

**Scrum Alliance, Inc.**  
**Condensed Quarterly Financial information - Unaudited<sup>1</sup>**  
(in \$000's)

	<u>2016 Quarter Ended</u>				<u>2016</u> <u>Total</u>
	<u>March 31</u>	<u>June 30</u>	<u>Sept 30</u>	<u>Dec 31</u>	
<b>Revenues</b>					
Education Revenue	\$ 2,219.5	\$ 2,332.3	\$ 2,435.4	\$ 2,576.2	\$ 9,563.4
Event Revenue	82.0	1,405.2	-	793.6	2,280.9
Membership Revenue	3.7	4.3	6.8	9.3	24.1
Marketing & Advertising Revenue	2.3	11.2	18.3	12.9	44.7
Recruiting Services Revenue	2.0	2.9	3.3	4.4	12.6
Interest & Dividend Income	24.4	72.9	42.4	58.8	198.5
<b>Total revenues</b>	<b>2,334.1</b>	<b>3,828.8</b>	<b>2,506.3</b>	<b>3,455.1</b>	<b>12,124.2</b>
<b>Expenses</b>					
Staff Compensation	808.5	790.6	805.7	582.8	2,987.7
Contract Staff	201.9	201.0	407.6	489.2	1,299.7
Gathering Expenses	110.5	1,145.3	39.6	672.5	1,968.0
IT	75.5	83.8	92.2	96.9	348.4
Education Expenses	15.5	34.0	13.9	34.4	97.7
Membership and Community Supportive Services	29.0	78.8	57.1	33.9	198.7
Program Membership and Marketing	104.3	56.2	65.4	118.0	344.0
Credit card and processing fees	142.9	90.1	91.0	102.3	426.2
Legal Fees	32.3	43.5	530.1	136.6	742.5
Rent	35.5	37.2	35.5	35.5	143.8
Investment Fees	15.1	30.8	27.7	28.5	102.1
Office Expenses	25.5	24.9	28.5	45.0	124.0
Other	164.9	224.6	150.6	315.5	855.7
<b>Total expenses</b>	<b>1,761.4</b>	<b>2,840.8</b>	<b>2,344.9</b>	<b>2,691.2</b>	<b>9,638.4</b>
<b>Excess revenues (expenses) before investment gains (losses)</b>	<b>572.6</b>	<b>988.0</b>	<b>161.4</b>	<b>763.8</b>	<b>2,485.8</b>
Net realized investment gains (losses)	(147.4)	(13.0)	28.8	3.3	(128.3)
Net unrealized investment gains (losses)	95.6	47.4	297.9	58.2	499.2
<b>Net excess revenues (expenses)</b>	<b>\$ 520.8</b>	<b>\$ 1,022.3</b>	<b>\$ 488.1</b>	<b>\$ 825.3</b>	<b>\$ 2,856.6</b>
<b>Unrestricted net assets at end of period</b>	<b>\$ 6,256.4</b>	<b>\$ 7,278.7</b>	<b>\$ 7,766.8</b>	<b>\$ 8,592.2</b>	

<sup>1</sup>Note: The selected condensed financial information presented above has been prepared by management of the organization. It is unaudited and subject to year-end adjustments. Although the information has been prepared from the organization's books and records, it is not intended to be a complete presentation of operating results or financial condition in accordance with generally accepted accounting principles, which would require additional financial statements and disclosures. This summary is presented here for informational purposes only and should not be relied upon by any party who is not closely involved in the day to day management of Scrum Alliance, Inc.