

Willowsford Conservancy

Budget vs. Actuals: July 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	\$ 146,195.66	\$ 163,878.00	-\$ 17,682.34
Total 4030 Farm Revenue	\$ 28,404.99	\$ 29,798.33	-\$ 1,393.34
Total 4500 Program & Events Revenue	\$ 311.36	\$ 1,000.00	-\$ 688.64
Total 4600 Land Revenues	\$ 659.00	\$ 2,834.91	-\$ 2,175.91
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	34.70	83.33	-48.63
Total 4000 Revenue	\$ 177,139.43	\$ 201,027.90	-\$ 23,888.47
Discounts given	0.00		0.00
Total Revenue	\$ 177,139.43	\$ 201,027.90	-\$ 23,888.47
Cost of Goods Sold			
5000 Cost of Goods Sold			0.00
Total 5100 COGS- Farm	\$ 10,455.93	\$ 8,875.00	\$ 1,580.93
Total 5200 Farm Production & General Exp.	\$ 275.60	\$ 3,208.34	-\$ 2,932.74
Total 5310 COGS - Layer Costs	\$ 2,859.76	\$ 1,916.67	\$ 943.09
Total 5400 COGS - Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00
Total 5420 COGS Native Plants	\$ 152.22	\$ 100.00	\$ 52.22
5500 Merchandise Purchases		750.00	-750.00
5600 Fundraising Expenses		0.00	0.00
Total 5900 Seasonal Wages	\$ 623.22	\$ 2,770.00	-\$ 2,146.78
Total 5000 Cost of Goods Sold	\$ 14,366.73	\$ 17,620.01	-\$ 3,253.28
Total Cost of Goods Sold	\$ 14,366.73	\$ 17,620.01	-\$ 3,253.28
Gross Profit	\$ 162,772.70	\$ 183,407.89	-\$ 20,635.19
Expenditures			
Total 6100 Maintenance	\$ 19,362.12	\$ 19,111.67	\$ 250.45
Total 6200 Land Stewardship	\$ 3,980.52	\$ 7,516.68	-\$ 3,536.16
Total 6300 Programs, Classes, Events	\$ 432.23	\$ 867.67	-\$ 435.44
Total 7000 Payroll and Benefits	\$ 102,702.82	\$ 109,442.00	-\$ 6,739.18
Total 7100 Employee Housing	\$ 1,526.93	\$ 950.00	\$ 576.93
Total 7200 General & Administrative	\$ 6,151.84	\$ 5,500.83	\$ 651.01
Total 7300 Professional Fees	\$ 1,787.50	\$ 2,083.34	-\$ 295.84
Total 7400 Recruiting & Employee Expenses	\$ 633.84	\$ 690.15	-\$ 56.31
Total 7500 Other Expenses	-\$ 50.01	\$ 279.16	-\$ 329.17
Total 7600 Marketing & Advertising	\$ 968.81	\$ 1,507.91	-\$ 539.10
Total 8000 Taxes	\$ 4,037.50	\$ 4,037.50	\$ 0.00
Total 8100 Insurance	\$ 2,925.33	\$ 3,083.33	-\$ 158.00
Total Expenditures	\$ 144,459.43	\$ 155,070.24	-\$ 10,610.81
Net Operating Revenue	\$ 18,313.27	\$ 28,337.65	-\$ 10,024.38
Other Revenue			
Total Other Revenue	\$ 5,453.00	-\$ 1,800.00	\$ 7,253.00
Other Expenditures			
Total Other Expenditures	\$ 72,435.01	\$ 19,053.17	\$ 53,381.84
Net Other Revenue	-\$ 66,982.01	-\$ 20,853.17	-\$ 46,128.84
Net Revenue	-\$ 48,668.74	\$ 7,484.48	-\$ 56,153.22