

**Willowsford Conservancy**  
**Budget vs. Actuals: Budget\_FY26\_P&L - FY26 P&L Classes**  
 February 2026

	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
<b>Revenue</b>																
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	\$ 416.67	\$ -416.67	0.00%	\$ 0.00	\$ 416.67	\$ -416.67	0.00%
4020 Conservancy Assessments & Fees			0.00				0.00				0.00		0.00	0.00	0.00	
4021 Annual Assessments	33,208.67	23,207.75	10,000.92	143.09%	40,358.00	50,358.92	-10,000.92	80.14%	52,083.57	50,074.83	2,008.74	104.01%	125,650.24	123,641.50	2,008.74	101.62%
4023 Transfer Fee Income - Resales	8,230.83	6,710.00	1,520.83	122.67%	8,230.83	6,711.00	1,519.83	122.65%	8,230.84	6,710.00	1,520.84	122.67%	24,692.50	20,131.00	4,561.50	122.66%
Total 4020 Conservancy Assessments & Fees	\$ 41,439.50	\$ 29,917.75	\$ 11,521.75	138.51%	\$ 48,588.83	\$ 57,069.92	\$ -8,481.09	85.14%	\$ 60,314.41	\$ 56,784.83	\$ 3,529.58	106.22%	\$ 150,342.74	\$ 143,772.50	\$ 6,570.24	104.57%
Total 4030 Farm Revenue	\$ 13,214.98	\$ 8,435.33	\$ 4,779.65	156.66%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 13,214.98	\$ 8,435.33	\$ 4,779.65	156.66%
Total 4500 Program & Events Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 200.00	\$ -200.00	0.00%	\$ 0.00	\$ 200.00	\$ -200.00	0.00%
Total 4600 Land Revenues	\$ 0.00	\$ 0.00	\$ 0.00		\$ 175.00	\$ 750.00	\$ -575.00	23.33%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 175.00	\$ 750.00	\$ -575.00	23.33%
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		56.00	-56.00	0.00%			0.00			0.00	0.00		0.00	56.00	-56.00	0.00%
4900 Fundraiser Income			0.00				0.00			200.00	-200.00	0.00%	0.00	200.00	-200.00	0.00%
Total 4000 Revenue	\$ 54,654.48	\$ 38,409.08	\$ 16,245.40	142.30%	\$ 48,763.83	\$ 57,819.92	\$ -9,056.09	84.34%	\$ 61,814.41	\$ 59,101.50	\$ 2,712.91	104.59%	\$ 165,232.72	\$ 155,330.50	\$ 9,902.22	106.37%
Total Channel discount	\$ 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 Revenue	\$ 54,654.48	\$ 38,409.08	\$ 16,245.40	142.30%	\$ 48,763.83	\$ 57,819.92	\$ -9,056.09	84.34%	\$ 61,814.41	\$ 59,101.50	\$ 2,712.91	104.59%	\$ 165,232.72	\$ 155,330.50	\$ 9,902.22	106.37%
<b>Cost of Goods Sold</b>																
5000 Cost of Goods Sold			0.00				0.00				0.00		0.00	0.00	0.00	
Total 5100 COGS- Farm	\$ 1,433.00	\$ 316.00	\$ 1,117.00	453.48%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,433.00	\$ 316.00	\$ 1,117.00	453.48%
Total 5200 Farm Production & General Exp.	\$ 3,953.91	\$ 7,435.83	\$ -3,481.92	53.17%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,953.91	\$ 7,435.83	\$ -3,481.92	53.17%
Total 5310 COGS - Layer Costs	\$ 2,909.36	\$ 3,566.00	\$ -656.64	81.59%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,909.36	\$ 3,566.00	\$ -656.64	81.59%
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				0.00		0.00	0.00	0.00	
Total 5900 Seasonal Wages	\$ 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 5000 Cost of Goods Sold	\$ 8,296.27	\$ 11,317.83	\$ -3,021.56	73.30%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 8,296.27	\$ 11,317.83	\$ -3,021.56	73.30%
Total Cost of Goods Sold	\$ 8,296.27	\$ 11,317.83	\$ -3,021.56	73.30%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 8,296.27	\$ 11,317.83	\$ -3,021.56	73.30%
Gross Profit	\$ 46,358.21	\$ 27,091.25	\$ 19,266.96	171.12%	\$ 48,763.83	\$ 57,819.92	\$ -9,056.09	84.34%	\$ 61,814.41	\$ 59,101.50	\$ 2,712.91	104.59%	\$ 156,936.45	\$ 144,012.67	\$ 12,923.78	108.97%
<b>Expenditures</b>																
Total 6100 Maintenance	\$ 2,150.69	\$ 4,191.00	\$ -2,040.31	51.32%	\$ 2,849.32	\$ 10,950.00	\$ -8,100.68	26.02%	\$ 2,582.09	\$ 1,103.34	\$ 1,478.75	234.02%	\$ 7,582.10	\$ 16,244.34	\$ -8,662.24	46.68%
Total 6200 Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00		\$ 204.62	\$ 3,200.00	\$ -2,995.38	6.39%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 204.62	\$ 3,200.00	\$ -2,995.38	6.39%
Total 6300 Programs, Classes, Events	\$ 17.24	\$ 0.00	\$ 17.24		\$ 29.44	\$ 180.00	\$ -150.56	16.36%	\$ -382.17	\$ 770.83	\$ -1,153.00	-49.58%	\$ -335.49	\$ 950.83	\$ -1,286.32	-35.28%
Total 7000 Payroll and Benefits	\$ 31,153.20	\$ 37,142.99	\$ -5,989.79	83.87%	\$ 23,398.01	\$ 39,995.75	\$ -16,597.74	58.50%	\$ 34,014.71	\$ 38,500.41	\$ -4,485.70	88.35%	\$ 88,565.92	\$ 115,639.15	\$ -27,073.23	76.59%
Total 7100 Employee Housing	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,132.76	\$ 791.67	\$ 1,341.09	269.40%	\$ 2,132.76	\$ 791.67	\$ 1,341.09	269.40%
Total 7200 General & Administrative	\$ 1,052.31	\$ 989.50	\$ 62.81	106.35%	\$ 533.64	\$ 1,185.83	\$ -652.19	45.00%	\$ 1,999.17	\$ 2,550.00	\$ -550.83	78.40%	\$ 3,585.12	\$ 4,725.33	\$ -1,140.21	75.87%
Total 7300 Professional Fees	\$ 0.00	\$ 20.00	\$ -20.00	0.00%	\$ 375.00	\$ 336.67	\$ 38.33	111.39%	\$ 218.33	\$ 4,051.83	\$ -3,833.50	5.39%	\$ 593.33	\$ 4,408.50	\$ -3,815.17	13.46%
Total 7400 Recruiting & Employee Expenses	\$ 0.00	\$ 64.42	\$ -64.42	0.00%	\$ 74.75	\$ 241.67	\$ -166.92	30.93%	\$ 946.53	\$ 577.65	\$ 368.88	163.86%	\$ 1,021.28	\$ 883.74	\$ 137.54	115.56%
Total 7500 Other Expenses	\$ 0.00	\$ 106.67	\$ -106.67	0.00%	\$ 167.12	\$ 250.00	\$ -82.88	66.85%	\$ 790.00	\$ 83.33	\$ 706.67	948.04%	\$ 957.12	\$ 440.00	\$ 517.12	217.53%
Total 7600 Marketing & Advertising	\$ 1,505.00	\$ 1,200.00	\$ 305.00	125.42%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 406.25	\$ -406.25	0.00%	\$ 1,505.00	\$ 1,606.25	\$ -101.25	93.70%
Total 8000 Taxes	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,166.67	\$ 4,750.00	\$ -583.33	87.72%	\$ 4,166.67	\$ 4,750.00	\$ -583.33	87.72%
Total 8100 Insurance	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,925.33	\$ 3,333.33	\$ -408.00	87.76%	\$ 2,925.33	\$ 3,333.33	\$ -408.00	87.76%
QuickBooks Payments Fees	5.94		5.94				0.00				0.00		5.94	0.00	5.94	
Total Expenditures	\$ 35,884.38	\$ 43,714.58	\$ -7,830.20	82.09%	\$ 27,631.90	\$ 56,339.92	\$ -28,708.02	49.04%	\$ 49,393.42	\$ 56,918.64	\$ -7,525.22	86.78%	\$ 112,909.70	\$ 156,973.14	\$ -44,063.44	71.93%
Net Operating Revenue	\$ 10,473.83	\$ -16,623.33	\$ 27,097.16	-63.01%	\$ 21,131.93	\$ 1,480.00	\$ 19,651.93	1427.83%	\$ 12,420.99	\$ 2,182.86	\$ 10,238.13	569.02%	\$ 44,026.75	\$ -12,960.47	\$ 56,987.22	-339.70%
<b>Other Revenue</b>																
Total Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 6,675.12	\$ 11,560.91	\$ -4,885.79	57.74%	\$ 6,675.12	\$ 11,560.91	\$ -4,885.79	57.74%
<b>Other Expenditures</b>																
Total Other Expenditures	\$ 46,550.00	\$ 11,500.00	\$ 35,050.00	404.78%	\$ 0.00	\$ 15,216.66	\$ -15,216.66	0.00%	\$ 9,312.50	\$ 22,280.75	\$ -12,968.25	41.80%	\$ 55,862.50	\$ 48,997.41	\$ 6,865.09	114.01%
Net Other Revenue	\$ -46,550.00	\$ -11,500.00	\$ -35,050.00	404.78%	\$ 0.00	\$ -15,216.66	\$ 15,216.66	0.00%	\$ -2,637.38	\$ -10,719.84	\$ 8,082.46	24.60%	\$ -49,187.38	\$ -37,436.50	\$ -11,750.88	131.39%
Net Revenue	\$ -36,076.17	\$ -28,123.33	\$ -7,952.84	128.28%	\$ 21,131.93	\$ -13,736.66	\$ 34,868.59	-153.84%	\$ 9,783.61	\$ -8,536.98	\$ 18,320.59	-114.60%	\$ -5,160.63	\$ -50,396.97	\$ 45,236.34	10.24%