



**Agile Alliance**  
**Financial Statements**  
**For the Period Ending March 31<sup>st</sup>, 2025**

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

**Index:**

Page 1-2	Financial Summary
Page 3-4	Financial Dashboards
Page 5	Balance Sheet
Page 6	Statement of Activities
Page 7	Monthly Statement of Activities
Page 8-10	Financial Overview Graphs 2023-2025
Page 11	Accounts Receivable Aging Report

**AGILE ALLIANCE**  
Summary of Financial Information  
March 31st, 2025

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 March 31, 2025, was \$1,091,355. This is a \$768,812 decrease from the same time last year.

The Accounts Receivable at the end of March was \$28,124. This is a \$50,941 decrease from the same time last year.

The Prepaid Expenses balance as of March 31, 2025, was \$189,709. Compared to last year, there is a decrease of \$49,103. This includes payments for: Insurance; Conference Expenses; Travel; Software; and Sponsorship.

**Liabilities** – The total Liabilities as of March 31, 2025, were \$977,150. Deferred Event Revenue is \$660,230. This includes \$123,000 in sponsorships, and \$537,230 in registrations for Agile 2025. The Deferred Membership Revenue balance is \$291,624. The balance includes Receipts of \$247,621 corporate, \$43,003 individual membership, and \$1,000 resource guides.

**Net Assets** – The current year change in net assets is a surplus of \$78,188 which is an increase of \$303,293 when compared to last year's deficit of \$225,105. Total Net Assets through March 31, 2025, are \$332,049 which is a decrease of \$1,169,184 compared to the same period last year.

**Year to Date Statement of Activities**

**Revenue** – Total Revenue is \$268,407 through March 31, 2025. This is \$94,407 greater than budget and \$139,450 more than last year. Membership Revenue is lower than budget by \$12,735. Compared to the same time last year, Conference revenue is \$12,397 lower and Membership revenue is \$49,185 higher.

**Expenses** – Total expenses are \$197,765 through March 31, 2025, which is below budget by \$37,587. The main variances compared to budget are noted below:

- In-Kind Expenses are \$151,705 higher, payroll is paid for by PMI which is now In-Kind Expense.
- Personnel Expenses are \$8,876 higher.
- Conference Expenses are \$142,011 lower, only one conference is being held in 2025, it will be held in July.
- Web development & Hosting are \$17,449 lower.
- Professional Fees are \$15,674 lower.

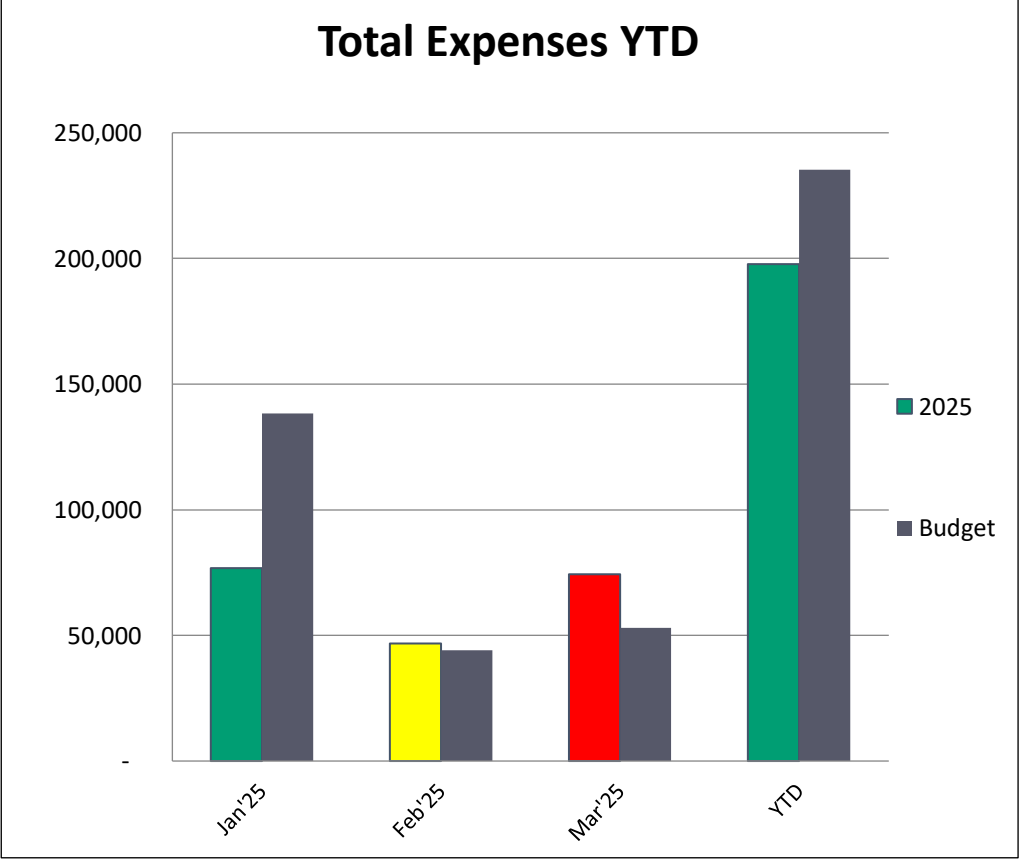
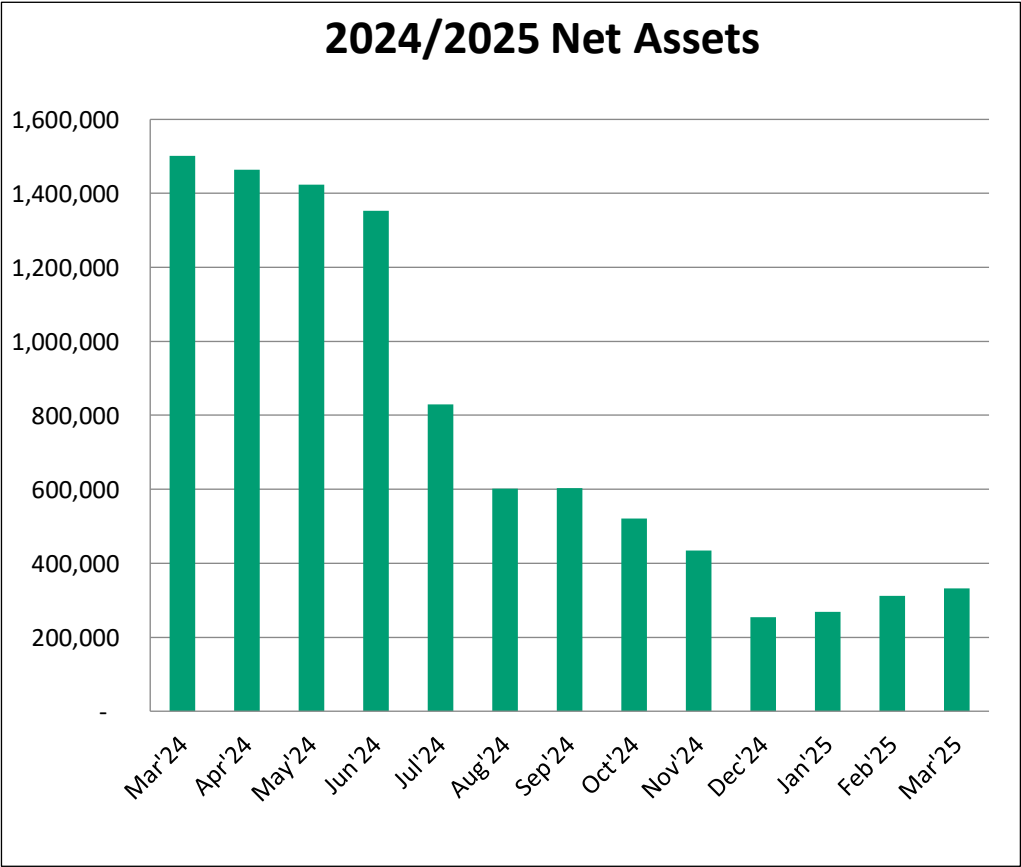
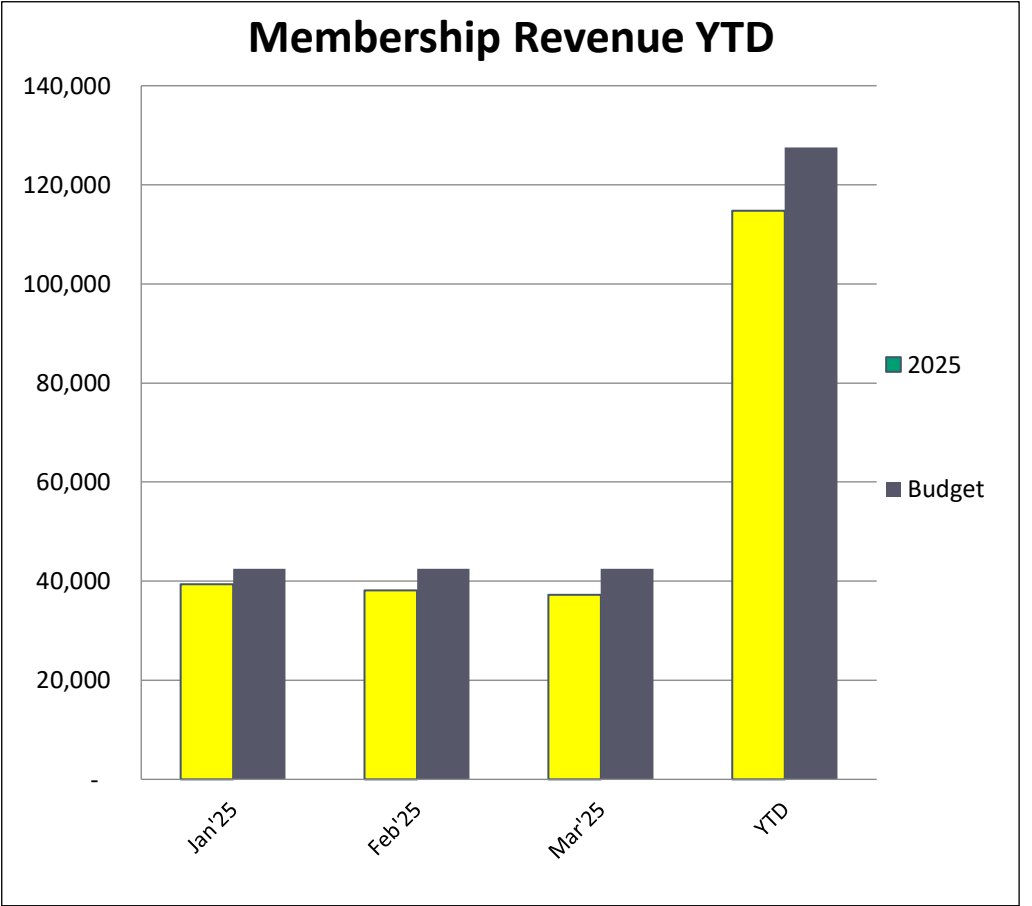
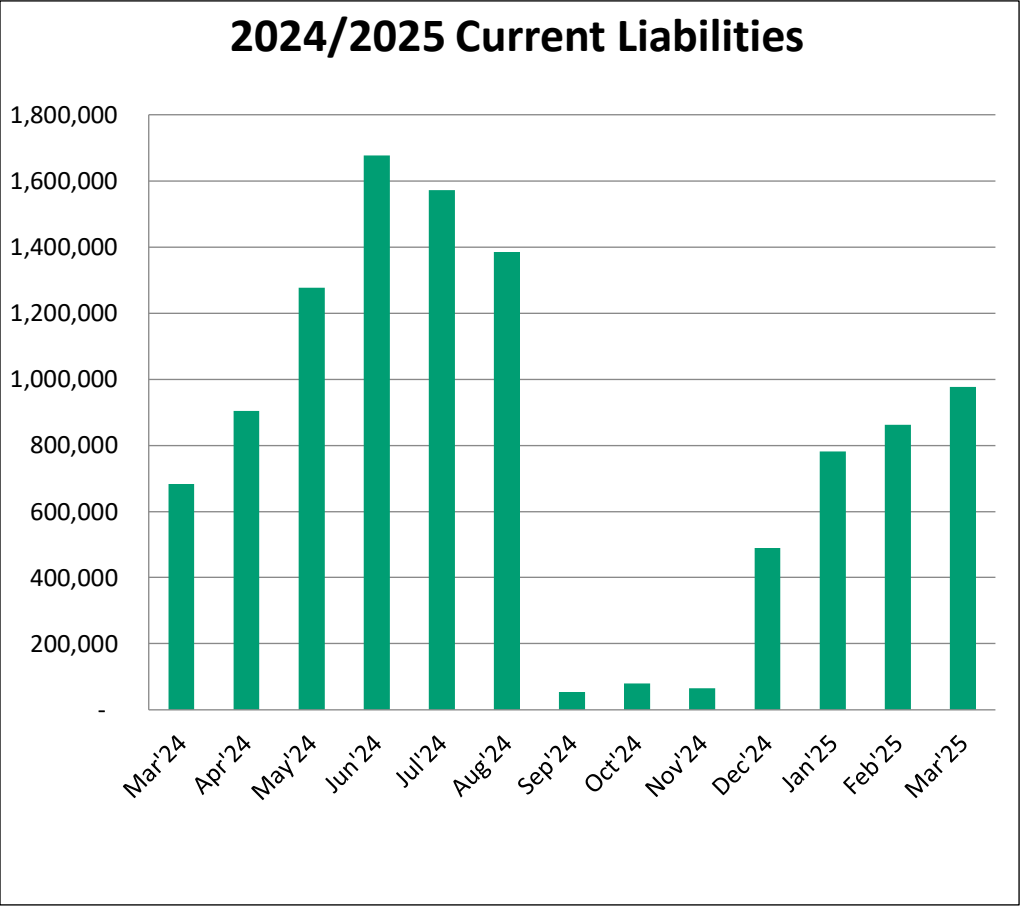
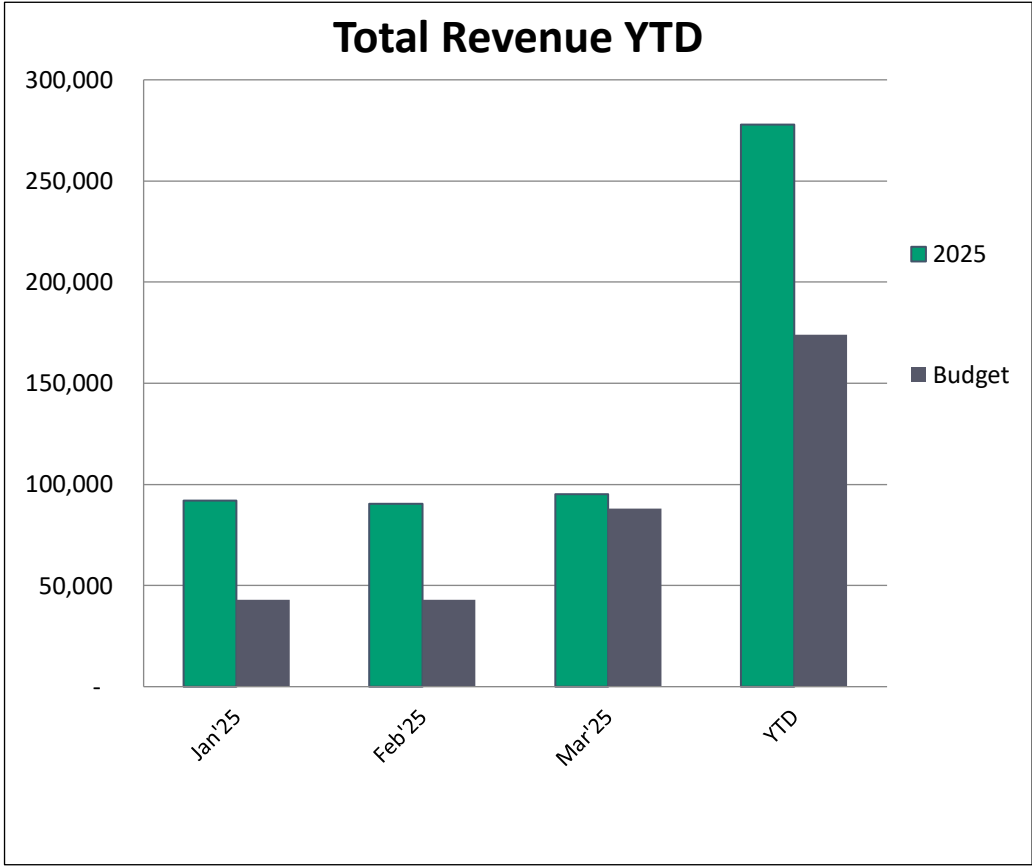
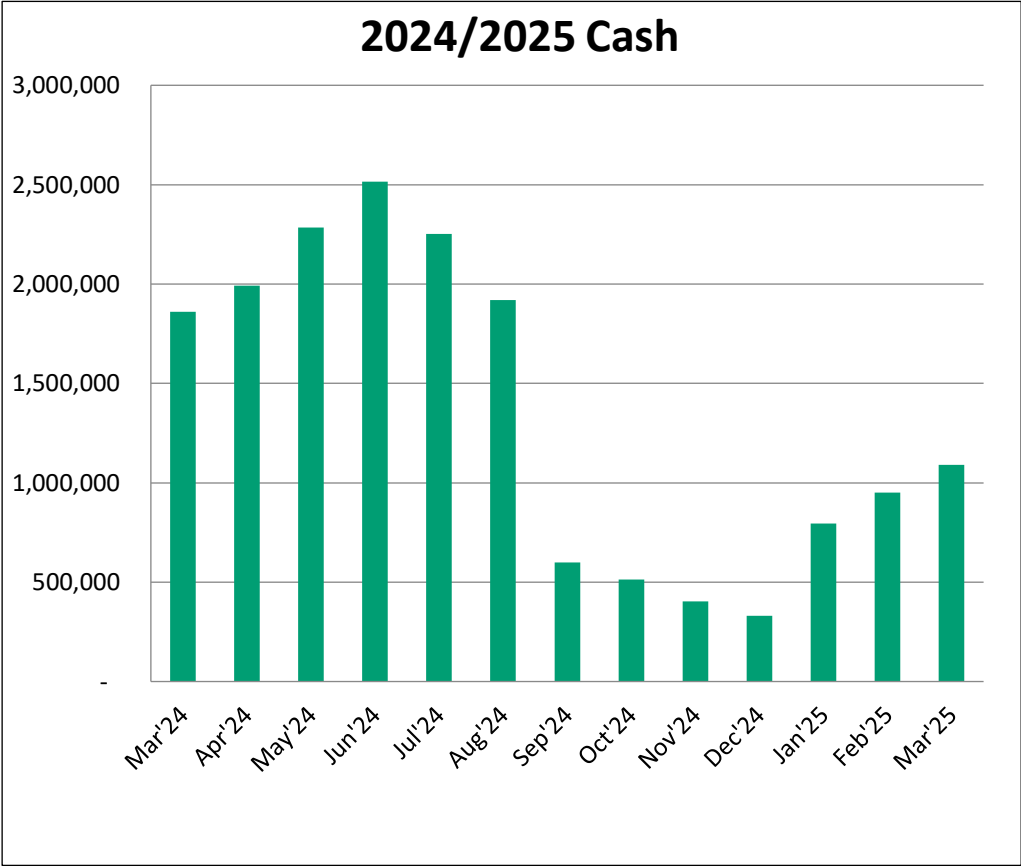
In comparison to 2024 expenses, there is a \$156,617 decrease. Significant variances from last year are as follows:

- In Kind Expenses are \$151,705 higher, payroll is paid for by PMI which is now In-Kind Expense.
- Travel is \$816 higher.
- Personnel Expenses are \$182,121 lower, payroll is paid for by PMI which is now In-Kind Expense.
- Board Expenses are \$51,427 lower, the number of in person board meetings have been reduced.
- Conference Expenses are \$21,739 lower, there was a refund issued on an invoice for last year in current year.

**Change in Net Assets** – The current year change in net assets is a surplus of \$78,188. This is an increase of \$139,541 compared to the budgeted deficit and an increase of \$303,293 compared to the deficit of \$225,105 in 2024.

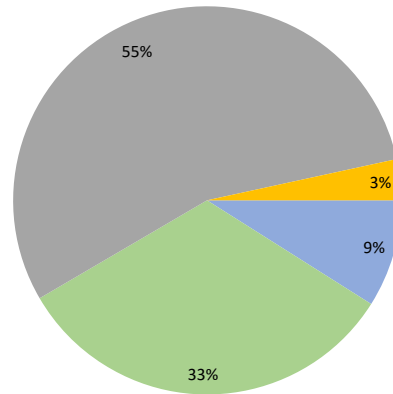
Agile Alliance  
Financial Dashboard  
For the period ending March 31st, 2025

Color Code	
	Significant Underperformance
	Slight Underperformance
	Good Performance



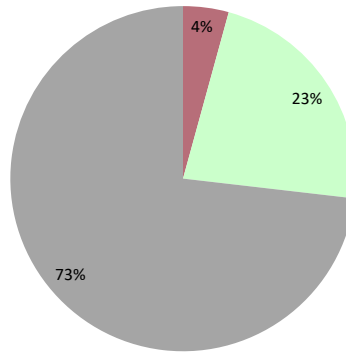
### Summary of Revenues

- Individual Members
- Corporate Members
- In Kind Income
- Other Income



### Summary of Expenses

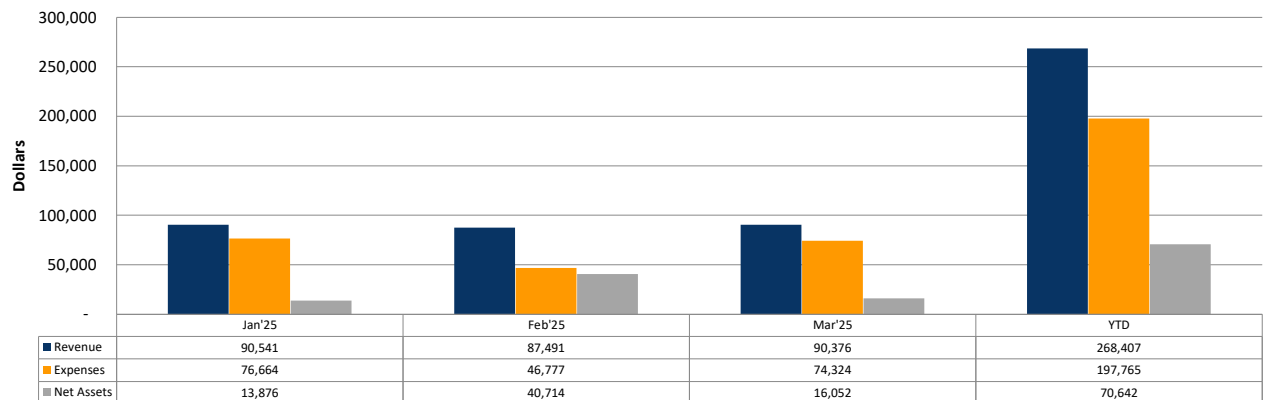
- Personnel Costs
- Overhead Expenses
- In Kind Expenses
- Conference Expenses



#### Overhead Expenses:

- Professional Fees 30%
- Software 25%
- Web Development & Hosting 19%
- Board Expenses 14%
- Other Expenses 4%
- Merchant Fees 3%
- Travel 2%
- Insurance 2%
- Miscellaneous Office 1%

### YTD Operating Performance



# Agile Alliance

## Comparative Balance Sheet

For the periods ending March 31st, 2025 and March 31st, 2024

	March 2025 \$	March 2024 \$	Variance Inc/(Dec) \$	Variance Inc/(Dec) %
<b>ASSETS</b>				
<b>CURRENT ASSETS</b>				
Cash				
Everbank CD	-	535,276	(535,276)	(100.0%)
Money Market	102,478	1,200,998	(1,098,521)	(91.5%)
Truist Checking	280,423	122,493	157,930	128.9%
Brokerage	708,455	-	708,455	100.0%
Bill.com	-	1,400	(1,400)	(100.0%)
<b>Total Cash</b>	<u>1,091,355</u>	<u>1,860,167</u>	<u>(768,812)</u>	<u>(41.3%)</u>
Accounts Receivable	28,124	79,065	(50,941)	(64.4%)
<b>OTHER ASSETS</b>				
Inventory	-	7,017	(7,017)	(100.0%)
Prepaid Expenses	189,709	238,812	(49,103)	(20.6%)
Undeposited Funds	10	-	10	100.0%
<b>TOTAL OTHER ASSETS</b>	<u>189,719</u>	<u>245,829</u>	<u>(56,110)</u>	<u>(22.8%)</u>
<b>TOTAL ASSETS</b>	<u><b>1,309,199</b></u>	<u><b>2,185,061</b></u>	<u><b>(875,863)</b></u>	<u><b>(40.1%)</b></u>
<b>LIABILITIES</b>				
<b>CURRENT LIABILITIES</b>				
Accounts Payable	7,578	52,605	(45,026)	(85.6%)
Business Visa				
Company Card	8,610	8,555	56	0.6%
Teresa Foster	7,105	5,202	1,903	36.6%
<b>Total Business Visa</b>	<u>15,715</u>	<u>13,757</u>	<u>1,958</u>	<u>14.2%</u>
<b>Other Current Liabilities</b>				
Accrued Expenses	2,002	-	2,002	100.0%
Deferred Revenue	951,854	617,466	334,388	54.2%
<b>Total Other Liabilities</b>	<u>953,856</u>	<u>617,466</u>	<u>336,390</u>	<u>54.5%</u>
<b>TOTAL LIABILITIES</b>	<u><b>977,150</b></u>	<u><b>683,828</b></u>	<u><b>293,322</b></u>	<u><b>42.9%</b></u>
<b>NET ASSETS</b>				
Net Assets	253,860	1,726,338	(1,472,478)	(85.3%)
Current Year Net Assets	78,188	(225,105)	303,293	134.7%
<b>TOTAL NET ASSETS</b>	<u><b>332,049</b></u>	<u><b>1,501,233</b></u>	<u><b>(1,169,184)</b></u>	<u><b>(77.9%)</b></u>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<u><b>1,309,199</b></u>	<u><b>2,185,061</b></u>	<u><b>(875,863)</b></u>	<u><b>(40.1%)</b></u>

Agile Alliance

Comparative Income Statement

For the periods ending March 31st, 2025 and March 31st, 2024

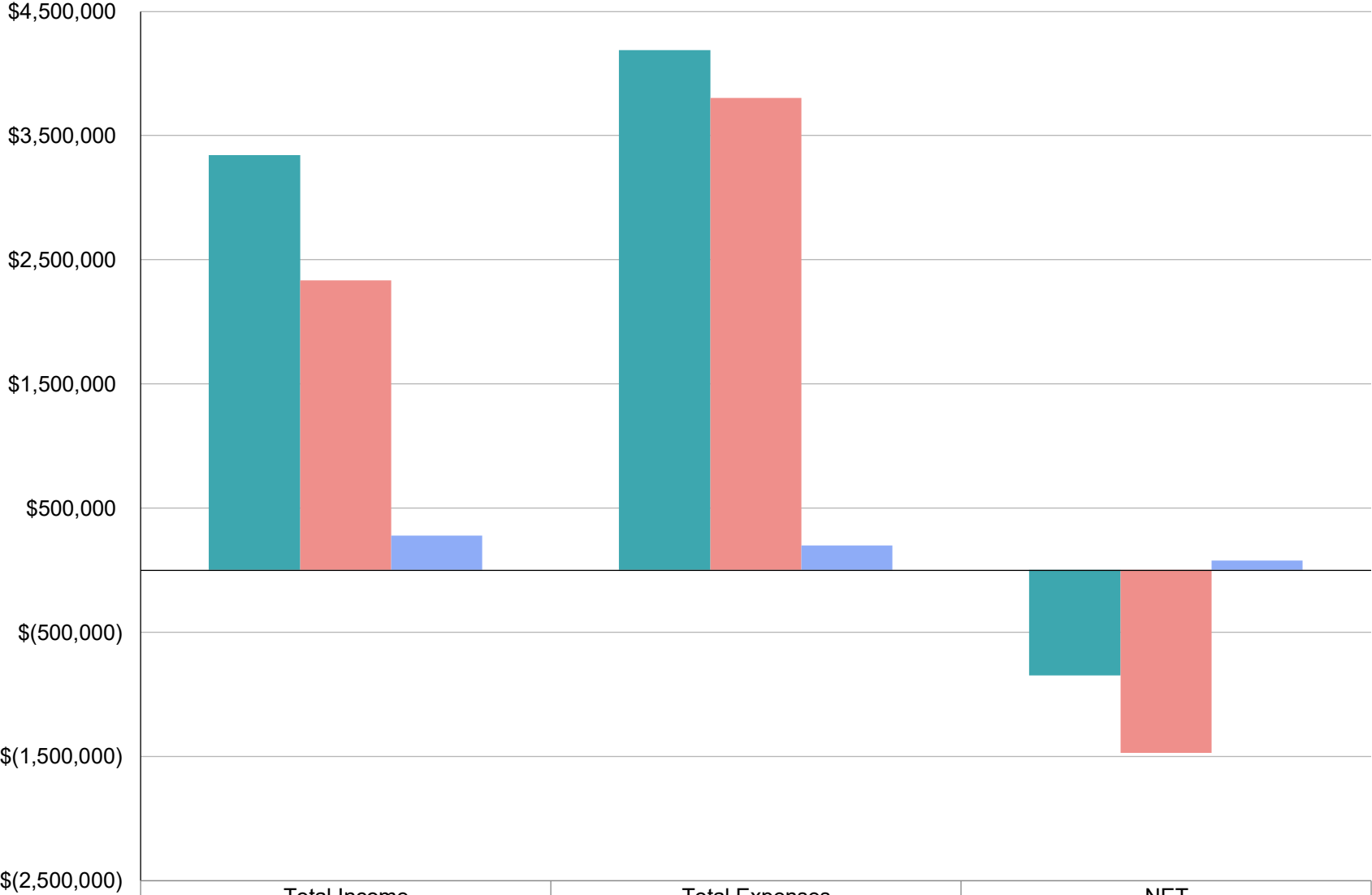
	March 2025 YTD - ACTUALS		March 2025 YTD - BUDGET		VARIANCE TO BUDGET		March 2024 YTD - ACTUALS		Mar '25 TO Mar '24 ACTUALS VARIANCE	
	\$	%	\$	%	\$	%	\$	%	\$	%
REVENUES & OTHER SUPPORT:										
Conference Income										
Registrations	-	-	-	-	-	-	12,397	9.6%	(12,397)	(100.0%)
Total Conference Income	-	-	-	-	-	-	12,397	9.6%	(12,397)	(100.0%)
Program Income										
Agile virtual Events										
Registrations	1,363	0.5%	-	-	1,363	100.0%	-	-	1,363	100.0%
Total Program Income	1,363	0.5%	-	-	1,363	100.0%	-	-	1,363	1.0%
Memberships										
Corporate	90,030	33.5%	97,500	56.0%	(7,470)	(7.7%)	26,582	20.6%	63,448	238.7%
Individual	24,735	9.2%	30,000	17.2%	(5,265)	(17.6%)	38,998	30.2%	(14,263)	(36.6%)
Total Memberships	114,765	42.8%	127,500	73.3%	(12,735)	(10.0%)	65,580	50.9%	49,185	75.0%
Services	-	-	45,000	25.9%	(45,000)	(100.0%)	50,000	38.8%	(50,000)	(100.0%)
Charitable Donations	575	0.2%	-	-	575	100.0%	-	-	575	100.0%
Miscellaneous Income	-	-	1,500	0.9%	(1,500)	(100.0%)	980	0.8%	(980)	(100.0%)
In Kind Income	151,705	56.5%	-	-	151,705	100.0%	-	-	151,705	100.0%
TOTAL REVENUE	268,407	100.0%	174,000	100.0%	94,407	54.3%	128,957	100.0%	139,450	108.1%
PROGRAM EXPENSES:										
Personnel Expenses										
Salaries/Bonuses	-	-	-	-	-	-	152,650	118.4%	(152,650)	(100.0%)
Health Insurance	8,876	3.3%	-	-	8,876	100.0%	22,624	17.5%	(13,748)	(60.8%)
Processing Charges	-	-	-	-	-	-	901	0.7%	(901)	(100.0%)
Payroll Taxes	-	-	-	-	-	-	12,942	10.0%	(12,942)	(100.0%)
Worker's Compensation	-	-	-	-	-	-	1,880	1.5%	(1,880)	(100.0%)
Sub-total Personnel Expenses	8,876	3.3%	-	-	8,876	100.0%	190,997	148.1%	(182,121)	(95.4%)
Conference Expenses										
Agile Alliance Management	-	-	105,000	60.3%	(105,000)	(100.0%)	2,620	2.0%	(2,620)	(100.0%)
Committee Expenses	548	0.2%	-	-	548	100.0%	3,209	2.5%	(2,661)	(82.9%)
Conference Planner	-	-	-	-	-	-	3,648	2.8%	(3,648)	(100.0%)
Facility & Equipment	(18,913)	(7.0%)	-	-	(18,913)	(100.0%)	-	-	(18,913)	(100.0%)
Food & Beverage	(1,020)	(0.4%)	-	-	(1,020)	(100.0%)	-	-	(1,020)	(100.0%)
Marketing/Promotion	-	-	5,000	2.9%	(5,000)	(100.0%)	185	0.1%	(185)	(100.0%)
Total Conference Merchant Fees	2,866	1.1%	9,000	5.2%	(6,134)	(68.2%)	1,042	0.8%	1,824	175.1%
Platform Software	8,048	3.0%	15,300	8.8%	(7,252)	(47.4%)	3,323	2.6%	4,725	142.2%
Miscellaneous - Chili/XP	760	0.3%	-	-	760	100.0%	-	-	760	100.0%
Total Conference Expenses	(7,711)	(2.9%)	134,300	77.2%	(142,011)	(105.7%)	14,027	10.9%	(21,739)	(155.0%)
Bank Service Charges	78	0.0%	400	0.2%	(322)	(80.5%)	255	0.2%	(177)	(69.5%)
Operational Expenses	-	-	-	-	-	-	6,250	4.8%	(6,250)	(100.0%)
Merchant Fees	1,261	0.5%	1,300	0.7%	(39)	(3.0%)	1,820	1.4%	(559)	(30.7%)
Insurance	1,153	0.4%	5,000	2.9%	(3,847)	(76.9%)	809	0.6%	345	42.6%
Initiatives	-	-	7,000	4.0%	(7,000)	(100.0%)	2,320	1.8%	(2,320)	(100.0%)
Meals & Entertainment	-	-	-	-	-	-	200	0.2%	(200)	(100.0%)
Miscellaneous Office	509	0.2%	1,500	0.9%	(991)	(66.0%)	6,694	5.2%	(6,185)	(92.4%)
Postage and Delivery	-	-	-	-	-	-	392	0.3%	(392)	(100.0%)
Professional Fees	14,176	5.3%	29,850	17.2%	(15,674)	(52.5%)	20,232	15.7%	(6,056)	(29.9%)
Board Expenses	6,371	2.4%	3,000	1.7%	3,371	112.4%	57,798	44.8%	(51,427)	(89.0%)
Software	11,481	4.3%	15,000	8.6%	(3,519)	(23.5%)	20,796	16.1%	(9,315)	(44.8%)
Staff Training	-	-	-	-	-	-	2,000	1.6%	(2,000)	(100.0%)
Travel Expense	816	0.3%	1,500	0.9%	(684)	(45.6%)	-	-	816	100.0%
Web development & Hosting	9,051	3.4%	26,500	15.2%	(17,449)	(65.8%)	15,792	12.2%	(6,741)	(42.7%)
In Kind Expenses	151,705	56.5%	-	-	151,705	100.0%	-	-	151,705	100.0%
Contract Labor										
Management Services	-	-	-	-	-	-	14,000	10.9%	(14,000)	(100.0%)
Website	-	-	10,003	5.7%	(10,003)	(100.0%)	-	-	-	-
Total Contract Labor	-	-	10,003	5.7%	(10,003)	(100.0%)	14,000	10.9%	(14,000)	(100.0%)
TOTAL PROGRAM EXPENSES	197,765	73.7%	235,353	135.3%	(37,587)	(16.0%)	354,382	274.8%	(156,617)	(44.2%)
NET PROFIT/(LOSS) FROM OPERATIONS	70,642	26.3%	(61,353)	(35.3%)	131,994	215.1%	(225,425)	(174.8%)	296,067	131.3%
Other Income	9,445	3.5%	-	-	9,445	100.0%	543	0.4%	8,902	1,639.6%
Other Expenses	1,898	0.7%	-	-	1,898	100.0%	223	0.2%	1,675	751.2%
Change in Net Assets	78,188	29.1%	(61,353)	(35.3%)	139,541	227.4%	(225,105)	(174.6%)	303,293	134.7%

**Agile Alliance**  
Monthly Comparative Income Statement  
For the months ending March 31st, 2025 and March 31st, 2024

	March 2025 MONTH ONLY-ACTUALS		March 2025 MONTH ONLY - BUDGET		VARIANCE TO BUDGET		March 2024 MONTH ONLY-ACTUALS		Mar '25 TO Mar '24 ACTUALS VARIANCE	
	\$	%	\$	%	\$	%	\$	%	\$	%
<b>REVENUES &amp; OTHER SUPPORT:</b>										
Conference Income										
Registrations	-	-	-	-	-	-	8,230	29.7%	(8,230)	(100.0%)
Total Conference Income	-	-	-	-	-	-	8,230	29.7%	(8,230)	(100.0%)
Program Income	-									
Agile virtual Events										
Registrations	261	0.3%	-	-	261	100.0%	-	-	261	100.0%
Total Program Income	261	0.3%	-	-	261	100.0%	-	-	261	100.0%
Memberships										
Corporate	29,554	32.7%	32,500	36.9%	(2,946)	(9.1%)	7,523	27.1%	22,031	292.8%
Individual	7,693	8.5%	10,000	11.4%	(2,307)	(23.1%)	10,989	39.6%	(3,296)	(30.0%)
Total Memberships	37,247	41.2%	42,500	48.3%	(5,253)	(12.4%)	18,512	66.8%	18,735	101.2%
Services	-	-	45,000	51.1%	(45,000)	(100.0%)	-	-	-	-
Charitable Donations	165	0.2%	-	-	165	100.0%	-	-	165	100.0%
Miscellaneous Income	-	-	500	0.6%	(500)	(100.0%)	980	3.5%	(980)	(100.0%)
In Kind Income	52,703	58.3%	-	-	52,703	100.0%	-	-	52,703	100.0%
<b>TOTAL REVENUE</b>	<b>90,376</b>	<b>100.0%</b>	<b>88,000</b>	<b>100.0%</b>	<b>2,376</b>	<b>2.7%</b>	<b>27,722</b>	<b>100.0%</b>	<b>62,654</b>	<b>226.0%</b>
<b>PROGRAM EXPENSES:</b>										
Personnel Expenses										
Salaries/Bonuses	-	-	-	-	-	-	50,883	183.5%	(50,883)	(100.0%)
Health Insurance	-	-	-	-	-	-	7,541	27.2%	(7,541)	(100.0%)
Processing Charges	-	-	-	-	-	-	270	1.0%	(270)	(100.0%)
Payroll Taxes	-	-	-	-	-	-	4,129	14.9%	(4,129)	(100.0%)
Worker's Compensation	-	-	-	-	-	-	166	0.6%	(166)	(100.0%)
Sub-total Personnel Expenses	-	-	-	-	-	-	62,990	227.2%	(62,990)	(100.0%)
Conference Expenses										
Agile Alliance Management	-	-	15,000	17.0%	(15,000)	(100.0%)	2,620	9.5%	(2,620)	(100.0%)
Committee Expenses	230	0.3%	-	-	230	100.0%	635	2.3%	(405)	(63.8%)
Platform Software	2,683	3.0%	-	-	2,683	100.0%	1,108	4.0%	1,575	142.2%
Marketing/Promotion	-	-	5,000	5.7%	(5,000)	(100.0%)	-	-	-	-
Total Conference Merchant Fees	342	0.4%	3,000	3.4%	(2,658)	(88.6%)	333	1.2%	9	2.7%
Total Conference Expenses	3,255	3.6%	23,000	26.1%	(19,746)	(85.8%)	4,696	16.9%	(1,442)	(30.7%)
Bank Service Charges	30	0.0%	200	0.2%	(170)	(85.0%)	122	0.4%	(92)	(75.4%)
Business Development	-	-	-	-	-	-	-	-	-	-
Merchant Fees	181	0.2%	650	0.7%	(469)	(72.1%)	792	2.9%	(611)	(77.1%)
Insurance	313	0.3%	5,000	5.7%	(4,687)	(93.7%)	32	0.1%	281	882.9%
Initiatives	-	-	3,500	4.0%	(3,500)	(100.0%)	500	1.8%	(500)	(100.0%)
Miscellaneous Office	167	0.2%	500	0.6%	(333)	(66.5%)	422	1.5%	(255)	(60.3%)
Postage and Delivery	-	-	-	-	-	-	392	1.4%	(392)	(100.0%)
Professional Fees	4,936	5.5%	8,850	10.1%	(3,914)	(44.2%)	4,527	16.3%	409	9.0%
Board Expenses	5,895	6.5%	-	-	5,895	100.0%	17,958	64.8%	(12,063)	(67.2%)
Software	3,860	4.3%	5,000	5.7%	(1,140)	(22.8%)	5,870	21.2%	(2,011)	(34.3%)
Staff Training	-	-	-	-	-	-	2,000	7.2%	(2,000)	(100.0%)
Travel Expense	-	-	500	0.6%	(500)	(100.0%)	-	-	-	-
Web development & Hosting	2,984	3.3%	2,500	2.8%	484	19.4%	10,464	37.7%	(7,480)	(71.5%)
In Kind Expenses	52,703	58.3%	-	-	52,703	100.0%	-	-	52,703	100.0%
Contract Labor										
Management Services	-	-	-	-	-	-	8,000	28.9%	(8,000)	(100.0%)
Website	-	-	3,333	3.8%	(3,333)	(100.0%)	-	-	-	-
Total Contract Labor	-	-	3,333	3.8%	(3,333)	(100.0%)	8,000	28.9%	(8,000)	(100.0%)
<b>TOTAL PROGRAM EXPENSES</b>	<b>74,324</b>	<b>82.2%</b>	<b>53,033</b>	<b>60.3%</b>	<b>21,290</b>	<b>40.1%</b>	<b>118,765</b>	<b>428.4%</b>	<b>(44,441)</b>	<b>(37.4%)</b>
<b>NET PROFIT/(LOSS) FROM OPERATIONS</b>	<b>16,052</b>	<b>17.8%</b>	<b>34,967</b>	<b>39.7%</b>	<b>(18,914)</b>	<b>(54.1%)</b>	<b>(91,043)</b>	<b>(328.4%)</b>	<b>107,095</b>	<b>117.6%</b>
<b>Other Income</b>	4,882	5.4%	-	-	4,882	100.0%	523	1.9%	4,358	833.0%
<b>Other Expenses</b>	284	0.3%	-	-	284	100.0%	17	0.1%	267	1,564.0%
<b>Change in Net Assets</b>	<b>20,650</b>	<b>22.8%</b>	<b>34,967</b>	<b>39.7%</b>	<b>(14,316)</b>	<b>(40.9%)</b>	<b>(90,537)</b>	<b>(326.6%)</b>	<b>111,186</b>	<b>122.8%</b>

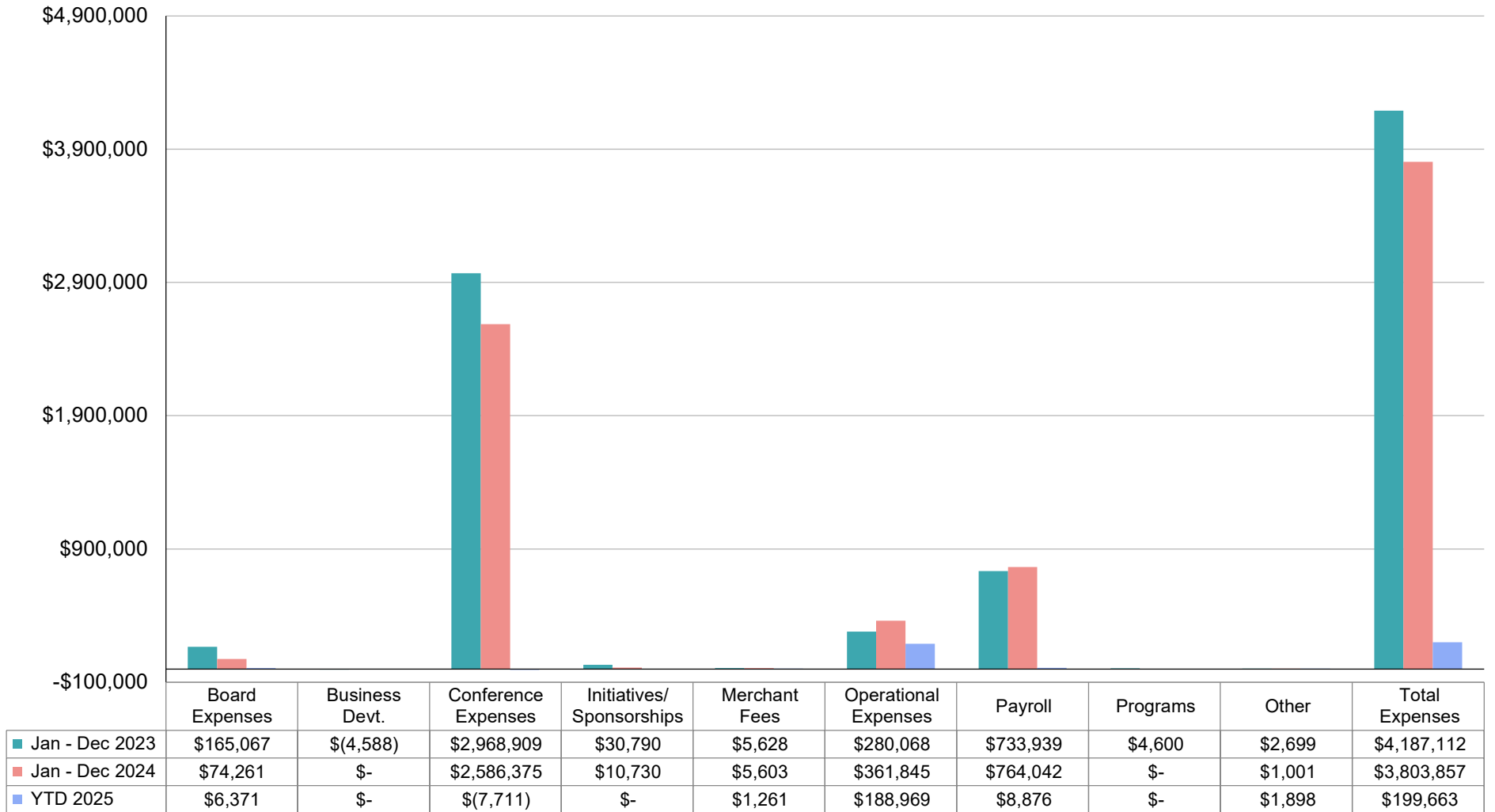


2023-2025 overview

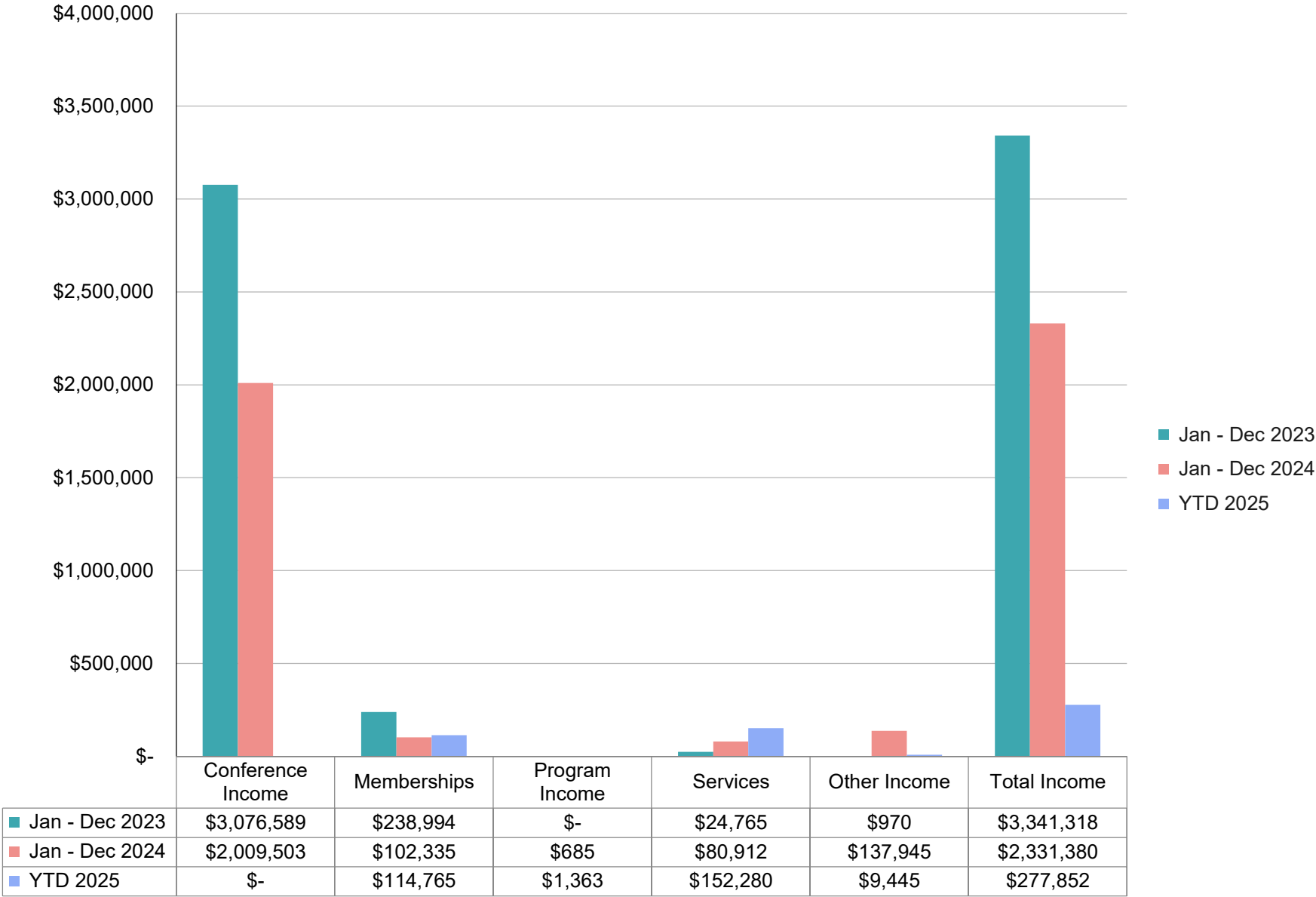


	Total Income	Total Expenses	NET
Jan - Dec 2023	\$3,341,318	\$4,187,112	\$(845,794)
Jan - Dec 2024	\$2,331,380	\$3,803,857	\$(1,472,478)
YTD 2025	\$277,852	\$199,663	\$78,188

# Expense overview 2023, 2024, 2025



Income overview 2023, 2024, 2025



**Agile Alliance**  
**A/R Aging Summary**  
As of March 31, 2025

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
CTAX Solutions				9,326.48		9,326.48
Liberty Mutual		7,500.00				7,500.00
LitheSpeed	8,000.00					8,000.00
New Balance			3,298.00			3,298.00
<b>TOTAL</b>	<b>\$ 8,000.00</b>	<b>-\$ 11,017.62</b>	<b>\$ 21,815.62</b>	<b>\$ 9,326.48</b>	<b>\$ 0.00</b>	<b>\$ 28,124.48</b>