

Willowsford Conservancy - FY2023

	FY23 Budget	FY 22 Projections	FY22 Budget	\$\$ Change FY23 Budget to FY22 Projected	Notes
REVENUE					
Annual Assessments	\$1,277,305	\$1,173,959	\$1,173,000	\$ 103,346	An Increase of 8% per HH \$137.70 per quarter - based on 2319 Settlements
Transfer Fee Income Resales	\$ 308,717	\$ 304,056	\$ 347,625	\$ 4,661	Resale rate of 3.75% based on average home sale of \$1.42
Builders Fees New Home Sales	\$ 1,500	\$ 13,000	\$ 11,000	\$ (11,500)	Near full development - Estimate 3 New home sales
Amenity Rentals	\$ 4,050	\$ 3,625	\$ 6,000	\$ 425	Revenue based on FY 22 Projections
Program Revenue	\$ 21,500	\$ 18,029	\$ 39,000	\$ 3,471	Revenue based on FY 22 Projections
Net Farm Revenue	\$ 201,037	\$ 139,540	\$ 276,325	\$ 61,497	FY23 projects increase in CSA Subscriptions & online farm stand sales. (FY22 scaling plans changed/platform delayed marketing.)
Net Firewood Sales	\$ 11,000	\$ 11,154	\$ 7,500	\$ (154)	FY23 Budget reflects increased demand
Grants & Contributions	\$ 68,000	\$ 34,590	\$ 6,300	\$ 33,410	Increase in Grant Activity
Lease Income	\$ 18,000	\$ 18,844	\$ 38,400	\$ (844)	Tenant houses not fully occupied until capital improvements are made
Total Revenue	\$1,911,109	\$1,716,797	\$1,905,150	\$ 5,959	
EXPENSE					
6100 Maintenance, Equipment & Supplies					
61001 R&M Amenities	\$ 3,100	\$ 2,400	\$ 8,000	\$ 700	Cedar Pond & Hidden Meadow Staining
61003 R&M Buildings & Facilities	\$ 9,800	\$ 11,000	\$ 10,000	\$ (1,200)	Fleetwood Maintenance - Well; Boat House,
61005 R&M Vehicles & Equipment	\$ 33,500	\$ 20,000	\$ 28,000	\$ 13,500	Truck and Equipment Maintenance, Skid Steer & Tires; Tractor repairs, new tractor tires, tune up reefer unit
61015 Signage/Wayfinding info	\$ 3,000	\$ 1,500	\$ 3,000	\$ 1,500	Signage & Wayfinding - 4 Villages, 4 Trail Head
6120 Grounds Maintenance	\$ 48,000	\$ 16,000	\$ 22,000	\$ 32,000	Farm Stand, Native Garden Maintenance, and Outsourced Mowing (new)
61025 R&M Fuel	\$ 16,100	\$ 16,000	\$ 12,500	\$ 100	Fuel (increased costs since 2022)
61045 Tools & Supplies	\$ 7,800	\$ 13,000	\$ 3,500	\$ (5,200)	Tools & Supplies for staff & volunteers
61055 Trail Maintenance	\$ 24,000	\$ 20,000	\$ 24,000	\$ 4,000	Lumber, nails, debris to landfill, stone aggregate, etc.
61060 Equipment Lease & Rental	\$ 6,300	\$ 500	\$ 2,800	\$ 5,800	Rental - Wood Chipper; PortaPotty
61080 FF&E Non-Capitalized	\$ 2,000	\$ 1,500	\$ 40,900	\$ 500	
61065 Utilities	\$ 25,800	\$ 18,000	\$ 32,100	\$ 7,800	
6100 Maintenance, Equipment & Supplies	\$ 171,600	\$ 119,900	\$ 186,800	\$ 51,700	
6300 Land Stewardship					
63010 Forest Management	\$ 20,400	\$ 30,000		\$ (9,600)	Plantings, Controlled Burn, Oak Seedling Release, Trees, Material
63011 Tree Work Contracts	\$ 40,000	\$ 11,000	\$ 46,000	\$ 29,000	Tree Work Contracts - Large Tree Removal - Weather Informed
63015 Wildlife Management	\$ 2,000	\$ 4,100		\$ (2,100)	Beaver & muskrat removal from Twin Ponds
63020 Ponds, Wetlands, Streams	\$ 2,000	\$ 1,200	\$ 2,000	\$ 800	Barley Extract, Pond Clear, Muck Away
63025 Meadows & Grasslands	\$ 4,000	\$ 3,000	\$ 4,000	\$ 1,000	Controlled Burn & Seed
63030 Invasive Species Management	\$ 1,000	\$ 1,000	\$ 2,200	\$ -	Backpack sprayers, herbicides
Total 6300 Land Stewardship	\$ 69,400	\$ 50,300	\$ 54,200	\$ 19,100	
6400 Events					
55005 Equipment & Supplies	\$ 6,100	\$ 3,000	\$ 8,500	\$ 3,100	Camp-over supplies, Bird Box Kits, Earth Day, PortaPotty Rentals
55006 Catering	\$ 4,000	\$ 1,700	\$ 4,000	\$ 2,300	Bonfire and Signature Event Catering
55007 Entertainment	\$ 1,100	\$ 1,000	\$ 1,000	\$ 100	Two events - CampOver - Earth Day
Total 6400 Events	\$ 11,200	\$ 5,700	\$ 13,500	\$ 5,500	
7000 Payroll and Benefits					
70105 Total Compensation	\$1,178,473	\$1,104,255	\$1,154,255	\$ 74,218	13FTE/2 Seasonal; Benefits, Health,HSD, STD, 401K, Workers Comp. FY22 had open billets. 2% increase over FY22 Budget
Payroll Processing Fees	\$ 5,100	\$ 4,659	\$ 4,425	\$ 441	Payroll Processing Fees- 24 - Semi-Monthly
Total 7000 Payroll and Benefits	\$1,183,573	\$1,108,914	\$1,158,680	\$ 74,659	
7100 Employee Housing					
71010 Utilities	\$ 1,900	\$ 1,500	\$ 800	\$ 400	Utilities Tenant Houses/Conservancy expense during improvements
71015 R&M Misc Expenses	\$ 5,000	\$ 3,000	\$ 5,000	\$ 2,000	Repairs & Maintenance
71020 FF&E	\$ 1,000	\$ 1,000	\$ 1,500	\$ -	Furniture, Fixtures, Equipment (not capitalized)
71060 Property Management Fees			\$ 6,000	\$ -	Opted of 3rd Party Property Management
Total 7100 Employee Housing	\$ 7,900	\$ 5,500	\$ 13,300	\$ 2,400	

7200 General & Administrative					
72007 Uniforms & PPE	\$ 1,800	\$ 900	\$ 2,200	\$ 900	
72010 Website	\$ 6,963	\$ 8,800	\$ 7,000	\$ (1,837)	Website Maintenance (new website 2022)
72013 Volunteers	\$ 900	\$ 725	\$ 850	\$ 175	Volunteer recognition, Volunteer Open House (X2)
72015 Supplies (incl. postage)	\$ 2,900	\$ 8,325	\$ 8,500	\$ (5,425)	
72031 Computer Software	\$ 11,433	\$ 11,500	\$ 4,800	\$ (67)	Includes Software as a Service (Upkeep, Microsoft)
72035 Communications Wireless & Office	\$ 12,400	\$ 15,000	\$ 16,100	\$ (2,600)	Telecommunications
72041 Printing & Reproductions	\$ 1,100	\$ 2,500	\$ 500	\$ (1,400)	Postcard Printing
72061 Banking Charges & Fees	\$ 300	\$ 350	\$ 350	\$ (50)	
Total 7200 General & Administrative	\$ 37,796	\$ 48,100	\$ 40,300	\$ (10,304)	
7300 Professional Fees					
73039 IT Consulting Fees	\$ 5,000	\$ 4,000	\$ 4,000	\$ 1,000	IT Consultant on demand
73043 Legal Fees	\$ 35,000	\$ 25,000	\$ 6,000	\$ 10,000	Increased legal will be required to pursue possible covenant changes; FY22 Executive Matters
73045 Accounting Fees	\$ 26,000	\$ 51,000	\$ 30,000	\$ (25,000)	Costs in FY23 reduced, as in FY22 outsourced accounting for partial year; returned it in-house in FY22. Includes our annual audit and preparation of 990
73047 Other Professional Fees	\$ 54,120	\$ 15,000	\$ 16,000	\$ 39,120	Includes security fees to HOA: outsourced marketing services to increase CSA sales, the backbone of the farm. Repurposes a portion of an FTE.
Total 7300 Professional Fees	\$ 120,120	\$ 95,000	\$ 56,000	\$ 64,120	
7400 Travel & Staffing					
74001 Travel	\$ 2,000	\$ 700	\$ 3,700	\$ 1,300	Travel for Conferences & Professional Development
74011 Employee Recognition	\$ 9,650	\$ 5,425	\$ 3,200	\$ 4,225	Staff engagement activities, inclusive of staff directed allowance
74005 Meals	\$ 1,840	\$ 1,700		\$ 140	Meal expense at staff and stakeholder meetings
74057 Recruiting & Hiring	\$ 27,767	\$ 21,237	\$ 1,800	\$ 6,530	Executive Recruiting - \$40K in FY22/FY23
Total 7400 Travel & Staffing	\$ 41,257	\$ 29,062	\$ 8,700	\$ 12,195	
7500 Other Expenses					
75025 Marketing & Advertising	\$ 5,000	\$ 8,000	\$ 1,000	\$ (3,000)	Increasing activities to promote CSA Sales
72008 Education & Training	\$ 3,000	\$ 2,150	\$ 5,500	\$ 850	Training and certification expense
72049 Memberships & Dues	\$ 1,270	\$ 1,000	\$ 400	\$ 270	Professional Associations, Amazon Prime
72055 Permits, Licenses & Fees	\$ 2,400	\$ 4,000	\$ 8,100	\$ (1,600)	Permits for Events, Certifications, including organic farming
72063 Miscellaneous	\$ 1,500	\$ 1,500		\$ -	
72065 Special Project	\$ 4,900	\$ 30,000	\$ 35,700	\$ (25,100)	Seedling Nursery in 2023, Special project in FY2022 was Strategic Plan
Total 7500 Other Expenses	\$ 18,070	\$ 46,650	\$ 50,700	\$ (28,580)	
8000 Taxes					
80200 Personal Property Taxes	\$ 4,036	\$ 2,500	\$ 5,650	\$ 1,536	Personal Property Tax
80300 Real Estate Taxes	\$ 46,515	\$ 45,000	\$ 50,000	\$ 1,515	Property Tax - 117 parcels
Total 8000 Taxes	\$ 50,551	\$ 47,500	\$ 55,650	\$ (5,099)	
8100 Insurance					
81010 Insurance	\$ 38,986	\$ 38,000	\$ 39,500	\$ 986	
Total 8100 Insurance	\$ 38,986	\$ 38,000	\$ 39,500	\$ 986	
Total Operating Expenditures	\$1,750,453	\$1,594,626	\$1,677,330	\$ 73,123	
Capital Allocation & Reserve Contribution	\$ 160,656	\$ 100,000	\$ 227,745	\$ (67,089)	
Total Expenses	\$1,911,109	\$1,694,626	\$1,905,075	\$ 6,034	
Total Net Revenue	\$ -	\$ 22,171	\$ 75	\$ (75)	