

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

	Total		
	Actual	Budget	Variance
Revenue			
4000 Revenue			
Total 4010 Grants/Contributions/Easement Revenue	\$ 37,500.00	\$ 22,150.00	169.30%
4020 Conservancy Assessments & Fees			
4021 Annual Assessments	1,426,127.43	1,426,536.00	99.97%
4023 Transfer Fee Income - Resales	330,149.40	312,000.00	105.82%
Total 4020 Conservancy Assessments & Fees	\$ 1,756,276.83	\$ 1,738,536.00	101.02%
Total 4030 Farm Revenue	\$ 230,482.20	\$ 259,625.00	88.78%
Total 4500 Program & Events Revenue	\$ 11,125.16	\$ 15,730.00	70.73%
Total 4600 Land Revenues	\$ 15,835.78	\$ 23,999.96	65.98%
Total 4700 Lease Revenue	\$ 19,775.00	\$ 19,800.00	99.87%
4760 Other - Equipment Sales	245.15	3,000.00	8.17%
4800 Merchandise Sales	395.73	1,375.00	28.78%
4900 Fundraiser Income	2,200.30	1,000.00	220.03%
Total 4000 Revenue	\$ 2,073,836.15	\$ 2,085,215.96	99.45%
Discounts given	0.00		
PayPal sales	0.00		
Total Revenue	\$ 2,073,836.15	\$ 2,085,215.96	99.45%
Cost of Goods Sold			
5000 Cost of Goods Sold			
Total 5100 COGS- Farm	\$ 78,380.33	\$ 70,200.00	111.65%
Total 5200 Farm Production & General Exp.	\$ 18,297.52	\$ 31,400.00	58.27%
Total 5310 COGS - Layer Costs	\$ 31,010.52	\$ 32,200.00	96.31%
Total 5400 COGS - Land Stewardship	\$ 1,369.52	\$ 2,300.00	59.54%
Total 5420 COGS Native Plants	\$ 2,275.86	\$ 2,875.00	79.16%
5500 Merchandise Purchases		2,500.00	0.00%
5600 Fundraising Expenses	1,853.37	700.00	264.77%
Total 5900 Seasonal Wages	\$ 15,228.67	\$ 15,890.00	95.84%
Total 5000 Cost of Goods Sold	\$ 148,415.79	\$ 158,065.00	93.90%
Total Cost of Goods Sold	\$ 148,415.79	\$ 158,065.00	93.90%
Gross Profit	\$ 1,925,420.36	\$ 1,927,150.96	99.91%
Expenditures			
Total 6100 Maintenance	\$ 216,000.78	\$ 209,301.00	103.20%
Total 6200 Land Stewardship	\$ 85,409.68	\$ 93,950.00	90.91%
Total 6300 Programs, Classes, Events	\$ 16,839.30	\$ 20,322.00	82.86%
Total 7000 Payroll and Benefits	\$ 1,248,320.92	\$ 1,358,034.92	91.92%
Total 7100 Employee Housing	\$ 40,316.28	\$ 12,100.00	333.19%
Total 7200 General & Administrative	\$ 64,438.50	\$ 58,940.00	109.33%
Total 7300 Professional Fees	\$ 60,754.15	\$ 43,000.00	141.29%
Total 7400 Recruiting & Employee Expenses	\$ 9,020.94	\$ 13,300.00	67.83%
Total 7500 Other Expenses	\$ 1,199.72	\$ 6,100.00	19.67%
Total 7600 Marketing & Advertising	\$ 9,719.79	\$ 18,095.00	53.72%
Total 8000 Taxes	\$ 58,267.12	\$ 55,850.00	104.33%
Total 8100 Insurance	\$ 40,320.41	\$ 37,000.00	108.97%
QuickBooks Payments Fees	75.44		
Total Expenditures	\$ 1,850,683.03	\$ 1,925,992.92	96.09%
Net Operating Revenue	\$ 74,737.33	\$ 1,158.04	6453.78%
Other Revenue			
Net Other Revenue	-\$ 235,203.42	-\$ 451,788.02	52.06%
Net Revenue	-\$ 160,466.09	-\$ 450,629.98	35.61%