# Willowsford Conservancy
## Budget vs. Actuals: Budget_FY25_P&L - FY25 P&L  Classes
### September 2025

| | Total | | |
|---|---|---|---|
| | Actual | Budget | Variance |
| **Revenue** | | | |
| **4000 Revenue** | | | |
| **Total 4010 Grants/Contributions/Easement Revenue** | **$ 0.00** | **$ 1,350.00** | **0.00%** |
| **Total 4020 Conservancy Assessments & Fees** | **$ 163,783.16** | **$ 150,878.00** | **108.55%** |
| **Total 4030 Farm Revenue** | **$ 24,326.54** | **$ 30,048.33** | **80.96%** |
| **Total 4500 Program & Events Revenue** | **$ 7,028.00** | **$ 10,650.00** | **65.99%** |
| **Total 4600 Land Revenues** | **$ 1,999.00** | **$ 3,101.59** | **64.45%** |
| **Total 4700 Lease Revenue** | **$ 1,500.00** | **$ 1,500.00** | **100.00%** |
| **4760 Other - Equipment Sales** | | 0.00 | |
| **4800 Merchandise Sales** | 75.48 | 133.33 | 56.61% |
| **4900 Fundraiser Income** | 25.88 | 83.33 | 31.06% |
| **Total 4000 Revenue** | **$ 198,738.06** | **$ 197,744.58** | **100.50%** |
| **Discounts given** | 0.00 | | |
| **Total Revenue** | **$ 198,738.06** | **$ 197,744.58** | **100.50%** |
| **Cost of Goods Sold** | | | |
| **5000 Cost of Goods Sold** | | | |
| **Total 5100 COGS- Farm** | **$ 6,259.64** | **$ 9,250.00** | **67.67%** |
| **Total 5200 Farm Production & General Exp.** | **$ 3,224.50** | **$ 5,408.34** | **59.62%** |
| **Total 5310 COGS - Layer Costs** | **$ 3,373.05** | **$ 2,016.67** | **167.26%** |
| **Total 5400 COGS - Land Stewardship** | **$ 0.00** | **$ 0.00** | |
| **Total 5420 COGS Native Plants** | **$ 0.00** | **$ 0.00** | |
| **5500 Merchandise Purchases** | | 250.00 | 0.00% |
| **5600 Fundraising Expenses** | 740.88 | 0.00 | |
| **Total 5900 Seasonal Wages** | **$ 881.56** | **$ 1,610.00** | **54.76%** |
| **Total 5000 Cost of Goods Sold** | **$ 14,479.63** | **$ 18,535.01** | **78.12%** |
| **Total Cost of Goods Sold** | **$ 14,479.63** | **$ 18,535.01** | **78.12%** |
| **Gross Profit** | **$ 184,258.43** | **$ 179,209.57** | **102.82%** |
| **Expenditures** | | | |
| **Total 6100 Maintenance** | **$ 28,152.36** | **$ 19,061.67** | **147.69%** |
| **Total 6200 Land Stewardship** | **$ 5,219.36** | **$ 6,966.68** | **74.92%** |
| **Total 6300 Programs, Classes, Events** | **$ 7,838.54** | **$ 9,023.67** | **86.87%** |
| **Total 7000 Payroll and Benefits** | **$ 98,678.46** | **$ 108,872.00** | **90.64%** |
| **Total 7100 Employee Housing** | **$ 2,686.29** | **$ 1,125.00** | **238.78%** |
| **Total 7200 General & Administrative** | **$ 4,679.05** | **$ 4,280.83** | **109.30%** |
| **Total 7300 Professional Fees** | **$ 2,981.57** | **$ 2,083.34** | **143.11%** |
| **Total 7400 Recruiting & Employee Expenses** | **$ 1,039.87** | **$ 690.15** | **150.67%** |
| **Total 7500 Other Expenses** | **$ 0.00** | **$ 379.16** | **0.00%** |
| **Total 7600 Marketing & Advertising** | **$ 557.25** | **$ 1,507.91** | **36.96%** |
| **Total 8000 Taxes** | **$ 4,037.50** | **$ 4,037.50** | **100.00%** |
| **Total 8100 Insurance** | **$ 1,707.33** | **$ 3,083.33** | **55.37%** |
| **Total Expenditures** | **$ 157,577.58** | **$ 161,111.24** | **97.81%** |
| **Net Operating Revenue** | **$ 26,680.85** | **$ 18,098.33** | **147.42%** |
| **Other Revenue** | | | |
| **Total Other Revenue** | **$ 5,417.36** | **-$ 1,350.00** | **-401.29%** |
| **Other Expenditures** | | | |
| **Total Other Expenditures** | **$ 21,443.15** | **$ 19,053.17** | **112.54%** |
| **Net Other Revenue** | **-$ 16,025.79** | **-$ 20,403.17** | **78.55%** |
| **Net Revenue** | **$ 10,655.06** | **-$ 2,304.84** | **-462.29%** |