

Willowsford Conservancy

Budget vs. Actuals May 2025

	Total		
	Actual	Budget	Variance
Revenue			
4000 Revenue			0.00
Total 4010 Grants/Contributions/Easement Revenue	\$ 0.00	\$ 11,400.00	-\$ 11,400.00
Total 4020 Conservancy Assessments & Fees	\$ 166,705.66	\$ 152,878.00	\$ 13,827.66
Total 4030 Farm Revenue	\$ 24,977.93	\$ 29,498.33	-\$ 4,520.40
Total 4500 Program & Events Revenue	\$ 155.93	\$ 500.00	-\$ 344.07
Total 4600 Land Revenues	\$ 2,359.00	\$ 3,234.91	-\$ 875.91
Total 4700 Lease Revenue	\$ 1,500.00	\$ 1,500.00	\$ 0.00
4760 Other - Equipment Sales	245.15	3,000.00	-2,754.85
4800 Merchandise Sales	75.48	133.33	-57.85
4900 Fundraiser Income	66.57	83.33	-16.76
Total 4000 Revenue	\$ 196,085.72	\$ 202,227.90	-\$ 6,142.18
Discounts given	0.00		0.00
Total Revenue	\$ 196,085.72	\$ 202,227.90	-\$ 6,142.18
Cost of Goods Sold			
5000 Cost of Goods Sold			0.00
Total 5100 COGS- Farm	\$ 8,896.14	\$ 12,175.00	-\$ 3,278.86
Total 5200 Farm Production & General Exp.	\$ 3,537.71	\$ 5,058.34	-\$ 1,520.63
Total 5310 COGS - Layer Costs	\$ 145.41	\$ 3,416.67	-\$ 3,271.26
Total 5400 COGS - Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00
Total 5420 COGS Native Plants	\$ 297.92	\$ 325.00	-\$ 27.08
5500 Merchandise Purchases		750.00	-750.00
5600 Fundraising Expenses		0.00	0.00
Total 5900 Seasonal Wages	\$ 270.60	\$ 347.00	-\$ 76.40
Total 5000 Cost of Goods Sold	\$ 13,147.78	\$ 22,072.01	-\$ 8,924.23
Total Cost of Goods Sold	\$ 13,147.78	\$ 22,072.01	-\$ 8,924.23
Gross Profit	\$ 182,937.94	\$ 180,155.89	\$ 2,782.05
Expenditures			
Total 6100 Maintenance	\$ 11,727.02	\$ 19,106.67	-\$ 7,379.65
Total 6200 Land Stewardship	\$ 7,217.17	\$ 17,116.68	-\$ 9,899.51
Total 6300 Programs, Classes, Events	\$ 255.81	\$ 1,429.67	-\$ 1,173.86
Total 7000 Payroll and Benefits	\$ 101,822.91	\$ 110,825.00	-\$ 9,002.09
Total 7100 Employee Housing	\$ 830.17	\$ 950.00	-\$ 119.83
Total 7200 General & Administrative	\$ 5,983.84	\$ 6,530.83	-\$ 546.99
Total 7300 Professional Fees	\$ 12,007.50	\$ 8,083.34	\$ 3,924.16
Total 7400 Recruiting & Employee Expenses	\$ 405.72	\$ 890.15	-\$ 484.43
Total 7500 Other Expenses	\$ 130.25	\$ 279.16	-\$ 148.91
Total 7600 Marketing & Advertising	\$ 1,070.54	\$ 1,507.91	-\$ 437.37
Total 8000 Taxes	\$ 10,260.52	\$ 4,037.50	\$ 6,223.02
Total 8100 Insurance	\$ 5,318.22	\$ 3,083.33	\$ 2,234.89
Total Expenditures	\$ 157,029.67	\$ 173,840.24	-\$ 16,810.57
Net Operating Revenue	\$ 25,908.27	\$ 6,315.65	\$ 19,592.62
Other Revenue			
Total Other Revenue	\$ 60,288.52	-\$ 11,400.00	\$ 71,688.52
Other Expenditures			
Total Other Expenditures	\$ 31,929.91	\$ 22,719.84	\$ 9,210.07
Net Other Revenue	\$ 28,358.61	-\$ 34,119.84	\$ 62,478.45
Net Revenue	\$ 54,266.88	-\$ 27,804.19	\$ 82,071.07