

Willowsford Conservancy
Budget vs. Actuals: Budget_FY25_P&L - FY25 P&L Classes
 October 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	0.00	
Total 4010 Grants/Contributions/Easement Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 3,000.00	\$ -3,000.00	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 3,000.00	\$ -3,000.00	0.00%
Total 4020 Conservancy Assessments & Fees	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 158,833.16	\$ 148,878.00	\$ 9,955.16	106.69%	\$ 158,833.16	\$ 148,878.00	\$ 9,955.16	106.69%
Total 4030 Farm Revenue	\$ 32,774.62	\$ 35,798.33	\$ -3,023.71	91.55%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 32,774.62	\$ 35,798.33	\$ -3,023.71	91.55%
Total 4500 Program & Events Revenue	\$ 329.00	\$ 250.00	\$ 79.00	131.60%	\$ 26.00	\$ 0.00	\$ 26.00		\$ 525.00	\$ 250.00	\$ 275.00	210.00%	\$ 880.00	\$ 500.00	\$ 380.00	176.00%
Total 4600 Land Revenues	\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,002.66	\$ 2,601.59	\$ 401.07	115.42%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,002.66	\$ 2,601.59	\$ 401.07	115.42%
Total 4700 Lease Revenue	-\$ 250.00	\$ 0.00	-\$ 250.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,500.00	\$ 1,500.00	\$ 0.00	100.00%	\$ 1,250.00	\$ 1,500.00	-\$ 250.00	83.33%
4760 Other - Equipment Sales		0.00	0.00				0.00				0.00		0.00	0.00	0.00	
4800 Merchandise Sales		50.00	-50.00	0.00%			0.00		18.87	83.33	-64.46	22.64%	18.87	133.33	-114.46	14.15%
4900 Fundraiser Income	58.99		58.99				0.00		1,750.00	83.33	1,666.67	2100.08%	1,808.99	83.33	1,725.66	2170.87%
Total 4000 Revenue	\$ 32,912.61	\$ 36,098.33	\$ -3,185.72	91.17%	\$ 3,028.66	\$ 5,601.59	\$ -2,572.93	54.07%	\$ 162,627.03	\$ 150,794.66	\$ 11,832.37	107.85%	\$ 198,568.30	\$ 192,494.58	\$ 6,073.72	103.16%
Discounts given			0.00				0.00				0.00		0.00	0.00	0.00	
Total Revenue	\$ 32,912.61	\$ 36,098.33	\$ -3,185.72	91.17%	\$ 3,028.66	\$ 5,601.59	\$ -2,572.93	54.07%	\$ 162,627.03	\$ 150,794.66	\$ 11,832.37	107.85%	\$ 198,568.30	\$ 192,494.58	\$ 6,073.72	103.16%
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	\$ 10,141.50	\$ 8,900.00	\$ 1,241.50	113.95%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 10,141.50	\$ 8,900.00	\$ 1,241.50	113.95%
Total 5200 Farm Production & General Exp.	\$ 2,053.10	\$ 1,208.34	\$ 844.76	169.91%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,053.10	\$ 1,208.34	\$ 844.76	169.91%
Total 5310 COGS - Layer Costs	\$ 1,541.40	\$ 3,416.67	-\$ 1,875.27	45.11%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,541.40	\$ 3,416.67	-\$ 1,875.27	45.11%
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	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00	
5500 Merchandise Purchases			0.00				0.00				0.00		0.00	0.00	0.00	
5600 Fundraising Expenses			0.00				0.00		1,112.49	0.00	1,112.49		1,112.49	0.00	1,112.49	
Total 5900 Seasonal Wages	\$ 438.84	\$ 644.00	-\$ 205.16	68.14%	\$ 3,166.27	\$ 0.00	\$ 3,166.27		\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,605.11	\$ 644.00	\$ 2,961.11	559.80%
Total 5000 Cost of Goods Sold	\$ 14,174.84	\$ 14,169.01	\$ 5.83	100.04%	\$ 3,166.27	\$ 0.00	\$ 3,166.27		\$ 1,112.49	\$ 0.00	\$ 1,112.49		\$ 18,453.60	\$ 14,169.01	\$ 4,284.59	130.24%
Total Cost of Goods Sold	\$ 14,174.84	\$ 14,169.01	\$ 5.83	100.04%	\$ 3,166.27	\$ 0.00	\$ 3,166.27		\$ 1,112.49	\$ 0.00	\$ 1,112.49		\$ 18,453.60	\$ 14,169.01	\$ 4,284.59	130.24%
Gross Profit	\$ 18,737.77	\$ 21,929.32	-\$ 3,191.55	85.45%	-\$ 137.61	\$ 5,601.59	-\$ 5,739.20	-2.46%	\$ 161,514.54	\$ 150,794.66	\$ 10,719.88	107.11%	\$ 180,114.70	\$ 178,325.57	\$ 1,789.13	101.00%
Expenditures																
Total 6100 Maintenance	\$ 2,324.40	\$ 5,108.25	-\$ 2,783.85	45.50%	\$ 10,409.13	\$ 11,483.33	-\$ 1,074.20	90.65%	\$ 2,757.26	\$ 1,870.09	\$ 887.17	147.44%	\$ 15,490.79	\$ 18,461.67	-\$ 2,970.88	83.91%
Total 6200 Land Stewardship	\$ 22.24	\$ 0.00	\$ 22.24		\$ 11,479.85	\$ 8,616.68	\$ 2,863.17	133.23%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 11,502.09	\$ 8,616.68	\$ 2,885.41	133.49%
Total 6300 Programs, Classes, Events	\$ 0.00	\$ 41.67	-\$ 41.67	0.00%	\$ 321.68	\$ 67.00	\$ 254.68	480.12%	\$ 1,559.35	\$ 1,462.00	\$ 97.35	106.66%	\$ 1,881.03	\$ 1,570.67	\$ 310.36	119.76%
Total 7000 Payroll and Benefits	\$ 35,614.59	\$ 34,944.48	\$ 670.11	101.92%	\$ 25,402.43	\$ 36,236.02	-\$ 10,833.59	70.10%	\$ 35,474.48	\$ 38,041.50	-\$ 2,567.02	93.25%	\$ 96,491.50	\$ 109,222.00	-\$ 12,730.50	88.34%
Total 7100 Employee Housing	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 654.42	\$ 950.00	-\$ 295.58	68.89%	\$ 654.42	\$ 950.00	-\$ 295.58	68.89%
Total 7200 General & Administrative	\$ 1,054.17	\$ 1,208.33	-\$ 154.16	87.24%	\$ 2,232.80	\$ 743.33	\$ 1,489.47	300.38%	\$ 3,519.75	\$ 2,279.17	\$ 1,240.58	154.43%	\$ 6,806.72	\$ 4,230.83	\$ 2,575.89	160.88%
Total 7300 Professional Fees	\$ 0.00	\$ 0.00	\$ 0.00		\$ 613.00	\$ 0.00	\$ 613.00		\$ 1,626.00	\$ 2,083.34	-\$ 457.34	78.05%	\$ 2,239.00	\$ 2,083.34	\$ 155.66	107.47%
Total 7400 Recruiting & Employee Expenses	\$ 0.00	\$ 75.00	-\$ 75.00	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 612.93	\$ 615.15	-\$ 2.22	99.64%	\$ 612.93	\$ 690.15	-\$ 77.22	88.81%
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	\$ 125.00	\$ 0.00	\$ 125.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,778.85	\$ 1,507.91	\$ 270.94	117.97%	\$ 1,903.85	\$ 1,507.91	\$ 395.94	126.26%
Total 8000 Taxes	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,677.32	\$ 7,737.50	-\$ 3,060.18	60.45%	\$ 4,677.32	\$ 7,737.50	-\$ 3,060.18	60.45%
Total 8100 Insurance	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,187.33	\$ 3,083.33	\$ 1,104.00	135.81%	\$ 4,187.33	\$ 3,083.33	\$ 1,104.00	135.81%
QuickBooks Payments Fees			0.00				0.00		37.39		37.39		37.39	0.00	37.39	
Total Expenditures	\$ 39,140.40	\$ 41,461.06	-\$ 2,320.66	94.40%	\$ 50,458.89	\$ 57,146.36	-\$ 6,687.47	88.30%	\$ 56,885.08	\$ 59,825.82	-\$ 2,940.74	95.08%	\$ 146,484.37	\$ 158,433.24	-\$ 11,948.87	92.46%
Net Operating Revenue	-\$ 20,402.63	-\$ 19,531.74	-\$ 870.89	104.46%	-\$ 50,596.50	-\$ 51,544.77	\$ 948.27	98.16%	\$ 104,629.46	\$ 90,968.84	\$ 13,660.62	115.02%	\$ 33,630.33	\$ 19,892.33	\$ 13,738.00	169.06%
Other Revenue																
Total Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	-\$ 3,000.00	\$ 3,000.00	0.00%	\$ 2,918.37	\$ 0.00	\$ 2,918.37		\$ 2,918.37	-\$ 3,000.00	\$ 5,918.37	-97.28%
Other Expenditures																
Total Other Expenditures	\$ 19,554.90	\$ 11,500.00	\$ 8,054.90	170.04%	\$ 285.51	\$ 0.00	\$ 285.51		\$ 8,990.75	\$ 7,553.17	\$ 1,437.58	119.03%	\$ 28,831.16	\$ 19,053.17	\$ 9,777.99	151.32%
Net Other Revenue	-\$ 19,554.90	-\$ 11,500.00	-\$ 8,054.90	170.04%	-\$ 285.51	-\$ 3,000.00	\$ 2,714.49	9.52%	-\$ 6,072.38	-\$ 7,553.17	\$ 1,480.79	80.40%	-\$ 25,912.79	-\$ 22,053.17	-\$ 3,859.62	117.50%
Net Revenue	-\$ 39,957.53	-\$ 31,031.74	-\$ 8,925.79	128.76%	-\$ 50,882.01	-\$ 54,544.77	\$ 3,662.76	93.28%	\$ 98,557.08	\$ 83,415.67	\$ 15,141.41	118.15%	\$ 7,717.54	-\$ 2,160.84	\$ 9,878.38	-357.15%