

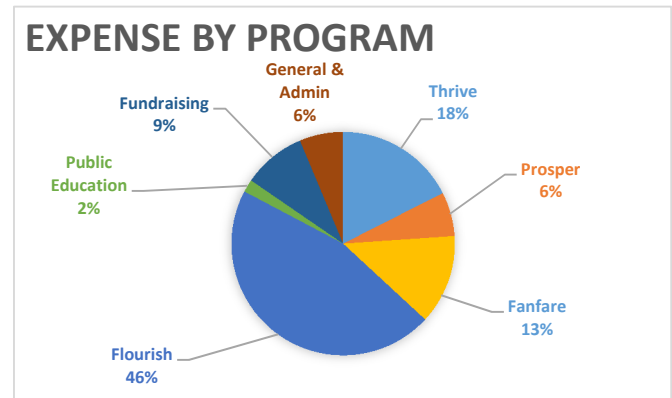
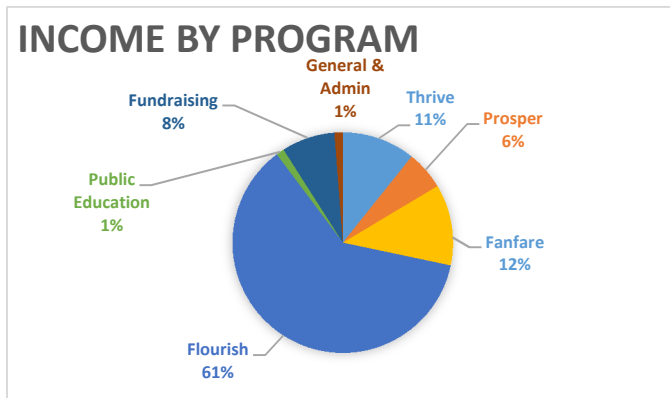
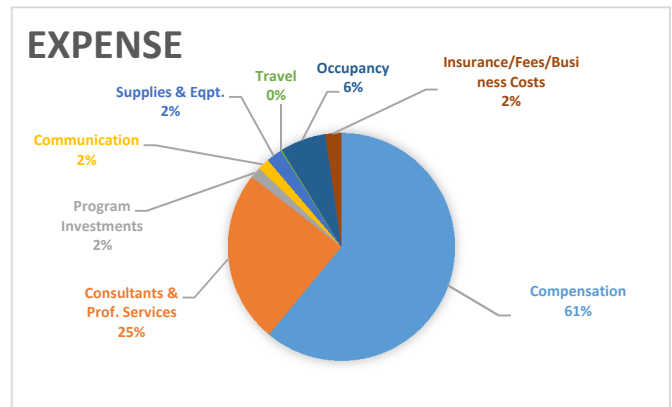
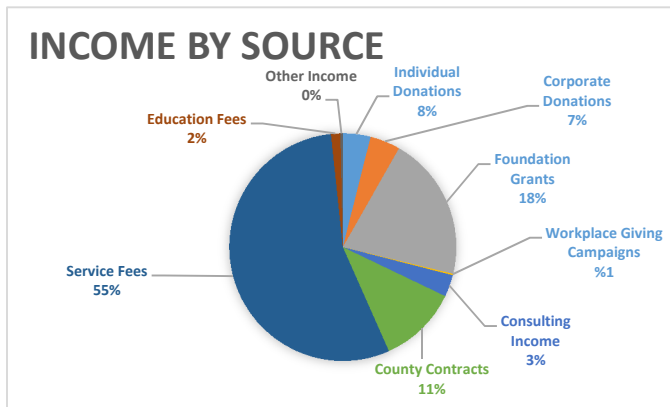
Root to Canopy, Inc

Vision: Our vision is for a healthy urban living environment for everyone that integrates the natural and manufactured ecosystems, within which all people can experience, contribute to, and benefit from their physical community.

Mission: Root to Canopy advances this vision by working in communities with historic canopy deficiency disorder (hcdd) to develop the skills and support needed by citizens to build independent and sustainable canopy rich communities.

Profile: Root to Canopy is a \$1.2 million agency with 2/3 of our income from earned income strategies, primarily through fees for service and county contracts, and 1/3 from philanthropic support (50% grants, 25% Ind. Giving, 25% Corp Sponsorships). Our primary expenditures are the staffing (61%) and consulting (25%) required to fulfill our mission through our four major program areas – Thrive, Prosper, Fanfare, and Flourish – of which Flourish is the largest program at roughly 50% of expenditures. Our success and sustainability are highly dependent on the skills of both our paid staff and volunteer arborists as well as the public interest in establishing and maintaining a “green” overhead canopy.

Numbers:



SUMMARY BUDGET - PUBLIC

Budget Page 1 of 5

Root to Canopy Summary Budget

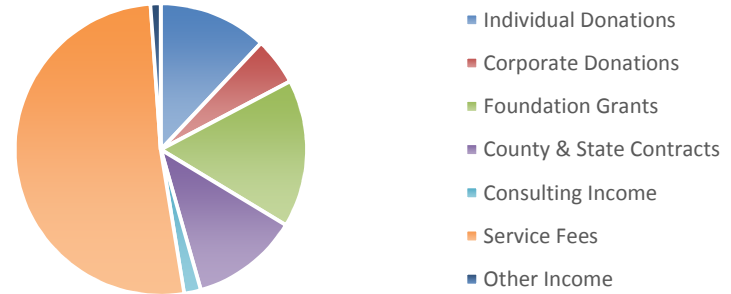
Income	
Contributed support	416,200
Earned revenues	820,375
Total Income	1,236,575

Program Expenses	
Fanfare	158,770
Prosper	183,770
Thrive	103,645
Flourish	521,435
Total Program Expense	967,620
Fundraising	115,305
General & Admin	91,150
Total Expense	1,174,075

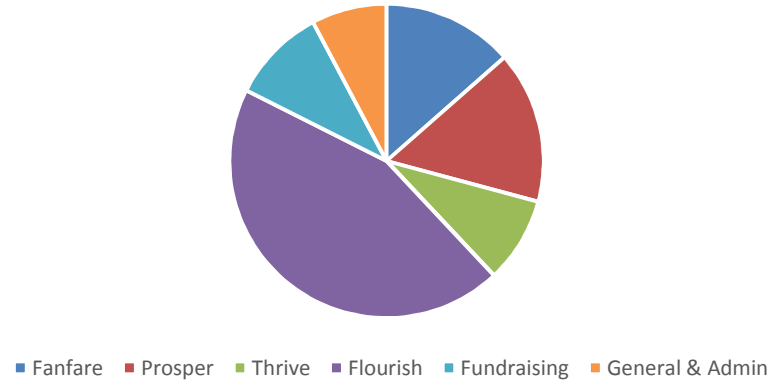
Functional Expense	
Compensation	529,000
Consultants & Prof. Services	400,350
Program Investments	35,000
Communication	35,750
Supplies & Eqpt.	21,775
Travel	15,000
Occupancy	97,000
Insurance/Fees/Business Costs	40,200
Total Expense	1,174,075
Net Operating Income	62,500
Addition to Reserves	50,000
Additional Net Assets after Reserve Contribution	12,500

USE THIS SPACE FOR APPROPRIATE COMPARISONS, GIVEN AUDIENCE

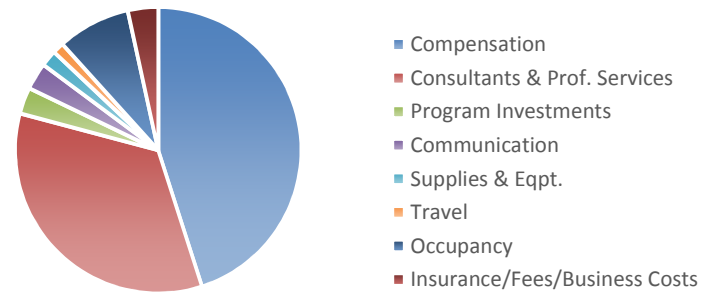
Root to Canopy Income Sources: FY 2013 Budget



Root to Canopy FY 2013 Programs



Root to Canopy FY 2013 Budgeted Use of Resources for Operations



	A	B	C	D	E	F	G	H	I	J
1	Root to Canopy Compensation Budget									
2	Budget Page 3 of 5									
3										
4	Position		Init	Fanfare	Prosper	Thrive	Flourish	Fund-raising	Mgt/G&A	
5	Executive Director	1.00		25.00%	25.00%	5.00%	10.00%	20.00%	15.00%	0.0%
6	Thrive Program Director	1.00		5.00%		90.00%		5.00%		0.0%
7	Prosper Manager	1.00		10.00%	90.00%					0.0%
8	Prosper Associate	1.00			95.00%				5.00%	0.0%
9	Fanfare Manager	1.00		95.00%				5.00%		0.0%
10	Flourish Program Director	1.00					100.00%			0.0%
11	Fundraisng Associate	1.00		10.00%	10.00%	5.00%	5.00%	70.00%		0.0%
12	Office Manager	1.00		5.00%	5.00%	5.00%	20.00%	5.00%	60.00%	0.0%
13	Accountant	1.00		10.00%	10.00%	10.00%	40.00%	10.00%	20.00%	0.0%
14		0.00								0.0%
15										0.0%
16	Total	9.00		160.0%	235.0%	115.0%	175.0%	115.0%	100.0%	
17	hourly effort			18%	26%	13%	19%	13%	11%	100.0%
18	Program FTEs	9.00		1.60	2.35	1.15	1.75	1.15	1.00	9.0
19	FY 2013									
20	Executive Director			22,969	22,969	4,594	9,188	18,375	13,781	-
21	Thrive Program Director			3,369	-	60,638	-	3,369	-	-
22	Prosper Manager			5,513	49,613	-	-	-	-	-
23	Prosper Associate			-	34,913	-	-	-	1,838	-
24	Fanfare Manager			60,050	-	-	-	3,161	-	-
25	Flourish Program Director			-	-	-	61,250	-	-	-
26	Fundraisng Associate			5,513	5,513	2,756	2,756	38,588	-	-
27	Office Manager			1,684	1,684	1,684	6,738	1,684	20,213	-
28	Accountant			6,463	6,463	6,463	25,850	6,463	12,925	-
29	0			-	-	-	-	-	-	-
30	Total			105,559	121,153	76,134	105,781	71,639	48,756	-
31									529,023	
32	Compensation Table			FY XX Starting Salary	Pension	Bonus Pool Allocation	Taxes % Applied	Health Care	Total Compensation @ 1	
33	Benefits %				0.025	0.02	0.08	0.1		
34	Position	FTE	Init							
35	Executive Director	1.00		75,000	1,875	1,500	6,000	7,500	91,875	91,875
36	Thrive Program Director	1.00		55,000	1,375	1,100	4,400	5,500	67,375	67,375
37	Prosper Manager	1.00		45,000	1,125	900	3,600	4,500	55,125	55,125
38	Prosper Associate	1.00		30,000	750	600	2,400	3,000	36,750	36,750
39	Fanfare Manager	1.00		51,600	1,290	1,032	4,128	5,160	63,210	63,210
40	Flourish Program Director	1.00		50,000	1,250	1,000	4,000	5,000	61,250	61,250
41	Fundraisng Associate	1.00		45,000	1,125	900	3,600	4,500	55,125	55,125
42	Office Manager	1.00		27,500	688	550	2,200	2,750	33,688	33,688
43	Accountant	1.00		55,000	1,375	1,100	4,400	2,750	64,625	64,625
44				-	-	-	-	-	-	-
45										
46		9.00		434,100	10,853	8,682	34,728	40,660	529,023	529,023
47			Ck	-						

	A	B	I	L	M	N	O	P	Q
1		Root to Canopy Budget							
2		Contributions							
3		Budget Page 4 OF 5							
4									
5				Fanfare	Prosper	Thrive	Flourish	Fund-raising	Mgt/ G&A
6		Individuals							
7		Year End Appel						90,000	
8		Springr Appeal						20,000	
9		Board members		10,000				25,000	
10				10,000	-	-	-	135,000	-
11		Membership Fees							
12				-	-	-	-	-	-
13		Workplace Giving							
14		Combined Federal Campaign						3,500	
15		United Charities Campaign						-	
16									
17				-	-	-	-	3,500	-
18		Corporations							
19		Community 1			12,500				
20		Community 2			12,500				
21		Community 3			12,500				
22		Other TBD			12,500				
23		Gen. Op. Support						15,000	
24				-	50,000	-	-	15,000	-
25		Foundations							
26		A		25,000					
27		B						20,000	
28		C						15,000	
29		D							
30		E		10,000					
31		F						10,000	
32		G		10,000					
33		H			40,000				
34		I			12,000				
35		J		15,000					
36		Other TBD			15,700			30,000	
37		Total		60,000	67,700	-	-	75,000	-
38		Government							
39	F								
40	St								
41	LC								
42				-	-	-	-	-	-
43		Events							
44									
45									
46									
47				-	-	-	-	-	-
48		Community Organizations/ Faithbased							
49									
50				-	-	-	-	-	-
51		TOTALS		70,000	117,700	-	-	228,500	-
52		Contributions Total		416,200					
53		Earned Income		820,375					
54		TOTALS		1,236,575					

**Root to Canopy
Earned & Program Income
Budget Page 5 OF 5**

Funding Source/ FunderName	Fanfare	Prosper	Thrive	Flourish	Fund- raising	Manage- ment/G&A
EARNED REVENUES						
Government - Federal (Root to Canopy has no federal grants)						
	-	-	-	-	-	-
Government - States						
State Community Environments Contract		45,000				
State County Education Grant				7,500		
	-	45,000	-	7,500	-	-
Government - Local						
County A			20,000			
County B			25,000			
County C			25,000			
County D			25,000			
	-	-	95,000	-	-	-
Consulting Income						
Corporate Clients		7,000				
Individual Clients		9,000				
Public Buildings		7,000				
	-	23,000	-	-	-	-
TOTAL PROGRAM INCOME	-	68,000	95,000	7,500	-	-
Fees for Services						
Household Education Program	12,500					
Canopy Service Fees				635,675		
Other Earned Income						
Interest & Dividends						1,000
Rental						700
TOTAL EARNED REVENUE	12,500	68,000	95,000	643,175	-	1,700
TOTAL EARNED REVENUE	820,375					

Root to Canopy Treasurer's Memo to the Board of Directors

From *Yours Friendly*, Treasurer, on behalf of the R2C Finance Committee
For the November 2013 Board Meeting

Strategic Topics:

- At the November board meeting we will discuss the draft FY 2014 budget. In our September FY 2014 budget goals discussion, the board asked the committee to examine our fee for service Flourish program, with particular attention to the use of contractors to fulfill this program. The analysis is part of your budget package.
- We also include projections for our growing individual and corporate fundraising, another priority established in our FY 2012 budget when we added a development specialist to our staff.
- We have held several discussions with the State about expanding our Prosper (hcdd-poor communities) program. These are too preliminary to budget for in FY 2014, but we have included a separate pro forma showing how an activity such as under discussion with the State might play out in financial terms.

Finance Committee Calendar:

- Root to Canopy's fiscal year ends 12/31/2013. We have contacted our auditor and scheduled fieldwork for March 10.
- Review list of contractors, vendors, and leases: this is an annual task on our committee calendar. We don't anticipate any action.
- Review investment policies and performance: this is an annual task on our committee calendar. We will examine the laddering of our CDs and whether any other strategy might meet our reserve goals.

Financial Statement Notes:

➤ Statement of Position (Balance Sheet)

1. We have reduced our receivables, but not our income. This accounts for the smaller total asset amount.
2. We are fully current on payables. The \$15K represents the scholarship set aside by the board.
3. We have made progress toward our reserve and are on target to deposit \$50,000 in December 2013.

➤ Statement of Activity (Profit & Loss)

1. We project R2C will meet its earned income goals for the year. The good news: thanks to our investment in fundraising, we project a better year end than budgeted. (See line 5 on the Stmt of Activity).
2. Our program actual to budget varies, but the variance doesn't indicate problems. We are meeting targets for activity in each program, and the growth over last year is significant.
3. Line 15 shows the new investment in fundraising staff.
4. Line 22 shows the program investments we agreed upon for FY 2013, including the development of our educational program and better equipment packs for our arborists.
5. We had budgeted additional travel funds that may not be fully used. We did not reduce our projected year end.

➤ Cashflow Projection

1. We have maintained 2+ months in our operating account (see cashflow projections).
2. We will transfer \$50,000 to our reserves in December.

Root to Canopy

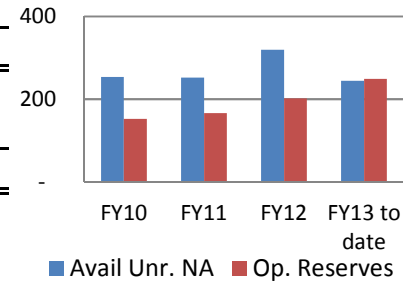
As of: 9/30/2012

75% through fiscal year

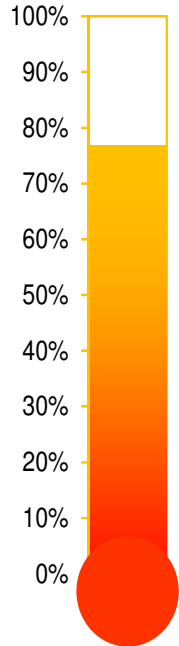
BALANCE SHEET	
	In Thousands
	To-Date
Cash/Savings	551
Receivables	85
Fixed Assets	7
Other Assets	25
TOTAL ASSETS	667
Payables	34
Accrued Exp	-
Other Liabilities	-
TOTAL LIABILITIES	34
Undesignated	246
Board-Designated	241
Restricted	90
Year's Profit <Loss>	57
TOTAL NET ASSETS	633
TOTAL LIAB+Net Assets	667

PROFIT & LOSS		In Thousands		75%	
	To-Date	Budget	% Bud	Prior Year	
Contributed Revenue	319.9	416.2	77%	216.4	
Earned Revenue	645.5	820.4	79%	583.7	
TOTAL	965.4	1,236.6	78%	800.1	
Program Expenses	752.6	967.6	78%	641.1	
Support Expenses	155.8	206.4	75%	101.0	
TOTAL	908.4	1,174.0	77%	742.1	
Net from Operations	57.0	62.6	91%	58.0	

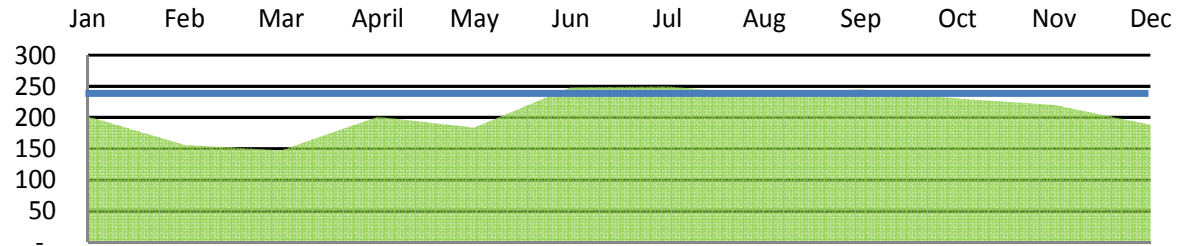
Unrestricted Net Assets Trend



Contributions



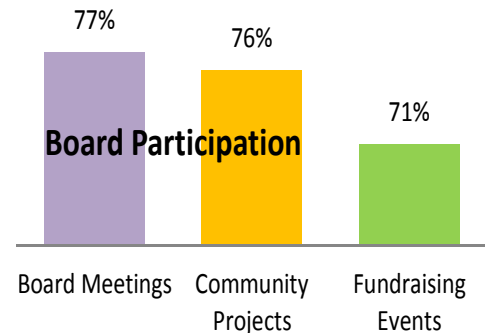
Projected Cash Flow



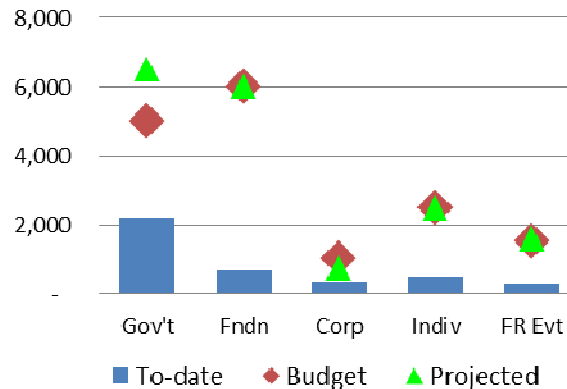
Cash includes **operating cash accounts**, numbers are THOUSANDS. Reserves shown as blue line.
Oct - Dec amounts are projected.

Progress on water retaining site development regulations:

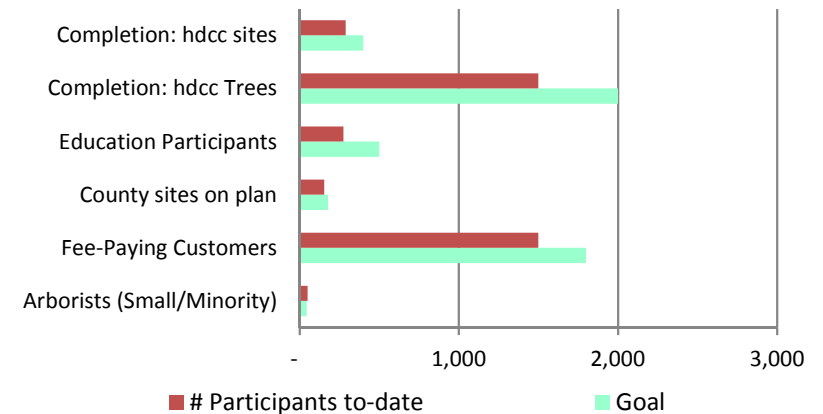
- County A In Council committee
- County B Review with Planning Commission
- County C Discussion with Chief of Planning
- County D Not active



Contributed Revenue Progress to Goals



Program Participation



Root to Canopy
Stmnt of Position
Prev Year Comparison
As of September 30, 2013

	Sep 30, 13	Sep 30, 12	\$ Change	% Change	Notes
ASSETS					
Current Assets					
Checking/Savings					
Operatng & MM Accounts	245,430	246,965	(1,535)	-1%	
Certificates of Deposit	305,128	310,457	(5,329)	-2%	
Total Checking/Savings	550,557	557,422	(6,865)	-1%	
Total Accounts Receivable	33,509	28,155	5,354	19%	
Other Current Assets					
Pledged Receivables & Grants	51,527	83,701	(32,174)	-38%	1
Other Current Assets	17,946	17,946	-	0%	
Total Current Assets	653,538	687,222	(33,684)	-5%	
Total Fixed Assets	6,573	3,673	2,900	79%	
Total Other Assets	7,357	7,357	-	0%	
TOTAL ASSETS	667,468	698,252	(30,784)	-4%	
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Total Accounts Payable	15,000	15,000	-	0%	2
Total Client & Payroll Liabilities	19,292	21,005	(1,713)	-8%	
Total Current Liabilities	34,292	36,005	(1,713)	-5%	
Total Liabilities	34,292	36,005	(1,713)	-5%	
Equity					
3000 · Unrestricted Net Assets	246,054	321,235	(75,181)	-23%	
3100 · Board Desig. Operating Reserve	240,457	201,438	39,019	19%	3
3500 · Restricted Net Assets	89,727	81,727	8,000	10%	
Net Income	56,938	57,848	(910)	-2%	
Total Equity	633,176	662,248	(29,072)	-4%	
TOTAL LIABILITIES & EQUITY	667,468	698,252	(30,784)	-4%	

Coverage of Liabilities: Cash to Current Liabilities \$ 16.06 \$ 15.48

Months of Operating Reserve 2.7 2.3 Goal = 4.0
(2012 Operating Budget = 1,060,000)

Notes: See Treasurer's Memo

Root to Canopy
Balance Sheet Prev Year Comparison
As of September 30, 2013

	30-Sep-13	30-Sep-12	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000 · Cash Accounts				
1000.1 · Operatng & MM Accounts				
1045 · Eagle Bank - Chk 200052504	13,422	420	13,002	3093%
1049 · Eagle Bank-Cr.200058832	1,886	2,267	(381)	-17%
1050 · Eagle Bank - Pyr 200052512	1,401	5,359	(3,958)	-74%
1052 · Eagle Bank - MM 5200028065	228,720	238,918	(10,199)	-4%
Total 1000.1 · Operatng & MM Accounts	245,430	246,965	(1,535)	-1%
1000.2 · Certificates of Deposit				
1042 · Eagle Bank - CD 4200031922	55,725	55,515	210	0%
1046 · United Bank CD 996-932065	53,545	-	53,545	100%
1047 · United Bank CD 996-932064 (Rest	30,000	-	30,000	100%
1048 · United-CD996-916841	71,778	71,660	117	0%
1054 · Eagle Bank - CD4200032029	55,450	55,243	207	0%
1059.1 · United Bank CD996-898128	-	10,439	(10,439)	-100%
1059.2 · United Bank CD996-898132	-	10,439	(10,439)	-100%
1059.3 · United Bank CD996-898136	-	10,439	(10,439)	-100%
1059.4 · United Bank CD996-898139	-	10,439	(10,439)	-100%
1059.5 · United Bank CD996-898142	-	10,439	(10,439)	-100%
1059.6 · United Bank CD996-898145	-	16,357	(16,357)	-100%
1059.7 · United Bank CD996-898146	-	10,439	(10,439)	-100%
1059.8 · United Bank CD996-898148	-	10,439	(10,439)	-100%
1059.9 · United Bank CD996-910815	38,630	38,606	24	0%
Total 1000.2 · Certificates of Deposit	305,128	310,457	(5,329)	-2%
Total 1000 · Cash Accounts	550,557	557,422	(6,865)	-1%
Total Checking/Savings	550,557	557,422	(6,865)	-1%
Accounts Receivable				
1200 · Accounts Receivable	33,509	28,155	5,354	19%
Total Accounts Receivable	33,509	28,155	5,354	19%
Other Current Assets				
1220 · Pledged Receivables & Grants				
1225 · Allowance for Doubtful Accts	(9,365)	(8,628)	(737)	-9%
1220 · Pledged Receivables & Grants - Other	60,892	92,328	(31,437)	-34%
Total 1220 · Pledged Receivables & Grants	51,527	83,701	(32,174)	-38%
1300 · Other Current Assets				
1310 · Investment in Mutual Funds	5,646	5,646	-	0%
1320 · Prepaid Insurance	6,725	6,725	-	0%
1330 · Insurance Escrow Deposit	5,575	5,575	-	0%
Total 1300 · Other Current Assets	17,946	17,946	-	0%
Total Other Current Assets	69,472	101,646	(32,174)	-32%
Total Current Assets	653,538	687,222	(33,684)	-5%

Root to Canopy
Balance Sheet Prev Year Comparison
As of September 30, 2013

	30-Sep-13	30-Sep-12	\$ Change	% Change
Fixed Assets				
1800 · Fixed Assets				
1810 · Office Equipment	36,826	36,826	-	0%
1820 · Office Furniture	20,099	20,099	-	0%
1830 · Leasehold Improvement	22,342	19,442	2,900	15%
1850 · Accumulated Depreciation	(72,693)	(72,693)	-	0%
Total 1800 · Fixed Assets	6,573	3,673	2,900	79%
Total Fixed Assets	6,573	3,673	2,900	79%
Other Assets				
1900 · Security Deposit	7,357	7,357	-	0%
Total Other Assets	7,357	7,357	-	0%
TOTAL ASSETS	667,468	698,252	(30,784)	-4%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 · Accounts Payable	15,000	15,000	-	0%
Total Accounts Payable	15,000	15,000	-	0%
Other Current Liabilities				
2100 · Client fee credit	7,152	7,152	-	0%
2200 · Payroll Liabilities				
2240 · FSA Health Withholding	9,224	10,103	(879)	-9%
2250 · Dependent Care Withholding	2,917	3,750	(833)	-22%
Total 2200 · Payroll Liabilities	12,140	13,853	(1,713)	-12%
Total Other Current Liabilities	19,292	21,005	(1,713)	-8%
Total Current Liabilities	34,292	36,005	(1,713)	-5%
Total Liabilities	34,292	36,005	(1,713)	-5%
Equity				
3000 · Unrestricted Net Assets	246,054	321,235	(75,181)	-23%
3100 · Board Desig. Operating Reserve	248,457	201,438	47,019	23%
3500 · Restricted Net Assets	81,727	81,727	-	0%
Net Income	56,938	57,848	(910)	-2%
Total Equity	633,176	662,248	(29,072)	-4%
TOTAL LIABILITIES & EQUITY	667,468	698,252	(30,784)	-4%

FIRM: Root to Canopy

Board Statement of Activity with Projected YE, Budget and Previous Year Comparison

As of September 30, 2013

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W
1	Note that two QBks reports are placed into the second and third tabs and the data from those linked to this format.																						
2	Root to Canopy Statement of Position (P&L)				Actual Jan - Sep 2013	%	Year End projections	\$ Over/ Under Projected	Actual as % of Projected Year End	Budget	Actual as % of Budget	Prior Year Jan - Sep	Prior Year % Change	Notes									
3	Ordinary Income/Expense								75%		75%												
4	Income																						
5	Contributed support				319,887	33%	450,000	(130,113)	71%	416,200	77%	216,388	148%										
6	Earned revenues				645,553	67%	815,000	(169,447)	79%	820,375	79%	583,704	111%										
7	Total Income				<u>965,440</u>	<u>100%</u>	<u>1,265,000</u>	<u>(299,560)</u>	<u>76%</u>	<u>1,236,575</u>	<u>78%</u>	<u>800,093</u>	<u>121%</u>	1									
8																							
9	Program Expenses																						
10	Fanfare				119,875	13%	146,500	(26,625)	82%	158,770	76%	62,525	192%	2									
11	Prosper				138,750	15%	185,000	(46,250)	75%	183,770	76%	88,460	157%	2									
12	Thrive				72,750	8%	97,000	(24,250)	75%	103,645	70%	56,240	129%	2									
13	Flourish				421,250	46%	535,000	(113,750)	79%	521,435	81%	433,915	97%	2									
14	Total Program Expense				<u>752,625</u>	<u>83%</u>	<u>963,500</u>	<u>(210,875)</u>	<u>78%</u>	<u>967,620</u>	<u>78%</u>	<u>641,140</u>	<u>117%</u>										
15	Fundraising				86,878	10%	112,500	(25,622)	77%	115,305	75%	42,650	204%	3									
16	General & Admin				69,000	8%	92,000	(23,000)	75%	91,150	76%	58,455	118%										
17	Total Expense				<u>908,503</u>	<u>100%</u>	<u>1,168,000</u>	<u>(259,497)</u>	<u>78%</u>	<u>1,174,075</u>	<u>77%</u>	<u>742,245</u>	<u>122%</u>										
18																							
19	Functional Expense																						
20	Compensation				430,540	47%	544,053	(113,513)	79%	529,000	81%	309,962	139%										
21	Consultants & Prof. Services				300,514	33%	380,685	(80,171)	79%	400,350	75%	325,725	92%										
22	Program Investments				26,253	3%	34,650	(8,397)	76%	35,000	75%	6,084	432%	4									
23	Communication				28,773	3%	30,374	(1,601)	95%	35,750	80%	12,231	235%										
24	Supplies & Eqpt.				18,384	2%	24,500	(6,116)	75%	21,775	84%	12,127	152%										
25	Travel				7,495	1%	16,900	(9,405)	44%	15,000	50%	1,873	400%	5									
26	Occupancy				72,666	8%	97,500	(24,834)	75%	97,000	75%	51,672	141%										
27	Insurance/Fees/Business Costs				23,878	3%	39,337	(15,459)	61%	40,200	59%	22,571	106%										
28	Total Expense				<u>908,503</u>	<u>100%</u>	<u>1,168,000</u>	<u>(259,497)</u>	<u>78%</u>	<u>1,174,075</u>	<u>77%</u>	<u>742,245</u>	<u>122%</u>										
29	Net Operating Income				<u>56,937</u>	<u>6%</u>	<u>97,000</u>	<u>(40,063)</u>	<u>59%</u>	<u>62,500</u>	<u>91%</u>	<u>57,848</u>	<u>98%</u>										
39	Addition to Reserves				50,000	-	50,000	-	100%	50,000	100%	50,000	100%										
40	Net Income				<u>6,937</u>	<u>1%</u>	<u>47,000</u>	<u>(40,063)</u>	<u>15%</u>	<u>12,500</u>	<u>55%</u>	<u>7,848</u>	<u>88%</u>										
41																							
42	Program growth over previous year				117%																		
43	Fundraising per dollar of contributed support \$				0.27																		
44	Net Income as % of Income				1%																		
45																							
46																							
47																							
48																							

INCOME STATEMENT FOR THE BOARD

- > Compares effort
- > Compares to expected outcome
- > Compares to budget & previous year
- > Includes program & function
- > Includes narrative

Root to Canopy
Profit & Loss by Class
 January through September 2013

	Total 1 Fanfare	Total 2 Prosper	Total 3 Thrive	Total 4 Flourish	Total 7 Fundraising	Total 8 Management/ G&A	TOTAL
Ordinary Income/Expense							
Income							
40000 - Contributed Income							
40100 - Individual & Corporate Donation							
40110 - Year End Appeal Income	-	-	-	-	70,000	-	70,000
40120 - Board Donations	10,000	-	-	-	11,908	-	21,908
40130 - Spring Appeal	-	-	-	-	23,000	-	23,000
40140 - Corporate Support	5,600	42,000	-	-	7,500	-	55,100
Total 40100 - Individual & Corporate Donation	15,600	42,000	-	-	112,408	-	170,008
40200 - Foundation Grants							
40210 - Grants for Programs	57,600	35,000	-	-	54,684	-	147,284
Total 40200 - Foundation Grants	57,600	35,000	-	-	54,684	-	147,284
40300 - Workplace Giving Campaigns							
40310 - Combined Federal Campaign	-	-	-	-	2,591	-	2,591
40330 - United Charities Campaign	-	-	-	-	4	-	4
Total 40300 - Workplace Giving Campaigns	-	-	-	-	2,595	-	2,595
Total 40000 - Contributed Income	73,200	77,000	-	-	169,687	-	319,887
45000 - Earned Income							
45100 - Program Income							
45010 - County & State Contracts							
45050 - State Contracts	-	35,000	5,000	-	-	-	40,000
45055 - County A	-	-	15,000	-	-	-	15,000
45060 - County B	-	-	23,334	-	-	-	23,334
45065 - County C	-	-	20,215	-	-	-	20,215
45010 - County Contracts - Other	-	-	21,630	-	-	-	21,630
Total 45010 - County & State Contracts	-	35,000	85,179	-	-	-	120,179
45110 - Consulting Income							
45115 - Corporate Clients	-	5,895	-	-	-	-	5,895
45120 - Individual Clients	-	9,180	-	-	-	-	9,180
45110 - Consulting Income - Other	-	5,288	-	-	-	-	5,288
Total 45110 - Consulting Income	-	20,363	-	-	-	-	20,363
Total 45100 - Program Income	-	55,363	85,179	-	-	-	140,542
45300 - Education Fees							
45310 - Continuing Education Households	9,951	-	-	-	-	-	9,951
Total 45300 - Education Fees	9,951	-	-	-	-	-	9,951
45400 - Canopy Service Fees							
45800 - Other Earned Income	-	-	-	493,023	-	-	493,023
4050 - Interest Income	-	-	-	-	-	594	594
4075 - Rental Income	-	-	-	-	-	525	525
4080 - Miscellaneous Income	-	-	-	-	-	919	919
Total 45800 - Other Earned Income	-	-	-	2,038	-	2,038	2,038
Total 45000 - Earned Income	9,951	90,363	170,358	495,061	54,684	2,038	645,553
Total Income	83,151	167,363	170,358	495,061	224,371	2,038	965,440
Expense							
5000 - Compensation							
	15%	21%	10%	31%	14%	10%	100%
5010 - Salaries	41,131	55,242	26,683	83,118	36,545	26,535	269,254
5015 - Employer Payroll Taxes	3,291	4,419	2,135	6,649	2,924	2,123	21,540
5020 - Employee Health Insurance	4,113	5,524	2,668	8,312	3,655	2,654	26,925

Root to Canopy
Profit & Loss by Class
 January through September 2013

	Total 1 Fanfare	Total 2 Prosper	Total 3 Thrive	Total 4 Flourish	Total 7 Fundraising	Total 8 Management/ G&A	TOTAL
5025 · FSA Reimbursement	-	9,618	-	2,804	398	-	12,820
Total 5000 · Compensation	48,535	74,803	31,486	100,883	43,521	31,311	330,540
5120 · Consulting Arborists	315	8,443	30,268	348,224	60	-	387,309
5130 · Audit and Legal	812	1,091	527	1,641	721	524	5,315
5140 · IT Support	1,442	1,593	1,286	1,892	1,392	285	7,890
Total 5100 · Professional Services	2,568	11,126	32,081	351,757	2,174	809	400,514
5200 · Program Investments							
5210 · Professional Development	-	-	-	9,600	-	-	9,600
5220 · Therapeutic Materials	-	-	-	1,209	-	-	1,209
5230 · Books and Publications	475	-	-	600	-	-	1,075
5240 · Continuing Education Expenses	6,054	-	-	1,365	-	-	7,419
5250 · Membership / Registration Fees	500	-	-	5,200	500	750	6,950
Total 5200 · Program Investments	7,029	-	-	17,974	500	750	26,253
5300 · Communication							
5310 · Telephone & Communications	1,329	1,784	862	2,685	1,180	857	8,697
5320 · Printing	189	2,755	123	5,383	168	122	8,740
5330 · Postage	293	394	190	593	261	189	1,921
5360 · Advertising	5,600	3,500	-	315	-	-	9,415
Total 5300 · Communication	7,411	8,433	1,175	8,975	1,609	1,169	28,773
5400 · Supplies & Eqpt.							
5410 · Office Supplies	1,430	1,921	928	2,891	1,271	923	9,364
5420 · Office Machines and Service	1,220	1,639	792	2,466	1,084	787	7,988
5430 · Office Furniture Expense	-	-	-	1,032	-	-	1,032
Total 5400 · Supplies & Eqpt.	2,651	3,560	1,720	6,388	2,355	1,710	18,384
5500 · Travel							
5510 · Local Travel/Mileage	345	2,135	1,240	3,405	230	140	7,495
Total 5500 · Travel	345	2,135	1,240	3,405	230	140	7,495
5700 · Occupancy							
5710 · Rent	10,827	14,541	7,023	21,878	9,619	6,985	70,873
5720 · Maintenance and Repairs	274	368	178	553	243	177	1,793
Total 5700 · Occupancy	11,101	14,909	7,201	22,432	9,863	7,161	72,666
5800 · Insurance/Fees/Business Costs							
5810 · Insurance							
5811 · Professional Liability	351	472	228	2,710	312	227	4,300
5810 · Insurance - Other	613	823	398	1,239	545	395	4,013
Total 5810 · Insurance	964	1,295	626	3,949	857	622	8,313
5820 · Payroll Expenses	247	331	160	499	219	159	1,615
5830 · Bank & Merchant Fees	482	648	313	975	3,705	311	6,434
5870 · Refund	970	1,302	629	1,959	861	625	6,347
5880 · Bad Debts	-	-	-	-	-	-	-
5890 · Other (Miscellaneous)	179	240	116	361	159	115	1,169
Total 5800 · Insurance/Fees/Business Costs	2,842	3,817	1,843	7,742	5,801	1,833	23,878
Total Expense	82,482	118,782	76,746	519,557	66,053	44,883	908,503
Net Operating Income	669	48,580	93,612	(24,496)	158,319	(42,845)	56,937

**Roots to Canopy
Projected Cashflow as
of 09-30-2013**

	2013 Budget	Jul 13	Aug 13	Sep 13	Oct 13	Nov 13	Dec 13	Variance Est. CASH 2013 to Budget	YE Projections (ACCRUAL)	Q1 2013	Q2 2013
Income											
Contributed Income											
Individual and Corporate	213,500	3,500	2,000	23,450	11,500	20,000	55,500	(17,550)	245,000	72,250	67,850
Foundation	202,700			60,000		35,700	20,000	2,000	205,000	15,000	74,000
Earned Income & Other Income											-
Program Income	170,500	32,500	5,000	12,500	25,000	5,000	2,500	10,500	160,000	42,500	35,000
Education Fees	12,500	3,545			2,500	2,410		-	12,500	5,035	3,010
Canopy Service Fees	635,675	85,386	87,365	85,841	45,875	21,390	19,870	(4,325)	640,000	86,339	207,934
Other Income	1,700	145	265	350	250	275	350	(800)	2,500	460	405
Total Cash In	1,236,575	125,076	94,630	182,141	85,125	84,775	98,220	(15,550)	1,265,000	221,584	388,199
Expense											
Compensation	529,000	61,038	40,692	40,692	43,500	43,692	49,935	(15,050)	544,050	149,804	152,800
Consultants& Prof Serv.	400,350	40,576	43,455	46,864	38,520	35,000	15,000	19,665	380,685	64,013	97,259
Program Investments	35,000	5,337	5,616	4,363	1,560	1,149	960	350	34,650	5,724	9,941
Communication	35,750	2,840	2,542	2,944	2,545	2,325	2,325	5,375	30,375	7,010	7,844
Supplies & Eqpt.	21,775	1,458	3,894	5,025	1,333	1,000	220	(2,725)	24,500	3,581	7,989
Travel	15,000	1,426	2,538	2,824	1,850	825	595	(1,901)	16,900	2,770	4,073
Occupancy	97,000	8,247	8,247	8,247	8,247	8,247	8,345	(500)	97,500	18,496	24,424
Insurance/Fees/Business Costs	40,200	2,933	1,588	5,671	2,565	2,565	2,560	858	39,340	13,729	7,730
Total Cash Out (Expense)	1,174,075	123,855	108,572	116,629	100,120	94,803	79,940	6,072	1,168,000	265,127	312,060
Inflow-Outflow, Activities	62,500	1,221	(13,942)	65,512	(14,995)	(10,028)	18,280	(21,622)	97,000	(43,542)	76,139
Balance Sheet Cash Changes	(50,000)						(50,000)				
Net Cash, End of Month	12,500	1,221	(13,942)	65,512	(14,995)	(10,028)	(31,720)	(21,622)	97,000	(43,542)	76,139
Beg. Cash Balance (Operating Cash)	216,137	248,837	250,058	236,116	245,430	230,435	220,407			188,687	145,145
Ending Cash Balance (Operating Cash)	228,637	250,058	236,116	245,430	230,435	220,407	188,687			145,145	221,284
% of One Month's Operations		256%	241%	251%	236%	225%	193%				

NOTES ON THIS FORMAT

Note that the shading shows what has been reconciled. July-Sept are completed and this report projects October through Q2 of 2014.
Note that the first six months FY 2013 are now hidden as columns.