

Willowsford Conservancy
Budget vs. Actuals: Budget_FY24_P&L - FY24 P&L Classes
January - December 2024

	Total		
	Actual	Budget	Variance
Revenue			
4000 Revenue			0.00
Total 4010 Grants/Contributions/Easement Revenue	\$ 350,000.04	\$ 600,000.00	-\$ 249,999.96
Total 4020 Conservancy Assessments & Fees	\$ 1,675,371.33	\$ 1,654,527.00	\$ 20,844.33
Total 4030 Farm Revenue	\$ 259,630.14	\$ 233,750.04	\$ 25,880.10
Total 4500 Program & Events Revenue	\$ 10,538.25	\$ 20,539.96	-\$ 10,001.71
Total 4600 Land Revenues	\$ 16,008.00	\$ 16,200.00	-\$ 192.00
Total 4700 Lease Revenue	\$ 19,700.00	\$ 19,800.00	-\$ 100.00
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	\$ 2,334,410.93	\$ 2,544,817.00	-\$ 210,406.07
Discounts given	0.00		0.00
PayPal sales	0.00		0.00
Total Revenue	\$ 2,334,410.93	\$ 2,544,817.00	-\$ 210,406.07
Cost of Goods Sold			
Total 5000 Cost of Goods Sold	\$ 151,155.63	\$ 148,375.00	\$ 2,780.63
Total Cost of Goods Sold	\$ 151,155.63	\$ 148,375.00	\$ 2,780.63
Gross Profit	\$ 2,183,255.30	\$ 2,396,442.00	-\$ 213,186.70
Expenditures			
Total 6100 Maintenance	\$ 184,627.48	\$ 235,200.04	-\$ 50,572.56
Total 6200 Land Stewardship	\$ 27,597.23	\$ 54,196.00	-\$ 26,598.77
Total 6300 Programs, Classes, Events	\$ 12,115.46	\$ 18,004.96	-\$ 5,889.50
Total 7000 Payroll and Benefits	\$ 1,222,448.42	\$ 1,188,307.00	\$ 34,141.42
Total 7100 Employee Housing	\$ 49,286.18	\$ 16,400.04	\$ 32,886.14
Total 7200 General & Administrative	\$ 62,003.19	\$ 54,715.80	\$ 7,287.39
Total 7300 Professional Fees	\$ 117,228.15	\$ 84,664.08	\$ 32,564.07
Total 7400 Recruiting & Employee Expenses	\$ 9,415.14	\$ 8,897.96	\$ 517.18
Total 7500 Other Expenses	\$ 3,610.00	\$ 8,999.92	-\$ 5,389.92
Total 7600 Marketing & Advertising	\$ 29,738.62	\$ 30,249.96	-\$ 511.34
Total 8000 Taxes	\$ 55,837.52	\$ 51,000.00	\$ 4,837.52
Total 8100 Insurance	\$ 38,580.79	\$ 45,000.00	-\$ 6,419.21
QuickBooks Payments Fees	13.17		13.17
Total Expenditures	\$ 1,812,501.35	\$ 1,795,635.76	\$ 16,865.59
Net Operating Revenue	\$ 370,753.95	\$ 600,806.24	-\$ 230,052.29
Other Revenue			
Total 8500 Investment & Interest Income	\$ 193,159.64	\$ 0.00	\$ 193,159.64
Total Other Revenue	\$ 193,159.64	\$ 0.00	\$ 193,159.64
Other Expenditures			
Total 8200 Depreciation	\$ 225,127.80	\$ 297,000.00	-\$ 71,872.20
Total 8410 Capital Expenditures	\$ 369,773.27	\$ 599,902.00	-\$ 230,128.73
Prior Year Adjustment	50,000.04		50,000.04
Total Other Expenditures	\$ 644,901.11	\$ 896,902.00	-\$ 252,000.89
Net Other Revenue	-\$ 451,741.47	-\$ 896,902.00	\$ 445,160.53
Net Revenue	-\$ 80,987.52	-\$ 296,095.76	\$ 215,108.24

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