



Agile Alliance
Financial Statements
For the Period Ending June 30th, 2023

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

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AGILE ALLIANCE
Summary of Financial Information
June 30th, 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 June 30, 2023, was \$3,852,702. This is a \$337,726 decrease from the same time last year.

The Accounts Receivable balance at the end of June was \$286,097. 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 June 30, 2023, was \$1,220,755 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 June 30, 2023, were \$3,125,653. This is a \$3,104,777 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 and payments collected in January, April, and June. 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 (\$278,713). This is \$2,336,673 less than last year's YTD Change in Net Assets. Total Net Assets through June 30, 2023 are \$2,290,919, a decrease of \$1,885,650 Compared to the same period last year. The main reason for the decrease is that last year Conference income was recognized as the cash was received and this year it will not be recognized until July, the month of the Conference.

Year to Date Statement of Activities

Revenue – Total Revenue is \$372,412 through June 30, 2023. This is \$177,976 less than budget and \$2,452,733 lower than last year. Total Conference revenue is \$2,454,525 lower and Membership revenue is \$23,676, lower 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 \$650,546 through June 30, 2023, which is under budget by \$440,178. Main variances compared to budget are noted below:

- Conference Expenses are \$266,968 lower.
- Initiative Expenses is \$44,750 lower.
- Personnel Expenses are \$32,229 lower.

In comparison to 2022 expenses, there is a \$120,899 decrease. Significant variances from last year are as follows:

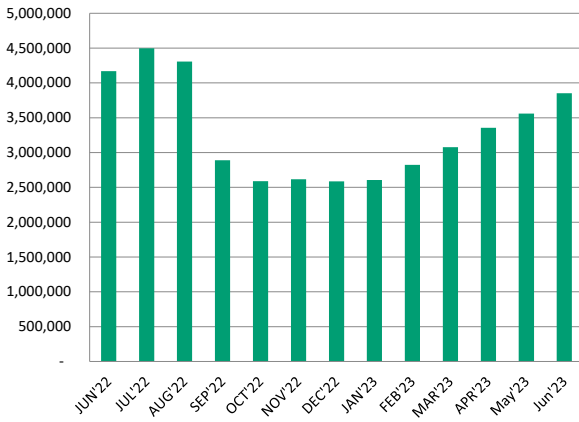
- Personnel Expenses are \$76,162 higher.
- Board Expenses are \$65,748 higher.
- Conference Expenses are \$181,330 lower.
- Contract Labor is \$110,928 lower.

Change in Net Income – The current year net loss is \$278,713. This is \$262,302 higher than budgeted and a decrease of \$2,336,673 compared to 2022.

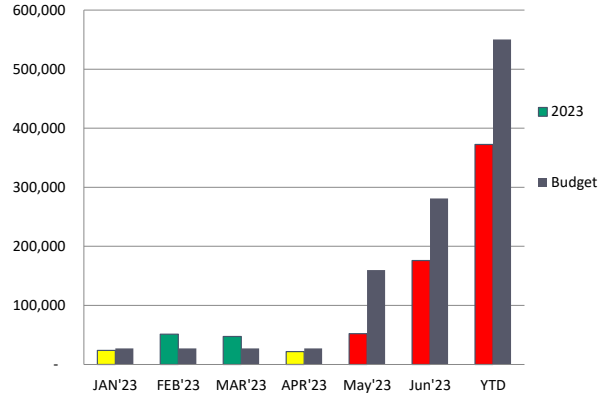
Agile Alliance
 Financial Dashboard
 For the period ending June 30, 2023

Color Code	
	Significant Underperformance
	Slight Underperformance
	Good Performance

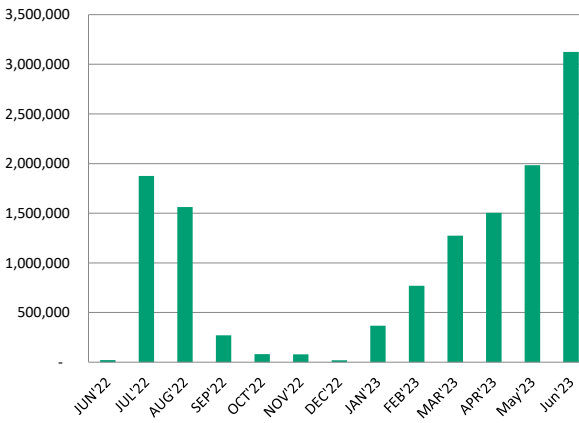
2022/2023 Cash



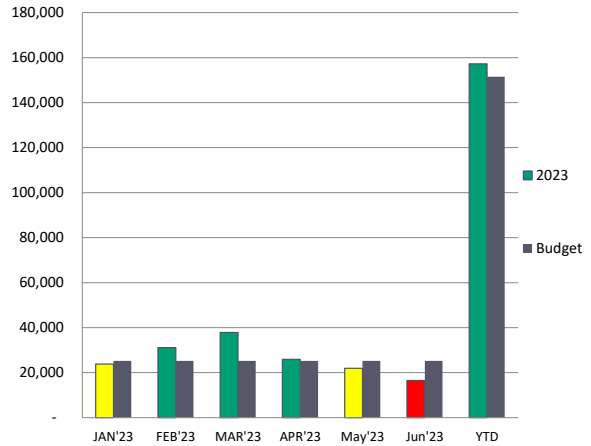
Total Revenue YTD



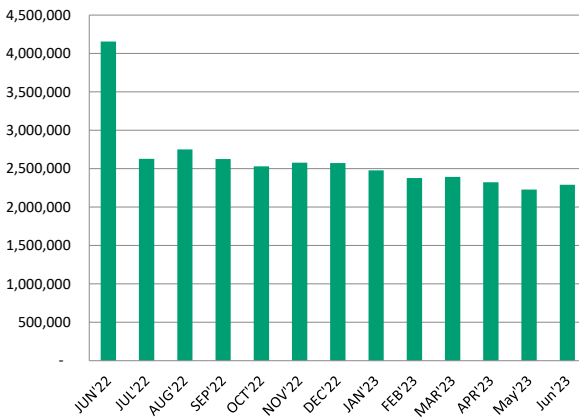
2022/2023 Current Liabilities



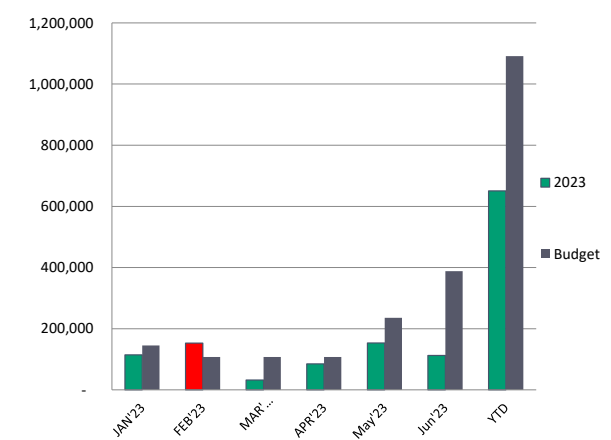
Membership Revenue YTD

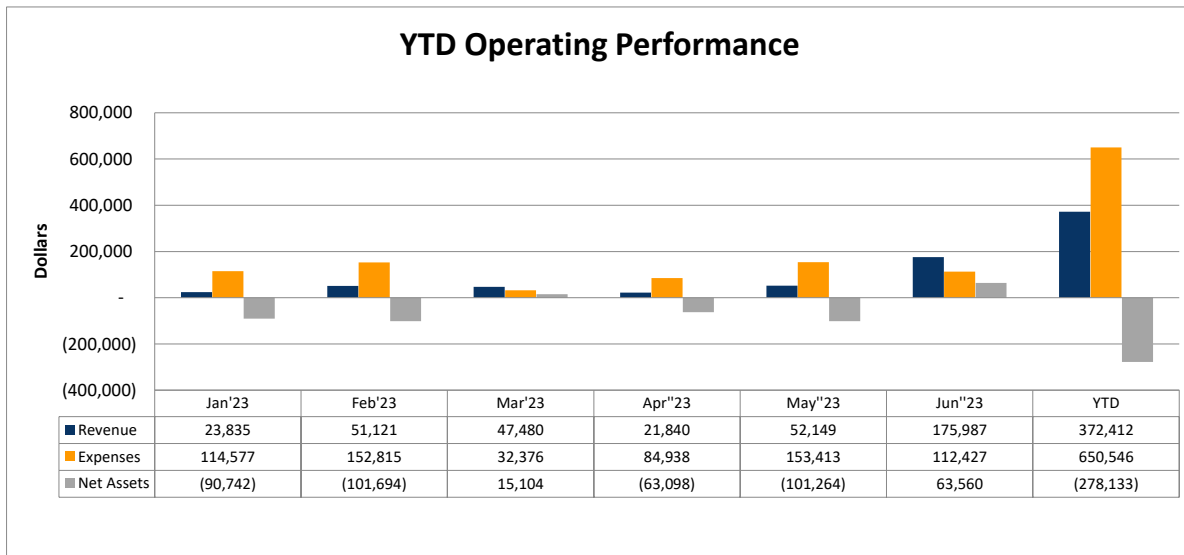
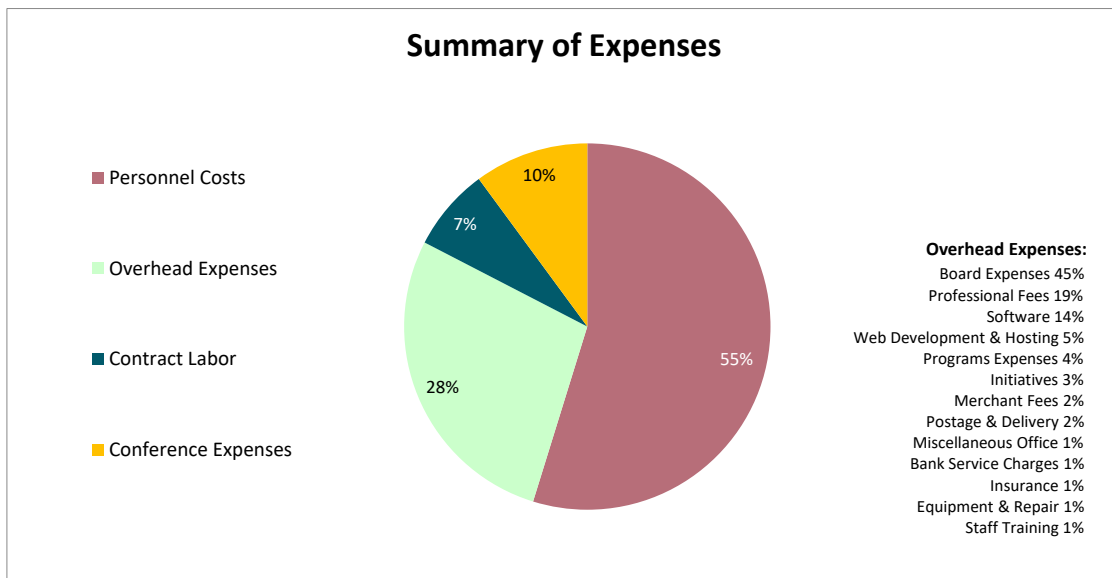
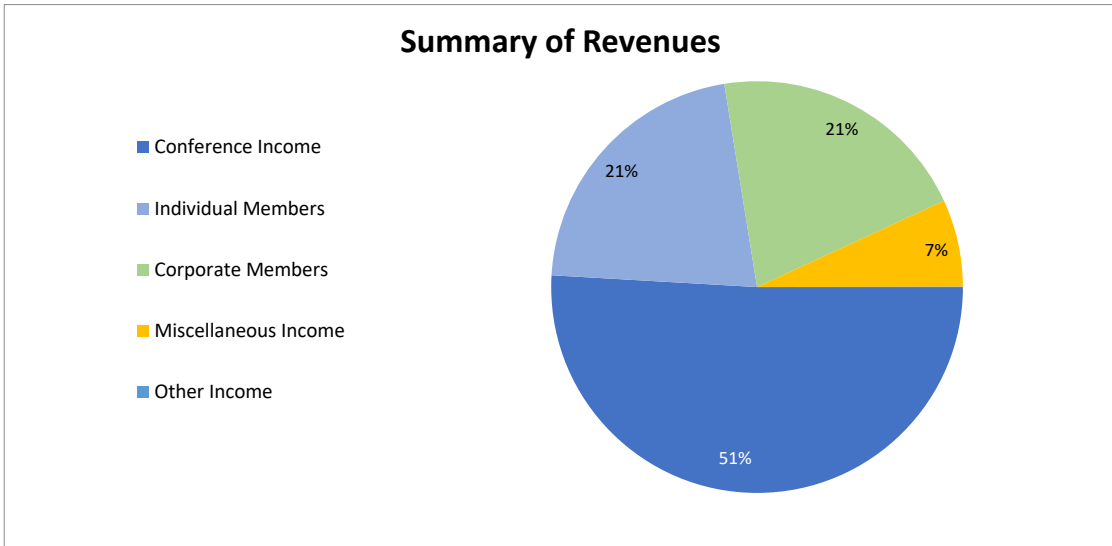


2022/2023 Net Assets



Total Expenses YTD





Agile Alliance
Comparative Balance Sheet
For the periods ending June 30, 2023 and June 30, 2022

	June 2023 \$	June 2022 \$	Variance Inc/(Dec) \$	Variance Inc/(Dec) %
ASSETS				
CURRENT ASSETS				
Cash				
Everbank CD	535,276	535,276	-	-
Money Market	1,200,395	1,200,275	120	0.0%
Truist Checking	2,117,031	2,454,877	(337,846)	(13.8%)
Total Cash	<u>3,852,702</u>	<u>4,190,428</u>	<u>(337,726)</u>	<u>(8.1%)</u>
Accounts Receivable	286,097	-	286,097	100.0%
OTHER ASSETS				
Inventory	7,017	7,017	-	-
Prepaid Expenses	1,220,755	-	1,220,755	100.0%
Undeposited Funds	50,000	-	50,000	100.0%
TOTAL OTHER ASSETS	<u>1,277,772</u>	<u>7,017</u>	<u>1,270,755</u>	<u>18,109.7%</u>
TOTAL ASSETS	<u>\$ 5,416,572</u>	<u>\$ 4,197,445</u>	<u>\$ 1,219,127</u>	<u>29.0%</u>
LIABILITIES				
CURRENT LIABILITIES				
Accounts Payable	562,412	-	562,412	100.0%
Business Visa				
Anna Vickers	-	2,223	(2,223)	(100.0%)
Company Card	7,858	4,917	2,941	59.8%
Ellen Grove	-	797	(797)	(100.0%)
Teresa Foster	7,716	483	7,233	1,496.8%
Total Business Visa	<u>15,574</u>	<u>8,420</u>	<u>7,154</u>	<u>85.0%</u>
Other Current Liabilities				
Conference Rollovers	20,490	12,456	8,034	64.5%
Deferred Revenue	2,527,177	-	2,527,177	100.0%
Total Other Liabilities	<u>2,547,667</u>	<u>12,456</u>	<u>2,535,211</u>	<u>20,353.3%</u>
TOTAL LIABILITIES	<u>3,125,653</u>	<u>20,876</u>	<u>3,104,777</u>	<u>14,872.4%</u>
NET ASSETS				
Retained Earnings	2,569,632	2,118,609	451,023	21.3%
Current Year Net Assets	(278,713)	2,057,960	(2,336,673)	(113.5%)
TOTAL NET ASSETS	<u>2,290,919</u>	<u>4,176,569</u>	<u>(1,885,650)</u>	<u>(45.1%)</u>
TOTAL LIABILITIES & STOCKHOLDERS' EQUITY	<u>\$ 5,416,572</u>	<u>\$ 4,197,445</u>	<u>\$ 1,219,127</u>	<u>29.0%</u>

Agile Alliance
Comparative Income Statement
For the periods ending June 30, 2023 and June 30, 2022

	June 2023		June 2023		VARIANCE		June 2022		Jun '23 TO Jun '22	
	YTD - ACTUALS		YTD - BUDGET		TO BUDGET		YTD - ACTUALS		ACTUALS VARIANCE	
	\$	%	\$	%	\$	%	\$	%	\$	%
REVENUES, GAINS, & OTHER SUPPORT:										
Conference Income										
Attendees	64,736	17.4%	267,390	48.6%	(202,654)	(75.8%)	1,909,430	67.6%	(1,844,694)	(96.6%)
Registrations	124,925	33.5%	-	-	124,925	100.0%	-	-	124,925	100.0%
Miscellaneous Conference	-	-	-	-	-	-	2,625	0.1%	(2,625)	(100.0%)
Research Papers	-	-	-	-	-	-	251	0.0%	(251)	(100.0%)
Sponsorships	-	-	119,000	21.6%	(119,000)	(100.0%)	731,880	25.9%	(731,880)	(100.0%)
Total Conference Income	189,661	50.9%	386,390	70.2%	(196,729)	(50.9%)	2,644,186	93.6%	(2,454,525)	(92.8%)
Memberships										
Corporate	76,970	20.7%	70,998	12.9%	5,972	8.4%	84,845	3.0%	(7,875)	(9.3%)
Individual	80,238	21.5%	80,502	14.6%	(264)	(0.3%)	96,039	3.4%	(15,801)	(16.5%)
Total Memberships	157,208	42.2%	151,500	27.5%	5,708	3.8%	180,884	6.4%	(23,676)	(13.1%)
Miscellaneous Income	25,543	6.9%	12,498	2.3%	13,045	104.4%	76	0.0%	25,468	33,638.5%
TOTAL REVENUE	372,412	100.0%	550,388	100.0%	(177,976)	(32.3%)	2,825,146	100.0%	(2,452,733)	(86.8%)
PROGRAM EXPENSES:										
Personnel Expenses										
Salaries/Bonuses	286,262	76.9%	281,376	51.1%	4,886	1.7%	212,707	7.5%	73,555	34.6%
Health Insurance	41,388	11.1%	84,000	15.3%	(42,612)	(50.7%)	48,510	1.7%	(7,122)	(14.7%)
Processing Charges	2,826	0.8%	1,500	0.3%	1,326	88.4%	1,442	0.1%	1,384	96.0%
Payroll Taxes	23,137	6.2%	21,528	3.9%	1,609	7.5%	17,471	0.6%	5,666	32.4%
Worker's Compensation	3,162	0.8%	600	0.1%	2,562	427.1%	483	0.0%	2,680	555.3%
Sub-total Personnel Expenses	356,775	95.8%	389,004	70.7%	(32,229)	(8.3%)	280,613	9.9%	76,162	27.1%
Conference Expenses										
Agile Alliance Management	-	-	-	-	-	-	15,276	0.5%	(15,276)	(100.0%)
Art/Design	1,116	0.3%	880	0.2%	236	26.9%	-	-	1,116	100.0%
Canadian Tax	-	-	-	-	-	-	13	0.0%	(13)	(100.0%)
Committee Expenses	-	-	-	-	-	-	9,752	0.3%	(9,752)	(100.0%)
Conference Banquet	-	-	-	-	-	-	37,784	1.3%	(37,784)	(100.0%)
Conference Planner	-	-	-	-	-	-	62,842	2.2%	(62,842)	(100.0%)
Decorating	10,090	2.7%	-	-	10,090	100.0%	-	-	10,090	100.0%
Entertainment	-	-	-	-	-	-	45,000	1.6%	(45,000)	(100.0%)
Facility & Equipment	-	-	142,262	25.8%	(142,262)	(100.0%)	-	-	-	-
Food & Beverage	-	-	129,710	23.6%	(129,710)	(100.0%)	-	-	-	-
Honoraria	-	-	-	-	-	-	4,868	0.2%	(4,868)	(100.0%)
Legal	-	-	1,000	0.2%	(1,000)	(100.0%)	2,894	0.1%	(2,894)	(100.0%)
Marketing/Promotion	2,382	0.6%	-	-	2,382	100.0%	260	0.0%	2,122	817.0%
Conference Travel	665	0.2%	4,000	0.7%	(3,335)	(83.4%)	8,230	0.3%	(7,564)	(91.9%)
Total Conference Merchant Fees	-	-	4,000	0.7%	(4,000)	(100.0%)	51,044	1.8%	(51,044)	(100.0%)
Platform Software	228	0.1%	800	0.1%	(572)	(71.5%)	-	-	228	100.0%
Miscellaneous	32,734	8.8%	-	-	32,734	100.0%	-	-	32,734	100.0%
Publishing	5,965	1.6%	11,233	2.0%	(5,268)	(46.9%)	6,601	0.2%	(6,601)	(9.6%)
Registration	-	-	4,300	0.8%	(4,300)	(100.0%)	-	-	-	-
Speaker Expenses	2,815	0.8%	21,000	3.8%	(18,185)	(86.6%)	1,000	0.0%	1,815	181.5%
Video	9,708	2.6%	-	-	9,708	100.0%	-	-	9,708	100.0%
SWAG	-	-	13,487	2.5%	(13,487)	(100.0%)	1,471	0.1%	(1,471)	(100.0%)
Total Conference Expenses	65,704	17.6%	332,672	60.4%	(266,968)	(80.3%)	247,034	8.7%	(181,330)	(73.4%)
Bank Service Charges	1,071	0.3%	1,002	0.2%	69	6.9%	568	0.0%	503	88.5%
Business Development	157	0.0%	1,500	0.3%	(1,343)	(89.5%)	-	-	157	100.0%
Merchant Fees	3,615	1.0%	4,002	0.7%	(387)	(9.7%)	3,810	0.1%	(195)	(5.1%)
Equipment and Repair	1,803	0.5%	-	-	1,803	100.0%	-	-	1,803	100.0%
Insurance	1,942	0.5%	3,498	0.6%	(1,556)	(44.5%)	5,379	0.2%	(3,437)	(63.9%)
Initiatives	5,248	1.4%	49,998	9.1%	(44,750)	(89.5%)	-	-	5,248	100.0%
Meals & Entertainment	93	0.0%	1,998	0.4%	(1,905)	(95.3%)	307	0.0%	(214)	(69.7%)
Membership Communication	-	-	4,002	0.7%	(4,002)	(100.0%)	7,323	0.3%	(7,323)	(100.0%)
Programs Expenses	7,961	2.1%	-	-	7,961	100.0%	17,962	0.6%	(10,001)	(55.7%)
Miscellaneous Office	2,715	0.7%	7,500	1.4%	(4,785)	(63.8%)	5,852	0.2%	(3,137)	(53.6%)
Postage and Delivery	3,960	1.1%	-	-	3,960	100.0%	10	0.0%	3,950	40,098.4%
Professional Fees	33,998	9.1%	33,750	6.1%	248	0.7%	651	0.0%	33,347	5,122.4%
Board Expenses	82,111	22.0%	113,475	20.6%	(31,364)	(27.6%)	16,363	0.6%	65,748	401.8%
Software	25,099	6.7%	32,502	5.9%	(7,403)	(22.8%)	12,509	0.4%	12,590	100.7%
Staff Training	1,998	0.5%	-	-	1,998	100.0%	-	-	1,998	100.0%
Travel Expense	-	-	3,750	0.7%	(3,750)	(100.0%)	2,957	0.1%	(2,957)	(100.0%)
Webinars	-	-	1,998	0.4%	(1,998)	(100.0%)	5,362	0.2%	(5,362)	(100.0%)
Web development & Hosting	8,630	2.3%	24,252	4.4%	(15,622)	(64.4%)	6,150	0.2%	2,480	40.3%
Contract Labor										
Administrative Support	-	-	10,002	1.8%	(10,002)	(100.0%)	1,288	0.0%	(1,288)	(100.0%)
Community Development	-	-	-	-	-	-	18,000	0.6%	(18,000)	(100.0%)
Initiative Support	4,000	1.1%	4,998	0.9%	(998)	(20.0%)	-	-	4,000	100.0%
Management Services	36,000	9.7%	36,000	6.5%	-	-	107,100	3.8%	(71,100)	(66.4%)
Miscellaneous General	185	0.0%	-	-	185	100.0%	-	-	185	100.0%
Reg. and Membership Mgmt	-	-	-	-	-	-	900	0.0%	(900)	(100.0%)
Membership Engagement	-	-	15,000	2.7%	(15,000)	(100.0%)	16,200	0.6%	(16,200)	(100.0%)
Website	7,482	2.0%	20,502	3.7%	(13,020)	(63.5%)	15,107	0.5%	(7,625)	(50.5%)
Total Contract Labor	47,667	12.8%	86,502	15.7%	(38,835)	(44.9%)	158,594	5.6%	(110,928)	(69.9%)
TOTAL PROGRAM EXPENSES	650,546	174.7%	1,091,405	198.3%	(440,178)	(40.4%)	771,445	27.3%	(120,899)	(15.7%)
NET OPERATING INCOME	(278,133)	(74.7%)	(541,017)	(98.3%)	262,202	48.6%	2,053,701	72.7%	(2,331,834)	(113.5%)
Other Income	100	0.0%	-	-	100	100.0%	4,744	0.2%	(4,644)	(97.9%)
Other Expenses	680	0.2%	-	-	680	100.0%	485	0.0%	195	40.1%
NET INCOME	\$(278,713)	(74.8%)	\$(541,017)	(98.3%)	\$262,302	48.5%	\$2,057,960	72.8%	\$(2,336,673)	(113.5%)

Agile Alliance
Monthly Comparative Income Statement
For the months ending June 30, 2023 and June 30, 2022

	June 2023 MONTH ONLY-ACTUALS		June 2023 MONTH ONLY - BUDGET		VARIANCE TO BUDGET		June 2022 MONTH ONLY-ACTUALS		Jun '23 TO Jun '22 ACTUALS VARIANCE	
	\$	%	\$	%	\$	%	\$	%	\$	%
REVENUES, GAINS, & OTHER SUPPORT:										
Conference Income										
Attendees	34,531	19.6%	198,890	70.7%	(164,359)	(82.6%)	581,223	69.0%	(546,693)	(94.1%)
Registrations	124,925	71.0%	-	-	124,925	100.0%	-	-	124,925	100.0%
Miscellaneous Conference	-	-	-	-	-	-	1,825	0.2%	(1,825)	(100.0%)
Sponsorships	-	-	55,000	19.6%	(55,000)	(100.0%)	203,150	24.1%	(203,150)	(100.0%)
Total Conference Income	159,456	90.6%	253,890	90.3%	(94,434)	(37.2%)	786,199	93.3%	(626,743)	(79.7%)
Memberships										
Corporate	6,192	3.5%	11,833	4.2%	(5,641)	(47.7%)	24,000	2.8%	(17,808)	(74.2%)
Individual	10,339	5.9%	13,417	4.8%	(3,078)	(22.9%)	32,534	3.9%	(22,195)	(68.2%)
Total Memberships	16,531	9.4%	25,250	9.0%	(8,719)	(34.5%)	56,534	6.7%	(40,003)	(70.8%)
Miscellaneous Income	-	-	2,083	0.7%	(2,083)	(100.0%)	0	0.0%	(0)	(100.0%)
TOTAL REVENUE	175,987	100.0%	281,223	100.0%	(105,236)	(37.4%)	842,733	100.0%	(666,746)	(79.1%)
PROGRAM EXPENSES:										
Personnel Expenses										
Salaries/Bonuses	50,883	28.9%	46,896	16.7%	3,987	8.5%	35,467	4.2%	15,417	43.5%
Health Insurance	7,491	4.3%	14,000	5.0%	(6,509)	(46.5%)	5,755	0.7%	1,736	30.2%
Processing Charges	292	0.2%	250	0.1%	42	16.7%	216	0.0%	76	35.3%
Payroll Taxes	3,960	2.3%	3,588	1.3%	372	10.4%	2,715	0.3%	1,245	45.9%
Worker's Compensation	101	0.1%	100	0.0%	1	0.5%	85	0.0%	16	18.3%
Sub-total Personnel Expenses	62,727	35.6%	64,834	23.1%	(2,107)	(3.3%)	44,237	5.2%	18,490	41.8%
Conference Expenses										
Agile Alliance Management	-	-	-	-	-	-	15,276	1.8%	(15,276)	(100.0%)
Art/Design	126	0.1%	-	-	126	100.0%	-	-	126	100.0%
Committee Expenses	-	-	-	-	-	-	628	0.1%	(628)	(100.0%)
Conference Banquet	-	-	-	-	-	-	37,784	4.5%	(37,784)	(100.0%)
Conference Travel	665	0.4%	-	-	665	100.0%	7,419	0.9%	(6,754)	(91.0%)
Decorating	10,090	5.7%	-	-	10,090	100.0%	-	-	10,090	100.0%
Entertainment	-	-	-	-	-	-	-	-	-	-
Facility & Equipment	-	-	111,544	39.7%	(111,544)	(100.0%)	-	-	-	-
Food & Beverage	-	-	86,085	30.6%	(86,085)	(100.0%)	-	-	-	-
Platform Software	-	-	800	0.3%	(800)	(100.0%)	-	-	-	-
Publishing	5,965	3.4%	11,233	4.0%	(5,268)	(46.9%)	6,601	0.8%	(636)	(9.6%)
Marketing/Promotion	-	-	-	-	-	-	181	0.0%	(181)	(100.0%)
Total Conference Merchant Fees	-	-	-	-	-	-	22,383	2.7%	(22,383)	(100.0%)
Miscellaneous	1,537	0.9%	-	-	1,537	100.0%	-	-	1,537	100.0%
Onsite Labor	-	-	-	-	-	-	-	-	-	-
Registration	-	-	4,300	1.5%	(4,300)	(100.0%)	-	-	-	-
Video	2,880	1.6%	-	-	2,880	100.0%	-	-	2,880	100.0%
SWAG	-	-	7,487	2.7%	(7,487)	(100.0%)	1,035	0.1%	(1,035)	(100.0%)
Speaker Expenses	2,815	1.6%	21,000	7.5%	(18,185)	(86.6%)	1,000	0.1%	1,815	181.5%
Total Conference Expenses	24,079	13.7%	242,449	86.2%	(218,370)	(90.1%)	92,307	11.0%	(68,228)	(73.9%)
Bank Service Charges	426	0.2%	167	0.1%	259	155.3%	196	0.0%	231	118.0%
Business Development	-	-	250	0.1%	(250)	(100.0%)	-	-	-	-
Merchant Fees	503	0.3%	667	0.2%	(164)	(24.6%)	803	0.1%	(301)	(37.4%)
Insurance	388	0.2%	583	0.2%	(195)	(33.4%)	-	-	388	100.0%
Initiatives	-	-	8,333	3.0%	(8,333)	(100.0%)	-	-	-	-
Meals & Entertainment	42	0.0%	333	0.1%	(291)	(87.5%)	-	-	42	100.0%
Membership Communication	-	-	667	0.2%	(667)	(100.0%)	1,285	0.2%	(1,285)	(100.0%)
Webinars	-	-	333	0.1%	(333)	(100.0%)	-	-	-	-
Programs Expenses	4,600	2.6%	-	-	4,600	100.0%	3,600	0.4%	1,000	27.8%
Miscellaneous Office	402	0.2%	1,250	0.4%	(848)	(67.9%)	805	0.1%	(403)	(50.1%)
Professional Fees	5,761	3.3%	5,625	2.0%	136	2.4%	-	-	5,761	100.0%
Board Expenses	(40)	(0.0%)	37,825	13.5%	(37,865)	(100.1%)	4,178	0.5%	(4,218)	(101.0%)
Software	4,449	2.5%	5,417	1.9%	(968)	(17.9%)	1,341	0.2%	3,107	231.7%
Staff Training	1,998	1.1%	-	-	1,998	100.0%	-	-	1,998	100.0%
Travel Expense	-	-	625	0.2%	(625)	(100.0%)	423	0.1%	(423)	(100.0%)
Web development & Hosting	1,093	0.6%	4,042	1.4%	(2,949)	(73.0%)	1,025	0.1%	68	6.6%
Contract Labor										
Administrative Support	-	-	1,667	0.6%	(1,667)	(100.0%)	1,288	0.2%	(1,288)	(100.0%)
Community Development	6,000	3.4%	-	-	6,000	100.0%	6,000	0.7%	-	-
Initiative Support	-	-	833	0.3%	(833)	(100.0%)	-	-	-	-
Management Services	-	-	6,000	2.1%	(6,000)	(100.0%)	31,500	3.7%	(31,500)	(100.0%)
Reg. and Membership Mgmt	-	-	-	-	-	-	900	0.1%	(900)	(100.0%)
Membership Engagement	-	-	2,500	0.9%	(2,500)	(100.0%)	-	-	-	-
Website	-	-	3,417	1.2%	(3,417)	(100.0%)	2,688	0.3%	(2,688)	(100.0%)
Total Contract Labor	6,000	3.4%	14,417	5.1%	(8,417)	(58.4%)	42,376	5.0%	(36,376)	(85.8%)
TOTAL PROGRAM EXPENSES	112,427	63.9%	387,817	137.9%	(275,389)	(71.0%)	192,575	22.9%	(80,149)	(41.6%)
NET OPERATING INCOME	63,560	36.1%	(106,594)	(37.9%)	170,153	159.6%	650,158	77.1%	(586,598)	(90.2%)
Other Income	10	0.0%	-	-	10	100.0%	10	0.0%	-	-
Other Expenses	672	0.4%	-	-	672	100.0%	485	0.1%	187	38.7%
NET INCOME	\$ 62,898	35.7%	\$(106,594)	(37.9%)	\$ 169,491	159.0%	\$ 649,683	77.1%	\$(586,785)	(90.3%)

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

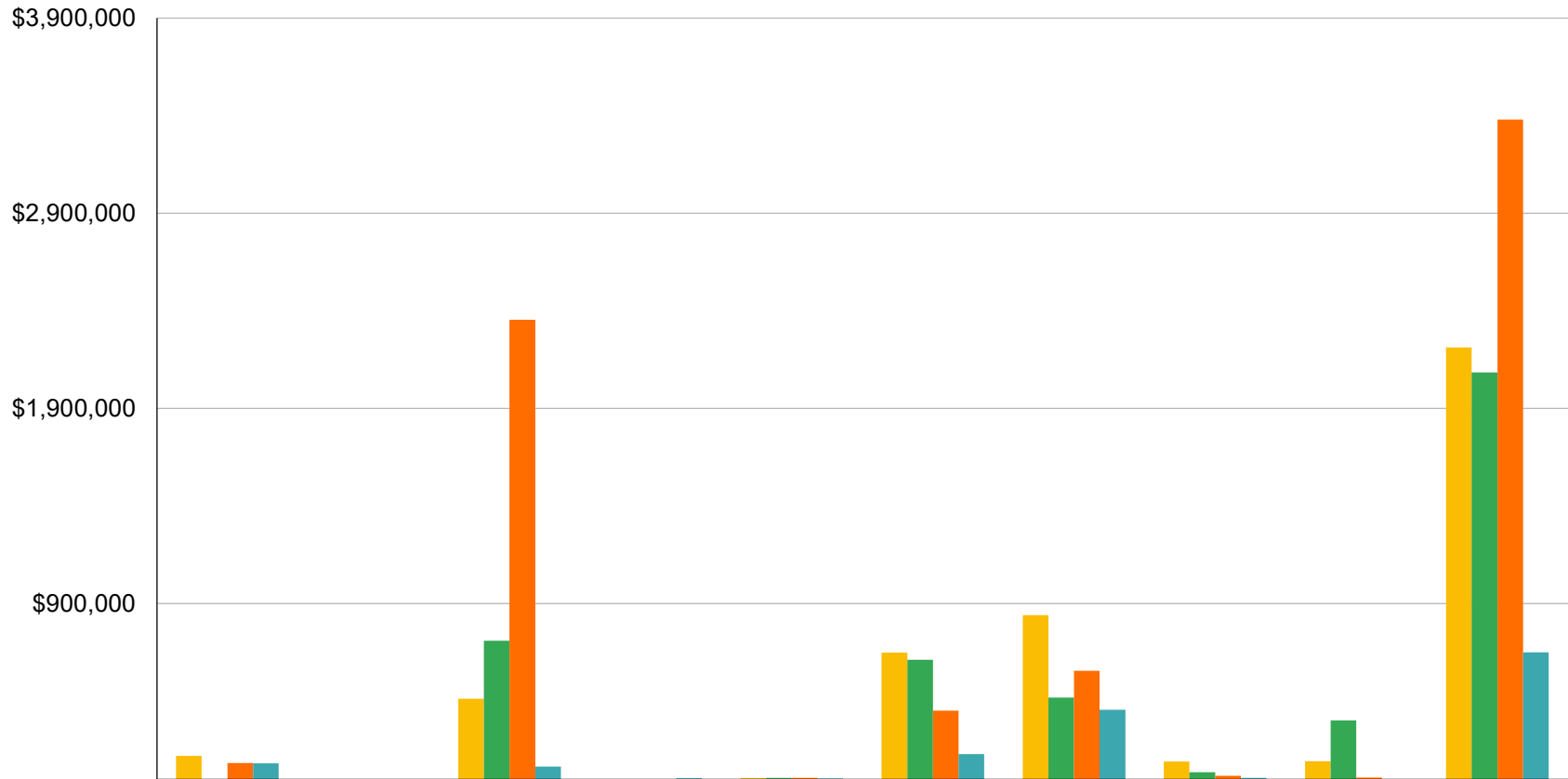
	June 2023		ANNUAL BUDGET		June 2018		June 2019	
	YTD - ACTUALS				YTD - ACTUALS		YTD - ACTUALS	
	\$	%	\$	%	\$	%	\$	%
REVENUES, GAINS, & OTHER SUPPORT:								
Conference Income								
Attendees	64,736	17.4%	2,720,527	64.7%	3,179,792	84.9%	2,656,657	77.7%
Registrations	124,925	33.5%	-	-	-	-	-	-
Scotland HUB	-	-	101,557	2.4%	-	-	-	-
Sponsorships	-	-	1,054,000	25.1%	433,000	11.6%	612,517	17.9%
Total Conference Income	189,661	50.9%	3,876,084	92.2%	3,612,792	96.4%	3,269,174	95.7%
Memberships								
Corporate	76,970	20.7%	142,000	3.4%	48,840	1.3%	53,250	1.6%
Individual	80,238	21.5%	161,000	3.8%	79,378	2.1%	87,620	2.6%
Total Memberships	157,208	42.2%	303,000	7.2%	128,218	3.4%	140,870	4.1%
Programs Income								
Agile Virtual Events	-	-	-	-	49	0.0%	-	-
Women in Agile Workshop	-	-	-	-	5,902	0.2%	6,986	0.2%
Total Programs Income	-	-	-	-	5,951	0.2%	6,986	0.2%
Multiview	-	-	25,000	0.6%	-	-	-	-
Miscellaneous Income	25,543	6.9%	-	-	-	-	-	-
TOTAL REVENUE	372,412	100.0%	4,204,084	100.0%	3,746,961	100.0%	3,417,030	100.0%
PROGRAM EXPENSES:								
Personnel Expenses								
Salaries/Bonuses	286,262	76.9%	562,750	13.4%	162,748	4.3%	218,644	6.4%
Health Insurance	41,388	11.1%	168,000	4.0%	25,048	0.7%	29,146	0.9%
Retirement	-	-	-	-	4,439	0.1%	4,924	0.1%
Processing Charges	2,826	0.8%	3,000	0.1%	-	-	-	-
Payroll Taxes	23,137	6.2%	43,050	1.0%	-	-	-	-
Worker's Compensation	3,162	0.8%	1,200	0.0%	-	-	-	-
Sub-total Personnel Expenses	356,775	95.8%	778,000	18.5%	192,235	5.1%	252,714	7.4%
Conference Expenses								
Agile Alliance Management	-	-	235,000	5.6%	-	-	5,000	0.1%
Art/Design	1,116	0.3%	15,880	0.4%	-	-	-	-
Canadian Tax	-	-	-	-	-	-	4,190	0.1%
Committee Expenses	-	-	-	-	3,433	0.1%	3,490	0.1%
Committee Honoraria	-	-	284,899	6.8%	4,000	0.1%	-	-
Conference Banquet	-	-	-	-	131,100	3.5%	314,853	9.2%
Conference Planner	-	-	-	-	92,024	2.5%	119,037	3.5%
Conference Planning & Material	-	-	-	-	77,766	2.1%	65,228	1.9%
Decorating	10,090	2.7%	30,000	0.7%	21,286	0.6%	18,895	0.6%
Entertainment	-	-	48,000	1.1%	-	-	13,973	0.4%
Emails	-	-	-	-	734	0.0%	1	0.0%
Equipment	-	-	102,789	2.4%	-	-	-	-
Facility & Equipment	-	-	553,462	13.2%	219,071	5.8%	173,849	5.1%
Food & Beverage	-	-	1,354,274	32.2%	179,271	4.8%	-	-
Honoraria	-	-	-	-	500	0.0%	24,000	0.7%
Legal	-	-	16,000	0.4%	-	-	-	-
Lead Retrieval	-	-	-	-	-	-	10,867	0.3%
Marketing/Promotion	2,382	0.6%	30,000	0.7%	61,757	1.6%	33,693	1.0%
Conference Travel	665	0.2%	55,000	1.3%	4,395	0.1%	10,884	0.3%
Total Conference Merchant Fees	-	-	79,000	1.9%	(45,000)	(1.2%)	-	-
Platform Software	228	0.1%	27,300	0.6%	-	-	-	-
Miscellaneous	32,734	8.8%	10,000	0.2%	80	0.0%	-	-
Printing/Reproduction	-	-	28,000	0.7%	4,759	0.1%	41	0.0%
Publishing	5,965	1.6%	11,233	0.3%	10,596	0.3%	8,467	0.2%
Registration	-	-	4,300	0.1%	15,717	0.4%	20,413	0.6%
Scotland HUB	-	-	101,557	2.4%	-	-	-	-
Sponsor Expense	-	-	-	-	2,999	0.1%	-	-
Submission System	-	-	-	-	11,750	0.3%	9,125	0.3%
Supplies	-	-	-	-	(789)	(0.0%)	846	0.0%
Speaker Expenses	2,815	0.8%	205,997	4.9%	(4,358)	(0.1%)	20,273	0.6%
Video	9,708	2.6%	40,000	1.0%	49,510	1.3%	-	-
SWAG	-	-	41,599	1.0%	3,213	0.1%	14,421	0.4%
Total Conference Expenses	65,704	17.6%	3,274,290	77.9%	843,815	22.5%	871,550	25.5%
Bank Service Charges	1,071	0.3%	2,000	0.0%	1,769	0.0%	1,777	0.1%
Business Development	157	0.0%	3,000	0.1%	-	-	-	-
Merchant Fees	3,615	1.0%	8,000	0.2%	4,511	0.1%	3,790	0.1%
Contact Management	-	-	-	-	-	-	14,688	0.4%
Equipment and Repair	1,803	0.5%	-	-	-	-	-	-
Insurance	1,942	0.5%	7,000	0.2%	4,255	0.1%	4,306	0.1%
Licence and Permits	-	-	-	-	-	-	13	0.0%
Initiatives	5,248	1.4%	140,000	3.3%	-	-	3,530	0.1%
Market Research	-	-	-	-	-	-	35,125	1.0%
Marketing	-	-	-	-	50,429	1.3%	42,468	1.2%
Meals & Entertainment	93	0.0%	4,000	0.1%	2,036	0.1%	1,759	0.1%
Membership Communication	-	-	8,000	0.2%	6,884	0.2%	7,257	0.2%
Programs Expenses	7,961	2.1%	-	-	44,340	1.2%	76,702	2.2%
Miscellaneous Office	2,715	0.7%	15,000	0.4%	2,084	0.1%	3,599	0.1%
Postage and Delivery	3,960	1.1%	-	-	222	0.0%	185	0.0%
Professional Fees	33,998	9.1%	67,500	1.6%	10,676	0.3%	18,755	0.5%
Board Expenses	82,111	22.0%	151,300	3.6%	65,064	1.7%	84,729	2.5%
Software	25,099	6.7%	65,000	1.5%	339	0.0%	99	0.0%
Staff Training	1,998	-	-	-	3,030	0.1%	-	-
SWAG	-	-	-	-	2,755	0.1%	1,635	0.0%
Travel Expense	-	-	7,500	0.2%	10,512	0.3%	15,809	0.5%
Video Capturing & Editing	-	-	-	-	-	-	50,864	1.5%
Webinars	-	-	4,000	0.1%	5,064	0.1%	5,362	0.2%
Web development & Hosting	8,630	2.3%	48,500	1.2%	74,409	2.0%	81,467	2.4%
Contract Labor								
Administrative Support	-	-	20,000	0.5%	-	-	-	-
Community Development	-	-	-	-	-	-	-	-
Contract Labor	-	-	-	-	99,710	2.7%	103,541	3.0%
Initiative Support	4,000	1.1%	10,000	0.2%	4,736	0.1%	5,792	0.2%
Management Services	36,000	9.7%	72,000	1.7%	-	-	-	-
Miscellaneous General	185	0.0%	-	-	-	-	-	-
Submission System Product Owner	-	-	-	-	2,063	0.1%	-	-
Third Party Events Support	-	-	-	-	2,426	0.1%	2,129	0.1%
Membership Engagement	-	-	30,000	0.7%	-	-	-	-
Website	7,482	2.0%	41,000	1.0%	-	-	-	-
Total Contract Labor	47,667	12.8%	173,000	4.1%	108,933	2.9%	111,461	3.3%
TOTAL PROGRAM EXPENSES	650,546	174.7%	4,756,090	113.1%	1,433,362	38.3%	1,689,641	49.4%
NET OPERATING INCOME	(278,133)	(74.7%)	(552,006)	(13.1%)	2,313,599	61.7%	1,727,389	50.6%
Other Income	100	0.0%	-	-	47,067	1.3%	55,511	1.6%
Other Expenses	680	0.2%	-	-	51,880	1.4%	47,786	1.4%
NET INCOME	\$ (278,713)	(74.8%)	\$ (552,006)	(13.1%)	\$ 2,308,786	61.6%	\$ 1,735,114	50.8%

2019-2023 overview



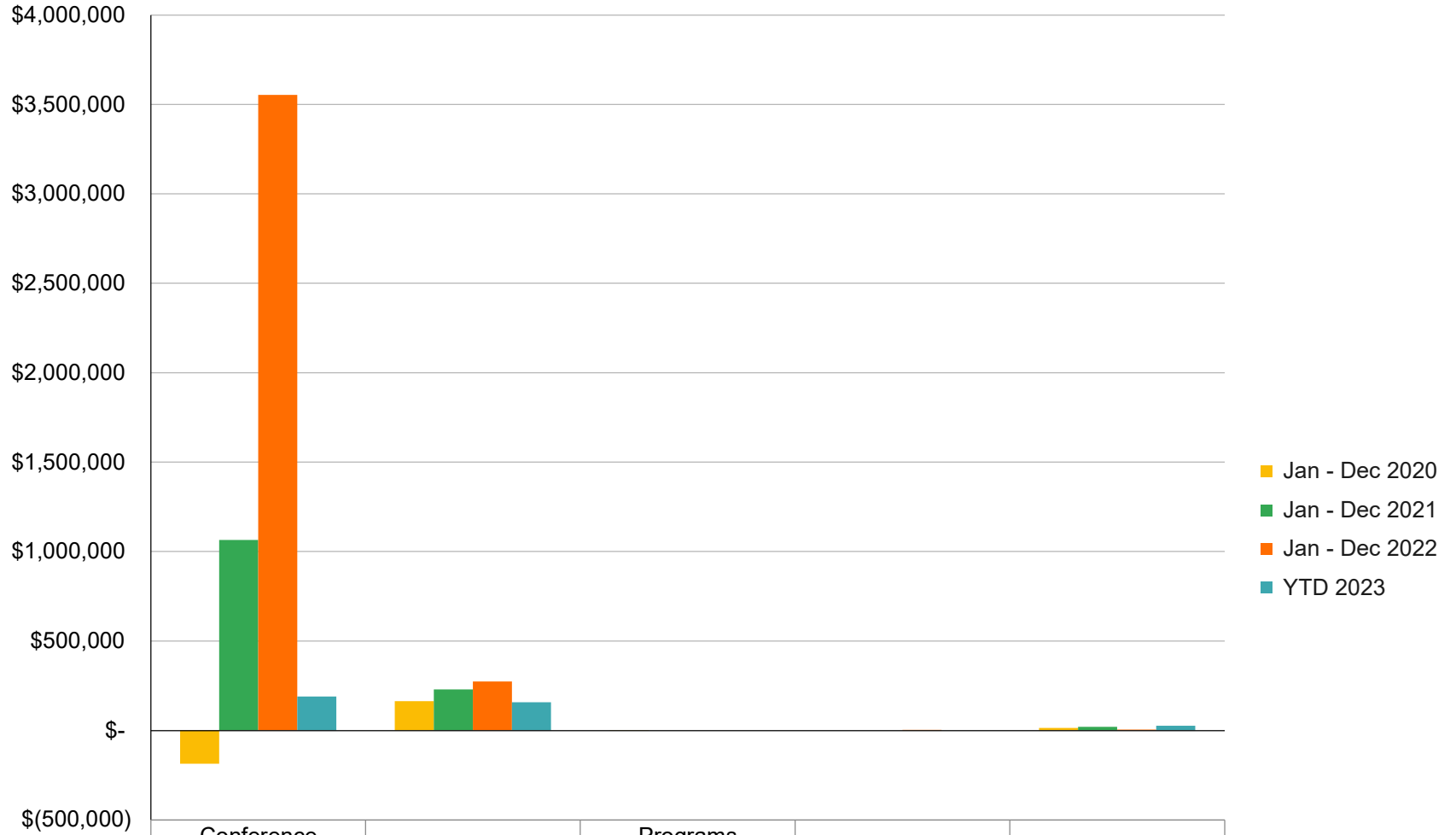
	Total Income	Total Expenses	NET
Jan - Dec 2020	\$(7,458)	\$2,212,205	\$(2,219,663)
Jan - Dec 2021	\$1,314,001	\$2,084,859	\$(770,858)
Jan - Dec 2022	\$3,835,725	\$3,380,086	\$455,639
YTD 2023	\$372,512	\$651,225	\$(278,713)

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	\$2,212,20
■ Jan - Dec 2021	\$-	\$-	\$710,166	\$-	\$7,217	\$611,727	\$418,383	\$36,275	\$301,091	\$2,084,85
■ Jan - Dec 2022	\$83,700	\$635	\$2,354,67	\$-	\$7,103	\$351,336	\$556,122	\$18,212	\$8,306	\$3,380,08
■ YTD 2023	\$82,111	\$157	\$65,704	\$5,248	\$3,615	\$129,654	\$356,775	\$7,961	\$-	\$651,225

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	\$189,661	\$157,208	\$-	\$-	\$25,643

Agile Alliance
A/R Aging Summary
As of June 30, 2023

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
Booz Allen Hamilton				20,000.00		20,000.00
CA Inc.	11,094.00	1,500.00				12,594.00
Edward Jones	39,459.00					39,459.00
Fidelity Investments		7,500.00				7,500.00
Frostbank		16,392.00				16,392.00
ICAgile				12,500.00		12,500.00
IIBA			6,349.00			6,349.00
InnSpire Agilty BV		2,678.38				2,678.38
KBR Inc.		10,245.00				10,245.00
Liberty Mutual					7,500.00	7,500.00
Lockheed Martin				25,000.00		25,000.00
New Balance	4,598.00					4,598.00
Scrum.org					20,000.00	20,000.00
Service Now	22,500.00					22,500.00
Skills Consulting Group		14,343.00				14,343.00
Thales Group	12,294.00					12,294.00
Unamo		25,000.00				25,000.00
Universidad Latina de Costa Rica		400.00				400.00
USCIS		9,245.00				9,245.00
Zoho Corporation		17,500.00				17,500.00
TOTAL	\$ 89,945.00	\$ 104,803.38	\$ 6,349.00	\$ 57,500.00	\$ 27,500.00	\$ 286,097.38