

Company **Willowsford Conservancy**
 Report name **Profit & Loss by Month**
 Date range **Nov 1, 24 → Nov 30, 24**

	Nov 2024 Budget	Nov 2024 Actual	Nov 2024 Variance
Revenue			
4000 Revenue			
Total 4010 Grants/Contributions/Easement Revenue	\$ 4,167	\$ 4,167	\$ 0
Total 4020 Conservancy Assessments & Fees	\$ 127,877	\$ 138,214	\$ 10,337
4030 Farm Revenue			
Total 4031 Farm Grown Product Revenue	\$ 12,917	\$ 11,372	\$ (1,545)
Total 4032 Purchased Goods Sales	\$ 4,275	\$ 6,128	\$ 1,853
Total 4034 Other Farm Revenue	\$ (675)	\$ (2,069)	\$ (1,394)
Total 4030 Farm Revenue	\$ 16,517	\$ 15,432	\$ (1,085)
Total 4500 Program & Events Revenue	\$ 333	\$ 250	\$ (83)
Total 4600 Land Revenues	\$ 1,000	\$ 2,040	\$ 1,040
Total 4700 Lease Revenue	\$ 1,500	\$ 1,500	\$ 0
4800 Merchandise Sales		45	45
4900 Fundraiser Income		174	174
Total 4000 Revenue	\$ 151,394	\$ 161,821	\$ 10,427
Total Revenue	\$ 151,394	\$ 161,821	\$ 10,427
Cost of Goods Sold			
5000 Cost of Goods Sold			
Total 5100 COGS- Farm	\$ 2,550	\$ 2,226	\$ (324)
Total 5200 Farm Production & General Exp.	\$ 1,900	\$ 3,080	\$ 1,180
Total 5310 COGS - Layer Costs	\$ 2,230	\$ 0	\$ (2,230)
Total 5900 Seasonal Wages	\$ 0	\$ 333	\$ 333
Total 5000 Cost of Goods Sold	\$ 6,680	\$ 5,639	\$ (1,041)
Total Cost of Goods Sold	\$ 6,680	\$ 5,639	\$ (1,041)
Gross Profit	\$ 144,714	\$ 156,182	\$ 11,468
Expenditures			
Total 6100 Maintenance	\$ 20,077	\$ 12,634	\$ (7,443)
Total 6200 Land Stewardship	\$ 5,400	\$ 8,830	\$ 3,431
Total 6300 Programs, Classes, Events	\$ 208	\$ 9	\$ (200)
Total 7000 Payroll and Benefits	\$ 93,090	\$ 100,953	\$ 7,863
Total 7100 Employee Housing	\$ 567	\$ 2,384	\$ 1,817
Total 7200 General & Administrative	\$ 4,274	\$ 3,830	\$ (444)
Total 7300 Professional Fees	\$ 7,055	\$ 3,550	\$ (3,505)
Total 7400 Travel & Staffing	\$ 687	\$ 330	\$ (357)
Total 7500 Other Expenses	\$ 692	\$ 90	\$ (602)
Total 7600 Marketing & Advertising	\$ 2,521	\$ 618	\$ (1,903)
Total 8000 Taxes	\$ 5,000	\$ 4,000	\$ (1,000)
Total 8100 Insurance	\$ 3,750	\$ 5,152	\$ 1,402
Total Expenditures	\$ 143,320	\$ 142,387	\$ (933)
Net Operating Revenue	\$ 1,394	\$ 13,795	\$ 12,401
Total Other Revenue	\$ 0	\$ 44,830	\$ 44,830
Total Other Expenditures	\$ 90,417	\$ 45,970	\$ (44,447)
Net Other Revenue	\$ (90,417)	\$ (1,139)	\$ 89,278
Net Revenue	\$ (89,023)	\$ 12,656	\$ 101,679

Company **Willowsford Conservancy**
 Report name **Profit & Loss by Month**
 Date range **Jan 1, 24 → Nov 30, 24**

	Total Budget	Total Actual	Total Variance
Total Revenue	\$ 1,845,923	\$ 1,878,663	\$ 32,740
Total Cost of Goods Sold	\$ 144,255	\$ 142,503	\$ (1,752)
Gross Profit	\$ 1,701,668	\$ 1,736,160	\$ 34,492
Total Expenditures	\$ 1,586,996	\$ 1,625,773	\$ 38,777
Net Operating Revenue	\$ 114,672	\$ 110,388	\$ (4,285)
Total Other Revenue	\$ 0	\$ 222,492	\$ 222,492
Total Other Expenditures	\$ 816,485	\$ 550,492	\$ (265,993)
Net Other Revenue	\$ (816,485)	\$ (328,000)	\$ 488,485
Net Revenue	\$ (701,813)	\$ (217,613)	\$ 484,200