

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

	Farm				Land Stewardship				Operations				TOTAL			
	Actual	Budget	Variance	% of Budget	Actual	Budget	Variance	% of Budget	Actual	Budget	Variance	% of Budget	Actual	Budget	Variance	% of Budget
Revenue																
4000 Revenue			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		\$ 139,114.41	\$ 142,878.00	-\$ 3,763.59	97.37%	\$ 139,114.41	\$ 142,878.00	-\$ 3,763.59	97.37%
Total 4030 Farm Revenue	\$ 14,542.06	\$ 17,448.33	-\$ 2,906.27	83.34%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 14,542.06	\$ 17,448.33	-\$ 2,906.27	83.34%
Total 4500 Program & Events Revenue	\$ 0.00	\$ 250.00	-\$ 250.00	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 250.00	-\$ 250.00	0.00%	\$ 0.00	\$ 500.00	-\$ 500.00	0.00%
Total 4600 Land Revenues	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,329.00	\$ 1,444.45	-\$ 115.45	92.01%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,329.00	\$ 1,444.45	-\$ 115.45	92.01%
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	0.00	
4800 Merchandise Sales	29.70	25.00	4.70	118.80%			0.00		11.88	83.33	-71.45	14.26%	41.58	108.33	-66.75	38.38%
4900 Fundraiser Income		0.00	0.00				0.00			83.33	-83.33	0.00%	0.00	83.33	-83.33	0.00%
Total 4000 Revenue	\$ 14,571.76	\$ 17,723.33	-\$ 3,151.57	82.22%	\$ 1,329.00	\$ 1,444.45	-\$ 115.45	92.01%	\$ 140,626.29	\$ 144,794.66	-\$ 4,168.37	97.12%	\$ 156,527.05	\$ 163,962.44	-\$ 7,435.39	95.47%
Discounts given			0.00				0.00				0.00		0.00	0.00	0.00	
Total Revenue	\$ 14,571.76	\$ 17,723.33	-\$ 3,151.57	82.22%	\$ 1,329.00	\$ 1,444.45	-\$ 115.45	92.01%	\$ 140,626.29	\$ 144,794.66	-\$ 4,168.37	97.12%	\$ 156,527.05	\$ 163,962.44	-\$ 7,435.39	95.47%
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	\$ 1,119.00	\$ 2,800.00	-\$ 1,681.00	39.96%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,119.00	\$ 2,800.00	-\$ 1,681.00	39.96%
Total 5200 Farm Production & General Exp.	\$ 0.00	\$ 2,458.34	-\$ 2,458.34	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 2,458.34	-\$ 2,458.34	0.00%
Total 5310 COGS - Layer Costs	\$ 2,742.81	\$ 1,916.67	\$ 826.14	143.10%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,742.81	\$ 1,916.67	\$ 826.14	143.10%
Total 5400 COGS - Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 900.00	-\$ 900.00	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 900.00	-\$ 900.00	0.00%
Total 5420 COGS Native Plants	\$ 0.00	\$ 0.00	\$ 0.00		\$ 230.25	\$ 0.00	\$ 230.25		\$ 0.00	\$ 0.00	\$ 0.00		\$ 230.25	\$ 0.00	\$ 230.25	
5500 Merchandise Purchases			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	
Total 5900 Seasonal Wages	\$ 302.40	\$ 372.00	-\$ 69.60	81.29%	\$ 3,543.13	\$ 0.00	\$ 3,543.13		\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,845.53	\$ 372.00	\$ 3,473.53	1033.74%
Total 5000 Cost of Goods Sold	\$ 4,164.21	\$ 7,547.01	-\$ 3,382.80	55.18%	\$ 3,773.38	\$ 900.00	\$ 2,873.38	419.26%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 7,937.59	\$ 8,447.01	-\$ 509.42	93.97%
Total Cost of Goods Sold	\$ 4,164.21	\$ 7,547.01	-\$ 3,382.80	55.18%	\$ 3,773.38	\$ 900.00	\$ 2,873.38	419.26%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 7,937.59	\$ 8,447.01	-\$ 509.42	93.97%
Gross Profit	\$ 10,407.55	\$ 10,176.32	\$ 231.23	102.27%	-\$ 2,444.38	\$ 544.45	-\$ 2,988.83	-448.96%	\$ 140,626.29	\$ 144,794.66	-\$ 4,168.37	97.12%	\$ 148,589.46	\$ 155,515.43	-\$ 6,925.97	95.55%
Expenditures																
Total 6100 Maintenance	\$ 2,039.29	\$ 5,108.25	-\$ 3,068.96	39.92%	\$ 15,106.28	\$ 12,133.33	\$ 2,972.95	124.50%	\$ 3,917.81	\$ 1,825.09	\$ 2,092.72	214.66%	\$ 21,063.38	\$ 19,066.67	\$ 1,996.71	110.47%
Total 6200 Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,342.15	\$ 5,616.68	-\$ 1,274.53	77.31%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,342.15	\$ 5,616.68	-\$ 1,274.53	77.31%
Total 6300 Programs, Classes, Events	\$ 0.00	\$ 41.67	-\$ 41.67	0.00%	\$ 54.00	\$ 32.00	\$ 22.00	168.75%	\$ 580.91	\$ 512.00	\$ 68.91	113.46%	\$ 634.91	\$ 585.67	\$ 49.24	108.41%
Total 7000 Payroll and Benefits	\$ 35,223.27	\$ 34,944.48	\$ 278.79	100.80%	\$ 22,819.08	\$ 36,236.02	-\$ 13,416.94	62.97%	\$ 35,332.72	\$ 37,691.50	-\$ 2,358.78	93.74%	\$ 93,375.07	\$ 108,872.00	-\$ 15,496.93	85.77%
Total 7100 Employee Housing	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,072.74	\$ 950.00	\$ 3,122.74	428.71%	\$ 4,072.74	\$ 950.00	\$ 3,122.74	428.71%
Total 7200 General & Administrative	\$ 1,157.86	\$ 1,108.33	\$ 49.53	104.47%	\$ 292.70	\$ 743.33	-\$ 450.63	39.38%	\$ 2,391.10	\$ 2,279.17	\$ 111.93	104.91%	\$ 3,841.66	\$ 4,130.83	-\$ 289.17	93.00%
Total 7300 Professional Fees	\$ 0.00	\$ 0.00	\$ 0.00		\$ 600.00	\$ 0.00	\$ 600.00		\$ 2,708.33	\$ 2,083.34	\$ 624.99	130.00%	\$ 3,308.33	\$ 2,083.34	\$ 1,224.99	158.80%
Total 7400 Recruiting & Employee Expenses	\$ 0.00	\$ 75.00	-\$ 75.00	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 411.44	\$ 615.13	-\$ 203.69	66.89%	\$ 411.44	\$ 690.13	-\$ 278.69	59.62%
Total 7500 Other Expenses	\$ 0.00	\$ 83.33	-\$ 83.33	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 195.83	-\$ 195.83	0.00%	\$ 0.00	\$ 279.16	-\$ 279.16	0.00%
Total 7600 Marketing & Advertising	\$ 257.13	\$ 0.00	\$ 257.13		\$ 0.00	\$ 0.00	\$ 0.00		\$ 128.00	\$ 1,507.91	-\$ 1,379.91	8.49%	\$ 385.13	\$ 1,507.91	-\$ 1,122.78	25.54%
Total 8000 Taxes	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,037.50	\$ 4,037.50	\$ 0.00	100.00%	\$ 4,037.50	\$ 4,037.50	\$ 0.00	100.00%
Total 8100 Insurance	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 5,000.33	\$ 3,083.33	\$ 1,917.00	162.17%	\$ 5,000.33	\$ 3,083.33	\$ 1,917.00	162.17%
QuickBooks Payments Fees			0.00				0.00		7.45		7.45		7.45	0.00	7.45	
Total Expenditures	\$ 38,677.55	\$ 41,361.06	-\$ 2,683.51	93.51%	\$ 43,214.21	\$ 54,761.36	-\$ 11,547.15	78.91%	\$ 58,588.33	\$ 54,780.80	\$ 3,807.53	106.98%	\$ 140,480.09	\$ 150,903.22	-\$ 10,423.13	93.09%
Net Operating Revenue	-\$ 28,270.00	-\$ 31,184.74	\$ 2,914.74	90.65%	-\$ 45,658.69	-\$ 54,216.91	\$ 8,558.32	84.21%	\$ 82,037.96	\$ 90,013.86	-\$ 7,975.90	91.14%	\$ 8,109.37	\$ 4,612.21	\$ 3,497.16	175.82%
Other Revenue																
Total Other Revenue	\$ 258.00	\$ 0.00	\$ 258.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 11,680.58	\$ 0.00	\$ 11,680.58		\$ 11,938.58	\$ 0.00	\$ 11,938.58	
Other Expenditures																
Total Other Expenditures	\$ 11,662.40	\$ 11,500.00	\$ 162.40	101.41%	\$ 8,550.00	\$ 0.00	\$ 8,550.00		\$ 10,628.49	\$ 7,553.17	\$ 3,075.32	140.72%	\$ 30,840.89	\$ 19,053.17	\$ 11,787.72	161.87%
Net Other Revenue	-\$ 11,404.40	-\$ 11,500.00	\$ 95.60	99.17%	-\$ 8,550.00	\$ 0.00	-\$ 8,550.00		\$ 1,052.09	-\$ 7,553.17	\$ 8,605.26	-13.93%	-\$ 18,902.31	-\$ 19,053.17	\$ 150.86	99.21%
Net Revenue	-\$ 39,674.40	-\$ 42,684.74	\$ 3,010.34	92.95%	-\$ 54,208.69	-\$ 54,216.91	\$ 8.32	99.98%	\$ 83,090.05	\$ 82,460.69	\$ 629.36	100.76%	-\$ 10,792.94	-\$ 14,440.96	\$ 3,648.02	74.74%