



### FINANCE

LAG: Annual Budget Growth



| Year | Actual         | Goal           |
|------|----------------|----------------|
| 2020 | ~\$25,000,000  | ~\$25,000,000  |
| 2021 | ~\$25,000,000  | ~\$25,000,000  |
| 2022 | ~\$60,000,000  | ~\$60,000,000  |
| 2023 | ~\$100,000,000 | ~\$100,000,000 |

LAG: Months of Cash Reserve



| Month | Actual | Goal |
|-------|--------|------|
| Jul   | ~5.5   | ~5.5 |
| Aug   | ~5.5   | ~5.5 |
| Sep   | ~5.5   | ~5.5 |
| Oct   | ~5.5   | ~5.5 |
| Nov   | ~5.5   | ~5.5 |
| Dec   | ~5.5   | ~5.5 |
| Jan   | ~5.5   | ~5.5 |
| Feb   | ~5.5   | ~5.5 |
| Mar   | ~5.5   | ~5.5 |
| Apr   | ~5.5   | ~5.5 |
| May   | ~5.5   | ~5.5 |
| Jun   | ~5.5   | ~5.5 |

LEAD: Average Cost per Tree Produced



| Quarter | Actual  | Goal    |
|---------|---------|---------|
| Q1-21   | ~\$0.10 | ~\$0.10 |
| Q2-21   | ~\$0.10 | ~\$0.10 |
| Q3-21   | ~\$0.10 | ~\$0.10 |
| Q4-21   | ~\$0.10 | ~\$0.10 |
| Q1-22   | ~\$0.10 | ~\$0.10 |
| Q2-22   | ~\$0.10 | ~\$0.10 |
| Q3-22   | ~\$0.10 | ~\$0.10 |
| Q4-22   | ~\$0.10 | ~\$0.10 |

LEAD: Cost per Dollar Raised