



Agile Alliance
Financial Statements
For the Period Ending April 30th, 2024.

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

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AGILE ALLIANCE
Summary of Financial Information
APRIL 30th, 2024

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 April 30, 2024, was \$1,991,514. This is a \$1,363,068 decrease from the same time last year.

The Accounts Receivable balance at the end of April was \$124,565. This is a \$44,193 decrease from the same time last year.

The Prepaid Expenses balance as of April 2024, was \$251,491. Compared to last year, there is a decrease of \$31,988. This includes payments for: Insurance; Conference; Travel; Software; Sponsorship and Health Insurance.

Liabilities – The total Liabilities as of April 30, 2024, were \$911,021. This is a \$590,772 decrease from the same time last year. The majority of this decrease is Deferred Revenue that has been received for upcoming events.

Net Assets – The current year Change in Net Assets is a loss of \$262,772. This is an increased loss of \$2,682 when compared to last year's YTD Change in Net Assets. Total Net Assets through April 30, 2024 are \$1,463,566 which is a decrease of \$848,476 compared to the same period last year.

Year to Date Statement of Activities

Revenue – Total Revenue is \$215,373 through April 30, 2024. This is \$7,383 less than budget and \$91,097 more than last year. Total Conference Revenue is \$28,284 less than budget, and Membership Revenue is higher than budget by \$2,578 YTD. Total Conference revenue is \$79,216 more and Membership revenue is \$26,067 less when compared to the same time last year.

Expenses – Total expenses are \$485,712 through April 30, 2024, which is under budget by \$42,063. The main variances compared to budget are noted below:

- Board Expenses are \$21,583 higher
- Operational Expenses are \$12,597 higher
- Software Expenses are \$10,995 higher
- Conference Expenses are \$61,393 lower
- Contract Labor are \$20,583 lower

In comparison to 2023 expenses, there is a \$101,151 increase. Significant variances from last year are as follows:

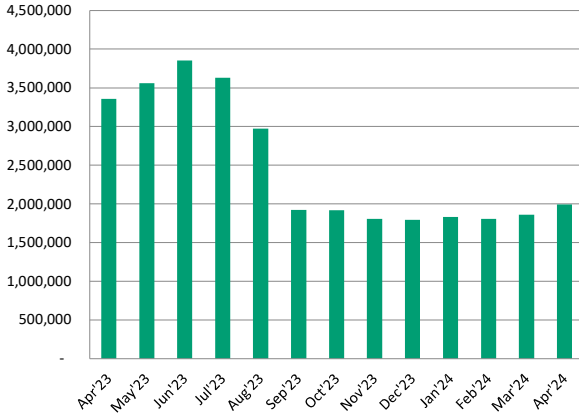
- Conference Expenses are \$26,178 higher
- Personnel expenses are \$23,780 higher
- Software Expenses are \$12,702 higher
- Initiatives are \$6,289 lower
- Board Expenses are \$2,196 lower

Net Income/ (Loss) – The current year Net loss is \$262,772. This is a decreased loss by \$42,647 compared to budget and an increased loss of \$2,682 compared to the Net loss of \$260,091 in 2023.

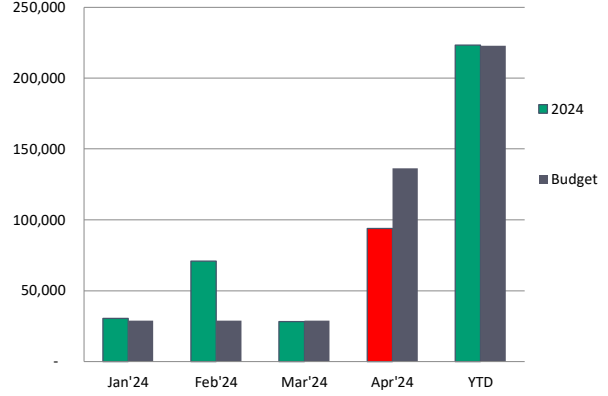
Agile Alliance
 Financial Dashboard
 For the period ending April 30th, 2024

Color Code	
	Significant Underperformance
	Slight Underperformance
	Good Performance

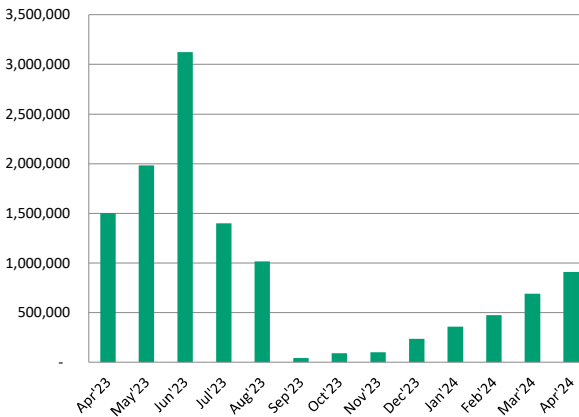
2023/2024 Cash



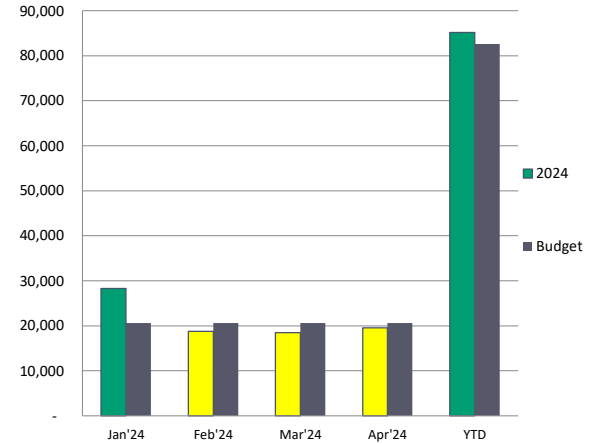
Total Revenue YTD



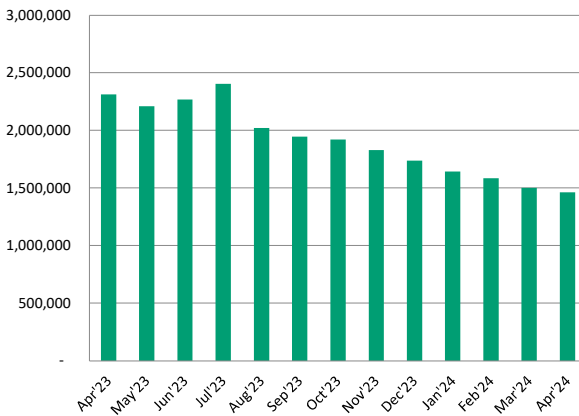
2023/2024 Current Liabilities



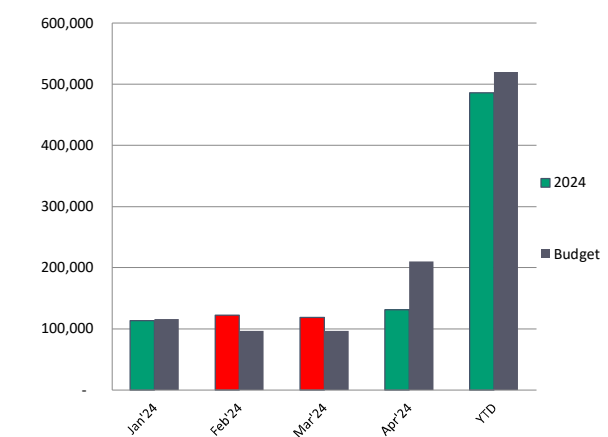
Membership Revenue YTD



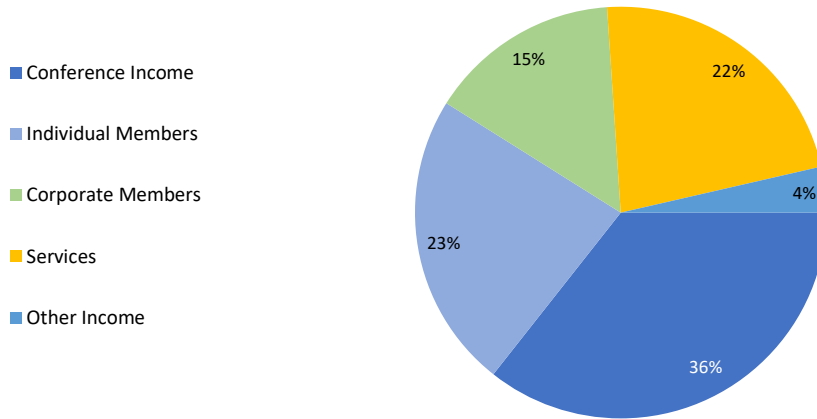
2023/2024 Net Assets



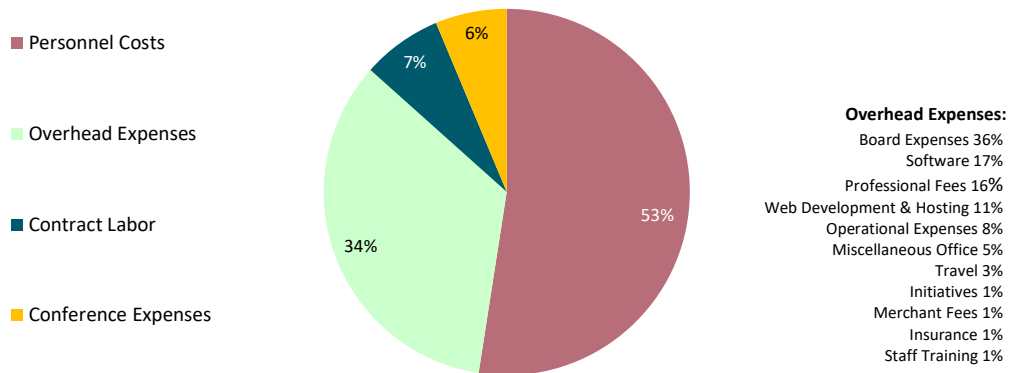
Total Expenses YTD



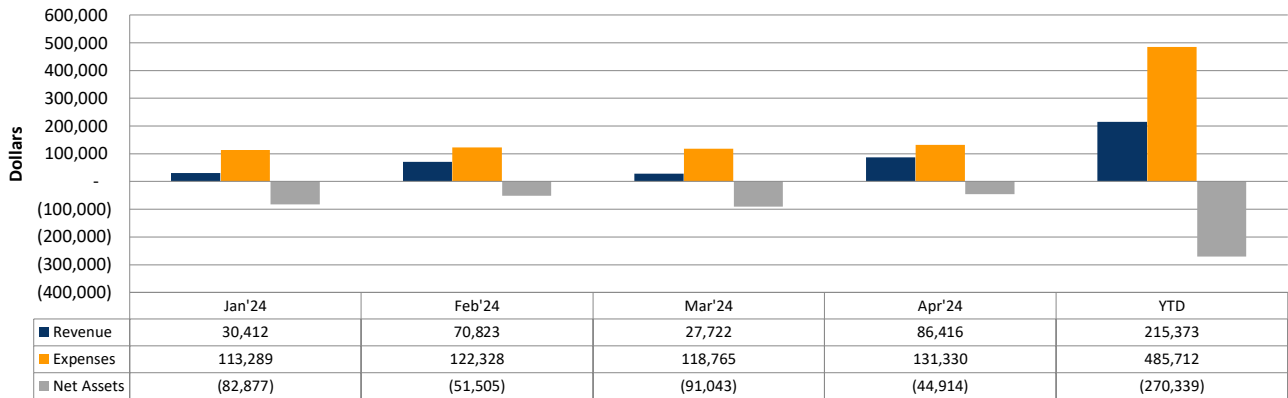
Summary of Revenues



Summary of Expenses



YTD Operating Performance



Agile Alliance
Comparative Balance Sheet
For the periods ending April 30th, 2024 and April 30th, 2023

	April 2024 \$	April 2023 \$	Variance Inc/(Dec) \$	Variance Inc/(Dec) %
ASSETS				
CURRENT ASSETS				
Cash				
Everbank CD	535,276	535,276	-	-
Money Market	1,207,693	1,200,375	7,318	0.6%
Truist Checking	248,144	1,595,430	(1,347,286)	(84.4%)
Bill.com	400	23,500	(23,100)	(98.3%)
Total Cash	<u>1,991,514</u>	<u>3,354,581</u>	<u>(1,363,068)</u>	<u>(40.6%)</u>
Accounts Receivable	124,565	168,758	(44,193)	(26.2%)
OTHER ASSETS				
Inventory	7,017	7,017	-	-
Prepaid Expenses	251,491	283,478	(31,988)	(11.3%)
TOTAL OTHER ASSETS	<u>258,508</u>	<u>290,495</u>	<u>(31,988)</u>	<u>(11.0%)</u>
TOTAL ASSETS	<u>\$ 2,374,587</u>	<u>\$ 3,813,835</u>	<u>\$ (1,439,248)</u>	<u>(37.7%)</u>
LIABILITIES				
CURRENT LIABILITIES				
Accounts Payable	44,114	55,804	(11,690)	(20.9%)
Business Visa				
Company Card	8,984	2,969	6,015	202.6%
Teresa Foster	5,540	8,002	(2,462)	(30.8%)
Total Business Visa	<u>14,524</u>	<u>10,971</u>	<u>3,553</u>	<u>32.4%</u>
Other Current Liabilities				
Conference Rollovers	-	20,490	(20,490)	(100.0%)
Deferred Revenue	852,383	1,414,528	(562,145)	(39.7%)
Total Other Liabilities	<u>852,383</u>	<u>1,435,018</u>	<u>(582,635)</u>	<u>(40.6%)</u>
TOTAL LIABILITIES	<u>911,021</u>	<u>1,501,793</u>	<u>(590,772)</u>	<u>(39.3%)</u>
NET ASSETS				
Retained Earnings	1,726,338	2,572,132	(845,794)	(32.9%)
Current Year Net Assets	(262,772)	(260,091)	(2,682)	(1.0%)
TOTAL NET ASSETS	<u>1,463,566</u>	<u>2,312,042</u>	<u>(848,476)</u>	<u>(36.7%)</u>
TOTAL LIABILITIES & STOCKHOLDERS' EQUITY	<u>\$ 2,374,587</u>	<u>\$ 3,813,835</u>	<u>\$ (1,439,248)</u>	<u>(37.7%)</u>

Agile Alliance

Comparative Income Statement

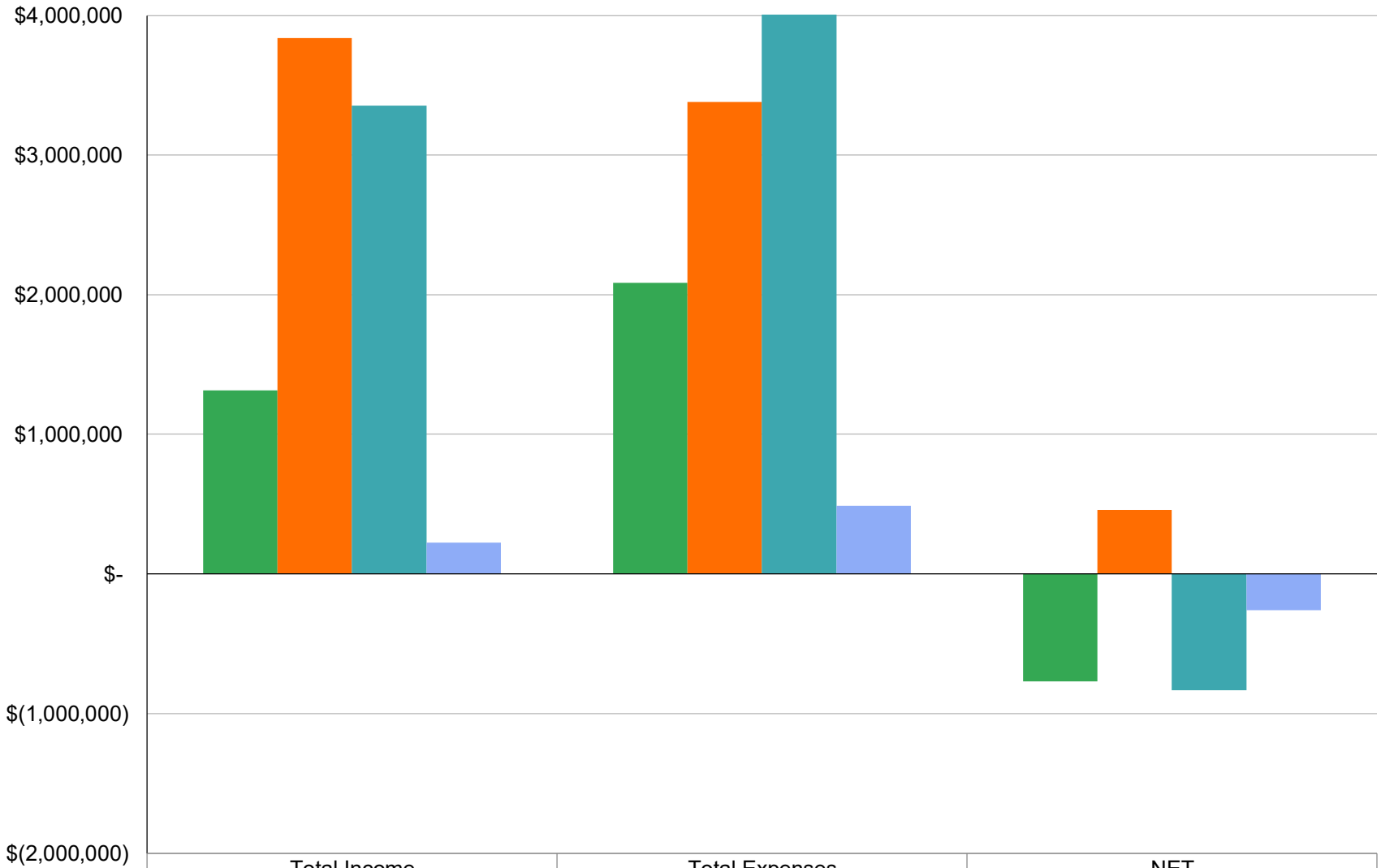
For the periods ending April 30th, 2024 and April 30th, 2023

	April 2024		April 2024		VARIANCE		April 2023		Apr '24 TO Apr '23	
	YTD - ACTUALS		YTD - BUDGET		TO BUDGET		YTD - ACTUALS		ACTUALS VARIANCE	
	\$	%	\$	%	\$	%	\$	%	\$	%
REVENUES & OTHER SUPPORT:										
Conference Income										
Attendees	-	-	72,500	32.5%	(72,500)	(100.0%)	-	-	-	-
Registrations	77,216	35.9%	4,000	1.8%	73,216	1,830.4%	-	-	77,216	100.0%
Miscellaneous Conference	-	-	-	-	-	-	-	-	-	-
Sponsorships	2,000	0.9%	31,000	13.9%	(29,000)	(93.5%)	-	-	2,000	100.0%
Total Conference Income	79,216	36.8%	107,500	48.3%	(28,284)	(26.3%)	-	-	79,216	100.0%
Program Income										
Agile virtual Events										
Registrations	-	-	1,668	-	(1,668)	-	-	-	-	-
Sponsorships	-	-	1,668	-	(1,668)	-	-	-	-	-
Total Program Income	-	-	3,336	-	(3,336)	(100.0%)	-	-	-	-
Memberships										
Corporate	33,400	15.5%	43,440	19.5%	(10,040)	(23.1%)	53,378	43.0%	(19,978)	(37.4%)
Individual	51,766	24.0%	39,148	17.6%	12,618	32.2%	57,855	46.6%	(6,089)	(10.5%)
Total Memberships	85,166	39.5%	82,588	37.1%	2,578	3.1%	111,233	89.5%	(26,067)	(23.4%)
Services	50,000	23.2%	-	-	50,000	100.0%	-	-	50,000	100.0%
Miscellaneous Income	991	0.5%	29,332	13.2%	(28,341)	(96.6%)	13,043	10.5%	(12,052)	(92.4%)
TOTAL REVENUE	215,373	100.0%	222,756	100.0%	(7,383)	(3.3%)	124,276	100.0%	91,097	73.3%
PROGRAM EXPENSES:										
Personnel Expenses										
Salaries/Bonuses	203,533	94.5%	206,668	92.8%	(3,135)	(1.5%)	184,495	148.5%	19,038	10.3%
Health Insurance	30,165	14.0%	28,332	12.7%	1,833	6.5%	26,407	21.2%	3,758	14.2%
Processing Charges	2,406	1.1%	3,332	1.5%	(926)	(27.8%)	2,279	1.8%	128	5.6%
Payroll Taxes	16,951	7.9%	16,332	7.3%	619	3.8%	15,117	12.2%	1,834	12.1%
Worker's Compensation	1,982	0.9%	668	0.3%	1,314	196.8%	2,961	2.4%	(979)	(33.1%)
Sub-total Personnel Expenses	255,038	118.4%	255,332	114.6%	(294)	(0.1%)	231,258	186.1%	23,780	10.3%
Conference Expenses										
Agile Alliance Management	2,620	1.2%	-	-	2,620	100.0%	-	-	2,620	100.0%
Art/Design	1,642	0.8%	1,380	0.6%	262	19.0%	476	0.4%	1,166	244.7%
Committee Expenses	4,028	1.9%	1,750	0.8%	2,278	130.2%	1,309	1.1%	2,719	207.7%
Conference Planner	3,648	1.7%	-	-	3,648	100.0%	-	-	3,648	100.0%
Food & Beverage	-	-	78,884	35.4%	(78,884)	(100.0%)	-	-	-	-
Honoraria	-	-	4,000	1.8%	(4,000)	(100.0%)	-	-	-	-
Marketing/Promotion	2,038	0.9%	-	-	2,038	100.0%	-	-	2,038	100.0%
Conference Travel	8,280	3.8%	-	-	8,280	100.0%	2,430	2.0%	5,850	240.8%
Total Conference Merchant Fees	2,929	1.4%	-	-	2,929	100.0%	-	-	2,929	100.0%
Platform Software	4,431	2.1%	-	-	4,431	100.0%	228	0.2%	4,203	1,843.3%
Speaker Expenses	1,003	0.5%	6,000	2.7%	(4,997)	(83.3%)	-	-	1,003	100.0%
Total Conference Expenses	30,621	14.2%	92,014	41.3%	(61,393)	(66.7%)	4,443	3.6%	26,178	589.2%
Bank Service Charges	423	0.2%	500	0.2%	(77)	(15.4%)	391	0.3%	32	8.2%
Business Development	-	-	-	-	-	-	(4,588)	(3.7%)	4,588	100.0%
Operational Expenses	12,597	5.8%	-	-	12,597	100.0%	-	-	12,597	100.0%
Merchant Fees	2,402	1.1%	6,584	3.0%	(4,182)	(63.5%)	1,986	1.6%	417	21.0%
Equipment and Repair	-	-	500	0.2%	(500)	(100.0%)	-	-	-	-
Insurance	1,229	0.6%	1,332	0.6%	(103)	(7.8%)	1,165	0.9%	64	5.5%
Initiatives	2,320	1.1%	10,000	4.5%	(7,680)	(76.8%)	8,609	6.9%	(6,289)	(73.1%)
Meals & Entertainment	200	0.1%	-	-	200	100.0%	-	-	200	100.0%
Miscellaneous Office	7,624	3.5%	1,669	0.7%	5,955	356.8%	2,193	1.8%	5,431	247.6%
Postage and Delivery	401	0.2%	332	0.1%	69	20.9%	501	0.4%	(100)	(19.9%)
Professional Fees	26,252	12.2%	18,832	8.5%	7,420	39.4%	15,257	12.3%	10,996	72.1%
Board Expenses	59,333	27.5%	37,750	16.9%	21,583	57.2%	61,529	49.5%	(2,196)	(3.6%)
Software	27,663	12.8%	16,668	7.5%	10,995	66.0%	14,961	12.0%	12,702	84.9%
Staff Training	2,000	0.9%	2,332	1.0%	(332)	(14.2%)	-	-	2,000	100.0%
Travel Expense	4,734	2.2%	1,332	0.6%	3,402	255.4%	-	-	4,734	100.0%
Web development & Hosting	18,456	8.6%	19,664	8.8%	(1,208)	(6.1%)	11,189	9.0%	7,267	64.9%
Contract Labor										
Administrative Support	8,418	3.9%	5,000	2.2%	3,418	68.4%	-	-	8,418	100.0%
Initiative Support	-	-	4,000	1.8%	(4,000)	(100.0%)	4,000	3.2%	(4,000)	(100.0%)
Management Services	26,000	12.1%	24,000	10.8%	2,000	8.3%	24,000	19.3%	2,000	8.3%
Miscellaneous General	-	-	-	-	-	-	185	0.1%	(185)	(100.0%)
Membership Engagement	-	-	12,000	5.4%	(12,000)	(100.0%)	-	-	-	-
Website	-	-	10,000	4.5%	(10,000)	(100.0%)	7,482	6.0%	(7,482)	(100.0%)
Total Contract Labor	34,418	16.0%	55,000	24.7%	(20,583)	(37.4%)	35,667	28.7%	(1,249)	(3.5%)
TOTAL PROGRAM EXPENSES	485,712	225.5%	519,841	233.4%	(42,063)	(6.6%)	384,561	309.4%	101,151	26.3%
NET OPERATING INCOME/(LOSS)	(270,339)	(125.5%)	(297,085)	(133.4%)	34,680	9.0%	(260,284)	(209.4%)	(10,055)	(3.9%)
Other Income	7,967	3.7%	-	-	7,967	100.0%	53	0.0%	7,913	14,874.9%
Other Expenses	400	0.2%	8,332	3.7%	(7,932)	(95.2%)	(140)	(0.1%)	540	385.7%
NET INCOME/(LOSS)	\$ (262,772)	(122.0%)	\$ (305,417)	(137.1%)	\$ 42,647	14.0%	\$(260,091)	(209.3%)	\$ (2,682)	(1.0%)

Agile Alliance
Monthly Comparative Income Statement
For the months ending April 30th,2024 and April 30th,2023

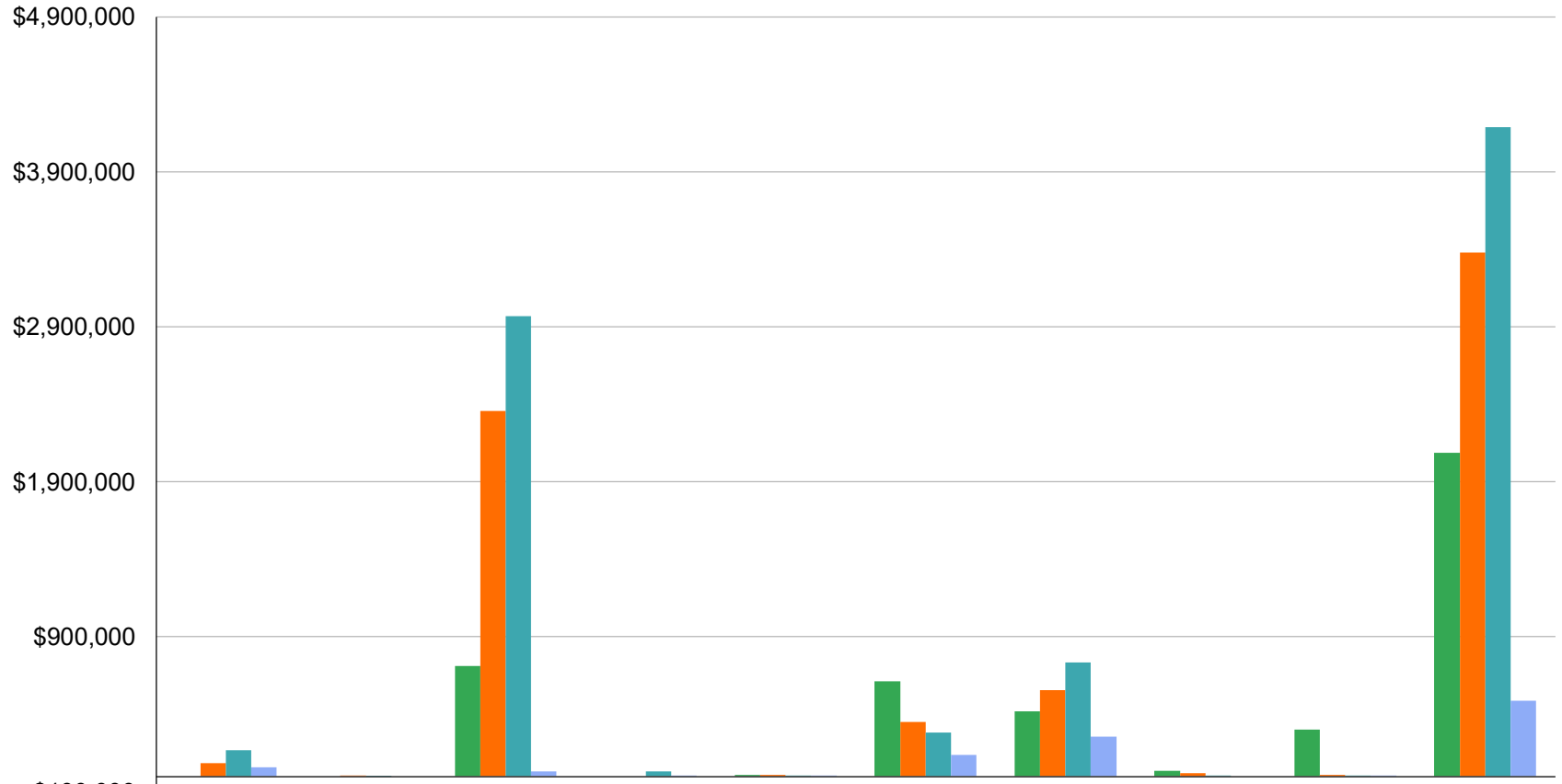
	April 2024 MONTH ONLY-ACTUALS		April 2024 MONTH ONLY - BUDGET		VARIANCE TO BUDGET		April 2023 MONTH ONLY-ACTUALS		Apr '24 TO Apr '23 ACTUALS VARIANCE	
	\$	%	\$	%	\$	%	\$	%	\$	%
REVENUES & OTHER SUPPORT:										
Conference Income										
Attendees	-	-	72,500	53.2%	(72,500)	(100.0%)	(290)	(1.3%)	290	100.0%
Registrations	64,819	75.0%	4,000	2.9%	60,819	1,520.5%	-	-	64,819	100.0%
Miscellaneous Conference	-	-	-	-	-	-	(3,758)	(17.2%)	3,758	100.0%
Sponsorships	2,000	2.3%	31,000	22.7%	(29,000)	(93.5%)	-	-	2,000	100.0%
Total Conference Income	66,819	77.3%	107,500	78.9%	(40,681)	(37.8%)	(4,048)	(18.5%)	70,867	1,750.7%
Program Income	-	-								
Agile virtual Events										
Registrations	-	-	417	0.3%	(417)	(100.0%)	-	-	-	-
Sponsorships	-	-	417	0.3%	(417)	(100.0%)	-	-	-	-
Total Program Income	-	-	834	0.6%	(834)	(100.0%)	-	-	-	-
Memberships										
Corporate	6,818	7.9%	10,860	8.0%	(4,042)	(37.2%)	14,478	66.3%	(7,660)	(52.9%)
Individual	12,768	14.8%	9,787	7.2%	2,981	30.5%	11,410	52.2%	1,358	11.9%
Total Memberships	19,586	22.7%	20,647	15.1%	(1,061)	(5.1%)	25,888	118.5%	(6,302)	(24.3%)
Miscellaneous Income	11	0.0%	7,333	5.4%	(7,322)	(99.8%)	-	-	11	100.0%
TOTAL REVENUE	86,416	100.0%	136,314	100.0%	(49,898)	(36.6%)	21,840	100.0%	64,576	295.7%
PROGRAM EXPENSES:										
Personnel Expenses										
Salaries/Bonuses	50,883	58.9%	51,667	37.9%	(784)	(1.5%)	45,883	210.1%	5,000	10.9%
Health Insurance	7,541	8.7%	7,083	5.2%	458	6.5%	7,491	34.3%	51	0.7%
Processing Charges	1,505	1.7%	833	0.6%	672	80.7%	244	1.1%	1,261	517.3%
Payroll Taxes	4,010	4.6%	4,083	3.0%	(73)	(1.8%)	3,588	16.4%	421	11.7%
Worker's Compensation	102	0.1%	167	0.1%	(65)	(38.9%)	101	0.5%	2	1.6%
Sub-total Personnel Expenses	64,041	74.1%	63,833	46.8%	208	0.3%	57,307	262.4%	6,735	11.8%
Conference Expenses										
Conference	-	-	-	-	-	-	476	2.2%	(476)	(100.0%)
Art/Design	1,642	1.9%	1,380	1.0%	262	19.0%	-	-	1,642	100.0%
Committee Expenses	819	0.9%	875	0.6%	(56)	(6.4%)	-	-	819	100.0%
Conference Travel	8,280	9.6%	-	-	8,280	100.0%	-	-	8,280	100.0%
Platform Software	1,108	1.3%	-	-	1,108	100.0%	228	1.0%	880	385.8%
Marketing/Promotion	1,853	2.1%	-	-	1,853	100.0%	-	-	1,853	100.0%
Total Conference Merchant Fees	1,887	2.2%	-	-	1,887	100.0%	-	-	1,887	100.0%
Speaker Expenses	1,003	1.2%	6,000	4.4%	(4,997)	(83.3%)	-	-	1,003	100.0%
Total Conference Expenses	16,593	19.2%	91,139	66.9%	(74,546)	(81.8%)	704	3.2%	15,889	2,255.6%
Bank Service Charges	168	0.2%	125	0.1%	43	34.4%	265	1.2%	(97)	(36.6%)
Business Development	-	-	-	-	-	-	(4,882)	(22.4%)	4,882	100.0%
Operational Expenses	6,347	7.3%	-	-	6,347	100.0%	-	-	6,347	100.0%
Merchant Fees	583	0.7%	4,646	3.4%	(4,063)	(87.5%)	968	4.4%	(385)	(39.8%)
Equipment and Repair	-	-	125	0.1%	(125)	(100.0%)	-	-	-	-
Insurance	420	0.5%	333	0.2%	87	26.2%	388	1.8%	32	8.2%
Initiatives	-	-	2,500	1.8%	(2,500)	(100.0%)	2,000	9.2%	(2,000)	(100.0%)
Miscellaneous Office	930	1.1%	417	0.3%	513	123.0%	804	3.7%	126	15.6%
Postage and Delivery	10	0.0%	83	0.1%	(73)	(88.3%)	360	1.6%	(350)	(97.3%)
Professional Fees	6,020	7.0%	4,708	3.5%	1,312	27.9%	3,287	15.1%	2,733	83.1%
Board Expenses	1,535	1.8%	18,875	13.8%	(17,340)	(91.9%)	3,742	17.1%	(2,207)	(59.0%)
Software	6,868	7.9%	4,167	3.1%	2,701	64.8%	4,021	18.4%	2,847	70.8%
Staff Training	-	-	583	0.4%	(583)	(100.0%)	-	-	-	-
Travel Expense	4,734	5.5%	333	0.2%	4,401	1,321.6%	-	-	4,734	100.0%
Web development & Hosting	2,664	3.1%	4,917	3.6%	(2,253)	(45.8%)	1,093	5.0%	1,571	143.8%
Contract Labor										
Administrative Support	8,418	9.7%	1,250	0.9%	7,168	573.4%	-	-	8,418	100.0%
Initiative Support	-	-	1,000	0.7%	(1,000)	(100.0%)	4,000	18.3%	(4,000)	(100.0%)
Management Services	12,000	13.9%	6,000	4.4%	6,000	100.0%	6,000	27.5%	6,000	100.0%
Membership Engagement	-	-	3,000	2.2%	(3,000)	(100.0%)	-	-	-	-
Website	-	-	2,500	1.8%	(2,500)	(100.0%)	4,882	22.4%	(4,882)	(100.0%)
Total Contract Labor	20,418	23.6%	13,750	10.1%	6,668	48.5%	14,882	68.1%	5,536	37.2%
TOTAL PROGRAM EXPENSES	131,330	152.0%	210,534	154.4%	(79,203)	(37.6%)	84,938	388.9%	46,392	54.6%
NET OPERATING INCOME/(LOSS)	(44,914)	(52.0%)	(74,220)	(54.4%)	29,305	39.5%	(63,098)	(288.9%)	18,184	28.8%
Other Income	7,424	8.6%	-	-	7,424	100.0%	10	0.0%	7,414	75,115.1%
Other Expenses	177	0.2%	2,083	1.5%	(1,906)	(91.5%)	11	0.1%	166	1,471.7%
NET INCOME/(LOSS)	\$ (37,667)	(43.6%)	\$ (76,303)	(56.0%)	\$ 38,635	50.6%	\$ (63,100)	(288.9%)	\$ 25,432	40.3%

2021-2024 overview



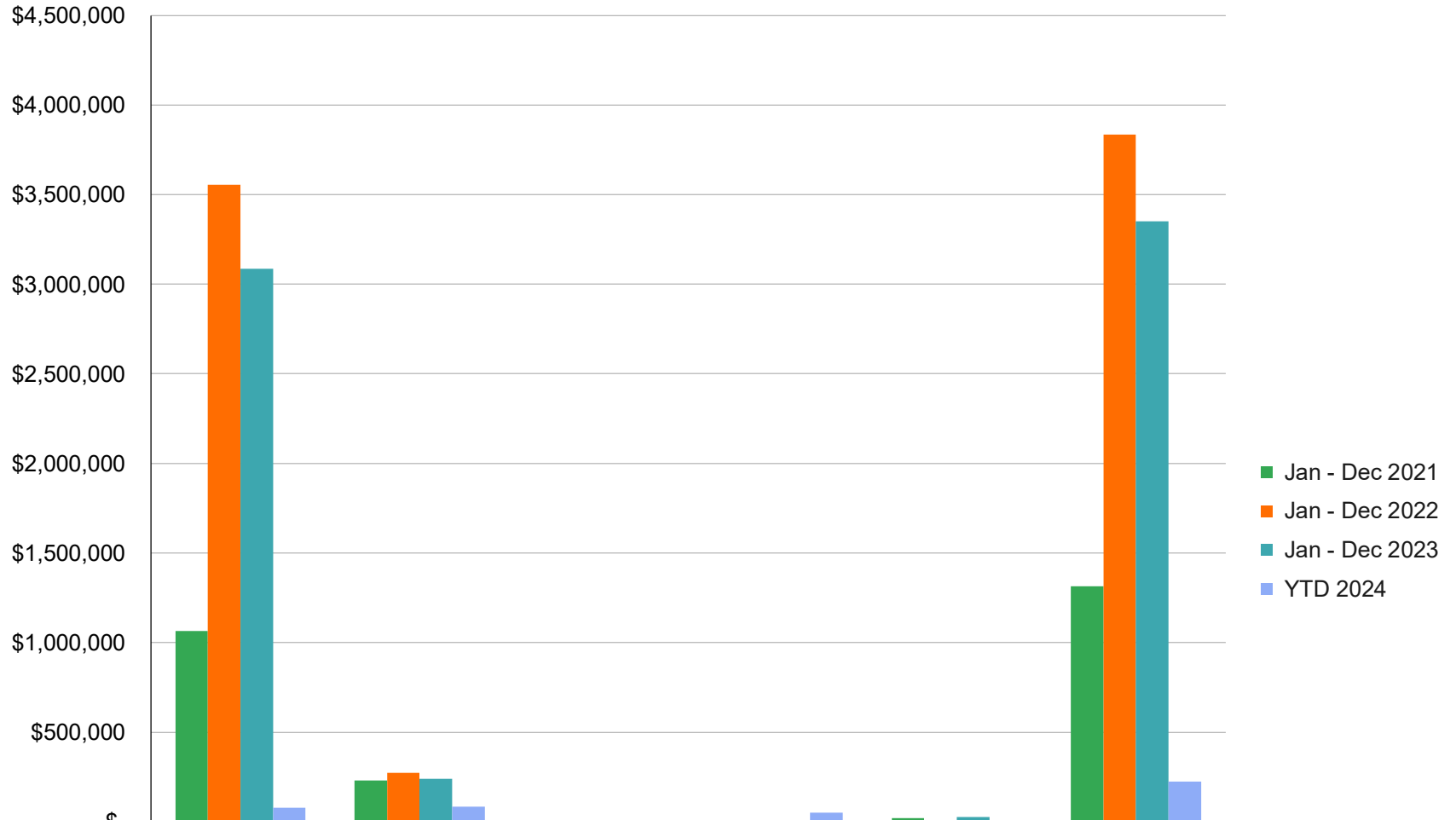
	Total Income	Total Expenses	NET
Jan - Dec 2021	\$1,314,001	\$2,084,859	\$(770,858)
Jan - Dec 2022	\$3,835,725	\$3,377,586	\$458,139
Jan - Dec 2023	\$3,351,562	\$4,187,112	\$(835,549)
YTD 2024	\$223,340	\$486,111	\$(262,771)

Expense overview, 2021, 2022, 2023,2024



	Board Expenses	Business Devt.	Conference Expenses	Initiatives/Sponsorships	Merchant Fees	Operational Expenses	Payroll	Programs	Other	Total Expenses
■ 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	\$348,836	\$556,122	\$18,212	\$8,306	\$3,377,586
■ 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
■ YTD 2024	\$59,333	\$-	\$30,621	\$2,320	\$2,402	\$135,997	\$255,038		\$400	\$486,111

Income overview , 2021, 2022, 2023,2024



	Conference Income	Memberships	Programs Income	Services	Other Income	Total Income
■ Jan - Dec 2021	\$1,065,213	\$229,395	\$-	\$-	\$19,393	\$1,314,001
■ Jan - Dec 2022	\$3,553,743	\$274,180	\$-	\$2,863	\$4,939	\$3,835,725
■ Jan - Dec 2023	\$3,086,863	\$238,965	\$-	\$-	\$25,735	\$3,351,562
■ YTD 2024	\$79,216	\$85,166	\$-	\$50,991	\$7,967	\$223,340

Agile Alliance
A/R Aging Summary
As of April 30, 2024

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
Appfire	30,000.00					30,000.00
CGI Federal Consulting	7,000.00					7,000.00
Eliassen Group	20,000.00					20,000.00
LitheSpeed	6,000.00					6,000.00
Lockheed Martin				7,500.00		7,500.00
Medical Mutual of Ohio			1,500.00			1,500.00
Quality Accelerators E2000					2,165.25	2,165.25
RealtimeBoard, Inc			50,000.00			50,000.00
Universidad Latina de Costa Rica		400.00				400.00
TOTAL	\$ 63,000.00	\$ 400.00	\$ 51,500.00	\$ 7,500.00	\$ 2,165.25	\$ 124,565.25