

**Willowsford Conservancy Revised Draft 2025 Budget (dated 11.25.24)**

	Farm			Land			Operations			Total			% Change 2024 Budget vs. 2025 Budget	Notes
	Budget 24	Forecast 24	Budget 25	Budget 24	Forecast 24	Budget 25	Budget 24	Forecast 24	Budget 25	Budget 24	Forecast 24	Budget 25		
<b>Revenue</b>														
<b>4000 Revenue</b>														
Total 4010 Grants/Contributions/Easement Revenue				32,500	50,000	22,150	550,000	0	0	582,500	50,000	22,150	-96.20%	\$50k actual is from NOVEC grant for Paddock Gate project; \$550k still to be withdrawn from Endowment pending donor approval (but already allocated per approved 2024 budget); \$300k expected from Easement for roundabout will be recognized in Dec 2024 (so will not show in 2025 budget)
Total 4020 Conservancy Assessments & Fees	0	0	0	0	0	0	1,654,527	1,656,435	2,647,397	1,654,527	1,656,435	2,647,397	60.01%	With revised assessment rate of 35% (3.5% CPI plus 31.5% one-time three year assessment) and transfer fees
Total 4031 Farm Grown Product Revenue	160,000	175,272	185,000	0	0	0	0	0	0	160,000	175,272	185,000	15.63%	Increase in Farm revenue based on trends from last few years
Total 4032 Purchased Goods Sales	47,750	87,950	86,000	0	0	0	0	0	0	47,750	87,950	86,000	80.10%	2025 amount based on 2024 actuals but with fewer baked good sales
Total 4034 Other Farm Revenue	-4,000	-15,576	-11,000	0	0	0	0	0	0	-4,000	-15,576	-11,000		Farm credit card fees, discounts
Total 4030 Farm Revenue	233,750	247,646	260,000	0	0	0	0	0	0	233,750	247,646	260,000	11.23%	Total for all categories above
Total 4500 Program & Events Revenue	6,840	1,838	2,000	9,700	9,960	9,730	4,000	1,350	4,000	20,540	13,148	15,730	-23.42%	Bonfire ticket sales, profit sharing for Nature Camp, and low ticket prices for some programming
Total 4600 Land Revenue	0	0	0	16,200	15,960	24,000	0	0	0	16,200	15,960	24,000	48.15%	Firewood sales, native plant sales, camping and event space rentals
Total 4700 Lease Revenue	1,800	1,800	1,800	0	0	0	18,000	18,000	18,000	19,800	19,800	19,800	0.00%	Revenue from agricultural land rent (\$600/year), outbuildings, and three tenant houses
<b>Total Revenue</b>	<b>242,390</b>	<b>251,536</b>	<b>266,800</b>	<b>58,400</b>	<b>76,032</b>	<b>55,880</b>	<b>2,226,527</b>	<b>1,678,230</b>	<b>2,671,397</b>	<b>2,527,317</b>	<b>2,005,798</b>	<b>2,994,077</b>	<b>18.47%</b>	
<b>Cost of Goods Sold</b>														
<b>5000 Cost of Goods Sold</b>														
Total 5100 COGS- Farm	66,500	71,085	70,200	0	0	0	0	0	0	66,500	71,085	70,200	5.56%	Purchasing partner products and supplemental items such as fruit and some vegetables
Total 5200 Farm Production & General Exp.	43,000	29,022	31,400	0	0	0	0	0	0	43,000	29,022	31,400	-26.98%	Reduction in expenses for seeds, soil amendments, packaging, organic certification
Total 5310 COGS - Layer Costs	27,650	24,591	32,200	0	0	0	0	0	0	27,650	24,591	32,200	16.46%	Purchasing new laying hens and feed
Total 5400 COGS - Land Stewardship	0	0	0	2,000	1,932	2,300	0	0	0	2,000	1,932	2,300	15.00%	Purchasing firewood racks to resell
Total 5420 COG Native Plants	0	0	0	1,300	1,782	2,875	0	0	0	1,300	1,782	2,875	121.15%	Purchasing production materials for native plant nursery
Total 5900 Seasonal Wages	7,925	14,659	15,890	0	0	0	0	0	0	7,925	14,659	15,890	100.50%	Farm stand sales staff and one seasonal worker
<b>Total 5000 Cost of Goods Sold</b>	<b>145,075</b>	<b>139,357</b>	<b>149,690</b>	<b>3,300</b>	<b>3,715</b>	<b>5,175</b>	<b>0</b>	<b>8,033</b>	<b>3,200</b>	<b>148,375</b>	<b>151,105</b>	<b>158,065</b>	<b>6.53%</b>	Total for all categories above
<b>Gross Profit</b>	<b>97,315</b>	<b>112,179</b>	<b>117,110</b>	<b>55,100</b>	<b>72,317</b>	<b>50,705</b>	<b>2,226,527</b>	<b>1,670,197</b>	<b>2,668,197</b>	<b>2,378,942</b>	<b>1,854,693</b>	<b>2,836,012</b>	<b>19.21%</b>	
<b>Expenditures</b>														
Total 6100 Maintenance	54,500	48,820	62,100	145,200	166,920	145,050	18,000	28,807	24,301	217,700	244,548	231,451	6.32%	Repairs and maintenance for all existing buildings; all utilities; \$11,801 to HOA for annual Boat House reserve contribution, maintenance of existing vehicles and all equipment; purchasing on small equipment, tools and supplies
Total 6200 Land Stewardship		0	0	54,200	48,532	71,800	0	0	0	54,200	48,532	71,800	32.47%	Reduction in tree work contract and all other items staying the same, but increase in wildlife management (\$1200 increase), invasive tree & plant removal (\$2k increase), and pond management allowing us to improve water quality with bubblers and improving fish stock in a few ponds (\$18k increase)
Total 6300 Programs, Classes, Events	3,605	635	900	11,937	12,368	9,002	3,000	5,768	10,420	18,542	18,770	20,322	9.60%	Supplies and vendors for programs and events, including Nature Camp and Bonfire. Small increase due to bringing in some instructors to offer more varied programming especially on days when LCPS is closed
Total 7000 Payroll and Benefits	422,274	425,791	443,150	412,128	456,089	453,312	353,900	348,835	461,573	1,188,302	1,230,715	1,358,035	14.28%	Increase is due to Business Manager position included for entire year (vs 2 months in 2024) and addition of part-time engagement staff starting late spring to staff Boat House Farm Stand for longer hours. Increase for existing staff is in line with COLA and performance-based increase similar to HOA.
Total 7100 Employee Housing		0	0		0	0	16,400	38,349	12,100	16,400	38,349	12,100	-26.22%	Notable reduction in expenses
Total 7200 General & Administrative	16,336	15,017	16,800	12,980	14,492	12,290	24,400	28,816	29,850	53,716	58,326	58,940	9.73%	Website maintenance (\$5k); Computer software (\$8k); subscriptions (\$5k), general office and related supplies, uniforms, etc
Total 7300 Professional Fees	0	0	0	0	0	0	84,664	103,597	43,000	84,664	103,597	43,000	-49.21%	Accounting fees greatly reduced with Business Manager joining team and reduction in legal fees
Total 7400 Travel & Staffing	3,100	883	750	800	922	4,350	5,000	8,590	8,200	8,900	10,395	13,300	49.44%	Includes job postings for new positions, food for any staff trainings, meals for team meetings, and travel for two staff to attend a professional development-related conference
Total 7500 Other Expenses	2,750	0	1,000	4,400	4,400	2,750	2,100	1,107	2,350	9,250	5,507	6,100	-34.05%	Staff trainings, such as CPR/First Aid and other professional development trainings; conference registration for one conference
Total 7600 Marketing & Advertising		403					30,000	29,075	18,095	30,000	29,478	18,095	-39.68%	Marketing consultant time greatly reduced with new PT engagement staffperson joining late spring; also bringing graphic design in house as much as possible
Total 8000 Taxes							51,000	55,838	55,850	51,000	55,838	55,850	9.51%	Personal property tax and real estate property taxes
Total 8100 Insurance							45,000	33,514	37,000	45,000	33,514	37,000	-17.78%	Efficiencies in 2024 actual insurance coverage will continue into 2025
<b>Total Expenditures</b>	<b>502,565</b>	<b>491,548</b>	<b>524,700</b>	<b>641,645</b>	<b>703,723</b>	<b>698,554</b>	<b>633,464</b>	<b>682,296</b>	<b>702,739</b>	<b>1,777,674</b>	<b>1,877,567</b>	<b>1,925,993</b>	<b>8.34%</b>	
<b>Net Operating Revenue</b>	<b>-405,250</b>	<b>-379,369</b>	<b>-407,590</b>	<b>-586,545</b>	<b>-631,406</b>	<b>-647,849</b>	<b>1,593,063</b>	<b>987,901</b>	<b>1,965,458</b>	<b>601,268</b>	<b>-22,874</b>	<b>910,019</b>	<b>51.35%</b>	