WILLOWSFORD CONSERVANCY, INC.				
2019 Budget				
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	FY2019 Budget	**FY2018 Est. Total**	**FY2018 Budget**	
CONSERVANCY				
REVENUE				
Assessments & Transfer Fees	$ 870,000	$ 596,000	$ 557,000	
Grants & Contributions	$ 4,000	$ 3,959	$ 10,000	
Other Sources of Revenue	$ 25,542	$ 19,500	$ 36,770	
TOTAL REVENUE - CONSERVANCY	**$ 899,542**	**$ 619,459**	**$ 603,770**	
OPERATING EXPENSES - CONSERVANCY	**$ (834,325)** [1]	**$ (619,173)**	**$ (643,029)**	[1] *incl. accounting, payroll, HR, business mgmt. and office operations transferred from Developer*
NET OPERATING CASH FLOW - CONSERVANCY	**$ 65,617**	**$ 286**	**$ (39,259)**	
CAPITAL EXPENDITURES - CONSERVANCY	**$ (110,500)** [2]	**$ (128,948)**	**$ (144,900)**	[2] *incl. $60,000 - Conservancy Office Renovation & Fit-out*
NET CASH FLOW CONSERVANCY	**$ (44,883)**	**$ (128,662)**	**$ (184,159)**	
DEVELOPER SUBSIDY - CONSERVANCY	**$ 60,000** [3]	**$ 128,662**	**$ 184,159**	[3] *Office Renovation & Fit-out*
REPAIR & REPLACEMENT RESERVE	**$ (15,000)**	**$ -**	**$ -**	
TOTAL NET CASH FLOW - CONSERVANCY	**$ 117**	**$0**	**$0**	
FARM				
REVENUE				
CSA Membership Revenue	$ 274,834	$ 229,000	$ 273,631	
Production	$ 50,100	$ 15,000	$ 194,522	
Retail & Other	$ 192,334	$ 135,000	$ 95,774	
TOTAL REVENUE - FARM	**$ 517,268**	**$ 379,000**	**$ 563,927**	
PRODUCTION EXPENSES				
Production	$ (115,561)	$ (193,000)	$ (176,208)	
Retail	$ (124,943)	$ (109,000)	$ (84,043)	
Labor	$ (235,133)	$ (203,000)	$ (210,574)	
TOTAL PRODUCTION EXPENSES - FARM	**$ (475,637)**	**$ (505,000)**	**$ (470,825)**	
OPERATING EXPENSES - FARM	**$ (263,550)**	**$ (299,500)**	**$ (261,500)**	
NET OPERATING CASH FLOW-FARM	**$ (221,919)**	**$ (425,500)**	**$ (168,398)**	
CAPITAL EXPENDITURES - FARM	**$ (79,500)**	**$ (749,000)**	**$ (783,502)**	
NET CASH FLOW - FARM	**$ (301,419)**	**$ (1,174,500)**	**$ (951,900)**	
DEVELOPER SUBSIDY - FARM	**$ 301,419**	**$ 1,174,500**	**$ 951,900**	
TOTAL NET CASH FLOW FARM	**$0**	**$0**	**$0**	
TOTAL NET CASH FLOW CONSERVANCY & FARM	**$ 117**	**$0**	**$0**	
TOTAL DEVELOPER SUBSIDY	**$ 361,419**	**$ 1,303,162**	**$ 1,136,059**	