Willowsford Conservancy
Budget vs. Actuals: June 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	**$ 160,895.16**	**$ 152,878.00**	**$ 8,017.16**
Total 4030 Farm Revenue	**$ 29,825.80**	**$ 37,198.33**	**-$ 7,372.53**
Total 4500 Program & Events Revenue	**$ 120.00**	**$ 500.00**	**-$ 380.00**
Total 4600 Land Revenues	**$ 508.08**	**$ 3,334.91**	**-$ 2,826.83**
Total 4700 Lease Revenue	**$ 1,500.00**	**$ 1,500.00**	**$ 0.00**
4760 Other - Equipment Sales		0.00	0.00
4800 Merchandise Sales		133.33	-133.33
4900 Fundraiser Income	62.46	83.33	-20.87
Total 4000 Revenue	**$ 192,911.50**	**$ 197,427.90**	**-$ 4,516.40**
Discounts given	0.00		0.00
PayPal sales	0.00		0.00
Total Revenue	**$ 192,911.50**	**$ 197,427.90**	**-$ 4,516.40**
Cost of Goods Sold			
5000 Cost of Goods Sold			0.00
Total 5100 COGS- Farm	**$ 7,700.48**	**$ 8,425.00**	**-$ 724.52**
Total 5200 Farm Production & General Exp.	**$ 424.87**	**$ 2,258.34**	**-$ 1,833.47**
Total 5310 COGS - Layer Costs	**$ 2,798.80**	**$ 1,916.67**	**$ 882.13**
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	**$ 873.40**	**$ 4,368.00**	**-$ 3,494.60**
Total 5000 Cost of Goods Sold	**$ 11,797.55**	**$ 17,068.01**	**-$ 5,270.46**
Total Cost of Goods Sold	**$ 11,797.55**	**$ 17,068.01**	**-$ 5,270.46**
Gross Profit	**$ 181,113.95**	**$ 180,359.89**	**$ 754.06**
Expenditures			
Total 6100 Maintenance	**$ 16,236.26**	**$ 18,611.67**	**-$ 2,375.41**
Total 6200 Land Stewardship	**$ 3,096.62**	**$ 7,516.68**	**-$ 4,420.06**
Total 6300 Programs, Classes, Events	**$ 934.50**	**$ 832.67**	**$ 101.83**
Total 7000 Payroll and Benefits	**$ 97,625.88**	**$ 110,722.00**	**-$ 13,096.12**
Total 7100 Employee Housing	**$ 914.71**	**$ 1,125.00**	**-$ 210.29**
Total 7200 General & Administrative	**$ 5,085.96**	**$ 4,230.83**	**$ 855.13**
Total 7300 Professional Fees	**$ 1,744.00**	**$ 8,083.34**	**-$ 6,339.34**
Total 7400 Recruiting & Employee Expenses	**$ 434.01**	**$ 940.15**	**-$ 506.14**
Total 7500 Other Expenses	**$ 110.60**	**$ 604.16**	**-$ 493.56**
Total 7600 Marketing & Advertising	**$ 866.31**	**$ 1,507.91**	**-$ 641.60**
Total 8000 Taxes	**$ 4,037.50**	**$ 4,037.50**	**$ 0.00**
Total 8100 Insurance	**$ 2,925.33**	**$ 3,083.33**	**-$ 158.00**
Total Expenditures	**$ 134,011.68**	**$ 161,295.24**	**-$ 27,283.56**
Net Operating Revenue	**$ 47,102.27**	**$ 19,064.65**	**$ 28,037.62**
Other Revenue			
Total Other Revenue	**$ 61,169.94**	**-$ 1,800.00**	**$ 62,969.94**
Other Expenditures			
Total Other Expenditures	**$ 19,861.31**	**$ 22,719.84**	**-$ 2,858.53**
Net Other Revenue	**$ 41,308.63**	**-$ 24,519.84**	**$ 65,828.47**
Net Revenue	**$ 88,410.90**	**-$ 5,455.19**	**$ 93,866.09**