

TreesCharlotte

Financial Statements

Year Ended June 30, 2025

TreesCharlotte
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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
TreesCharlotte
Charlotte, North Carolina

Opinion

We have audited the accompanying financial statements of TreesCharlotte (the "Organization" - a nonprofit organization), which comprise the statement of financial position as of June 30, 2025, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of TreesCharlotte as of June 30, 2025, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis of Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of TreesCharlotte and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about TreesCharlotte's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purposes of expressing an opinion on the effectiveness of TreesCharlotte's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about TreesCharlotte's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Summarized Comparative Information

We have previously audited the Organization's 2024 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated August 19, 2024. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2024, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Foard & Company, P.A.
August 20, 2025

TreesCharlotte**Statement of Financial Position****June 30, 2025, with prior year comparative totals**

	June 30,	
	2025	2024
<u>ASSETS</u>		
Current Assets:		
Cash	\$ 792,282	\$ 508,990
Beneficial interest in assets held in trust	412,834	196,327
Sales tax receivable	911	4,787
Pledges receivable, net	-	96,500
Prepaid expenses and other assets	3,409	2,179
Total Current Assets	1,209,436	808,783
Fixed Assets:		
Vehicles	57,395	57,395
Equipment	1,581	1,581
Less - accumulated depreciation	(58,976)	(58,449)
Total Property and Equipment (net)	-	527
Long-Term Assets:		
Beneficial interest in assets held in trust	6,922,216	7,613,744
Pledges Receivable:		
Endowment pledges, net	-	15,000
Right-of-use asset operating lease	111,265	137,996
Total Long-Term Assets	7,033,481	7,766,740
TOTAL ASSETS	\$ 8,242,917	\$ 8,576,050
<u>LIABILITIES AND NET ASSETS</u>		
Current Liabilities:		
Accounts payable and accrued expenses	\$ 1,012	\$ 27,333
Operating lease liability	27,636	25,551
Total Current Liabilities	28,648	52,884
Long-Term Liabilities		
Operating lease liability, net of current portion	87,795	115,363
Total Long-Term Liabilities	87,795	115,363
Total Liabilities	116,443	168,247
Net Assets:		
Without Donor Restrictions:		
Undesignated	1,204,258	747,059
Designated	993,900	1,586,797
Total Net Assets Without Donor Restrictions	2,198,158	2,333,856
With donor restrictions	5,928,316	6,073,947
Total Net Assets	8,126,474	8,407,803
TOTAL LIABILITIES AND NET ASSETS	\$ 8,242,917	\$ 8,576,050

TreesCharlotte**Statement of Activities****Year Ended June 30, 2025, with prior year comparative totals**

	Year Ended June 30, 2025			Prior Year
	Without Donor Restrictions	With Donor Restrictions	TOTALS	Comparative Totals
<u>SUPPORT AND REVENUE</u>				
Contributions	\$ 1,455,649	\$ -	\$ 1,455,649	\$ 1,214,385
In-kind contributions	1,644	-	1,644	9,000
Investment income	1,082	-	1,082	922,398
Other income	2,169	-	2,169	1,781
Net assets released from restriction	145,631	(145,631)	-	-
TOTAL SUPPORT AND REVENUE	1,606,175	(145,631)	1,460,544	2,147,564
<u>EXPENSES</u>				
Program services	1,419,355	-	1,419,355	1,147,629
Management and general	174,651	-	174,651	250,994
Fundraising	147,867	-	147,867	203,108
TOTAL EXPENSES	1,741,873	-	1,741,873	1,601,731
CHANGE IN NET ASSETS	(135,698)	(145,631)	(281,329)	545,833
NET ASSETS, BEGINNING	2,333,856	6,073,947	8,407,803	7,861,970
NET ASSETS, ENDING	\$ 2,198,158	\$ 5,928,316	\$ 8,126,474	\$ 8,407,803

TreesCharlotte**Statement of Functional Expenses****Year Ended June 30, 2025, with prior year comparative totals**

	Year Ended June 30, 2025				Prior Year
	Program Services	Management and General	Fundraising	TOTALS	Comparative Totals
<u>PERSONNEL</u>					
Salaries	\$ 624,119	\$ 67,602	\$ 96,437	\$ 788,158	\$ 619,962
Payroll taxes	49,884	5,073	6,577	61,534	48,545
Benefits	22,477	2,435	3,473	28,385	24,433
<i>Total Personnel</i>	<i>696,480</i>	<i>75,110</i>	<i>106,487</i>	<i>878,077</i>	<i>692,940</i>
<u>OTHER EXPENSES</u>					
Reforestation	491,287	7,636	-	498,923	477,126
Research	-	-	-	-	28,641
Communications and marketing	141,189	103	19,385	160,677	155,018
Professional fees	-	41,485	-	41,485	86,061
Occupancy	20,104	9,410	13,260	42,774	18,887
Supplies	55,239	13,195	2,962	71,396	74,361
Insurance	-	4,784	-	4,784	5,261
Travel	-	2,371	-	2,371	1,916
Technology	-	6,731	-	6,731	12,964
Miscellaneous	98	1,063	-	1,161	4,436
Education	3,453	411	-	3,864	4,531
Vehicle	6,435	-	-	6,435	1,647
Staff development	1,900	206	294	2,400	3,793
Dues and subscriptions	2,560	7,682	3,235	13,477	18,004
Bank fees	-	636	2,244	2,880	3,106
Postage	2	3,333	-	3,335	5,418
Events	81	495	-	576	1,354
<i>Total Other Expenses</i>	<i>722,348</i>	<i>99,541</i>	<i>41,380</i>	<i>863,269</i>	<i>902,524</i>
<u>TOTAL EXPENSES BEFORE</u>					
<i>DEPRECIATION EXPENSE</i>	<i>1,418,828</i>	<i>174,651</i>	<i>147,867</i>	<i>1,741,346</i>	<i>1,595,464</i>
Depreciation expense	527	-	-	527	6,267
<i>TOTAL EXPENSES</i>	<i>\$ 1,419,355</i>	<i>\$ 174,651</i>	<i>\$ 147,867</i>	<i>\$ 1,741,873</i>	<i>\$ 1,601,731</i>

TreesCharlotte**Statement of Cash Flows****Year Ended June 30, 2025, with prior year comparative totals**

	Year Ended June 30,	
	2025	2024
<u>OPERATING ACTIVITIES</u>		
Change in net assets	\$ (281,329)	\$ 545,833
Adjustments to reconcile changes in net assets to net cash flows from operating activities:		
Depreciation	527	6,267
(Increase) decrease in value of beneficial interest	10,467	(892,468)
Contributions restricted for long term purposes	-	(32,000)
Operating lease assets and liability	1,248	2,918
(Increase) decrease in operating assets:		
Sales tax receivable	3,876	(1,847)
Pledges receivable	96,500	(28,000)
Prepaid expenses and other assets	(1,230)	(2,179)
Increase in operating liabilities:		
Accounts payable and accrued expenses	(26,321)	17,424
<u>Cash Flows From Operating Activities</u>	<u>(196,262)</u>	<u>(384,052)</u>
<u>INVESTING ACTIVITIES</u>		
Purchase of investments	(13,712)	(13,443)
Proceeds from the sale of investments	478,266	41,213
<u>Cash Flows from Investing Activities</u>	<u>464,554</u>	<u>27,770</u>
<u>FINANCING ACTIVITIES</u>		
Decrease in endowment campaign pledges	15,000	15,000
Contributions restricted for long-term purposes	-	32,000
<u>Cash Flows from Financing Activities</u>	<u>15,000</u>	<u>47,000</u>
<u>NET CHANGE IN CASH</u>	<u>283,292</u>	<u>(309,282)</u>
<u>CASH, BEGINNING</u>	<u>508,990</u>	<u>818,272</u>
<u>CASH, ENDING</u>	<u>\$ 792,282</u>	<u>\$ 508,990</u>

TreesCharlotte

Notes to Financial Statements

June 30, 2025

NOTE A – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of activities

TreesCharlotte (the “Organization”) was created as a public/private collaboration dedicated to planting trees, primarily through volunteer efforts. The Organization also educates Charlotte’s residents on the importance of the canopy and ways to plant and preserve trees. The Organization is supported primarily through contributions and grants from individuals, businesses, and foundations.

Basis of presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net assets without donor restrictions – Net assets without donor restrictions can be both undesignated and designated in nature. Undesignated are those currently available for use in day-to-day operations of the Organization and those resources invested in property and equipment. From time to time, the Board of Directors may designate certain amounts to be utilized or invested to meet specific objectives of the Organization. Such amounts, if any, are reflected as designated net assets without donor restrictions in the accompanying statement of financial position. As of June 30, 2025, the Organization had \$993,900 of board-endowed investment funds.

Net assets with donor restrictions – These net assets consist of amounts that are subject to donor-imposed stipulations that may or will be met, either by actions of the Organization or the passage of time, and net assets that are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity.

Revenue recognition

Contributions, including unconditional promises to give, are recognized as revenue in the period received. Conditional promises to give are not recognized until they become unconditional, that is when the conditions on which they depend are substantially met. Contributions of assets other than cash are recorded at their estimated fair value. Contributions of cash and other assets are considered to be available for undesignated use unless specifically restricted by the donor. Amounts received that are restricted for future periods or are restricted by the donor for specific purposes are reported as net assets with donor restrictions. When a donor restriction expires (that is, when a stipulated time restriction ends or the purpose of the restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Cash

Cash consists of cash on hand, cash in banks, and money market funds.

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Notes to Financial Statements

June 30, 2025

Property and equipment

Property and equipment with a value of \$2,500 or more is recorded at cost if purchased or fair value if donated. Costs that improve or extend the useful lives of assets are capitalized. Amounts paid for maintenance and repairs are expensed as incurred. Depreciation expense is recorded using the straight-line method of depreciation over the estimated useful lives of the assets, which is assumed to be ten years for the vehicles and equipment.

Use of estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of support, revenue and expenses during the reporting period. Actual results could differ from those estimates.

Donated services and goods

Donated services are reported as contributions when the services (a) create or enhance nonfinancial assets or (b) would be purchased if they had not been provided by contribution, require specialized skills, and are provided by individuals possessing those skills. Donated equipment or materials, if significant, are included in support at fair value. During the year, the Organization recorded no contributed services or donated goods.

In addition, many individuals volunteer their time and perform a variety of tasks that assist the Organization with specific assistance programs and various assignments. No amounts have been reflected in the financial statements for these contributions, as they do not meet the criteria for recognition described above.

Functional allocation of expenses

Expenses that are inherently program, management and general, or fundraising, are charged directly to those functions. The major expenses that are allocated are personnel expenses, communications and marketing, supplies, and other various expenses. Personnel expenses are allocated based on an estimate of time and effort. Marketing is based on actual expenditures. Supplies were based on an estimate of usage. All other expenses are allocated to program services, management and general, and fundraising based on management's estimates of time spent.

Prior-year comparative totals

The financial statements include certain prior-year summarized information in total, but not by net asset class or functional expense category. Such information does not include sufficient detail to constitute a presentation in conformity with US GAAP. Accordingly, such information should be read in conjunction with TreesCharlotte's 2024 financial statements, from which the summarized information was derived. Certain prior year amounts have been reclassified to conform to the current year's presentation.

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Notes to Financial Statements

June 30, 2025

Income tax status

The Organization is a nonprofit organization and is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code with respect to its exempt function income. The Organization is not a private foundation as defined by Section 509(a) of the Internal Revenue Code.

Leases

The Organization determines if an arrangement is or contains a lease at inception. Leases are included in right of use (ROU) assets and lease liabilities in the statement of financial position. ROU assets and lease liabilities reflect the present value of the future minimum lease payments over the lease term. Operating lease expense is recognized on a straight-line basis over the lease term. The Organization does not report ROU assets and lease liabilities for its lease with a term of 12 months or less; rather they are reported as a lease expense on a straight-line basis over the lease term. The Organization had one operating lease and no finance leases as of the end of the year.

NOTE B – BENEFICIAL INTEREST IN ASSETS HELD IN TRUST

Endowments

TreesCharlotte has established the TreesCharlotte Endowment Fund (“Endowment Fund”) with the Foundation for the Carolinas (the “Foundation”). While TreesCharlotte has discretion over which investment pool to place the funds in, the Foundation makes all investment decisions within the individual investment pool. Investment income from the Endowment Fund is available for distribution on an annual basis based on the Foundation’s spending policy, which is currently 5% of the average value of the Fund for the prior three calendar years.

TreesCharlotte also has endowed funds held with TIFF Centerstone fund, LP (“TIFF”). These funds are overseen and managed in accordance with the Uniform Prudent Management of Institution Funds Act (“UPMIFA”). The funds held at TIFF are managed by the Organization’s Finance Committee, who has adopted a formal investment and spending policy for the endowed assets that attempt to provide a predictable stream of funding to support the Organization while also maintaining the purchasing power of those endowment assets over the long-term. It is the responsibility of the Finance Committee, in consultation with its investment advisors, to periodically review the spending policy against actual returns in order to make necessary adjustments. Accordingly, the investment process seeks to achieve an after-cost total real rate of return, including investment income as well as capital appreciation, which exceeds the annual distribution with acceptable levels of risk. Endowment assets are invested in a well-diversified asset mix, which includes equity-oriented assets, diversified strategies, and fixed income funds, which are intended to result in a consistent inflation-protected rate of return that has sufficient liquidity to make annual distributions while growing the funds. Actual returns in any given year will vary. The Organization’s spending policy is no more than five percent of the average market value of the previous twelve quarters.

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Notes to Financial Statements

June 30, 2025

The accounts at year-end are comprised of the following:

Current:

Spendable portion of <i>TIFF</i>	\$ 412,834
Total Current	412,834

Long-Term:

<i>TIFF</i>	6,166,391
<i>Endowed-Designated</i> pool	755,825
Total Long-Term	6,922,216
TOTAL	\$ 7,335,050

NOTE C - FAIR VALUE MEASUREMENTS

Generally accepted accounting principles require fair value of financial instruments to be determined based on the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants. It establishes a three-level valuation hierarchy based upon observable and unobservable inputs, as follows:

Level 1 - Fair value is based on quoted prices in active markets for identical assets or liabilities.

Level 2 - Fair value is based on observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3 - Fair value is based on unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

The Organization's investments are all classified as Level 3 assets. The Level 3 assets are valued based on the fair value of the underlying securities, which consists of investments that are both publicly traded and not publicly traded. The following table sets forth a summary of changes in the fair value of the Organization's Level 3 assets for the year ended June 30, 2025.

Balance, beginning of year	\$ 7,810,071
Net increase in value	(10,467)
Purchases	13,712
Sales	(478,266)
Balance, end of year	\$ 7,335,050

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Notes to Financial Statements

June 30, 2025

NOTE D - NET ASSETS WITH DONOR RESTRICTIONS

Perpetuity restricted net assets

Perpetuity restricted net assets at year-end are as follows:

Beneficial interest in investments held in trust by a third party:

Corpus on Endowment Fund held by FFTC	\$	1,483,769
Corpus on Endowed Funds held by TIFF		4,444,547
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TOTAL	\$	5,928,316

NOTE E – LEASES

The Organization leased office space from an unrelated party during the year under long-term non-cancelable operating lease arrangements. The leases contains no significant restrictions. In addition, the Organization did not identify any contracts entered during the year meeting the criteria, nor did it have any finance leases during the year. The operating ROU assets represent the Organization's right to use underlying assets for the lease term, and the operating lease liability represents the Organization's obligation to make lease payments arising from these leases. The ROU assets and lease liabilities were calculated based on the present value of future lease payments over the lease term. The Organization has made an accounting policy election to use a risk-free rate of interest in lieu of its incremental borrowing rate to discount future lease payments. The discount rate represents the weighted average risk-free discount rate using a period comparable with that of the individual lease term. At June 30, 2025, the operating lease ROU asset balance was \$111,265, and the operating lease liability was \$115,431. The total lease costs for the year ended June 30, 2025, was \$31,165.

As of June 30, 2025:

Weighted-average discount rate:

Operating leases	4.34%
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Weighted-average remaining lease term

Operating leases	3.6
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Future minimum lease payments required under the operating lease are as follows:

Year ended June 30:

2026	\$	32,100
2027		33,063
2028		34,055
2029		26,177
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Total lease payment		125,395
Less: present value discount		(9,964)
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Present value of liability	\$	115,431

NOTE F – RETIREMENT PLAN

The Organization sponsors a SIMPLE IRA retirement plan (the “Plan”) covering eligible employees. Eligible employees may make pre-tax contributions to the Plan, based on statutory limits. The Organization contributes two percent of all eligible employees to the Plan. The Organization’s contributions to the Plan during the year ended June 30, 2025, was approximately \$8,000.

NOTE G – LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The Organization has \$1,206,027 in financial assets available within one year of the balance sheet date to meet cash needs for general expenditures consisting of cash of \$792,282, the spendable portion of the Organization’s investments held by TIFF of \$412,834, and sales tax receivable of \$911. None of the financial assets available are subject to donor or other contractual restrictions which make them unavailable for general expenditure within one year of the balance sheet date. The Organization has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

NOTE H – CONCENTRATIONS OF RISK**Cash**

Cash held in bank accounts are insured up to \$250,000 by the Federal Deposit Insurance Corporation (FDIC). The Organization holds cash in excess of the insured limits covered by the FDIC; however, the Organization believes it is not exposed to any risk related to these accounts.

Investments

The Organization provides for investment in a variety of investment funds. In general, investments are exposed to various risks, such as interest rate, credit, and overall market volatility risk. Due to the level of risk associated with certain investments, it is reasonably possible that changes in the values of the investments will occur in the near term and that such changes could materially affect the investment balances and the amounts reported in the statement of activities.

Geographic area

The Organization operates in a small geographic area and, accordingly, is sensitive to changes in the local economy.

Revenue concentration

A limited number of funding sources provide a significant portion of the Organization’s revenue. During the year ended June 30, 2025, the Organization received 48 percent from its top three donors. This represents a significant concentration of risk that operations could be affected if any of these donors discontinued giving to the Organization.

NOTE I – SUBSEQUENT EVENTS

The Organization has evaluated subsequent events from the date of the statement of financial position through the date of the audit report, which is the date the financial statements were available to be issued. During this period, no material recognizable subsequent events were identified.