

Willowsford Conservancy
Budget vs. Actuals: April 2025

	Total		
	Actual	Budget	Variance
Revenue			
4000 Revenue			0.00
Total 4010 Grants/Contributions/Easement Revenue	\$ 7,500.00	\$ 1,000.00	\$ 6,500.00
Total 4020 Conservancy Assessments & Fees	\$ 143,083.16	\$ 143,878.00	-\$ 794.84
Total 4030 Farm Revenue	\$ 5,397.19	\$ 6,303.33	-\$ 906.14
Total 4500 Program & Events Revenue	\$ 1,038.00	\$ 500.00	\$ 538.00
Total 4600 Land Revenues	\$ 1,042.54	\$ 2,834.91	-\$ 1,792.37
Total 4700 Lease Revenue	\$ 1,500.00	\$ 1,500.00	\$ 0.00
4760 Other - Equipment Sales		0.00	0.00
4800 Merchandise Sales	33.72	133.33	-99.61
4900 Fundraiser Income	167.00	83.33	83.67
Total 4000 Revenue	\$ 159,761.61	\$ 156,232.90	\$ 3,528.71
Discounts given	0.00		0.00
Total Revenue	\$ 159,761.61	\$ 156,232.90	\$ 3,528.71
Cost of Goods Sold			
5000 Cost of Goods Sold			0.00
Total 5100 COGS- Farm	\$ 9,519.85	\$ 5,975.00	\$ 3,544.85
Total 5200 Farm Production & General Exp.	\$ 345.20	\$ 1,608.34	-\$ 1,263.14
Total 5310 COGS - Layer Costs	\$ 6,085.53	\$ 2,016.67	\$ 4,068.86
Total 5400 COGS - Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00
Total 5420 COGS Native Plants	\$ 369.36	\$ 325.00	\$ 44.36
5500 Merchandise Purchases		0.00	0.00
5600 Fundraising Expenses		0.00	0.00
Total 5900 Seasonal Wages	\$ 87.20	\$ 108.80	-\$ 21.60
Total 5000 Cost of Goods Sold	\$ 16,407.14	\$ 10,033.81	\$ 6,373.33
Total Cost of Goods Sold	\$ 16,407.14	\$ 10,033.81	\$ 6,373.33
Gross Profit	\$ 143,354.47	\$ 146,199.09	-\$ 2,844.62
Expenditures			
Total 6100 Maintenance	\$ 9,966.01	\$ 20,012.42	-\$ 10,046.41
Total 6200 Land Stewardship	\$ 7,854.67	\$ 5,716.68	\$ 2,137.99
Total 6300 Programs, Classes, Events	\$ 1,161.40	\$ 1,817.67	-\$ 656.27
Total 7000 Payroll and Benefits	\$ 101,594.33	\$ 108,237.00	-\$ 6,642.67
Total 7100 Employee Housing	\$ 2,656.67	\$ 950.00	\$ 1,706.67
Total 7200 General & Administrative	\$ 5,244.95	\$ 4,720.83	\$ 524.12
Total 7300 Professional Fees	\$ 4,893.50	\$ 8,083.34	-\$ 3,189.84
Total 7400 Recruiting & Employee Expenses	\$ 457.16	\$ 690.15	-\$ 232.99
Total 7500 Other Expenses	\$ 50.00	\$ 504.16	-\$ 454.16
Total 7600 Marketing & Advertising	\$ 194.13	\$ 1,507.91	-\$ 1,313.78
Total 8000 Taxes	\$ 4,037.50	\$ 7,737.50	-\$ 3,700.00
Total 8100 Insurance	\$ 2,689.22	\$ 3,083.33	-\$ 394.11
Total Expenditures	\$ 140,799.54	\$ 163,060.99	-\$ 22,261.45
Net Operating Revenue	\$ 2,554.93	-\$ 16,861.90	\$ 19,416.83
Other Revenue			
Total Other Revenue	\$ 13,003.26	-\$ 1,000.00	\$ 14,003.26
Other Expenditures			
Total 8200 Depreciation	\$ 18,760.65	\$ 19,053.17	-\$ 292.52
Total 8410 Capital Expenditures	\$ 6,895.05	\$ 67,000.00	-\$ 60,104.95
Total Other Expenditures	\$ 25,655.70	\$ 86,053.17	-\$ 60,397.47
Net Other Revenue	-\$ 12,652.44	-\$ 87,053.17	\$ 74,400.73
Net Revenue	-\$ 10,097.51	-\$ 103,915.07	\$ 93,817.56