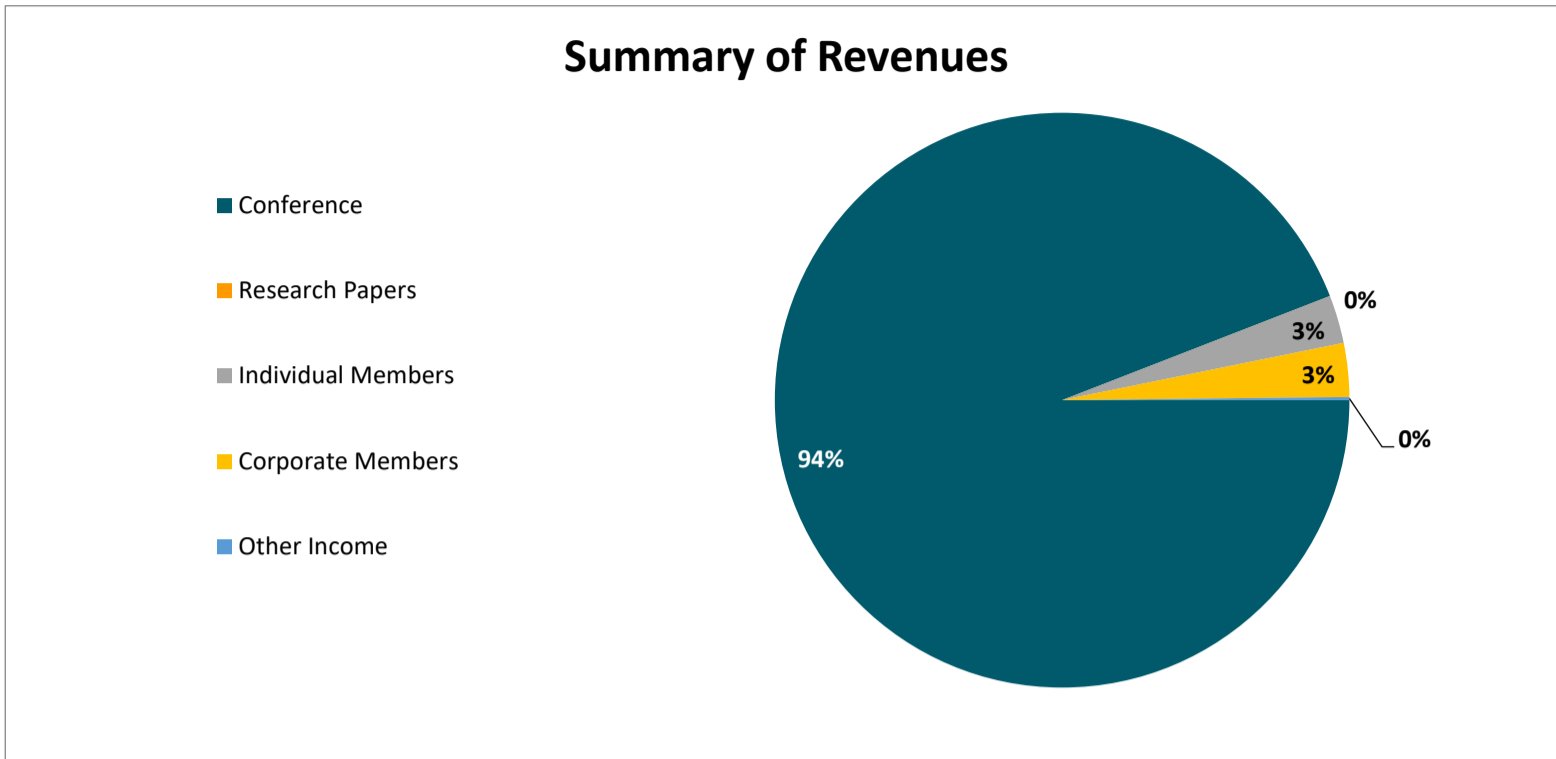


2021/2022 Net Assets



Total Expenses YTD





Agile Alliance
Comparative Balance Sheet
For the periods ending June 30, 2022 and June 30, 2021

	June 2022 \$	June 2021 \$	Variance Inc/(Dec) \$	Variance Inc/(Dec) %
ASSETS				
CURRENT ASSETS				
Cash				
Everbank CD	535,276	532,439	2,837	0.5%
Money Market	1,200,275	1,200,155	120	0.0%
Truist Checking	2,434,693	933,023	1,501,670	160.9%
Total Cash	4,170,244	2,665,617	1,504,627	56.4%
Accounts Receivable	-	-	-	-
OTHER ASSETS				
Clearing Account	-	-	-	-
Deposit	-	8,445	(8,445)	(100.0%)
Inventory	7,017	7,017	-	-
TOTAL OTHER ASSETS	7,017	15,462	(8,445)	(54.6%)
TOTAL ASSETS	\$ 4,177,261	\$ 2,681,079	\$ 1,496,182	55.8%
LIABILITIES				
CURRENT LIABILITIES				
Accounts Payable	-	-	-	-
Business Visa				
Anna Vickers	2,223	2,618	(395)	(15.1%)
Company Card	4,917	-	4,917	100.0%
Ellen Grove	797	7,341	(6,544)	(89.1%)
Teresa Foster	483	-	483	100.0%
Total Business Visa	7,937	9,958	(2,022)	(20.3%)
PPP Note	-	95,858	(95,858)	(100.0%)
Other Current Liabilities				
Accrued Expenses	-	-	-	-
Conference Rollovers	12,456	22,651	(10,195)	(45.0%)
Payroll Liabilities	-	-	-	-
Total Other Liabilities	12,456	22,651	(10,195)	(45.0%)
TOTAL LIABILITIES	20,393	128,467	(108,075)	(84.1%)
NET ASSETS				
Retained Earnings	2,118,609	2,889,467	(770,858)	(26.7%)
Current Year Net Assets	2,037,776	(336,856)	2,374,632	704.9%
TOTAL NET ASSETS	\$ 4,156,385	\$ 2,552,611	\$ 1,603,773	62.8%
TOTAL LIABILITIES & STOCKHOLDERS' EQUITY	\$ 4,176,778	\$ 2,681,079	\$ 1,495,699	55.8%

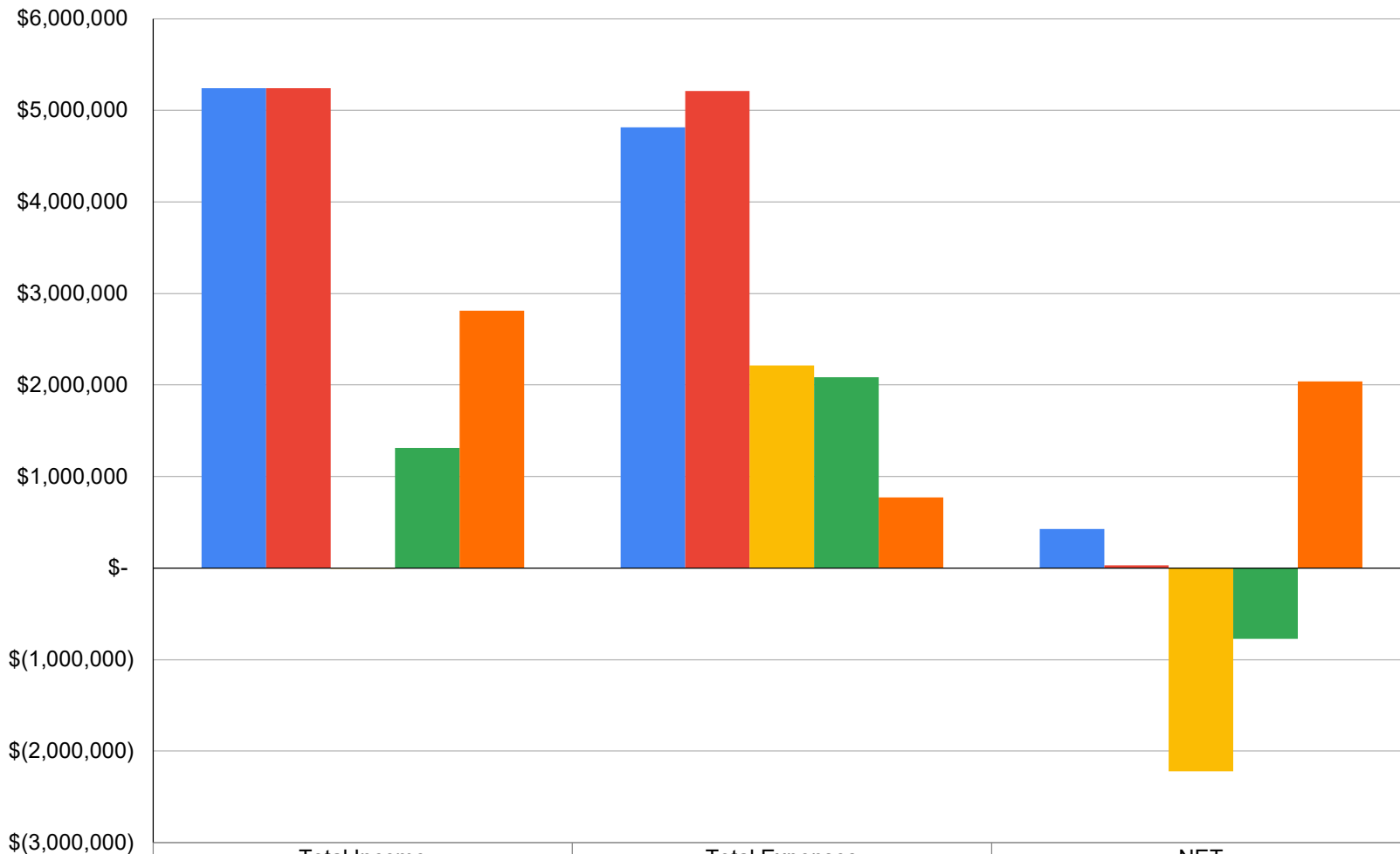
Agile Alliance
Year-to- Date Comparative Income Statement
For the period ending June 30, 2022

	JUN 2022		JUN 2021		JUN '22 TO JUN '21	
	YTD - ACTUALS		YTD - ACTUALS		ACTUALS VARIANCE	
	\$	%	\$	%	\$	%
REVENUES, GAINS, & OTHER SUPPORT:						
Conference Income						
Attendees	1,909,430	68.0%	506,872	59.9%	1,402,558	276.7%
Miscellaneous Conference	2,625	0.1%	-	0.0%	2,625	100.0%
Research Papers	251	0.0%	11,303	1.3%	(11,052)	-97.8%
Sponsorships	731,880	26.0%	192,371	22.7%	539,509	280.5%
Total Conference Income	2,644,186	94.1%	710,546	84.0%	1,933,640	272.1%
Memberships						
Corporate	84,845	3.0%	54,529	6.4%	30,316	55.6%
Individual	75,855	2.7%	73,139	8.6%	2,716	3.7%
Total Memberships	160,700	5.7%	127,668	15.1%	33,032	25.9%
Other Income	4,819	0.2%	7,902	0.9%	(3,083)	-39.0%
TOTAL REVENUE	2,809,706	100.0%	846,116	100.0%	1,963,589	232.1%
PROGRAM EXPENSES:						
Personnel Expenses						
Salaries/Bonuses	212,707	7.6%	177,385	21.0%	35,322	19.9%
Health Insurance	48,510	1.7%	36,104	4.3%	12,406	34.4%
Retirement	-	0.0%	367	0.0%	(367)	-100.0%
Processing Charges	1,442	0.1%	2,245	0.3%	(802)	-35.7%
Payroll Taxes	17,471	0.6%	15,233	1.8%	2,238	14.7%
Worker's Compensation	483	0.0%	538	0.1%	(55)	-10.3%
Sub-total Personnel Expenses	280,613	10.0%	231,872	27.4%	48,740	21.0%
Conference Expenses						
Conference	1,000	0.0%	-	0.0%	1,000	100.0%
Agile Alliance Management	15,276	0.5%	-	0.0%	15,276	100.0%
Art/Design	-	0.0%	858	0.1%	(858)	-100.0%
Canadian Tax	13	0.0%	13,805	1.6%	(13,793)	-99.9%
Committee Expenses	9,752	0.3%	-	0.0%	9,752	100.0%
Conference Banquet	37,784	1.3%	-	0.0%	37,784	100.0%
Conference Planner	62,842	2.2%	124,101	14.7%	(61,259)	-49.4%
Conference Planning & Material	-	0.0%	3,888	0.5%	(3,888)	-100.0%
Entertainment	45,000	1.6%	-	0.0%	45,000	100.0%
Conference Web-site	-	0.0%	4,450	0.5%	(4,450)	-100.0%
Equipment	-	0.0%	42,478	5.0%	(42,478)	-100.0%
Honoraria	4,868	0.2%	19,500	2.3%	(14,632)	-75.0%
Legal	2,894	0.1%	10,425	1.2%	(7,532)	-72.2%
Marketing/Promotion	260	0.0%	58,813	7.0%	(58,553)	-99.6%
Conference Travel	8,230	0.3%	-	0.0%	8,230	100.0%
Total Conference Merchant Fees	51,044	1.8%	9,090	1.1%	41,954	461.5%
Platform Software	-	0.0%	32,234	3.8%	(32,234)	-100.0%
Printing/Reproduction	-	0.0%	476	0.1%	(476)	-100.0%
Publishing	6,601	0.2%	7,829	0.9%	(1,228)	-15.7%
Sponsor Expense	-	0.0%	19,313	2.3%	(19,313)	-100.0%
Submission System	-	0.0%	6,388	0.8%	(6,388)	-100.0%
SWAG	1,471	0.1%	6,746	0.8%	(5,275)	-78.2%
Total Conference Expenses	247,034	8.8%	360,394	42.6%	(113,360)	-31.5%
Bank Service Charges	568	0.0%	1,808	0.2%	(1,239)	-68.6%
Merchant Fees	3,810	0.1%	3,808	0.5%	3	0.1%
Insurance	5,379	0.2%	8,269	1.0%	(2,890)	-35.0%
Marketing	-	0.0%	7,064	0.8%	(7,064)	-100.0%
Meals & Entertainment	307	0.0%	-	0.0%	307	100.0%
Membership Communication	7,323	0.3%	7,315	0.9%	8	0.1%
Programs Expenses	17,962	0.6%	23,043	2.7%	(5,081)	-22.1%
Unapplied Cash Bill Payment Expense	-	0.0%	-	0.0%	-	0.0%
Miscellaneous Office	3,325	0.1%	2,526	0.3%	799	31.6%
Postage and Delivery	10	0.0%	101	0.0%	(91)	-90.3%
Professional Fees	651	0.0%	28,911	3.4%	(28,260)	-97.7%
Board Expenses	16,363	0.6%	-	0.0%	16,363	100.0%
Software	12,509	0.4%	5,952	0.7%	6,556	110.1%
Travel	2,957	0.1%	-	0.0%	2,957	100.0%
Webinars	5,362	0.2%	5,362	0.6%	-	0.0%
Web development & Hosting	6,150	0.2%	39,932	4.7%	(33,782)	-84.6%
Contract Labor						
Administrative Support	1,288	0.0%	6,000	0.7%	(4,713)	-78.5%
Community Development	18,000	0.6%	33,000	3.9%	(15,000)	-45.5%
Experience Report	-	0.0%	30,000	3.5%	(30,000)	-100.0%
Initiative Support	-	0.0%	9,504	1.1%	(9,504)	-100.0%
Management Services	107,100	3.8%	117,600	13.9%	(10,500)	-8.9%
Membership Communications	-	0.0%	4,150	0.5%	(4,150)	-100.0%
Miscellaneous General	725	0.0%	3,696	0.4%	(2,971)	-80.4%
Reg. and Membership Mgmt	900	0.0%	8,951	1.1%	(8,051)	-89.9%
Social Media	-	0.0%	18,450	2.2%	(18,450)	-100.0%
Third Party Events Support	-	0.0%	2,871	0.3%	(2,871)	-100.0%
Volunteers	-	0.0%	1,997	0.2%	(1,997)	-100.0%
Membership Engagement	16,200	0.6%	-	0.0%	16,200	100.0%
Website	15,107	0.5%	19,690	2.3%	(4,583)	-23.3%
Total Contract Labor	159,319	5.7%	255,909	30.2%	(96,589)	-37.7%
Other Expenses	2,287	0.1%	200,706	23.7%	(198,419)	-98.9%
TOTAL PROGRAM EXPENSES	771,930	27.5%	1,182,972	139.8%	(411,042)	-34.7%
NET INCOME	2,037,776	72.5%	(336,856)	-39.8%	2,374,632	704.9%

Agile Alliance
Single Month Income Statement
For the month ending June 30, 2022

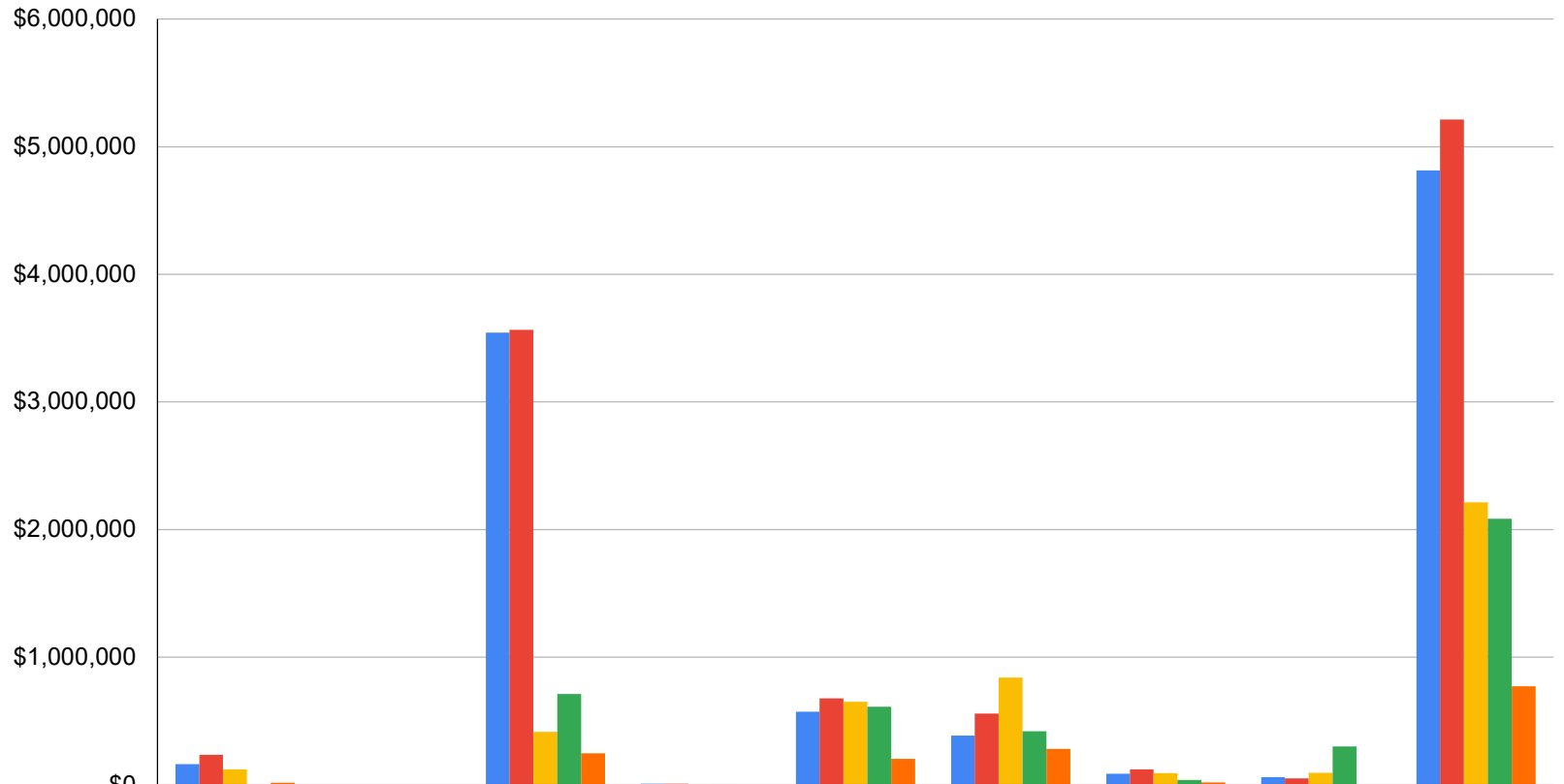
	JUN 2022		JUN 2021		JUN '22 TO JUN '21	
	MONTH ONLY-ACTUALS		MONTH ONLY - ACTUALS		ACTUALS VARIANCE	
	\$	%	\$	%	\$	%
REVENUES, GAINS, & OTHER SUPPORT:						
Conference Income						
Attendees	581,223	70.7%	149,110	55.2%	432,113	289.8%
Miscellaneous Conference	1,825	0.2%	-	0.0%	1,825	100.0%
Research Papers	-	0.0%	5,601	2.1%	(5,601)	-100.0%
Sponsorships	203,150	24.7%	88,500	32.8%	114,650	129.5%
Total Conference Income	786,199	95.6%	243,212	90.0%	542,987	223.3%
Memberships						
Corporate	24,000	2.9%	11,200	4.1%	12,800	114.3%
Individual	12,350	1.5%	15,677	5.8%	(3,327)	-21.2%
Total Memberships	36,350	4.4%	26,877	10.0%	9,473	35.2%
Other Income	10	0.0%	10	0.0%	0	0.2%
TOTAL REVENUE	822,559	100.0%	270,099	100.0%	552,460	204.5%
PROGRAM EXPENSES:						
Personnel Expenses						
Salaries/Bonuses	35,467	4.3%	34,767	12.9%	700	2.0%
Health Insurance	5,755	0.7%	6,063	2.2%	(309)	-5.1%
Retirement	-	0.0%	-	0.0%	-	0.0%
Processing Charges	216	0.0%	188	0.1%	28	14.6%
Payroll Taxes	2,715	0.3%	2,831	1.0%	(116)	-4.1%
Worker's Compensation	85	0.0%	85	0.0%	0	0.4%
Sub-total Personnel Expenses	44,237	5.4%	43,934	16.3%	303	0.7%
Conference Expenses						
Conference	1,000	0.1%	-	0.0%	1,000	100.0%
Agile Alliance Management	15,276	1.9%	-	0.0%	15,276	100.0%
Art/Design	-	0.0%	-	0.0%	-	0.0%
Canadian Tax	-	0.0%	5,396	2.0%	(5,396)	-100.0%
Committee Expenses	628	0.1%	-	0.0%	628	100.0%
Conference Banquet	37,784	4.6%	-	0.0%	37,784	100.0%
Conference Planner	-	0.0%	20,731	7.7%	(20,731)	-100.0%
Conference Planning & Material	-	0.0%	1,921	0.7%	(1,921)	-100.0%
Conference Web-site	-	0.0%	1,275	0.5%	(1,275)	-100.0%
Equipment	-	0.0%	42,478	15.7%	(42,478)	-100.0%
Honoraria	-	0.0%	9,250	3.4%	(9,250)	-100.0%
Legal	-	0.0%	855	0.3%	(855)	-100.0%
Marketing/Promotion	181	0.0%	7,241	2.7%	(7,060)	-97.5%
Conference Travel	7,419	0.9%	-	0.0%	7,419	100.0%
Total Conference Merchant Fees	22,383	2.7%	3,870	1.4%	18,513	478.4%
Platform Software	-	0.0%	6,044	2.2%	(6,044)	-100.0%
Publishing	6,601	0.8%	7,829	2.9%	(1,228)	-15.7%
Sponsor Expense	-	0.0%	1,625	0.6%	(1,625)	-100.0%
Submission System	-	0.0%	6,388	2.4%	(6,388)	-100.0%
SWAG	1,035	0.1%	801	0.3%	234	29.2%
Total Conference Expenses	92,306	11.2%	115,704	42.8%	(23,397)	-20.2%
Bank Service Charges	196	0.0%	184	0.1%	11	6.1%
Merchant Fees	803	0.1%	1,077	0.4%	(274)	-25.4%
Insurance	-	0.0%	-	0.0%	-	0.0%
Marketing	-	0.0%	-	0.0%	-	0.0%
Membership Communication	1,285	0.2%	1,199	0.4%	86	7.2%
Programs Expenses	3,600	0.4%	750	0.3%	2,850	380.0%
Unapplied Cash Bill Payment Expense	-	0.0%	(585)	-0.2%	585	100.0%
Miscellaneous Office	80	0.0%	561	0.2%	(481)	-85.8%
Professional Fees	-	0.0%	1,800	0.7%	(1,800)	-100.0%
Board Expenses	4,178	0.5%	-	0.0%	4,178	100.0%
Software	1,341	0.2%	1,293	0.5%	48	3.7%
Travel Expense	423	0.1%	-	0.0%	423	100.0%
Web development & Hosting	1,025	0.1%	6,500	2.4%	(5,475)	-84.2%
Contract Labor						
Administrative Support	1,288	0.2%	-	0.0%	1,288	100.0%
Community Development	6,000	0.7%	6,000	2.2%	-	0.0%
Experience Report	-	0.0%	5,000	1.9%	(5,000)	-100.0%
Initiative Support	-	0.0%	1,617	0.6%	(1,617)	-100.0%
Management Services	31,500	3.8%	18,900	7.0%	12,600	66.7%
Membership Communications	-	0.0%	700	0.3%	(700)	-100.0%
Miscellaneous General	725	0.1%	726	0.3%	(1)	-0.1%
Reg. and Membership Mgmt	900	0.1%	1,155	0.4%	(255)	-22.1%
Social Media	-	0.0%	3,450	1.3%	(3,450)	-100.0%
Third Party Events Support	-	0.0%	578	0.2%	(578)	-100.0%
Volunteers	-	0.0%	99	0.0%	(99)	-100.0%
Membership Engagement	-	0.0%	-	0.0%	-	0.0%
Website	2,688	0.3%	3,475	1.3%	(787)	-22.6%
Total Contract Labor	43,101	5.2%	41,700	15.4%	1,401	3.4%
Other Expenses	485	0.1%	-	0.0%	485	100.0%
TOTAL PROGRAM EXPENSES	193,060	23.5%	214,116	79.3%	(21,542)	-9.8%
NET INCOME	629,499	76.5%	55,983	20.7%	573,516	1024.5%

2018-2022 overview



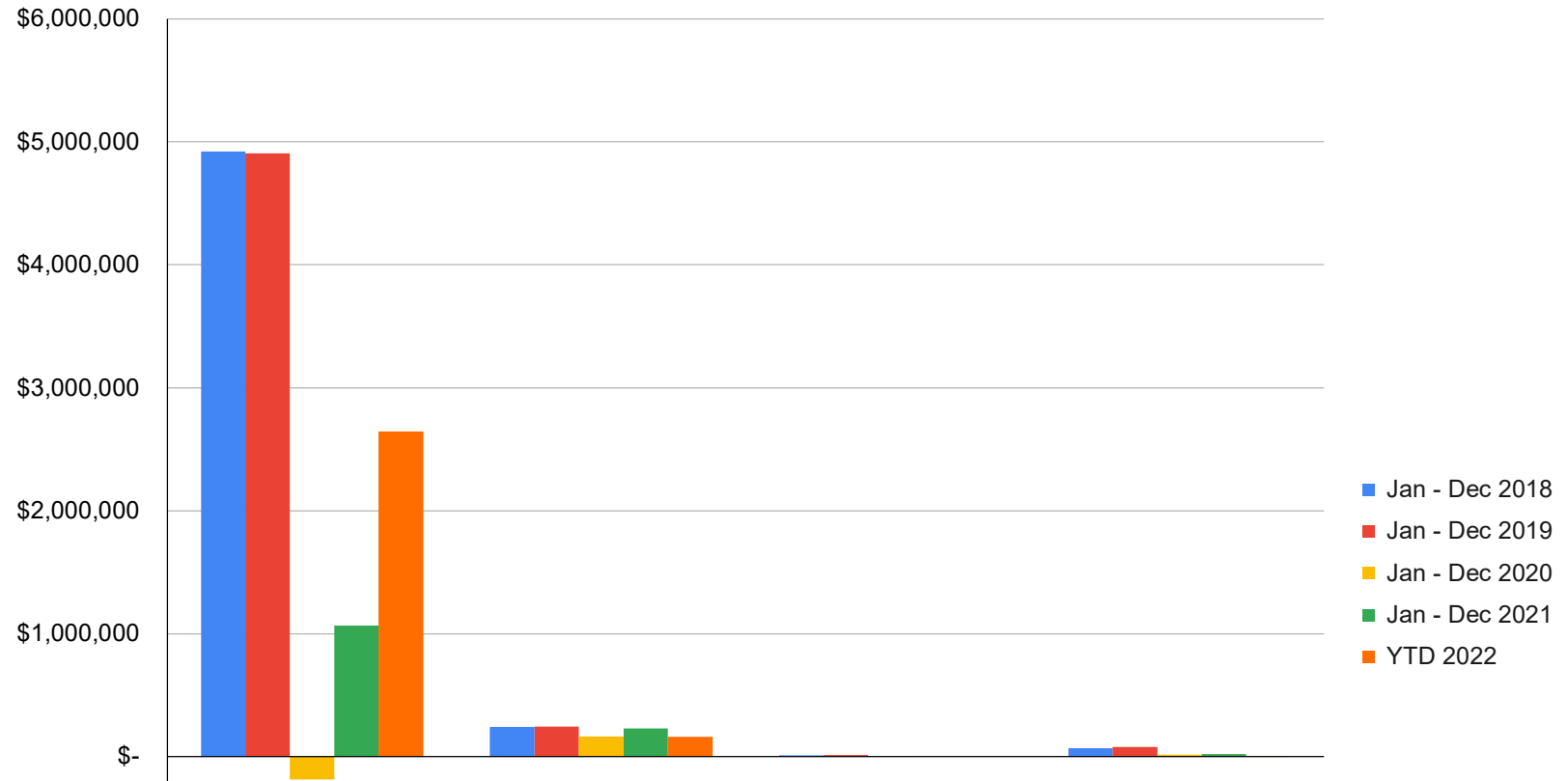
	Total Income	Total Expenses	NET
■ Jan - Dec 2018	\$5,240,041	\$4,814,085	\$425,956
■ Jan - Dec 2019	\$5,241,079	\$5,212,435	\$28,643
■ Jan - Dec 2020	\$(7,458)	\$2,212,205	\$(2,219,663)
■ Jan - Dec 2021	\$1,314,001	\$2,084,859	\$(770,858)
■ YTD 2022	\$2,809,706	\$771,929	\$2,037,777

Expense overview 2018, 2019, 2020, 2021, 2022



	Board Expenses	Business Devt.	Conference Expenses	Merchant Fees	Operational Expenses	Payroll	Programs	Other	
■ Jan - Dec 2018	\$160,657	\$-	\$3,542,258	\$8,589	\$573,150	\$384,946	\$85,479	\$59,006	\$4,814,085
■ Jan - Dec 2019	\$233,687	\$817	\$3,566,129	\$7,842	\$677,031	\$559,204	\$119,919	\$47,807	\$5,212,435
■ 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
■ YTD 2022	\$16,363	\$-	\$247,034	\$3,810	\$203,860	\$280,613	\$17,962	\$2,287	\$771,929

Income overview 2018, 2019, 2020, 2021, 2022



	Conference Income	Memberships	Programs Income	Other Income
■ Jan - Dec 2018	\$4,920,778	\$241,188	\$10,747	\$67,328
■ Jan - Dec 2019	\$4,905,227	\$245,236	\$13,486	\$77,129
■ Jan - Dec 2020	\$(185,511)	\$163,409	\$50	\$14,594
■ Jan - Dec 2021	\$1,065,213	\$229,395	\$-	\$19,393
■ YTD 2022	\$2,644,186	\$160,700	\$-	\$4,819

Agile Alliance
A/R Aging Summary
As of June 30, 2022

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
A/R					0.00	0.00
AgilityHealth					5,000.00	5,000.00
Airtable	21,500.00					21,500.00
Atlassian		35,000.00				35,000.00
Boeing					7,500.00	7,500.00
Broadcom	16,641.00					16,641.00
CA Inc.	1,500.00					1,500.00
Condensed Customer					0.00	0.00
ConnectAll	15,000.00					15,000.00
Deloitte Consulting		35,000.00				35,000.00
Edward Jones	26,637.00					26,637.00
Eliassen Group		25,000.00				25,000.00
Fidelity Investments				49,923.00		49,923.00
Justice Societies				7,500.00		7,500.00
Knolshare		2,500.00				2,500.00
Netmind		4,600.00				4,600.00
Nimble Evolution	31,000.00					31,000.00
PMI	18,490.00					18,490.00
Tasktop Technologies		19,000.00				19,000.00
Veraenderungskraft				400.00		400.00
TOTAL	\$ 130,768.00	\$ 121,100.00	\$ 400.00	\$ 57,423.00	\$ 12,500.00	\$ 322,191.00