

# Sample Land Trust "Dashboard" Report

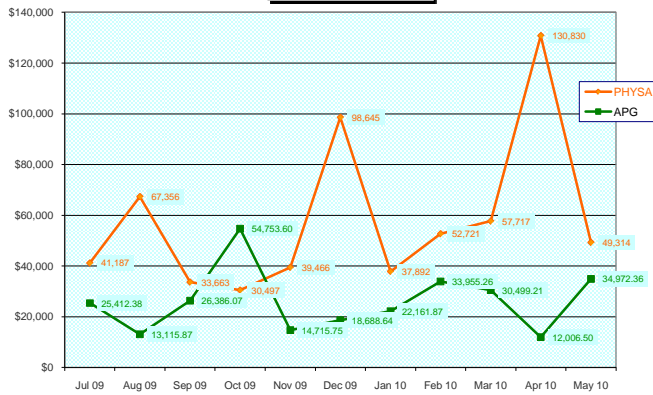
Profit & Loss FY09-10 as of 5/31/10

	Jul '09 - May '10	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Individuals</b>	178,010.19	44,960.03	133,050.16	395.9%
<b>Foundations</b>				
Donor Advised Fund	190,997.95	171,181.57	19,816.38	111.6%
Foundations	3,386.16	90,132.56	(86,746.40)	3.8%
<b>Total Foundations</b>	194,384.11	261,314.14	(66,930.02)	74.4%
<b>Business</b>	228.38	1,406.32	(1,177.94)	16.2%
<b>Government</b>	33,483.41	6,806.10	26,677.31	492.0%
<b>Organization</b>	131.97	0.00	131.97	100.0%
<b>Special Events</b>	8,123.31	18,965.74	(10,842.43)	42.8%
<b>Rental Income</b>	3,371.13	0.00	3,371.13	100.0%
<b>Restricted</b>				
Individual - Restricted	36,680.94	25,871.23	10,809.72	141.8%
Foundations - Restricted	97,297.28	126,832.75	(29,535.48)	76.7%
Business - Restricted	45,346.15	2,316.96	43,029.19	1,957.1%
Government - Restricted	1,404,445.98	937,035.55	467,410.43	149.9%
<b>Total Restricted</b>	1,583,770.35	1,092,056.49	491,713.86	145.0%
<b>Total Income</b>	2,001,502.85	1,425,508.82	575,994.03	140.4%
<b>Expense</b>				
<b>Acquisition</b>	54,026.19	22,310.68	31,715.51	242.2%
<b>Administration</b>	50,771.26	32,292.00	18,479.26	157.2%
<b>Education &amp; Outreach</b>	43,702.89	35,723.00	7,979.89	122.3%
<b>Fundraising</b>	47,024.19	46,814.00	210.19	100.4%
<b>Land Protection</b>	131,028.05	120,113.95	10,914.10	109.1%
<b>APG</b>	0.00	0.00	0.00	0.0%
<b>Stewardship &amp; Restoration</b>	301,537.25	277,722.98	23,814.27	108.6%
<b>Volunteer</b>	10,867.88	10,107.76	760.12	107.5%
<b>Unclassified</b>	0.00	0.00	0.00	0.0%
<b>Total Expense</b>	638,957.71	545,084.37	93,873.34	117.2%
<b>Net Ordinary Income</b>	1,362,545.14	880,424.45	482,120.69	154.8%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
Investment Income	7,035.03	2,182.14	4,852.89	322.4%
<b>Total Other Income</b>	7,035.03	2,182.14	4,852.89	322.4%
<b>Other Expense</b>				
Interest on notes payable	43,666.86	226.08	43,440.78	19,314.5%
Capital purchases	169,864.95	308,348.24	(138,483.29)	0.55
<b>Total Other Expense</b>	213,531.81	308,574.33	(95,042.51)	69.2%
<b>Net Other Income</b>	(206,496.78)	(306,392.18)	99,895.40	67.4%
<b>Net Income</b>	1,156,048.35	574,032.27	582,016.09	201.4%
<b>APG Summary</b>				
<b>Net Ordinary Income</b>	(78,370.02)	(169,301.21)	90,931.19	46.3%
<b>Net Other Income</b>	214.69	0.00	214.69	100.0%
<b>Net Income</b>	(78,155.33)	(169,301.21)	91,145.88	46.2%

## Cash on Hand

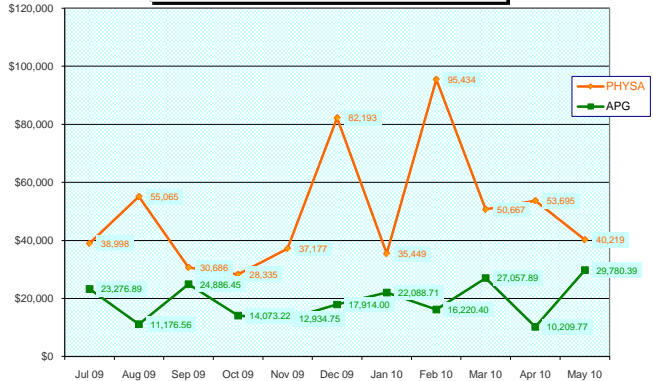
	May 09-10	May 08-09	\$ Change	% Change
<b>Current Assets</b>				
<b>Checking/Savings</b>				
<b>General Operating</b>				
Warbucks Central	35,491.80	-	35,491.80	100.0%
Warbucks North	22,038.95	9,234.09	12,804.86	138.7%
Warbucks South	-	24,964.00	(24,964.00)	-100.0%
Warbucks East	30,494.04	150,000.00	(119,505.96)	-79.7%
Warbucks West	41,602.05	34,061.89	7,540.16	22.1%
Warbucks Virtual	8,947.49	31,986.50	(23,039.01)	-72.0%
<b>Total General Operating</b>	138,574.34	250,246.49	(111,672.15)	-44.8%
<b>Temporarily Restricted</b>				
Local Fish & Wildlife Serv. Grant	24,596.97	-	24,596.97	100.0%
Trees and Stuff Preserve Acq. Project	7,281.38	11,180.73	(3,919.35)	-35.1%
<b>Total Temporarily Restricted</b>	31,878.35	11,180.73	20,677.62	184.9%
<b>Suburb MM - Acquisition</b>	10,148.79	33,887.64	(23,738.85)	-70.1%
<b>Exurb Chk</b>	1,433.95	-	1,433.95	100.0%
<b>Country MM</b>	134,996.82	34,429.82	100,567.00	292.1%
<b>Total Checking/Savings</b>	317,012.25	329,744.68	(12,732.43)	-3.9%
<b>Accounts Receivable</b>	68,247.49	-	68,247.49	100.0%
<b>Other Current Assets</b>				
<b>Other Current Assets</b>				
Prepaid Expenses	51,157.14	-	51,157.14	100.0%
Earnest Money	60,373.95	10,000.00	50,373.95	503.7%
Downtown Bank - Endowment	21,618.35	-	21,618.35	100.0%
Ops Endowment	49,520.09	1,600.74	47,919.35	2,993.6%
Southside MM-Stewardship Endowment	9,832.87	30,750.91	(20,918.03)	-68.0%
Northside Bank - Endowment	68,173.28	-	68,173.28	100.0%
Stewardship Endow	87,772.80	106,654.00	(18,881.20)	-17.7%
<b>Total Other Current Assets</b>	348,448.49	149,005.65	199,442.84	133.8%
<b>Total Current Assets</b>	733,708.22	478,750.33	254,957.90	53.3%
<b>APG</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
Warbucks Virtual APG	21,155.54	10,182.91	10,972.63	107.8%
Country MM APG	39,114.26	20,963.59	18,150.67	86.6%
<b>Total Checking/Savings</b>	60,269.80	31,146.50	29,123.30	93.5%
<b>Accounts Receivable</b>	256.30	-	256.30	100.0%
<b>Other Current Assets</b>	2,002.00	-	2,002.00	100.0%
<b>Total Current Assets</b>	62,528.10	31,146.50	31,381.60	100.8%
<b>APG Funds at Grandma Moses Foundation (Funds are not PHYSA assets)</b>				
<b>APG Fund<sup>1</sup></b>	479,793.14	-	479,793.14	-
<b>APG Endowment</b>	244,256.91	-	244,256.91	-

## Total Expense



	Land Trust	APG
Average Monthly Expenses	\$58,117	\$26,061
Months of Operating Cash on Hand	5.45	2.31

## Fixed Expense (bare bones operations)



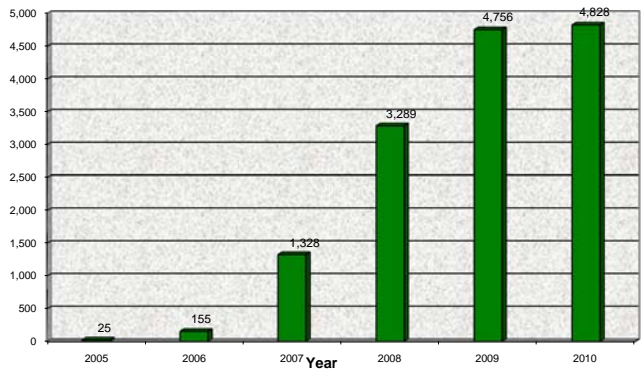
	Land Trust	APG
Average Monthly Expenses	\$49,811	\$19,056
Months of Operating Cash on Hand	6.36	3.16

Future reports will include a section giving information on Projects.

## Organizational Key Performance Indicators (Based on 2010 Plan)

	FY09-10 as of 5/31/10	FY08-09 as of 5/31/09	Change
Investors/donors	292	547	-255
Volunteers	73	210	-137
Volunteer Hours	3,133	3,083	50

## ACRES PRESERVED: 1993-2010



<sup>1</sup> Funds are restricted for APG acquisition, capital improvements, and restoration.