

Willowsford Conservancy - Year-End 2024 Financial Statement

Date Range: 01/01/2024 - 12/31/2024

	Actual	Budget	Over/Under Budget	% of Budget
Revenue				
Total 4010 Grants/Contributions/Easement Revenue	\$ 50,000.04	\$ 600,000.00	\$ (549,999.96)	8.33%
Total 4020 Conservancy Assessments & Fees	\$ 1,675,371.33	\$ 1,654,527.00	\$ 20,844.33	101.26%
Total 4030 Farm Revenue	\$ 259,630.14	\$ 233,750.04	\$ 25,880.10	111.07%
Total 4500 Program & Events Revenue	\$ 10,538.25	\$ 20,539.96	\$ (10,001.71)	51.31%
Total 4600 Land Revenues	\$ 16,008.00	\$ 16,200.00	\$ (192.00)	98.81%
Total 4700 Lease Revenue	\$ 19,700.00	\$ 19,800.00	\$ (100.00)	99.49%
4760 Other - Equipment Sales	\$ 100.00	\$ -	\$ 100.00	
4800 Merchandise Sales	\$ 1,512.29	\$ -	\$ 1,512.29	
4900 Fundraiser Income	\$ 1,550.88	\$ -	\$ 1,550.88	
Total 4000 Revenue	\$ 2,034,410.93	\$ 2,544,817.00	\$ (510,406.07)	79.94%
Total Revenue	\$ 2,034,410.93	\$ 2,544,817.00	\$ (510,406.07)	79.94%
Cost of Goods Sold				
Total 5100 COGS- Farm	\$ 72,481.26	\$ 66,500.00	\$ 5,981.26	108.99%
Total 5200 Farm Production & General Exp.	\$ 26,975.62	\$ 43,000.00	\$ (16,024.38)	62.73%
Total 5310 COGS - Layer Costs	\$ 21,907.32	\$ 27,650.00	\$ (5,742.68)	79.23%
Total 5400 COGS - Land Stewardship	\$ 1,932.38	\$ 2,000.00	\$ (67.62)	96.62%
Total 5420 COG Native Plants	\$ 2,115.51	\$ 1,300.00	\$ 815.51	162.73%
5500 Merchandise Purchases	\$ 7,226.30	\$ -	\$ 7,226.30	
5600 Fundraising Expenses	\$ 807.12	\$ -	\$ 807.12	
Total 5900 Seasonal Wages	\$ 16,349.12	\$ 7,925.00	\$ 8,424.12	206.30%
Total 5000 Cost of Goods Sold	\$ 149,794.63	\$ 148,375.00	\$ 1,419.63	100.96%
Total Cost of Goods Sold	\$ 149,794.63	\$ 148,375.00	\$ 1,419.63	100.96%
Gross Profit	\$ 1,884,616.30	\$ 2,396,442.00	\$ (511,825.70)	78.64%
Expenditures				
Total 6100 Maintenance	\$ 225,399.43	\$ 235,200.04	\$ (9,800.61)	95.83%
Total 6200 Land Stewardship	\$ 27,597.23	\$ 54,196.00	\$ (26,598.77)	50.92%
Total 6300 Programs, Classes, Events	\$ 12,695.46	\$ 18,004.96	\$ (5,309.50)	70.51%
Total 7000 Payroll and Benefits	\$ 1,222,448.42	\$ 1,188,307.00	\$ 34,141.42	102.87%
Total 7100 Employee Housing	\$ 49,286.18	\$ 16,400.04	\$ 32,886.14	300.52%
Total 7200 General & Administrative	\$ 62,003.19	\$ 54,715.80	\$ 7,287.39	113.32%
Total 7400 Travel & Staffing	\$ 9,415.14	\$ 8,897.96	\$ 517.18	105.81%
Total 7500 Other Expenses	\$ 3,610.00	\$ 8,999.92	\$ (5,389.92)	40.11%
Total 7600 Marketing & Advertising	\$ 29,738.62	\$ 30,249.96	\$ (511.34)	98.31%
Total 8000 Taxes	\$ 55,837.52	\$ 51,000.00	\$ 4,837.52	109.49%
Total 8100 Insurance	\$ 38,580.79	\$ 45,000.00	\$ (6,419.21)	85.74%
QuickBooks Payments Fees	\$ 13.17	\$ -	\$ 13.17	
Total Expenditures	\$ 1,853,853.30	\$ 1,795,635.76	\$ 58,217.54	103.24%
Net Operating Revenue	\$ 30,763.00	\$ 600,806.24	\$ (570,043.24)	5.12%
Total Other Revenue	\$ 193,159.64	\$ -	\$ 193,159.64	
Other Expenditures				
Total 8200 Depreciation	\$ 225,127.80	\$ 297,000.00	\$ (71,872.20)	75.80%
Total 8410 Capital Expenditures	\$ 320,452.92	\$ 599,902.00	\$ (279,449.08)	53.42%
Prior Year Adjustment	\$ 50,270.67	\$ -	\$ 50,270.67	
Total Other Expenditures	\$ 595,851.39	\$ 896,902.00	\$ (301,050.61)	66.43%
Net Other Revenue	\$ (402,691.75)	\$ (896,902.00)	\$ 494,210.25	44.90%
Net Revenue	\$ (371,928.75)	\$ (296,095.76)	\$ (75,832.99)	125.61%

Numbers are not final until 2024 audit complete

Note that the \$550k for endowment withdrawal shown under Revenue for CapEx projects should not have been included in budget since it was previously recognized revenue. There is currently no process to amend our budget with the HOA board.