

Willowsford Conservancy
Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L Classes
 April 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	\$ 2,000.00	\$ -2,000.00	0.00%	\$ 0.00	\$ 416.67	\$ -416.67	0.00%	\$ 0.00	\$ 2,416.67	\$ -2,416.67	0.00%
Total 4020 Conservancy Assessments & Fees	\$ 42,562.98	\$ 30,574.75	\$ 11,988.23	139.21%	\$ 49,712.32	\$ 57,725.92	\$ -8,013.60	86.12%	\$ 61,437.89	\$ 57,441.83	\$ 3,996.06	106.96%	\$ 153,713.19	\$ 145,742.50	\$ 7,970.69	105.47%
Total 4030 Farm Revenue	\$ 9,515.07	\$ 38,782.33	\$ -29,267.26	24.53%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 9,515.07	\$ 38,782.33	\$ -29,267.26	24.53%
Total 4500 Program & Events Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 275.00	\$ 0.00	\$ 275.00		\$ 0.00	\$ 300.00	\$ -300.00	0.00%	\$ 275.00	\$ 300.00	\$ -25.00	91.67%
Total 4600 Land Revenues	\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,298.12	\$ 2,650.00	\$ -351.88	86.72%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,298.12	\$ 2,650.00	\$ -351.88	86.72%
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	500.00	0.00	500.00				0.00				0.00		500.00	0.00	500.00	
4800 Merchandise Sales	11.88	55.00	-43.12	21.60%			0.00			25.00	-25.00	0.00%	11.88	80.00	-68.12	14.85%
4900 Fundraising/Donation Revenue	100.00		100.00				0.00			200.00	-200.00	0.00%	100.00	200.00	-100.00	50.00%
Total 4000 Revenue	\$ 52,689.93	\$ 69,412.08	\$ -16,722.15	75.91%	\$ 52,285.44	\$ 62,375.92	\$ -10,090.48	83.82%	\$ 62,937.89	\$ 59,883.50	\$ 3,054.39	105.10%	\$ 167,913.26	\$ 191,671.50	\$ -23,758.24	87.60%
Total Channel discount	\$ 2.97	\$ 0.00	\$ 2.97		\$ -28.00	\$ 0.00	\$ -28.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ -25.03	\$ 0.00	\$ -25.03	
Total Revenue	\$ 52,692.90	\$ 69,412.08	\$ -16,719.18	75.91%	\$ 52,257.44	\$ 62,375.92	\$ -10,118.48	83.78%	\$ 62,937.89	\$ 59,883.50	\$ 3,054.39	105.10%	\$ 167,888.23	\$ 191,671.50	\$ -23,783.27	87.59%
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	\$ 1,735.88	\$ 6,434.00	\$ -4,698.12	26.98%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,735.88	\$ 6,434.00	\$ -4,698.12	26.98%
Total 5200 Farm Production & General Exp.	\$ 605.92	\$ 1,506.83	\$ -900.91	40.21%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 605.92	\$ 1,506.83	\$ -900.91	40.21%
Total 5310 COGS - Layer Costs	\$ 2,818.80	\$ 4,729.00	\$ -1,910.20	59.61%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,818.80	\$ 4,729.00	\$ -1,910.20	59.61%
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	\$ 400.00	\$ -400.00	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 400.00	\$ -400.00	0.00%
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	\$ 4,943.98	\$ 296.00	\$ 4,647.98	1670.26%	\$ 748.00	\$ 0.00	\$ 748.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 5,691.98	\$ 296.00	\$ 5,395.98	1922.97%
Total 5000 Cost of Goods Sold	\$ 10,104.58	\$ 12,965.83	\$ -2,861.25	77.93%	\$ 748.00	\$ 400.00	\$ 348.00	187.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 10,852.58	\$ 13,365.83	\$ -2,513.25	81.20%
Total Cost of Goods Sold	\$ 10,104.58	\$ 12,965.83	\$ -2,861.25	77.93%	\$ 748.00	\$ 400.00	\$ 348.00	187.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 10,852.58	\$ 13,365.83	\$ -2,513.25	81.20%
Gross Profit	\$ 42,588.32	\$ 56,446.25	\$ -13,857.93	75.45%	\$ 51,509.44	\$ 61,975.92	\$ -10,466.48	83.11%	\$ 62,937.89	\$ 59,883.50	\$ 3,054.39	105.10%	\$ 157,035.65	\$ 178,305.67	\$ -21,270.02	88.07%
Expenditures																
Total 6100 Maintenance	\$ 6,710.45	\$ 4,200.00	\$ 2,510.45	159.77%	\$ 11,203.12	\$ 12,610.00	\$ -1,406.88	88.84%	\$ 3,968.37	\$ 1,103.34	\$ 2,865.03	359.67%	\$ 21,881.94	\$ 17,913.34	\$ 3,968.60	122.15%
Total 6200 Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,663.76	\$ 6,500.00	\$ -4,836.24	25.60%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,663.76	\$ 6,500.00	\$ -4,836.24	25.60%
Total 6300 Programs, Classes, Events	\$ 31.79	\$ 0.00	\$ 31.79		\$ 72.49	\$ 590.00	\$ -517.51	12.29%	\$ 1,078.10	\$ 770.83	\$ 307.27	139.86%	\$ 1,182.38	\$ 1,360.83	\$ -178.45	86.89%
Total 7000 Payroll and Benefits	\$ 42,885.23	\$ 37,142.99	\$ 5,742.24	115.46%	\$ 28,498.01	\$ 39,995.75	\$ -11,497.74	71.25%	\$ 43,167.28	\$ 38,430.41	\$ 4,736.87	112.33%	\$ 114,550.52	\$ 115,569.15	\$ -1,018.63	99.12%
Total 7100 Employee Housing	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,964.46	\$ 791.67	\$ 2,172.79	374.46%	\$ 2,964.46	\$ 791.67	\$ 2,172.79	374.46%
Total 7200 General & Administrative	\$ 1,354.58	\$ 1,159.50	\$ 195.08	116.82%	\$ 1,321.00	\$ 1,185.83	\$ 135.17	111.40%	\$ 2,178.96	\$ 2,800.00	\$ -621.04	77.82%	\$ 4,854.54	\$ 5,145.33	\$ -290.79	94.35%
Total 7300 Professional Fees	\$ 120.00	\$ 20.00	\$ 100.00	600.00%	\$ 0.00	\$ 336.67	\$ -336.67	0.00%	\$ 10,344.33	\$ 4,051.83	\$ 6,292.50	255.30%	\$ 10,464.33	\$ 4,408.50	\$ 6,055.83	237.37%
Total 7400 Recruiting & Employee Expenses	\$ 71.67	\$ 64.42	\$ 7.25	111.25%	\$ 111.60	\$ 241.67	\$ -130.07	46.18%	\$ 4,332.14	\$ 577.65	\$ 3,754.49	749.96%	\$ 4,515.41	\$ 883.74	\$ 3,631.67	510.94%
Total 7500 Other Expenses	\$ 0.00	\$ 106.67	\$ -106.67	0.00%	\$ 0.00	\$ 250.00	\$ -250.00	0.00%	\$ 30.00	\$ 83.33	\$ -53.33	36.00%	\$ 30.00	\$ 440.00	\$ -410.00	6.82%
Total 7600 Marketing & Advertising	\$ 347.60	\$ 6,250.00	\$ -5,902.40	5.56%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 92.59	\$ 406.25	\$ -313.66	22.79%	\$ 440.19	\$ 6,656.25	\$ -6,216.06	6.61%
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	\$ 51,521.32	\$ 48,943.58	\$ 2,577.74	105.27%	\$ 42,869.98	\$ 61,709.92	\$ -18,839.94	69.47%	\$ 75,248.23	\$ 57,098.64	\$ 18,149.59	131.79%	\$ 169,639.53	\$ 167,752.14	\$ 1,887.39	101.13%
Net Operating Revenue	\$ -8,933.00	\$ 7,502.67	\$ -16,435.67	-119.06%	\$ 8,639.46	\$ 266.00	\$ 8,373.46	3247.92%	\$ -12,310.34	\$ 2,784.86	\$ -15,095.20	-442.05%	\$ -12,603.88	\$ 10,553.53	\$ -23,157.41	-119.43%
Other Revenue																
Total Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 6,638.24	\$ 5,727.58	\$ 910.66	115.90%	\$ 6,638.24	\$ 5,727.58	\$ 910.66	115.90%
Other Expenditures																
Total Other Expenditures	\$ 35,480.02	\$ 11,500.00	\$ 23,980.02	308.52%	\$ 0.00	\$ 15,216.66	\$ -15,216.66	0.00%	\$ 17,330.23	\$ 16,447.42	\$ 882.81	105.37%	\$ 52,810.25	\$ 43,164.08	\$ 9,646.17	122.35%
Net Other Revenue	\$ -35,480.02	\$ -11,500.00	\$ -23,980.02	308.52%	\$ 0.00	\$ -15,216.66	\$ 15,216.66	0.00%	\$ -10,691.99	\$ -10,719.84	\$ 27.85	99.74%	\$ -46,172.01	\$ -37,436.50	\$ -8,735.51	123.33%
Net Revenue	\$ -44,413.02	\$ -3,997.33	\$ -40,415.69	1111.07%	\$ 8,639.46	\$ -14,950.66	\$ 23,590.12	-57.79%	\$ -23,002.33	\$ -7,934.98	\$ -15,067.35	289.89%	\$ -58,775.89	\$ -26,882.97	\$ -31,892.92	218.64%