

Willowsford Conservancy Balance Sheet

	7/31/2020	7/31/2019	Change	Note
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	-
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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	<i>\$332,838</i>	
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 Statement

						202	2020 Full Year						
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	ΛΤΟ
Revenue						,							
CSA Revenue	\$11,004	\$11,034	\$3,119	\$7,332	\$15,426	\$77,372	\$61,706	\$0	\$0	\$0	\$0	\$0	\$186,993
Retail Revenue	\$735	\$432	\$4,280	\$12,919	\$1,168	\$2,653	\$4,305	\$0	\$0	\$0	\$0	\$0	\$26,493
Wholesale Revenue	\$583	\$531	\$2,276	\$1,343	\$1,950	\$3,641	\$4,487	\$0	\$0	\$0	\$0	\$0	\$14,810
Program Revenue	\$0	\$227	\$89	\$2,883	\$0	\$172	\$586	\$0	\$0	\$0	\$0	\$0	\$3,957
Conservancy Assessments & Fees	\$95,493	\$83,120	\$91,515	\$131,023	\$106,762	\$126,745	\$123,173	\$0	\$0	\$0	\$0	\$0	\$757,829
Other Income	\$57	\$0	\$0	\$2,491	\$0	\$60,498	\$14,537	\$0	\$0	\$0	\$0	\$0	\$77,583
Total Revenue	\$107,871	\$95,344	\$101,279	\$157,991	\$125,307	\$271,080	\$208,794	\$0	\$0	\$0	\$0	\$0	\$1,067,666
Cost of Goods Sold													
COGS - Farm Production	\$6,590	\$8,618	\$12,918	\$6,389	\$6,101	\$2,999	\$4,381	\$0	\$0	\$0	\$0	\$0	\$47,996
COGS - Retail	\$1,806	\$1,778	\$208	\$1,831	\$11,654	\$14,330	\$18,599	\$0	\$0	\$0	\$0	\$0	\$50,206
COGS - CSA	\$4,744	\$2,840	\$3,214	\$12,895	\$10	\$7,376	\$6,345	\$0	\$0	\$0	\$0	\$0	\$37,425
COGS - Livestock	\$6,487	\$5,437	\$1,207	\$4,698	\$572	\$1,231	\$1,510	\$0	\$0	\$0	\$0	\$0	\$21,142
COGS - Programs	\$486	\$0	669\$	\$66	\$6	\$47	\$659	\$0	\$0	\$0	\$0	\$0	\$1,966
COGS - Labor	\$234	\$717	\$3,913	\$10,882	\$10,858	\$11,818	\$11,484	\$0	\$0	\$0	\$0	\$0	\$49,906
Total Cost of Goods Sold	\$20,348	\$19,390	\$22,160	\$36,761	\$29,203	\$37,802	\$42,978	\$0	\$0	\$0	\$0	\$0	\$208,642
Gross Profit	\$87,524	\$75,954	\$79,119	\$121,229	\$96,103	\$233,278	\$165,816	\$0	\$0	\$0	\$0	\$0	\$859,024
Expense													
Advertising & Marketing	-\$487	\$1,637	\$365	\$489	\$300	\$675	\$375	\$0	\$0	\$0	\$0	\$0	\$3,354
Maintenance	\$5,311	\$4,259	\$5,581	\$6,364	\$17,781	\$11,452	\$10,245	\$0	\$0	\$0	\$0	\$0	\$60,992
Land Stewardship	\$0	\$0	\$760	\$3,608	\$153	\$15,640	\$10,497	\$0	\$0	\$0	\$0	\$0	\$30,659
Payroll & Benefits	\$56,890	\$59,806	\$71,324	\$56,789	\$54,606	\$57,837	\$56,580	\$0	\$0	\$0	\$0	\$0	\$413,832
General & Administrative	\$2,501	\$15,805	\$2,726	\$7,125	\$4,982	\$4,781	\$8,905	\$0	\$0	\$0	\$0	\$0	\$46,825
Taxes	\$3,767	\$3,767	\$3,767	\$3,767	\$5,393	\$3,778	\$3,767	\$0	\$0	\$0	\$0	\$0	\$28,006
Insurance	\$4,274	\$3,391	\$3,391	\$3,391	\$4,263	\$1,518	\$2,573	\$0	\$0	\$0	\$0	\$0	\$22,803
Total Expense	\$72,255	\$88,664	\$87,915	\$81,533	\$87,479	\$95,681	\$92,942	\$0	0\$	0\$	0\$	0\$	\$606,470
Operating Income	\$15,268	-\$12,710	-\$8,796	\$39,696	\$8,624	\$137,597	\$72,874	\$0	\$0	\$0	\$0	\$0	\$252,553
Depreciation	\$20,714	\$20,714	\$20,714	\$20,714	\$20,714	\$20,714	\$20,714	\$0	\$0	\$0	\$0	\$0	\$144,999
Net Income	-\$5,446	-\$33,424	-\$29,511	\$18,982	-\$12,090	\$116,883	\$52,160	\$0	\$0	\$0	\$0	\$0	\$107,554



Willowsford Conservancy

Income Variance Report

		Jul-20				Year to Da	ite	
	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	-\$1 <i>6,699</i>	
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%
				40000	\$252,553	\$154,001	don rra	64%
Operating Income	\$72 <i>,</i> 874	\$35,202	\$37,672	108%	\$232,333	\$154,001	\$98,552	04/0
Operating Income Depreciation	\$72,874 \$20,714	\$35,202 \$5,065	\$ 37,672 \$15,649		\$144,999	\$35,455	\$98,552 \$109,544	04/0

	in 2019	budgeted in 2019	sonian Deer Study billing k	General & Admin reflects \$11,400 delayed Smithsonian Deer Study billing	General & Admin reflec
			e work requirements	Land Stewardship expenses reflect increased tree work requirements	Land Stewardship expe
			mmer Camps.	Program revenue reflects cancellation of 2020 Summer Camps.	Program revenue reflec
			oudget at year-end.	Both accounts are expeced to perform above budget at year-end	Both accounts are ex
-Dec is \$259,000.	d Farm revenue Aug	. Deferre	penses are actual to date	CSA and Retail revenue is deferred while Farm expenses are actual to date. Deferred Farm revenue Aug-Dec is \$259,000	CSA and Retail revenue
					Income Variance Report
			otes	Financial Statements - No	Willowsford Conservancy July 31 Financial Statements - Notes