

Willowsford Conservancy				
FY2020 Budget				
APPROVED 11-5-2019				
	FY2019 Budget	FY2019 Expected Total as of 11-22-2019	FY2020 Budget	Notes
Income				
4000 CSA Revenue				
Total 4000 CSA Revenue	\$310,934	\$292,910	\$347,800	
4100 Value Added Revenue				
Total 4100 Value Added Revenue	\$6,650	\$150	\$0	
4200 Retail Revenue				
Total 4200 Retail Revenue	\$157,976	\$118,538	\$97,440	
4300 Wholesale Revenue				
Total 4300 Wholesale Revenue	\$52,700	\$42,000	\$67,905	
4500 Program Revenue				
Total 4500 Program Revenue	\$14,000	\$12,500	\$21,000	
4600 Conservancy Assessments & Fees				
Total 4600 Conservancy Assessments & Fees	\$870,400	\$913,000	\$1,243,200	
4700 Grant Fee & Income				
Total 4700 Grant Fee & Income	\$4,000	\$0	\$0	
4750 Other Income				
Total 4750 Other Income	\$3,900	\$2,880	\$15,650	
Total Income	\$1,420,560	\$1,381,978	\$1,792,995	
Cost of Goods Sold				
Total 5100 Farm Production & General Exp.	\$57,300	\$66,959	\$81,500	
5200 Farm Retail				
Total 5200 Retail	\$116,993	\$128,000	\$57,735	
5300 COGS - Direct CSA Costs				
Total 5300 COGS - Direct CSA Costs	\$11,065	\$32,000	\$45,302	
5310 COGS - Layer Costs				
Total 5310 COGS - Layer Costs	\$29,800	\$20,000	\$13,200	
5315 COGS - Broiler Costs				
Total 5315 COGS - Broiler Costs	\$0	\$3,089	\$0	
5320 COGS - Swine Costs				
Total 5320 COGS - Swine Costs	\$5,000	\$8,000	\$9,145	
5400 COGS Value Added Products				
Total 5400 COGS Value Added Products	\$10,250	\$12	\$0	
5500 COGS - Programs, Classes, Events				
Total 5500 COGS - Programs, Classes, Events	\$19,600	\$10,000	\$16,300	
5900 Seasonal Wages				
Total 5900 Hourly and Seasonal Wages	\$264,758	\$150,045	\$109,137	
Total Cost of Goods Sold	\$514,766	\$418,105	\$332,319	
Gross Revenue	\$905,794	\$963,873	\$1,460,676	
Expenses				
6000 Advertising and Marketing				
Total 6000 Advertising and Marketing	\$25,000	\$21,479	\$19,200	
6100 Maintenance				
Total 6100 Maintenance	\$151,723	\$125,648	\$142,100	
6300 Land Stewardship				
Total 6300 Land Stewardship	\$29,800	\$35,900	\$44,000	Higher cost of tree work
6400 FF&E - Non-Capitalized				
Total 6400 FF&E - Non-Capitalized	\$10,850	\$0	\$1,000	
7000 Payroll and Benefits				
Total 7000 Payroll and Benefits*	\$674,599	\$781,120	\$891,185	*see account 5900; combined total increase \$60,965 incl. added FT employee
7100 Employee Housing				
Total 7100 Employee Housing	(\$5,500)	(\$6,032)	(\$11,000)	Net revenue - for capital replacement

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7200 General & Administrative				
Total 7200 General & Administrative	\$95,721	\$67,000	\$62,790	
8000 Taxes				
Total 8000 Taxes	\$48,000	\$45,561	\$50,300	
8100 Insurance				
Total 8100 Insurance	\$40,000	\$41,500	\$45,500	
Total Expenses	\$1,070,193	\$1,112,176	\$1,245,075	
CapEx	\$129,500	\$91,500	\$58,000	
Net Operating Income	(\$293,899)	(\$239,803)	\$157,601	Place in "Capital Replacement/Reserve Fund"
Other Income				
4620 Developer Subsidy Income				
46220 Subsidy from WSF Operations	301,418	105111*	0	*received as of 11-22-2019
Total 4620 Developer Subsidy Income	\$301,418	\$105,111	\$0	
Other Expenses				
8200 Depreciation				
82105 Depreciation Expense	241,002	246,969	249,895	
Total 8200 Depreciation	\$241,002	\$246,969	\$249,895	