

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

	Farm				Land Stewardship				Operations				TOTAL			
	Actual	Budget	Variance	% of Budget	Actual	Budget	Variance	% of Budget	Actual	Budget	Variance	% of Budget	Actual	Budget	over Budget	% of Budget
Revenue																
4000 Revenue			0.00				0.00				0.00		0.00	0.00	0.00	
Total 4010 Grants/Contributions/Easement Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00	
Total 4020 Conservancy Assessments & Fees	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 140,587.59	\$ 138,878.00	\$ 1,709.59	101.23%	\$ 140,587.59	\$ 138,878.00	\$ 1,709.59	101.23%
Total 4030 Farm Revenue	\$ 11,113.38	\$ 11,783.37	-\$ 669.99	94.31%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 11,113.38	\$ 11,783.37	-\$ 669.99	94.31%
Total 4500 Program & Events Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 450.00	\$ 300.00	\$ 150.00	150.00%	\$ 450.00	\$ 300.00	\$ 150.00	150.00%
Total 4600 Land Revenues	\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,398.50	\$ 1,444.45	\$ 954.05	166.05%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,398.50	\$ 1,444.45	\$ 954.05	166.05%
Total 4700 Lease Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,500.00	\$ 1,500.00	\$ 0.00	100.00%	\$ 1,500.00	\$ 1,500.00	\$ 0.00	100.00%
4760 Other - Equipment Sales			0.00				0.00				0.00		0.00	0.00	0.00	
4800 Merchandise Sales	44.55	0.00	44.55				0.00			83.37	-83.37	0.00%	44.55	83.37	-38.82	53.44%
4900 Fundraiser Income			0.00				0.00			83.37	-83.37	0.00%	0.00	83.37	-83.37	0.00%
Total 4000 Revenue	\$ 11,157.93	\$ 11,783.37	-\$ 625.44	94.69%	\$ 2,398.50	\$ 1,444.45	\$ 954.05	166.05%	\$ 142,537.59	\$ 140,844.74	\$ 1,692.85	101.20%	\$ 156,094.02	\$ 154,072.56	\$ 2,021.46	101.31%
Discounts given			0.00				0.00				0.00		0.00	0.00	0.00	
Total Revenue	\$ 11,157.93	\$ 11,783.37	-\$ 625.44	94.69%	\$ 2,398.50	\$ 1,444.45	\$ 954.05	166.05%	\$ 142,537.59	\$ 140,844.74	\$ 1,692.85	101.20%	\$ 156,094.02	\$ 154,072.56	\$ 2,021.46	101.31%
Cost of Goods Sold																
5000 Cost of Goods Sold			0.00				0.00				0.00		0.00	0.00	0.00	
Total 5100 COGS- Farm	\$ 2,264.00	\$ 2,950.00	-\$ 686.00	76.75%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,264.00	\$ 2,950.00	-\$ 686.00	76.75%
Total 5200 Farm Production & General Exp.	\$ 0.00	\$ 1,408.26	-\$ 1,408.26	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 1,408.26	-\$ 1,408.26	0.00%
Total 5310 COGS - Layer Costs	\$ 3,165.75	\$ 1,916.63	\$ 1,249.12	165.17%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,165.75	\$ 1,916.63	\$ 1,249.12	165.17%
Total 5400 COGS - Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00	
Total 5420 COGS Native Plants	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 500.00	-\$ 500.00	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 500.00	-\$ 500.00	0.00%
5500 Merchandise Purchases			0.00				0.00			0.00	0.00		0.00	0.00	0.00	
5600 Fundraising Expenses			0.00				0.00			0.00	0.00		0.00	0.00	0.00	
Total 5900 Seasonal Wages	\$ 0.00	\$ 272.00	-\$ 272.00	0.00%	\$ 1,598.54	\$ 0.00	\$ 1,598.54		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,598.54	\$ 272.00	\$ 1,326.54	587.70%
Total 5000 Cost of Goods Sold	\$ 5,429.75	\$ 6,546.89	-\$ 1,117.14	82.94%	\$ 1,598.54	\$ 500.00	\$ 1,098.54	319.71%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 7,028.29	\$ 7,046.89	-\$ 18.60	99.74%
Total Cost of Goods Sold	\$ 5,429.75	\$ 6,546.89	-\$ 1,117.14	82.94%	\$ 1,598.54	\$ 500.00	\$ 1,098.54	319.71%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 7,028.29	\$ 7,046.89	-\$ 18.60	99.74%
Gross Profit	\$ 5,728.18	\$ 5,236.48	\$ 491.70	109.39%	\$ 799.96	\$ 944.45	-\$ 144.49	84.70%	\$ 142,537.59	\$ 140,844.74	\$ 1,692.85	101.20%	\$ 149,065.73	\$ 147,025.67	\$ 2,040.06	101.39%
Expenditures																
Total 6100 Maintenance	\$ 896.05	\$ 5,508.25	-\$ 4,612.20	16.27%	\$ 17,416.84	\$ 6,083.37	\$ 11,333.47	286.30%	\$ 5,319.17	\$ 1,895.01	\$ 3,424.16	280.69%	\$ 23,632.06	\$ 13,486.63	\$ 10,145.43	175.23%
Total 6200 Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,284.00	\$ 5,616.52	-\$ 1,332.52	76.27%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,284.00	\$ 5,616.52	-\$ 1,332.52	76.27%
Total 6300 Programs, Classes, Events	\$ 0.00	\$ 41.63	-\$ 41.63	0.00%	\$ 0.00	\$ 36.00	-\$ 36.00	0.00%	\$ 91.60	\$ 512.00	-\$ 420.40	17.89%	\$ 91.60	\$ 589.63	-\$ 498.03	15.54%
Total 7000 Payroll and Benefits	\$ 56,771.43	\$ 56,760.44	\$ 10.99	100.02%	\$ 40,759.39	\$ 53,515.98	-\$ 12,756.59	76.16%	\$ 52,029.61	\$ 55,891.50	-\$ 3,861.89	93.09%	\$ 149,560.43	\$ 166,167.92	-\$ 16,607.49	90.01%
Total 7100 Employee Housing	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 16,421.24	\$ 1,125.00	\$ 15,296.24	1459.67%	\$ 16,421.24	\$ 1,125.00	\$ 15,296.24	1459.67%
Total 7200 General & Administrative	\$ 1,108.98	\$ 1,208.37	-\$ 99.39	91.77%	\$ 644.50	\$ 683.37	-\$ 38.87	94.31%	\$ 3,550.96	\$ 2,279.13	\$ 1,271.83	155.80%	\$ 5,304.44	\$ 4,170.87	\$ 1,133.57	127.18%
Total 7300 Professional Fees	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,635.77	\$ 2,083.26	\$ 552.51	126.52%	\$ 2,635.77	\$ 2,083.26	\$ 552.51	126.52%
Total 7400 Recruiting & Employee Expenses	\$ 0.00	\$ 75.00	-\$ 75.00	0.00%	\$ 0.00	\$ 200.00	-\$ 200.00	0.00%	\$ 3,316.72	\$ 1,433.37	\$ 1,883.35	231.39%	\$ 3,316.72	\$ 1,708.37	\$ 1,608.35	194.15%
Total 7500 Other Expenses	\$ 0.00	\$ 83.37	-\$ 83.37	0.00%	\$ 89.99	\$ 0.00	\$ 89.99		\$ 137.33	\$ 195.87	-\$ 58.54	70.11%	\$ 227.32	\$ 279.24	-\$ 51.92	81.41%
Total 7600 Marketing & Advertising	\$ 125.00	\$ 0.00	\$ 125.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 392.07	\$ 1,507.99	-\$ 1,115.92	26.00%	\$ 517.07	\$ 1,507.99	-\$ 990.92	34.29%
Total 8000 Taxes	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,604.70	\$ 4,037.50	\$ 567.20	114.05%	\$ 4,604.70	\$ 4,037.50	\$ 567.20	114.05%
Total 8100 Insurance	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,177.33	\$ 3,083.37	\$ 1,093.96	135.48%	\$ 4,177.33	\$ 3,083.37	\$ 1,093.96	135.48%
QuickBooks Payments Fees			0.00				0.00		30.60		30.60		30.60	0.00	30.60	
Total Expenditures	\$ 58,901.46	\$ 63,677.06	-\$ 4,775.60	92.50%	\$ 63,194.72	\$ 66,135.24	-\$ 2,940.52	95.55%	\$ 92,707.10	\$ 74,044.00	\$ 18,663.10	125.21%	\$ 214,803.28	\$ 203,866.30	\$ 10,936.98	105.37%
Net Operating Revenue	-\$ 53,173.28	-\$ 58,440.58	\$ 5,267.30	90.99%	-\$ 62,394.76	-\$ 65,190.79	\$ 2,796.03	95.71%	\$ 49,830.49	\$ 66,800.74	-\$ 16,970.25	74.60%	-\$ 65,737.55	-\$ 56,830.63	-\$ 8,906.92	115.67%
Other Revenue																
Total Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 21.56	\$ 0.00	\$ 21.56		\$ 21.56	\$ 0.00	\$ 21.56	
Other Expenditures																
Total Other Expenditures	\$ 12,554.90	\$ 11,500.00	\$ 1,054.90	109.17%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 11,447.38	\$ 7,553.13	\$ 3,894.25	151.56%	\$ 24,002.28	\$ 19,053.13	\$ 4,949.15	125.98%
Net Other Revenue	-\$ 12,554.90	-\$ 11,500.00	-\$ 1,054.90	109.17%	\$ 0.00	\$ 0.00	\$ 0.00		-\$ 11,425.82	-\$ 7,553.13	-\$ 3,872.69	151.27%	-\$ 23,980.72	-\$ 19,053.13	-\$ 4,927.59	125.86%
Net Revenue	-\$ 65,728.18	-\$ 69,940.58	\$ 4,212.40	93.98%	-\$ 62,394.76	-\$ 65,190.79	\$ 2,796.03	95.71%	\$ 38,404.67	\$ 59,247.61	-\$ 20,842.94	64.82%	-\$ 89,718.27	-\$ 75,883.76	-\$ 13,834.51	118.23%