

**Willowsford Conservancy - FY2024 Budget Summary**

	Farm	Land	Operations	FY24 Total	FY23 Forecast Total	Notes
<b>REVENUE</b>						
4010 Grants/Contributions/Easement Revenue		32,500	550,000	<b>582,500</b>	189,069	\$550k contribution from Conservancy's Endowment, plus \$32.5K from NOVEC Grant Year 2 (Paddock Gate)
4020 Conservancy Assessments & Fees			1,654,527	<b>1,654,527</b>	1,559,679	6% assessment increase to \$584/annum and assumption of 80 sales
4030 Farm Revenue	233,750			<b>233,750</b>	234,921	Goal is to increase CSA sales by 15-25% with marketing investment, but budget includes baseline 2023 number. Assumes strong farm stand sales like 2023.
4500 Program & Events Revenue	6,840	9,700	4,000	<b>20,540</b>	14,103	Bonfire, summer camp and revenue from programs & classes
4600 Land Revenue		16,200		<b>16,200</b>	15,220	Firewood & native plant sales and camping amenities
4700 Lease Revenue	1,800		18,000	<b>19,800</b>	14,900	Peach Orchard and Grant Farm leases and employee housing leases
<b>Total Revenue</b>	<b>242,390</b>	<b>58,400</b>	<b>2,226,527</b>	<b>2,527,317</b>	<b>2,027,892</b>	

**COST OF GOODS SOLD**

5100 COGS - Farm	66,500			<b>66,500</b>	66,161	All purchases for farm stand pantry, CSA augmentation, online sales, flowers. Purchases from partner farms for veg & fruit will increase if CSA sales increase
5200 Farm Production & General Exp.	43,000			<b>43,000</b>	25,100	CCOF organic certification, fuel, seeds, soil amendment (this has decreased due to improved soil health from \$16k in 2023 to \$8k in 2024), harvesting, packaging, weed control
5310 COGS - Layer Costs	27,650			<b>27,650</b>	23,007	Feed costs have increased dramatically due to soybean costs, packaging, etc
5400 COGS - Land Stewardship		3,837		<b>3,837</b>	4,186	Expenses for native plant production and purchasing fire racks
5900 Seasonal Wages	7,925			<b>7,925</b>	14,746	Seasonal labor for Farm (2 PT in summer). Land team will not have an intern
<b>Total Cost of Goods Sold</b>	<b>145,075</b>	<b>3,837</b>		<b>148,912</b>	<b>133,200</b>	
<b>Gross Profit</b>	<b>97,315</b>	<b>54,563</b>	<b>2,226,527</b>	<b>2,378,405</b>	<b>1,894,692</b>	

**EXPENSES**

6100 Maintenance	54,500	139,700	18,000	<b>212,200</b>	212,538	Trail maintenance (\$24k), mowing contract (\$48.5k), NOVEC/Paddock Gate (\$27k), vehicle maintenance, campsite port-a-johns & maintenance. Maintenance of farm equipment & vehicles, port-a-john rental at Farm Stand, equipment rental, tools
6200 Land Stewardship		54,200		<b>54,200</b>	50,355	Tree work (\$40k), meadows, forest, invasive removal, wildlife management

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6300 Programs, Classes, Events	3,605	10,800	3,000	17,405	17,280	Catering, entertainment and supplies for Bonfire & Earth Day, supplies for Conservancy role at HOA events, supplies for annual programs and classes, equipment rental such as port-a-johns
7000 Payroll and Benefits	422,274	412,128	353,900	1,188,302	1,094,746	Salaries, benefits, payroll, etc. Assumes 5% COLA but staff increase from 3%-10% depending upon performance or promotion potential.
7100 Employee Housing			16,400	16,400	33,183	Repairs and maintenance for three rented tenant houses
7200 General & Administrative	16,336	12,980	24,400	53,716	45,166	Web site hosting, computer software, app maintenance, subscriptions (GIS, Barn2Door, etc), phone lines, printing of promo materials, uniforms & PPE, supplies
7300 Professional Fees			84,664	84,664	96,905	Accounting, audit, sales support, communications support, security contribution, legal, strategic plan implementation, and other services
7400 Travel & Staffing	3,100	800	5,000	8,900	25,322	Minimal staff travel for local events or conference, catering for staff events, recruiting if needed
7500 Marketing & Other Expenses	2,750	4,400	32,100	39,250	8,779	Marketing & PR support, graphic design, digital ads, professional development, permits/fees
8000 Taxes			51,000	51,000	42,536	Personal property & real estate taxes
8100 Insurance			45,000	45,000	45,000	Insurance for all liability, property, materials, vehicles, etc (still investigating cost of adding prescribed burns - only one burn planned for 2024)
<b>Total Expenditures</b>	<b>502,565</b>	<b>635,008</b>	<b>633,464</b>	<b>1,771,037</b>	<b>1,671,810</b>	
<b>Net Operating Revenue</b>	<b>-405,250</b>	<b>-580,445</b>	<b>1,593,063</b>	<b>607,368</b>	<b>222,882</b>	
<b>Capital Expense</b>						
8410 Net Capital Transactions Sold vs Revenue	-10,000			-10,000	-2,700	Selling unused farm equipment
8411 Capital Expense	240,000	369,900		609,900	225,544	2023 Includes new tracker, cooler replacement, and upgraded electrical. 2024 includes: new greenhouse, renovations/replacement of two tenant houses, new road and parking at farm, irrigation fixes, and more, see Capex attachment for details.
<b>Total Other Expenditures</b>	<b>230,000</b>			<b>599,900</b>	<b>222,844</b>	
<b>Net Other Revenue</b>						
<b>Net Revenue</b>				<b>7,468</b>	<b>38</b>	