

Willowsford Conservancy									
Farm & Conservancy Year-To-Date Actual Versus Budgeted - Summary									
January - March, 2021									
	Willowsford Conservancy			Willowsford Farm			Total		
	Actual	Budget	Budget	Actual	Budget	Budget	Actual	Budget	Budget
Revenue									
4000 Sales Revenue			0	41,860	34,961	6,899	41,860	34,961	6,899
4200 Retail Revenue	3,894	1,497	2,397	4,912	0	4,912	8,806	1,497	7,309
4300 Wholesale Revenue			0	5,415	4,545	870	5,415	4,545	870
4500 Program Revenue	317	400	-83	3,120	3,000	120	3,437	3,400	37
4600 Conservancy Assessments & Fees	348,051	315,500	32,551			0	348,051	315,500	32,551
4750 Other Income	350	0	350	4,200	2,500	1,700	4,550	2,500	2,050
Total Revenue	\$ 352,612	\$ 317,397	\$ 35,215	\$ 59,507	\$ 45,006	\$ 14,501	\$ 412,119	\$ 362,403	\$ 49,716
Cost of Goods Sold									
5100 Farm Production & General Exp.			0	11,955	29,600	-17,645	11,955	29,600	-17,645
5200 Retail	158	0	158	17,960	27,517	-9,557	18,119	27,517	-9,398
5310 COGS - Layer Costs			0	1,990	3,800	-1,810	1,990	3,800	-1,810
5500 COGS - Programs, Classes, Events	171	200	-29	947	0	947	1,118	200	918
5900 Seasonal Wages	1,349	0	1,349	1,698	0	1,698	3,047	0	3,047
Total Cost of Goods Sold	\$ 1,678	\$ 200	\$ 1,478	\$ 34,550	\$ 60,917	-\$ 26,367	\$ 36,228	\$ 61,117	-\$ 24,889
Gross Profit	\$ 350,934	\$ 317,197	\$ 33,737	\$ 24,957	-\$ 15,911	\$ 40,868	\$ 375,891	\$ 301,286	\$ 74,605
Expenditures									
6000 Advertising and Marketing	983	2,830	-1,847	1,281	7,500	-6,219	2,264	10,330	-8,066
6100 Maintenance	10,302	25,880	-15,578	8,403	15,550	-7,147	18,706	41,430	-22,724
6300 Land Stewardship	7,099	8,698	-1,599			0	7,099	8,698	-1,599
6400 FF&E - Non-Capitalized			0		500	-500	0	500	-500
7000 Payroll and Benefits	120,395	121,495	-1,100	45,410	52,682	-7,272	165,805	174,177	-8,372
7100 Employee Housing	2,032	5,290	-3,258			0	2,032	5,290	-3,258
7200 General & Administrative	25,683	29,820	-4,137	3,015	4,221	-1,206	28,697	34,041	-5,344
8000 Taxes	11,250	11,250	0		0	0	11,250	11,250	0
8100 Insurance	4,522	6,000	-1,478	3,734	5,375	-1,641	8,256	11,375	-3,119
Total Expenditures	\$ 182,266	\$ 211,263	-\$ 28,997	\$ 61,843	\$ 85,828	-\$ 23,984	\$ 244,109	\$ 297,091	-\$ 52,981
Net Operating Revenue	\$ 168,668	\$ 105,934	\$ 62,734	-\$ 36,886	-\$ 101,739	\$ 64,852	\$ 131,781	\$ 4,195	\$ 127,586

Other Revenue										
8300 Investment & Interest Income	34,376		34,376	0			34,376	0	34,376	
Total Other Revenue	\$ 34,376	\$ 0	\$ 34,376	\$ 0	\$ 0	\$ 0	\$ 34,376	\$ 0	\$ 34,376	
Other Expenditures										
8200 Depreciation	22,008	22,008	0	40,416	40,584	-168	62,424	62,592	-168	
84100 Capital Expense		14,000	-14,000	12,940	6,300	6,640	12,940	20,300	-7,360	
Total Other Expenditures	\$ 22,008	\$ 36,008	-\$ 14,000	\$ 53,356	\$ 46,884	\$ 6,472	\$ 75,364	\$ 82,892	-\$ 7,528	
Net Other Revenue	\$ 12,368	-\$ 36,008	\$ 48,376	-\$ 53,356	-\$ 46,884	-\$ 6,472	-\$ 40,988	-\$ 82,892	\$ 41,904	
Net Revenue	\$ 181,036	\$ 69,926	\$ 111,110	-\$ 90,242	-\$ 148,623	\$ 58,380	\$ 90,794	-\$ 78,697	\$ 169,490	

Willowsford Conservancy
Statement of Cash Flows
January - March, 2021

	Total
OPERATING ACTIVITIES	
Net Revenue	90,794
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
1149 Accounts Receivable	264
13200 Prepaid Expenditures:Prepaid Expenditures	10,910
16210 Accumulated Depreciation:A/D - Land Improvements	10,602
16220 Accumulated Depreciation:A/D - Bldg & Improvements	21,399
16230 Accumulated Depreciation:A/D - Bldg & Improvements - Housing	8,229
16250 Accumulated Depreciation:A/D - Furniture & Fixtures	2,268
16260 Accumulated Depreciation:A/D - Equipment	1,453
16270 Accumulated Depreciation:A/D - Vehicles	6,141
2000 Accounts Payable	4,849
23010 Other Liabilities:Accrued Expenses	11,250
23040 Other Liabilities:Renter's Deposits	-939
23221 Other Liabilities:Virginia Dept of Revenue Payable	-275
24200 Payroll Liabilities:Flex Benefit Payable	-1,710
26200 Deferred Revenue:Deferred Revenue - CSA Prepayments	70,530
26250 Deferred Revenue:26250 Deferred Revenue- CSA Winter Shares	-24,633
26300 Deferred Revenue:Deferred Revenue - Other	1,019
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	\$ 121,357
Net cash provided by operating activities	\$ 212,151
INVESTING ACTIVITIES	
16160 Fixed Assets:Equipment	23,804
17020 Other Assets:Endowment Funds	-38,781
Net cash provided by investing activities	-\$ 14,977
FINANCING ACTIVITIES	
27020 Note Payable - Chevy	-6,300
Prior Year Adjustments	-9,346
Net cash provided by financing activities	-\$ 15,646
Net cash increase for period	\$ 181,528
Cash at beginning of period	710,937
Cash at end of period	\$ 892,466

Willowsford Conservancy

Statement of Financial Position - Current & Previous Year - Summary

As of March 31, 2021

	Total	
	As of Mar 31, 2021	As of Mar 31, 2020 (PY)
ASSETS		
Current Assets		
Bank Accounts	863,985	281,802
Accounts Receivable	1,242	4,560
Other Current Assets	60,471	20,172
Total Current Assets	\$ 925,697	\$ 306,534
Fixed Assets	5,873,052	5,864,075
Other Assets	1,086,123	0
TOTAL ASSETS	\$ 7,884,871	\$ 6,170,609
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	22,486	1,699
Other Current Liabilities	132,437	134,574
Total Current Liabilities	\$ 154,923	\$ 136,273
Long-Term Liabilities	48,747	0
Total Liabilities	\$ 203,670	\$ 136,273
Equity	7,681,201	6,034,336
TOTAL LIABILITIES AND EQUITY	\$ 7,884,871	\$ 6,170,609