

Willowsford Conservancy
Statement of Activity YTD Actual Versus Budgeted - Summary
January - August, 2021

	Willowsford Conservancy			Willowsford Farm			Total		
	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget
Revenue									
4000 Sales Revenue	0	0	0	240,991	273,091	-32,100	240,991	273,091	-32,100
4200 Retail Revenue	8,546	3,622	4,924	17,240	11,863	5,377	25,786	15,485	10,301
4300 Wholesale Revenue	0	0	0	21,339	20,120	1,219	21,339	20,120	1,219
4500 Program Revenue	1,767	2,350	-583	9,870	11,000	-1,130	11,637	13,350	-1,713
4600 Conservancy Assessments & Fees	1,034,069	866,335	167,734	0	0	0	1,034,069	866,335	167,734
4750 Other Income	2,760	3,700	-940	10,200	7,500	2,700	12,960	11,200	1,760
Total Revenue	\$ 1,047,142	\$ 876,007	\$ 171,135	\$ 299,640	\$ 323,574	-\$ 23,934	\$ 1,346,783	\$ 1,199,581	\$ 147,202
Cost of Goods Sold									
5100 Farm Production & General Exp.	0	0	0	35,264	42,550	-7,286	35,264	42,550	-7,286
5200 Retail	2,728	0	2,728	108,206	109,730	-1,524	110,933	109,730	1,203
5310 COGS - Layer Costs	0	0	0	12,732	10,250	2,482	12,732	10,250	2,482
5500 COGS - Programs, Classes, Events	866	2,650	-1,784	2,674	3,800	-1,126	3,540	6,450	-2,910
5900 Seasonal Wages	15,201	8,367	6,834	46,602	71,170	-24,567	61,804	79,537	-17,733
Total Cost of Goods Sold	\$ 18,795	\$ 11,017	\$ 7,778	\$ 205,478	\$ 237,500	-\$ 32,022	\$ 224,272	\$ 248,517	-\$ 24,244
Gross Profit	\$ 1,028,348	\$ 864,990	\$ 163,358	\$ 94,163	\$ 86,075	\$ 8,088	\$ 1,122,510	\$ 951,065	\$ 171,446
Expenditures									
6000 Advertising and Marketing	2,499	5,980	-3,481	10,306	17,750	-7,444	12,805	23,730	-10,925
6100 Maintenance	46,324	75,450	-29,126	31,100	30,700	400	77,424	106,150	-28,726
6300 Land Stewardship	22,704	40,978	-18,274	0	0	0	22,704	40,978	-18,274
6400 FF&E - Non-Capitalized	0	0	0	0	1,000	-1,000	0	1,000	-1,000
7000 Payroll and Benefits	335,787	340,449	-4,662	129,203	147,814	-18,611	464,990	488,263	-23,273
7100 Employee Housing	3,452	-7,963	11,415			0	3,452	-7,963	11,415
7200 General & Administrative	80,338	80,690	-352	10,458	9,884	574	90,796	90,574	222
8000 Taxes	32,084	31,000	1,084	1,205	1,765	-560	33,288	32,765	523
8100 Insurance	10,541	16,000	-5,459	11,248	14,333	-3,086	21,789	30,333	-8,545
Total Expenditures	\$ 533,729	\$ 582,584	-\$ 48,855	\$ 193,520	\$ 223,246	-\$ 29,727	\$ 727,248	\$ 805,830	-\$ 78,582
Net Operating Revenue	\$ 494,619	\$ 282,406	\$ 212,213	-\$ 99,357	-\$ 137,172	\$ 37,815	\$ 395,262	\$ 145,234	\$ 250,028
Other Revenue									
8300 Investment & Interest Income	129,597	0	129,597	0	0	0	129,597	0	129,597
Total Other Revenue	\$ 129,597	\$ 0	\$ 129,597	\$ 0	\$ 0	\$ 0	\$ 129,597	\$ 0	\$ 129,597
Other Expenditures									
8200 Depreciation	58,688	58,688	0	107,215	108,224	-1,009	165,903	166,912	-1,009
84100 Capital Expense	22,904	14,000	8,904	12,940	16,800	-3,860	35,844	30,800	5,044
84200 Interest Expense	0	0	0	2,205	0	2,205	2,205	0	2,205
Total Other Expenditures	\$ 81,592	\$ 72,688	\$ 8,904	\$ 122,360	\$ 125,024	-\$ 2,664	\$ 203,951	\$ 197,712	\$ 6,239
Net Other Revenue	\$ 48,006	-\$ 72,688	\$ 120,694	-\$ 122,360	-\$ 125,024	\$ 2,664	-\$ 74,354	-\$ 197,712	\$ 123,358
Net Revenue	\$ 542,625	\$ 209,718	\$ 332,907	-\$ 221,717	-\$ 262,196	\$ 40,479	\$ 320,908	-\$ 52,478	\$ 373,386

Willowsford Conservancy
Statement of Cash Flows
January - August, 2021

	Total
OPERATING ACTIVITIES	
Net Revenue	320,908
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
1149 Accounts Receivable	-8,725
13100 Prepaid Expenditures:Prepaid Expenditures - CSA	-880
13200 Prepaid Expenditures:Prepaid Expenditures	12,566
16210 Accumulated Depreciation:A/D - Land Improvements	28,272
16220 Accumulated Depreciation:A/D - Bldg & Improvements	57,064
16230 Accumulated Depreciation:A/D - Bldg & Improvements - Housing	21,944
16250 Accumulated Depreciation:A/D - Furniture & Fixtures	6,048
16260 Accumulated Depreciation:A/D - Equipment	23,867
16270 Accumulated Depreciation:A/D - Vehicles	16,376
2000 Accounts Payable	-5,029
23010 Other Liabilities:Accrued Expenses	7,500
23020 Other Liabilities:Unearned PayPal Income	8,355
23040 Other Liabilities:Renter's Deposits	814
23221 Other Liabilities:Virginia Dept of Revenue Payable	276
24200 Payroll Liabilities:Flex Benefit Payable	-1,099
26200 Deferred Revenue:Deferred Revenue - CSA Prepayments	37,328
26250 Deferred Revenue:26250 Deferred Revenue- CSA Winter Shares	-24,633
26300 Deferred Revenue:Deferred Revenue - Other	89,253
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	\$ 269,297
Net cash provided by operating activities	\$ 590,205
INVESTING ACTIVITIES	
16110 Fixed Assets:Land Improvements	1
16160 Fixed Assets:Equipment	23,803
16170 Fixed Assets:Vehicles	1
17020 Other Assets:Endowment Funds	-133,964
Net cash provided by investing activities	-\$ 110,159
FINANCING ACTIVITIES	
27020 Note Payable - Chevy	-14,595
Prior Year Adjustments	-9,346
Net cash provided by financing activities	-\$ 23,941
Net cash increase for period	\$ 456,105
Cash at beginning of period	710,937
Cash at end of period	\$ 1,167,042