

Willowsford Conservancy
Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L Classes
 March 2026

	Farm				Land Stewardship				Operations				TOTAL			
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% 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	\$ 1,500.00	-\$ 1,500.00	0.00%	\$ 5,200.00	\$ 416.67	\$ 4,783.33	1247.99%	\$ 5,200.00	\$ 1,916.67	\$ 3,283.33	271.30%
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	3,695.83	6,837.00	-3,141.17	54.06%	3,695.84	6,837.00	-3,141.16	54.06%	3,695.83	6,837.00	-3,141.17	54.06%	11,087.50	20,511.00	-9,423.50	54.06%
Total 4020 Conservancy Assessments & Fees	\$ 36,904.50	\$ 30,044.75	\$ 6,859.75	122.83%	\$ 44,053.84	\$ 57,195.92	-\$ 13,142.08	77.02%	\$ 55,779.40	\$ 56,911.83	-\$ 1,132.43	98.01%	\$ 136,737.74	\$ 144,152.50	-\$ 7,414.76	94.86%
Total 4030 Farm Revenue	\$ 4,752.57	\$ 7,789.33	-\$ 3,036.76	61.01%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,752.57	\$ 7,789.33	-\$ 3,036.76	61.01%
Total 4500 Program & Events Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 600.00	-\$ 600.00	0.00%	\$ 0.00	\$ 200.00	-\$ 200.00	0.00%	\$ 0.00	\$ 800.00	-\$ 800.00	0.00%
Total 4600 Land Revenues	\$ 0.00	\$ 0.00	\$ 0.00		\$ 300.00	\$ 750.00	-\$ 450.00	40.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 300.00	\$ 750.00	-\$ 450.00	40.00%
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	
4800 Merchandise Sales	14.85	0.00	14.85				0.00			25.00	-25.00	0.00%	14.85	25.00	-10.15	59.40%
4900 Fundraiser Income			0.00				0.00		103.48	200.00	-96.52	51.74%	103.48	200.00	-96.52	51.74%
Total 4000 Revenue	\$ 41,671.92	\$ 37,834.08	\$ 3,837.84	110.14%	\$ 44,353.84	\$ 60,045.92	-\$ 15,692.08	73.87%	\$ 62,582.88	\$ 59,253.50	\$ 3,329.38	105.62%	\$ 148,608.64	\$ 157,133.50	-\$ 8,524.86	94.57%
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	\$ 41,671.92	\$ 37,834.08	\$ 3,837.84	110.14%	\$ 44,353.84	\$ 60,045.92	-\$ 15,692.08	73.87%	\$ 62,582.88	\$ 59,253.50	\$ 3,329.38	105.62%	\$ 148,608.64	\$ 157,133.50	-\$ 8,524.86	94.57%
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	\$ 1,400.00	\$ 7,239.50	-\$ 5,839.50	19.34%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,400.00	\$ 7,239.50	-\$ 5,839.50	19.34%
Total 5200 Farm Production & General Exp.	\$ 629.26	\$ 12,880.83	-\$ 12,251.57	4.89%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 629.26	\$ 12,880.83	-\$ 12,251.57	4.89%
Total 5310 COGS - Layer Costs	\$ 87.95	\$ 436.00	-\$ 348.05	20.17%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 87.95	\$ 436.00	-\$ 348.05	20.17%
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		\$ 1,304.28	\$ 1,000.00	\$ 304.28	130.43%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,304.28	\$ 1,000.00	\$ 304.28	130.43%
5500 Merchandise Purchases			0.00				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	0.00	
Total 5900 Seasonal Wages	\$ 79.38	\$ 0.00	\$ 79.38		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 79.38	\$ 0.00	\$ 79.38	
Total 5000 Cost of Goods Sold	\$ 2,196.59	\$ 20,556.33	-\$ 18,359.74	10.69%	\$ 1,304.28	\$ 1,000.00	\$ 304.28	130.43%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,600.87	\$ 21,556.33	-\$ 18,055.46	16.24%
Total Cost of Goods Sold	\$ 2,196.59	\$ 20,556.33	-\$ 18,359.74	10.69%	\$ 1,304.28	\$ 1,000.00	\$ 304.28	130.43%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,600.87	\$ 21,556.33	-\$ 18,055.46	16.24%
Gross Profit	\$ 39,475.33	\$ 17,277.75	\$ 22,197.58	228.47%	\$ 43,049.56	\$ 59,045.92	-\$ 15,996.36	72.91%	\$ 62,582.88	\$ 59,253.50	\$ 3,329.38	105.62%	\$ 145,107.77	\$ 135,577.17	\$ 9,530.60	107.03%
Expenditures																
Total 6100 Maintenance	\$ 1,954.22	\$ 5,075.00	-\$ 3,120.78	38.51%	\$ 3,558.76	\$ 13,560.00	-\$ 10,001.24	26.24%	\$ 4,088.71	\$ 1,103.34	\$ 2,985.37	370.58%	\$ 9,601.69	\$ 19,738.34	-\$ 10,136.65	48.64%
Total 6200 Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00		\$ 16,048.70	\$ 50,100.00	-\$ 34,051.30	32.03%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 16,048.70	\$ 50,100.00	-\$ 34,051.30	32.03%
Total 6300 Programs, Classes, Events	\$ 16.30	\$ 0.00	\$ 16.30		\$ 27.04	\$ 180.00	-\$ 152.96	15.02%	\$ 750.99	\$ 770.83	-\$ 19.84	97.43%	\$ 794.33	\$ 950.83	-\$ 156.50	83.54%
Total 7000 Payroll and Benefits	\$ 26,642.12	\$ 37,142.99	-\$ 10,500.87	71.73%	\$ 26,539.71	\$ 39,995.75	-\$ 13,456.04	66.36%	\$ 36,118.60	\$ 38,500.41	-\$ 2,381.81	93.81%	\$ 89,300.43	\$ 115,639.15	-\$ 26,338.72	77.22%
Total 7100 Employee Housing	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,607.30	\$ 791.67	\$ 2,715.63	443.03%	\$ 3,607.30	\$ 791.67	\$ 2,715.63	443.03%
Total 7200 General & Administrative	\$ 1,018.95	\$ 2,493.50	-\$ 1,474.55	40.86%	\$ 401.35	\$ 1,185.83	-\$ 784.48	33.85%	\$ 4,492.50	\$ 3,050.00	\$ 1,442.50	147.30%	\$ 5,912.80	\$ 6,729.33	-\$ 816.53	87.87%
Total 7300 Professional Fees	\$ 0.00	\$ 20.00	-\$ 20.00	0.00%	\$ 0.00	\$ 336.67	-\$ 336.67	0.00%	\$ 386.33	\$ 4,051.83	-\$ 3,665.50	9.53%	\$ 386.33	\$ 4,408.50	-\$ 4,022.17	8.76%
Total 7400 Recruiting & Employee Expenses	\$ 0.00	\$ 64.42	-\$ 64.42	0.00%	\$ 55.00	\$ 241.67	-\$ 186.67	22.76%	\$ 1,257.01	\$ 577.65	\$ 679.36	217.61%	\$ 1,312.01	\$ 883.74	\$ 428.27	148.46%
Total 7500 Other Expenses	\$ 0.00	\$ 106.67	-\$ 106.67	0.00%	\$ 79.99	\$ 250.00	-\$ 170.01	32.00%	\$ 1,310.00	\$ 83.33	\$ 1,226.67	1572.06%	\$ 1,389.99	\$ 440.00	\$ 949.99	315.91%
Total 7600 Marketing & Advertising	\$ 2,072.11	\$ 3,750.00	-\$ 1,677.89	55.28%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 371.45	\$ 406.25	-\$ 34.80	91.43%	\$ 2,443.56	\$ 4,156.25	-\$ 1,712.69	58.79%
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%
Total Expenditures	\$ 31,703.70	\$ 48,652.58	-\$ 16,948.88	65.18%	\$ 46,710.55	\$ 105,849.92	-\$ 59,139.37	44.13%	\$ 59,374.89	\$ 57,418.64	\$ 1,956.25	103.41%	\$ 137,789.14	\$ 211,921.14	-\$ 74,132.00	65.02%
Net Operating Revenue	\$ 7,771.63	-\$ 31,374.83	\$ 39,146.46	-24.77%	-\$ 3,660.99	-\$ 46,804.00	\$ 43,143.01	7.82%	\$ 3,207.99	\$ 1,834.86	\$ 1,373.13	174.84%	\$ 7,318.63	-\$ 76,343.97	\$ 83,662.60	-9.59%
Other Revenue																
Total Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 6,025.79	\$ 11,560.91	-\$ 5,535.12	52.12%	\$ 6,025.79	\$ 11,560.91	-\$ 5,535.12	52.12%
Other Expenditures																
Total Other Expenditures	\$ 34,868.00	\$ 11,500.00	\$ 23,368.00	303.20%	\$ 3,475.00	\$ 15,216.66	-\$ 11,741.66	22.84%	\$ 13,046.54	\$ 22,280.75	-\$ 9,234.21	58.56%	\$ 51,389.54	\$ 48,997.41	\$ 2,392.13	104.88%
Net Other Revenue	-\$ 34,868.00	-\$ 11,500.00	-\$ 23,368.00	303.20%	-\$ 3,475.00	-\$ 15,216.66	\$ 11,741.66	22.84%	-\$ 7,020.75	-\$ 10,719.84	\$ 3,699.09	65.49%	-\$ 45,363.75	-\$ 37,436.50	-\$ 7,927.25	121.18%
Net Revenue	-\$ 27,096.37	-\$ 42,874.83	\$ 15,778.46	63.20%	-\$ 7,135.99	-\$ 62,020.66	\$ 54,884.67	11.51%	-\$ 3,812.76	-\$ 8,884.98	\$ 5,072.22	42.91%	-\$ 38,045.12	-\$ 113,780.47	\$ 75,735.35	33.44%