



Willowsford Conservancy Balance Sheet

	7/31/2020	7/31/2019	Change	Notes
ASSETS				
Cash and cash equivalents	\$689,778	\$98,632	\$591,146	
Accounts Receivable	\$91,176	\$141,711	-\$50,535	
Prepaid expenses	\$47,543	\$63,317	-\$15,774	
Inventory	\$0	\$6,884	-\$6,884	
Furniture, Fixtures & Equipment	\$847,337	\$764,375	\$82,962	
Land & buildings	\$2,438,324	\$2,421,278	\$17,046	
Work in Progress	\$0	\$0	\$0	
Accumulated Depreciation	-\$1,218,464	-\$969,882	-\$248,582	
Total Assets	\$2,895,694	\$2,526,314	\$369,380	
LIABILITIES AND NET ASSETS				
Liabilities				
Accounts Payable	\$25,374	\$21,931	\$3,443	
Accrued Expenses	\$3,636	\$0	\$3,636	
Accrued payroll and payroll liabilities	\$1,160	-\$1	\$1,162	
Deferred Revenue	\$419,940	\$158,355	\$261,586	
Security deposits	\$0	\$0	\$0	
Notes Payable	\$63,012	\$0	\$63,012	
Mortgages payable	\$0	\$0	\$0	
Total Liabilities	\$513,122	\$180,284	\$332,838	
Net Assets				
Unrestricted Net Assets	\$2,275,018	\$2,392,287	-\$117,269	
Net Income	\$107,554	-\$46,258	\$153,812	
Total net assets	\$2,382,572	\$2,346,029	\$36,543	
Total Liabilities and Net Assets	\$2,895,694	\$2,526,314	\$369,380	



Willowsford Conservancy Income Statement by Dept

Jan - July 2020

	Conservancy	Farm
Revenue		
CSA Revenue	\$0	\$186,993
Retail Revenue	\$5,045	\$21,448
Wholesale Revenue	\$0	\$14,810
Program Revenue	\$1,170	\$2,787
Conservancy Assessments & Fees	\$757,829	\$0
Other Income	\$72,583	\$5,000
Total Revenue	\$836,627	\$231,039
Cost of Goods Sold		
COGS - Farm Production	\$0	\$47,996
COGS - Retail	\$0	\$50,206
COGS - CSA	\$0	\$37,425
COGS - Livestock	\$0	\$21,142
COGS - Programs	\$881	\$1,086
COGS - Labor	\$788	\$49,118
Total Cost of Goods Sold	\$1,669	\$206,974
Gross Profit	\$834,958	\$24,065
Expense		
Advertising & Marketing	\$2,625	\$729
Maintenance	\$39,529	\$20,842
Land Stewardship	\$31,280	\$0
Payroll & Benefits	\$251,370	\$162,462
General & Administrative	\$39,664	\$7,162
Taxes	\$27,282	\$724
Insurance	\$11,064	\$11,739
Total Expense	\$402,813	\$203,657
Operating Income	\$432,145	-\$179,592
Depreciation	\$53,825	\$91,174
Net Income	\$378,320	-\$270,767



Willowsford Conservancy

Income Variance Report

	Jul-20				Year to Date			
	Actual	Budget	Var	Pct	Actual	Budget	Var	Pct
Revenue								
CSA Revenue	\$61,706	\$26,350	\$35,356		\$186,993	\$201,001	-\$14,008	
Retail Revenue	\$4,305	\$15,802	-\$11,497		\$26,493	\$43,192	-\$16,699	
Wholesale Revenue	\$4,487	\$7,102	-\$2,615		\$14,810	\$27,502	-\$12,692	
Program Revenue	\$586	\$5,668	-\$5,082		\$3,957	\$9,169	-\$5,212	
Conservancy Assessments & Fees	\$123,173	\$103,600	\$19,573		\$757,829	\$725,200	\$32,629	
Other Income	\$14,537	\$1,604	\$12,933		\$77,583	\$7,631	\$69,952	
Total Revenue	\$208,794	\$160,126	\$48,668	30%	\$1,067,666	\$1,013,695	\$53,971	5%
Cost of Goods Sold								
COGS - Farm Production	\$4,381	\$6,666	-\$2,285		\$47,996	\$59,521	-\$12,351	
COGS - Retail	\$18,599	\$8,601	\$9,998		\$50,206	\$24,609	\$25,597	
COGS - CSA	\$6,345	\$4,650	\$1,695		\$37,425	\$23,757	\$13,668	
COGS - Livestock	\$1,510	\$1,442	\$68		\$21,142	\$14,241	\$6,901	
COGS - Programs	\$659	\$1,215	-\$556		\$1,966	\$3,159	-\$1,193	
COGS - Labor	\$11,484	\$12,733	-\$1,249		\$49,906	\$52,136	-\$2,230	
Total Cost of Goods Sold	\$42,978	\$35,307	\$7,671	21%	\$208,642	\$177,423	\$31,219	17%
Gross Profit	\$165,816	\$124,819	\$40,997	33%	\$859,024	\$836,272	\$22,752	3%
Expense								
Advertising & Marketing	\$375	\$634	-\$259		\$3,354	\$9,268	-\$5,914	
Maintenance	\$10,245	\$10,593	-\$348		\$60,371	\$77,352	-\$16,981	
Land Stewardship	\$10,497	\$4,583	\$5,914		\$31,280	\$25,082	\$6,198	
Payroll & Benefits	\$56,580	\$64,958	-\$8,378		\$413,832	\$481,052	-\$67,220	
General & Administrative	\$8,905	\$4,173	\$4,732		\$46,825	\$36,937	\$9,888	
Taxes	\$3,767	\$884	\$2,883		\$28,006	\$26,036	\$1,970	
Insurance	\$2,573	\$3,792	-\$1,219		\$22,803	\$26,544	-\$3,742	
Total Expense	\$92,942	\$89,617	\$3,325	3%	\$606,471	\$682,271	-\$75,801	-11%
Operating Income	\$72,874	\$35,202	\$37,672	108%	\$252,553	\$154,001	\$98,552	64%
Depreciation	\$20,714	\$5,065	\$15,649		\$144,999	\$35,455	\$109,544	
Net Income	\$52,160	\$30,137	\$22,023	73%	\$107,554	\$118,546	-\$10,992	-9%

