

Willowsford Conservancy

Budget vs. Actuals: August 2025

	Total		
	Actual	Budget	Variance
Revenue			
4000 Revenue			0.00
Total 4010 Grants/Contributions/Easement Revenue	\$ 0.00	\$ 1,800.00	-\$ 1,800.00
Total 4020 Conservancy Assessments & Fees	\$ 148,940.89	\$ 152,878.00	-\$ 3,937.11
Total 4030 Farm Revenue	\$ 38,851.00	\$ 40,948.33	-\$ 2,097.33
Total 4500 Program & Events Revenue	\$ 1,035.00	\$ 650.00	\$ 385.00
Total 4600 Land Revenues	\$ 1,278.00	\$ 2,834.91	-\$ 1,556.91
Total 4700 Lease Revenue	\$ 1,500.00	\$ 1,500.00	\$ 0.00
4760 Other - Equipment Sales		0.00	0.00
4800 Merchandise Sales	23.76	133.33	-109.57
4900 Fundraiser Income	31.23	83.33	-52.10
Total 4000 Revenue	\$ 191,659.88	\$ 200,827.90	-\$ 9,168.02
Discounts given	0.00		0.00
Total Revenue	\$ 191,659.88	\$ 200,827.90	-\$ 9,168.02
Cost of Goods Sold			
5000 Cost of Goods Sold			0.00
Total 5100 COGS- Farm	\$ 8,930.98	\$ 7,400.00	\$ 1,530.98
Total 5200 Farm Production & General Exp.	\$ 1,466.76	\$ 1,208.34	\$ 258.42
Total 5310 COGS - Layer Costs	\$ 0.00	\$ 1,916.67	-\$ 1,916.67
Total 5400 COGS - Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00
Total 5420 COGS Native Plants	\$ 0.00	\$ 100.00	-\$ 100.00
5500 Merchandise Purchases		0.00	0.00
5600 Fundraising Expenses		0.00	0.00
Total 5900 Seasonal Wages	\$ 3,295.62	\$ 3,856.00	-\$ 560.38
Total 5000 Cost of Goods Sold	\$ 13,693.36	\$ 14,481.01	-\$ 787.65
Total Cost of Goods Sold	\$ 13,693.36	\$ 14,481.01	-\$ 787.65
Gross Profit	\$ 177,966.52	\$ 186,346.89	-\$ 8,380.37
Expenditures			
Total 6100 Maintenance	\$ 17,918.63	\$ 18,481.67	-\$ 563.04
Total 6200 Land Stewardship	\$ 5,737.80	\$ 7,416.68	-\$ 1,678.88
Total 6300 Programs, Classes, Events	\$ 1,123.87	\$ 1,217.67	-\$ 93.80
Total 7000 Payroll and Benefits	\$ 101,028.34	\$ 108,972.00	-\$ 7,943.66
Total 7100 Employee Housing	\$ 978.24	\$ 950.00	\$ 28.24
Total 7200 General & Administrative	\$ 4,839.81	\$ 4,230.83	\$ 608.98
Total 7300 Professional Fees	\$ 3,360.00	\$ 2,083.34	\$ 1,276.66
Total 7400 Recruiting & Employee Expenses	\$ 601.10	\$ 690.15	-\$ 89.05
Total 7500 Other Expenses	\$ 0.00	\$ 679.16	-\$ 679.16
Total 7600 Marketing & Advertising	\$ 629.97	\$ 1,507.91	-\$ 877.94
Total 8000 Taxes	\$ 4,037.50	\$ 4,037.50	\$ 0.00
Total 8100 Insurance	\$ 2,921.33	\$ 3,083.33	-\$ 162.00
Total Expenditures	\$ 143,176.59	\$ 153,350.24	-\$ 10,173.65
Net Operating Revenue	\$ 34,789.93	\$ 32,996.65	\$ 1,793.28
Other Revenue			
Total Other Revenue	\$ 5,333.85	-\$ 1,800.00	\$ 7,133.85
Other Expenditures			
Total Other Expenditures	\$ 33,069.47	\$ 19,053.17	\$ 14,016.30
Net Other Revenue	-\$ 27,735.62	-\$ 20,853.17	-\$ 6,882.45
Net Revenue	\$ 7,054.31	\$ 12,143.48	-\$ 5,089.17