

## Willowsford Conservancy - Proposed 2025 Budget

	Total		
	Budget 24	Forecast 24	Budget 25
<b>Revenue</b>			
4000 Revenue			
Total 4010 Grants/Contributions/Easement Revenue	582,500	50,000	22,150
Total 4020 Conservancy Assessments & Fees	1,654,527	1,656,435	2,786,515
Total 4031 Farm Grown Product Revenue	160,000	175,272	185,000
Total 4032 Purchased Goods Sales	47,750	87,950	86,000
Total 4034 Other Farm Revenue	-4,000	-15,576	-11,000
Total 4030 Farm Revenue	233,750	247,646	260,000
Total 4500 Program & Events Revenue	20,540	13,148	15,730
Total 4600 Land Revenues	16,200	15,960	24,000
Total 4700 Lease Revenue	19,800	19,800	19,800
Total 4000 Revenue	2,527,317	2,005,798	3,133,195
Total Revenue	2,527,317	2,005,798	3,133,195
Cost of Goods Sold			
5000 Cost of Goods Sold	0		
Total 5100 COGS- Farm	66,500	71,085	70,200
Total 5200 Farm Production & General Exp.	43,000	29,022	31,400
Total 5310 COGS - Layer Costs	27,650	24,591	32,200
Total 5400 COGS - Land Stewardship	2,000	1,932	2,300
Total 5420 COG Native Plants	1,300	1,782	2,875
Total 5900 Seasonal Wages	7,925	14,659	15,890
Total 5000 Cost of Goods Sold	148,375	151,105	156,565
<b>Gross Profit</b>	2,378,942	1,854,693	2,976,630
<b>Expenditures</b>			
Total 6100 Maintenance	217,700	244,548	231,451
Total 6200 Land Stewardship	54,200	48,532	71,800
Total 6300 Programs, Classes, Events	18,542	18,770	20,322
Total 7000 Payroll and Benefits	1,188,302	1,230,715	1,432,794
Total 7100 Employee Housing	16,400	38,349	12,100
Total 7200 General & Administrative	53,716	58,326	58,940
Total 7300 Professional Fees	84,664	103,597	43,000
Total 7400 Travel & Staffing	8,900	10,395	13,300
Total 7500 Other Expenses	9,250	5,507	6,100
Total 7600 Marketing & Advertising	30,000	29,478	18,095
Total 8000 Taxes	51,000	55,838	55,850
Total 8100 Insurance	45,000	33,514	37,000
Total Expenditures	1,777,674	1,877,567	2,000,752
Net Operating Revenue	601,268	-22,874	975,878