

Willowsford Conservancy
Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L Classes
 January 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
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	\$ 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		2,555.00	-2,555.00	0.00%		2,555.00	-2,555.00	0.00%		2,555.00	-2,555.00	0.00%	0.00	7,665.00	-7,665.00	0.00%
Total 4020 Conservancy Assessments & Fees	\$ 33,208.67	\$ 25,762.75	\$ 7,445.92	128.90%	\$ 40,358.00	\$ 52,913.92	-\$ 12,555.92	76.27%	\$ 52,083.57	\$ 52,629.83	-\$ 546.26	98.96%	\$ 125,650.24	\$ 131,306.50	-\$ 5,656.26	95.69%
Total 4030 Farm Revenue	\$ 9,200.36	\$ 14,429.33	-\$ 5,228.97	63.76%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 9,200.36	\$ 14,429.33	-\$ 5,228.97	63.76%
Total 4500 Program & Events 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 4600 Land Revenues	\$ 0.00	\$ 0.00	\$ 0.00		\$ 200.00	\$ 750.00	-\$ 550.00	26.67%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 200.00	\$ 750.00	-\$ 550.00	26.67%
Total 4700 Lease Revenue	\$ 1,200.00	\$ 1,900.00	-\$ 700.00	63.16%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,500.00	\$ 1,500.00	\$ 0.00	100.00%	\$ 2,700.00	\$ 3,400.00	-\$ 700.00	79.41%
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		103.78	200.00	-96.22	51.89%	103.78	200.00	-96.22	51.89%
Total 4000 Revenue	\$ 43,609.03	\$ 42,148.08	\$ 1,460.95	103.47%	\$ 40,558.00	\$ 53,663.92	-\$ 13,105.92	75.58%	\$ 53,687.35	\$ 54,746.50	-\$ 1,059.15	98.07%	\$ 137,854.38	\$ 150,558.50	-\$ 12,704.12	91.56%
Discounts given			0.00				0.00				0.00		0.00	0.00	0.00	
PayPal sales		0.00	0.00				0.00				0.00		0.00	0.00	0.00	
Total Revenue	\$ 43,609.03	\$ 42,148.08	\$ 1,460.95	103.47%	\$ 40,558.00	\$ 53,663.92	-\$ 13,105.92	75.58%	\$ 53,687.35	\$ 54,746.50	-\$ 1,059.15	98.07%	\$ 137,854.38	\$ 150,558.50	-\$ 12,704.12	91.56%
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	\$ 6,652.30	\$ 2,437.00	\$ 4,215.30	272.97%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 6,652.30	\$ 2,437.00	\$ 4,215.30	272.97%
Total 5200 Farm Production & General Exp.	\$ 858.17	\$ 2,064.83	-\$ 1,206.66	41.56%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 858.17	\$ 2,064.83	-\$ 1,206.66	41.56%
Total 5310 COGS - Layer Costs	\$ 1,326.00	\$ 1,931.00	-\$ 605.00	68.67%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,326.00	\$ 1,931.00	-\$ 605.00	68.67%
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		\$ 1,674.13	\$ 1,200.00	\$ 474.13	139.51%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,674.13	\$ 1,200.00	\$ 474.13	139.51%
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	\$ 736.00	-\$ 736.00	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 736.00	-\$ 736.00	0.00%
Total 5000 Cost of Goods Sold	\$ 8,836.47	\$ 7,168.83	\$ 1,667.64	123.26%	\$ 1,674.13	\$ 1,200.00	\$ 474.13	139.51%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 10,510.60	\$ 8,368.83	\$ 2,141.77	125.59%
Total Cost of Goods Sold	\$ 8,836.47	\$ 7,168.83	\$ 1,667.64	123.26%	\$ 1,674.13	\$ 1,200.00	\$ 474.13	139.51%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 10,510.60	\$ 8,368.83	\$ 2,141.77	125.59%
Gross Profit	\$ 34,772.56	\$ 34,979.25	-\$ 206.69	99.41%	\$ 38,883.87	\$ 52,463.92	-\$ 13,580.05	74.12%	\$ 53,687.35	\$ 54,746.50	-\$ 1,059.15	98.07%	\$ 127,343.78	\$ 142,189.67	-\$ 14,845.89	89.56%
Expenditures																
Total 6100 Maintenance	\$ 830.17	\$ 4,205.00	-\$ 3,374.83	19.74%	\$ 3,228.37	\$ 11,850.00	-\$ 8,621.63	27.24%	\$ 7,423.61	\$ 1,103.34	\$ 6,320.27	672.83%	\$ 11,482.15	\$ 17,158.34	-\$ 5,676.19	66.92%
Total 6200 Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,700.00	\$ 14,200.00	-\$ 12,500.00	11.97%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,700.00	\$ 14,200.00	-\$ 12,500.00	11.97%
Total 6300 Programs, Classes, Events	\$ 0.00	\$ 0.00	\$ 0.00		\$ 50.19	\$ 80.00	-\$ 29.81	62.74%	\$ 511.49	\$ 770.83	-\$ 259.34	66.36%	\$ 561.68	\$ 850.83	-\$ 289.15	66.02%
Total 7000 Payroll and Benefits	\$ 37,609.50	\$ 37,142.99	\$ 466.51	101.26%	\$ 28,651.32	\$ 39,995.75	-\$ 11,344.43	71.64%	\$ 36,038.92	\$ 38,500.41	-\$ 2,461.49	93.61%	\$ 102,299.74	\$ 115,639.15	-\$ 13,339.41	88.46%
Total 7100 Employee Housing	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,981.38	\$ 791.67	\$ 1,189.71	250.28%	\$ 1,981.38	\$ 791.67	\$ 1,189.71	250.28%
Total 7200 General & Administrative	\$ 1,108.98	\$ 989.50	\$ 119.48	112.07%	\$ 1,023.04	\$ 1,185.83	-\$ 162.79	86.27%	\$ 3,997.63	\$ 2,550.00	\$ 1,447.63	156.77%	\$ 6,129.65	\$ 4,725.33	\$ 1,404.32	129.72%
Total 7300 Professional Fees	\$ 0.00	\$ 20.00	-\$ 20.00	0.00%	\$ 687.50	\$ 336.67	\$ 350.83	204.21%	\$ 1,782.03	\$ 4,051.83	-\$ 2,269.80	43.98%	\$ 2,469.53	\$ 4,408.50	-\$ 1,938.97	56.02%
Total 7400 Recruiting & Employee Expenses	\$ 0.00	\$ 64.42	-\$ 64.42	0.00%	\$ 381.66	\$ 241.67	\$ 139.99	157.93%	\$ 1,010.90	\$ 577.65	\$ 433.25	175.00%	\$ 1,392.56	\$ 883.74	\$ 508.82	157.58%
Total 7500 Other Expenses	\$ 0.00	\$ 106.67	-\$ 106.67	0.00%	\$ 25.00	\$ 250.00	-\$ 225.00	10.00%	-\$ 12.33	\$ 83.33	-\$ 95.66	-14.80%	\$ 12.67	\$ 440.00	-\$ 427.33	2.88%
Total 7600 Marketing & Advertising	\$ 125.00	\$ 0.00	\$ 125.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 19.97	\$ 406.25	-\$ 386.28	4.92%	\$ 144.97	\$ 406.25	-\$ 261.28	35.68%
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			0.00				0.00		178.05		178.05		178.05		178.05	
Total Expenditures	\$ 39,673.65	\$ 42,528.58	-\$ 2,854.93	93.29%	\$ 35,747.08	\$ 68,139.92	-\$ 32,392.84	52.46%	\$ 60,023.65	\$ 56,918.64	\$ 3,105.01	105.46%	\$ 135,444.38	\$ 167,587.14	-\$ 32,142.76	80.82%
Net Operating Revenue	-\$ 4,901.09	-\$ 7,549.33	\$ 2,648.24	64.92%	\$ 3,136.79	-\$ 15,676.00	\$ 18,812.79	-20.01%	-\$ 6,336.30	-\$ 2,172.14	-\$ 4,164.16	291.71%	-\$ 8,100.60	-\$ 25,397.47	\$ 17,296.87	31.90%
Other Revenue																
Total Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 6,901.44	\$ 11,560.91	-\$ 4,659.47	59.70%	\$ 6,901.44	\$ 11,560.91	-\$ 4,659.47	59.70%
Other Expenditures																
Total Other Expenditures	\$ 14,707.50	\$ 11,500.00	\$ 3,207.50	127.89%	\$ 0.00	\$ 15,216.66	-\$ 15,216.66	0.00%	\$ 8,499.90	\$ 22,280.75	-\$ 13,780.85	38.15%	\$ 23,207.40	\$ 48,997.41	-\$ 25,790.01	47.36%
Net Other Revenue	-\$ 14,707.50	-\$ 11,500.00	-\$ 3,207.50	127.89%	\$ 0.00	-\$ 15,216.66	\$ 15,216.66	0.00%	-\$ 1,598.46	-\$ 10,719.84	\$ 9,121.38	14.91%	-\$ 16,305.96	-\$ 37,436.50	\$ 21,130.54	43.56%
Net Revenue	-\$ 19,608.59	-\$ 19,049.33	-\$ 559.26	102.94%	\$ 3,136.79	-\$ 30,892.66	\$ 34,029.45	-10.15%	-\$ 7,934.76	-\$ 12,891.98	\$ 4,957.22	61.55%	-\$ 24,406.56	-\$ 62,833.97	\$ 38,427.41	38.84%