

Willowsford Conservancy
Farm & Conservancy YTD Actual Versus Budgeted - Summary

January - June, 2021

	Willowsford Conservancy			Willowsford Farm			Total		
	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget
Revenue									
4000 Sales Revenue			0	127,343	131,292	-3,949	127,343	131,292	-3,949
4200 Retail Revenue	7,199	2,983	4,216	10,809	6,146	4,663	18,008	9,129	8,879
4300 Wholesale Revenue			0	15,059	11,090	3,969	15,059	11,090	3,969
4500 Program Revenue	512	1,400	-888	3,120	3,000	120	3,632	4,400	-768
4600 Conservancy Assessments & Fees	763,623	646,001	117,622			0	763,623	646,001	117,622
4750 Other Income	2,320	1,300	1,020	7,200	5,000	2,200	9,520	6,300	3,220
Total Revenue	\$ 773,654	\$ 651,684	\$ 121,970	\$ 163,531	\$ 156,528	\$ 7,003	\$ 937,185	\$ 808,212	\$ 128,973
Cost of Goods Sold									
5100 Farm Production & General Exp.			0	24,549	37,100	-12,551	24,549	37,100	-12,551
5200 Retail	2,365	0	2,365	65,433	78,616	-13,183	67,798	78,616	-10,818
5310 COGS - Layer Costs			0	7,572	7,500	72	7,572	7,500	72
5500 COGS - Programs, Classes, Events	171	2,100	-1,929	947	1,300	-353	1,118	3,400	-2,282
5900 Seasonal Wages	7,278	3,817	3,461	27,335	38,650	-11,315	34,612	42,466	-7,854
Total Cost of Goods Sold	\$ 9,814	\$ 5,917	\$ 3,898	\$ 125,836	\$ 163,166	\$ 37,330	\$ 135,650	\$ 169,082	\$ 33,432
Gross Profit	\$ 763,840	\$ 645,768	\$ 118,072	\$ 37,695	\$ 6,638	\$ 44,333	\$ 801,535	\$ 639,130	\$ 162,405
Expenditures									
6000 Advertising and Marketing	1,899	4,720	-2,821	1,281	13,750	-12,469	3,180	18,470	-15,290
6100 Maintenance	36,831	58,500	-21,669	22,954	23,900	-946	59,784	82,400	-22,616
6300 Land Stewardship	16,081	27,896	-11,815			0	16,081	27,896	-11,815
6400 FF&E - Non-Capitalized			0		1,000	-1,000	0	1,000	-1,000
7000 Payroll and Benefits	257,201	260,813	-3,612	91,456	113,177	-21,721	348,657	373,990	-25,333
7100 Employee Housing	7,431	-3,209	10,640			0	7,431	-3,209	10,640
7200 General & Administrative	58,301	62,592	-4,291	8,481	7,763	718	66,782	70,355	-3,573
8000 Taxes	24,545	23,500	1,045	1,205	1,765	-560	25,749	25,265	484
8100 Insurance	8,226	12,000	-3,774	9,122	10,750	-1,628	17,348	22,750	-5,402
Total Expenditures	\$ 410,515	\$ 446,812	\$ 36,297	\$ 134,498	\$ 172,105	\$ 37,607	\$ 545,013	\$ 618,917	\$ 73,904
Net Operating Revenue	\$ 353,325	\$ 198,956	\$ 154,370	\$ 96,803	\$ -178,743	\$ 81,939	\$ 256,522	\$ 20,213	\$ 236,309
Other Revenue									
8300 Investment & Interest Income	99,709		99,709			0	99,709		99,709
Total Other Revenue	\$ 99,709	\$ 0	\$ 99,709	\$ 0	\$ 0	\$ 0	\$ 99,709	\$ 0	\$ 99,709
Other Expenditures									
8200 Depreciation	44,016	44,016	0	80,495	81,168	-673	124,511	125,184	-673
84100 Capital Expense	10,424	14,000	-3,576	12,940	12,600	340	23,364	26,600	-3,236
84200 Interest Expense			0	1,708		1,708	1,708		1,708
Total Other Expenditures	\$ 54,440	\$ 58,016	\$ 3,576	\$ 95,143	\$ 93,768	\$ 1,375	\$ 149,582	\$ 151,784	\$ 2,202
Net Other Revenue	\$ 45,269	\$ 58,016	\$ 103,285	\$ 95,143	\$ 93,768	\$ 1,375	\$ 49,874	\$ 151,784	\$ 101,910
Net Revenue	\$ 398,595	\$ 140,940	\$ 257,655	\$ 191,946	\$ -272,511	\$ 80,564	\$ 206,648	\$ 131,571	\$ 338,219

	A	B
1	Willowsford Conservancy	
2	Statement of Cash Flows	
3	January - June, 2021	
4		
5		Total
6	OPERATING ACTIVITIES	
7	Net Revenue	206,648
8	Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
9	1149 Accounts Receivable	66
10	13100 Prepaid Expenditures:Prepaid Expenditures - CSA	1,280
11	13200 Prepaid Expenditures:Prepaid Expenditures	3,109
12	16210 Accumulated Depreciation:MD - Land Improvements	21,204
13	16220 Accumulated Depreciation:MD - Bldg & Improvements	42,798
14	16230 Accumulated Depreciation:MD - Bldg & Improvements - Housing	16,458
15	16250 Accumulated Depreciation:MD - Furniture & Fixtures	4,536
16	16260 Accumulated Depreciation:MD - Equipment	14,901
17	16270 Accumulated Depreciation:MD - Vehicles	12,282
18	2000 Accounts Payable	-537
19	23020 Other Liabilities:Unearned PayPal Income	50
20	23040 Other Liabilities:Renter's Deposits	814
21	23221 Other Liabilities:Virginia Dept of Revenue Payable	-1,494
22	24200 Payroll Liabilities:Flex Benefit Payable	-1,508
23	26200 Deferred Revenue:Deferred Revenue - CSA Prepayments	93,481
24	26250 Deferred Revenue:26250 Deferred Revenue - CSA Winter Shares	-24,633
25	Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	182,806
26	Net cash provided by operating activities	\$ 389,455
27	INVESTING ACTIVITIES	
28	16160 Fixed Assets:Equipment	23,804
29	17020 Other Assets:Endowment Funds	-104,091
30	Net cash provided by Investing activities	-\$ 80,287
31	FINANCING ACTIVITIES	
32	27020 Note Payable - Chevy	-10,892
33	Prior Year Adjustments	-9,346
34	Net cash provided by financing activities	-\$ 20,238
35	Net cash increase for period	\$ 288,929
36	Cash at beginning of period	710,937
37	Cash at end of period	\$ 999,867

Willowsford Conservancy

Statement of Financial Position Comparison - Month & Year-To-Date Change Summary

As of June 30, 2021

	TOTAL	
	AS OF JUN 30, 2021	AS OF JUN 30, 2020 (PP)
		CHANGE
ASSETS		
Current Assets		
Bank Accounts	\$939,575	\$416,600
Accounts Receivable	\$1,440	\$8,546
Other Current Assets	\$98,804	\$71,446
Total Current Assets	\$1,039,818	\$496,593
Fixed Assets	\$5,810,951	\$5,874,944
Other Assets	\$1,151,433	\$0
TOTAL ASSETS	\$8,002,202	\$6,371,537
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities	\$161,005	\$188,500
Long-Term Liabilities	\$44,155	\$63,012
Total Liabilities	\$205,160	\$251,511
Equity	\$7,797,043	\$6,120,026
TOTAL LIABILITIES AND EQUITY	\$8,002,202	\$6,371,537
		\$1,630,665