

October Financial Summary

	October Performance				January-October Performance				Prior Year Comparison		
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	Jan-Oct 2024	Jan-Oct 2023	Change
Revenue											
Total 4010 Grants/Contributions/Easement Revenue	\$4,166.67	\$4,166.67	\$0.00	100.00%	\$4,166.67	\$4,166.67	\$0.00	100.00%	\$4,166.67	\$134,164.00	-68.94%
Total 4020 Conservancy Assessments & Fees	\$143,681.58	\$130,377.25	\$13,304.33	110.20%	\$1,401,480.00	\$1,398,772.50	\$2,707.50	100.19%	\$1,401,480.00	\$1,321,720.77	6.03%
Total 4031 Farm Grown Product Revenue	\$27,537.64	\$18,666.67	\$8,870.97	147.52%	\$156,066.90	\$144,166.70	\$11,900.20	108.25%	\$156,066.90	\$119,192.71	30.94%
Total 4032 Purchased Goods Sales	\$11,406.61	\$4,525.00	\$6,881.61	252.08%	\$90,186.46	\$61,700.00	\$28,486.46	146.17%	\$90,186.46	\$67,196.33	34.21%
Total 4034 Other Farm Revenue	-\$1,766.36	-\$175.00	-\$1,591.36	1009.35%	-\$15,919.61	-\$2,650.00	-\$13,269.61	600.74%	-\$15,919.61	-\$8,370.08	90.20%
Total 4030 Farm Revenue	\$37,177.89	\$23,016.67	\$14,161.22	161.53%	\$230,333.75	\$203,216.70	\$27,117.05	113.34%	\$230,333.75	\$204,402.28	12.69%
Total 4500 Program & Events Revenue	\$262.25	\$333.33	-\$71.08	78.68%	\$9,958.25	\$19,873.30	-\$9,915.05	50.11%	\$9,958.25	\$12,493.31	-20.29%
Total 4600 Land Revenues	\$3,157.50	\$1,000.00	\$2,157.50	315.75%	\$13,968.00	\$14,200.00	-\$232.00	98.37%	\$13,968.00	\$15,990.18	-12.65%
Total 4700 Lease Revenue	\$1,500.00	\$1,500.00	\$0.00	100.00%	\$16,700.00	\$16,800.00	-\$100.00	99.40%	\$16,700.00	\$11,100.00	50.45%
4800 Merchandise Sales	\$233.25	\$0.00	\$233.25		\$1,452.89	\$0.00	\$1,452.89		\$1,452.89	\$150.00	868.59%
4900 Fundraiser Income	\$52.94	\$0.00	\$52.94		\$1,376.63	\$0.00	\$1,376.63		\$1,376.63	\$0.00	
Total 4000 Revenue	\$190,232.08	\$160,393.92	\$29,838.16	118.60%	\$1,717,036.22	\$1,694,529.20	\$22,507.02	101.33%	\$1,717,036.22	\$1,700,020.54	1.00%
Total Revenue	\$190,232.08	\$160,393.92	\$29,838.16	118.60%	\$1,717,036.22	\$1,694,529.20	\$22,507.02	101.33%	\$1,717,036.22	\$1,700,020.54	1.00%
Cost of Goods Sold											
Total Cost of Goods Sold	\$16,657.88	\$17,655.00	-\$997.12	94.35%	\$136,077.68	\$137,575.00	-\$1,497.32	98.91%	\$136,077.68	\$137,021.45	-0.69%
Gross Profit	\$173,574.20	\$142,738.92	\$30,835.28	121.60%	\$1,580,958.54	\$1,556,954.20	\$24,004.34	101.54%	\$1,580,958.54	\$1,562,999.09	1.15%
Expenditures											
Total 6100 Maintenance	\$14,081.33	\$19,826.67	-\$5,745.34	71.02%	\$195,897.47	\$195,396.70	\$500.77	100.26%	\$195,897.47	\$169,167.09	15.80%
Total 6200 Land Stewardship	\$202.02	\$5,949.50	-\$5,747.48	3.40%	\$17,698.76	\$43,597.00	-\$25,898.24	40.60%	\$17,698.76	\$32,192.80	-45.02%
Total 6300 Programs, Classes, Events	\$910.85	\$708.33	\$202.52	128.59%	\$13,103.81	\$17,588.30	-\$4,484.49	74.50%	\$13,103.81	\$14,355.22	-8.72%
Total 7000 Payroll and Benefits	\$95,769.24	\$93,090.00	\$2,679.24	102.88%	\$950,069.47	\$935,407.00	\$14,662.47	101.57%	\$950,069.47	\$844,858.17	12.45%
Total 7100 Employee Housing	\$2,279.98	\$566.67	\$1,713.31	402.35%	\$40,540.07	\$15,266.70	\$25,273.37	265.55%	\$40,540.07	\$28,479.29	42.35%
Total 7200 General & Administrative	\$7,964.25	\$4,285.65	\$3,678.60	185.84%	\$51,899.63	\$46,168.50	\$5,731.13	112.41%	\$51,899.63	\$41,691.60	24.48%
Total 7300 Professional Fees	\$11,736.21	\$7,055.34	\$4,680.87	166.35%	\$99,706.15	\$70,553.40	\$29,152.75	141.32%	\$99,706.15	\$171,226.05	-41.77%
Total 7400 Travel & Staffing	\$1,264.24	\$737.33	\$526.91	171.46%	\$6,435.43	\$7,373.30	-\$937.87	87.28%	\$6,435.43	\$25,612.50	-74.87%
Total 7500 Other Expenses	\$109.00	\$691.66	-\$582.66	15.76%	\$3,470.00	\$7,616.60	-\$4,146.60	45.56%	\$3,470.00	\$2,657.41	30.58%
Total 7600 Marketing & Advertising	\$866.75	\$2,520.83	-\$1,654.08	34.38%	\$27,746.26	\$25,208.30	\$2,537.96	110.07%	\$27,746.26	\$9,599.98	189.02%
8020 Personal Property Taxes	\$3,415.23	\$0.00	\$3,415.23		\$7,396.98	\$2,000.00	\$5,396.98	369.85%	\$7,396.98	\$7,844.95	-5.71%
8030 Real Estate Taxes	\$4,000.00	\$4,000.00	\$0.00	100.00%	\$40,440.54	\$40,000.00	\$440.54	101.10%	\$40,440.54	\$40,340.32	0.25%
Total 8000 Taxes	\$7,415.23	\$4,000.00	\$3,415.23	185.38%	\$47,837.52	\$42,000.00	\$5,837.52	113.90%	\$47,837.52	\$48,185.27	-0.72%
8101 Insurance	\$2,782.72	\$3,750.00	-\$967.28	74.21%	\$26,851.99	\$37,500.00	-\$10,648.01	71.61%	\$26,851.99	\$26,107.35	2.85%
Total 8100 Insurance	\$2,782.72	\$3,750.00	-\$967.28	74.21%	\$26,851.99	\$37,500.00	-\$10,648.01	71.61%	\$26,851.99	\$26,107.35	2.85%
Total Expenditures	\$145,381.82	\$143,181.98	\$2,199.84	101.54%	\$1,481,261.56	\$1,443,675.80	\$37,585.76	102.60%	\$1,481,261.56	\$1,414,132.73	4.75%
Net Operating Revenue	\$28,192.38	-\$443.06	\$28,635.44	-6363.11%	\$99,696.98	\$113,278.40	-\$13,581.42	88.01%	\$99,696.98	\$148,866.36	-33.03%
Other Revenue											
Total Other Revenue	-\$28,117.01	\$0.00	-\$28,117.01		\$177,661.06	\$0.00	\$177,661.06		\$177,661.06	\$118,966.32	49.34%
Other Expenditures											
Total 8200 Depreciation	\$18,760.65	\$24,750.00	-\$5,989.35	75.80%	\$187,606.50	\$247,500.00	-\$59,893.50	75.80%	\$187,606.50	\$187,606.50	0.00%
Total 8411 Capital Expense Projects	\$20,607.61	\$66,667.00	-\$46,059.39	30.91%	\$249,312.82	\$426,368.00	-\$177,055.18	58.47%	\$249,312.82	\$189,813.76	31.35%
8412 Capital Expense Equipment	\$17,647.23	\$0.00	\$17,647.23		\$25,146.72	\$60,200.00	-\$35,053.28	41.77%	\$25,146.72	\$116,855.73	-78.48%
8413 Capital Equipment Sold	\$0.00	-\$1,000.00	\$1,000.00	0.00%	-\$2,500.00	-\$8,000.00	\$5,500.00	31.25%	-\$2,500.00	-\$2,700.00	-7.41%
Total 8410 Capital Expenditures	\$38,254.84	\$65,667.00	-\$27,412.16	58.26%	\$271,959.54	\$478,568.00	-\$206,608.46	56.83%	\$271,959.54	\$303,969.49	-10.53%
8420 Interest Expense	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	\$381.09	-100.00%
Total 8420 Interest Expense	\$0.00	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00	\$381.09	-100.00%
Prior Year Adjustment	\$4,166.67	\$0.00	\$4,166.67		\$41,937.33	\$0.00	\$41,937.33		\$41,937.33	\$0.00	
Total Other Expenditures	\$61,182.16	\$90,417.00	-\$29,234.84	67.67%	\$501,503.37	\$726,068.00	-\$224,564.63	69.07%	\$501,503.37	\$491,957.08	1.94%
Net Other Revenue	-\$89,299.17	-\$90,417.00	\$1,117.83	98.76%	-\$323,842.31	-\$726,068.00	\$402,225.69	44.60%	-\$323,842.31	-\$372,990.76	-13.18%
Net Revenue	-\$61,106.79	-\$90,860.06	\$29,753.27	67.25%	-\$224,145.33	-\$612,789.60	\$388,644.27	36.58%	-\$224,145.33	-\$224,124.40	0.01%