

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

	Farm				Land Stewardship				Operations				TOTAL			
	Actual	Budget	Variance	% of Budget	Actual	Budget	Variance	% of Budget	Actual	Budget	Variance	% 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	\$ 900.00	-\$ 900.00	0.00%	\$ 0.00	\$ 416.67	-\$ 416.67	0.00%	\$ 0.00	\$ 1,316.67	-\$ 1,316.67	0.00%
4020 Conservancy Assessments & Fees			0.00				0.00				0.00		0.00	0.00	0.00	
4021 Annual Assessments	41,883.41	23,207.75	18,675.66	180.47%	41,883.41	50,358.92	-8,475.51	83.17%	41,883.42	50,074.83	-8,191.41	83.64%	125,650.24	123,641.50	2,008.74	101.62%
4023 Transfer Fee Income - Resales	18,836.58	8,375.00	10,461.58	224.91%	18,836.59	8,375.00	10,461.59	224.91%	18,836.58	8,375.00	10,461.58	224.91%	56,509.75	25,125.00	31,384.75	224.91%
Total 4020 Conservancy Assessments & Fees	\$ 60,719.99	\$ 31,582.75	\$ 29,137.24	192.26%	\$ 60,720.00	\$ 58,733.92	\$ 1,986.08	103.38%	\$ 60,720.00	\$ 58,449.83	\$ 2,270.17	103.88%	\$ 182,159.99	\$ 148,766.50	\$ 33,393.49	122.45%
Total 4030 Farm Revenue	\$ 21,124.49	\$ 34,213.33	-\$ 13,088.84	61.74%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 21,124.49	\$ 34,213.33	-\$ 13,088.84	61.74%
Total 4500 Program & Events Revenue	\$ 0.00	\$ 595.00	-\$ 595.00	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 1,635.00	-\$ 1,635.00	0.00%	\$ 0.00	\$ 2,230.00	-\$ 2,230.00	0.00%
Total 4600 Land Revenues	\$ 0.00	\$ 0.00	\$ 0.00		\$ 638.92	\$ 1,500.00	-\$ 861.08	42.59%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 638.92	\$ 1,500.00	-\$ 861.08	42.59%
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		55.00	-55.00	0.00%			0.00			50.00	-50.00	0.00%	0.00	105.00	-105.00	0.00%
4900 Fundraising/Donation Revenue	4.00		4.00				0.00			0.00	0.00		4.00	0.00	4.00	
Total 4000 Revenue	\$ 81,848.48	\$ 66,446.08	\$ 15,402.40	123.18%	\$ 61,358.92	\$ 61,133.92	\$ 225.00	100.37%	\$ 62,220.00	\$ 62,051.50	\$ 168.50	100.27%	\$ 205,427.40	\$ 189,631.50	\$ 15,795.90	108.33%
Total Channel discount	-\$ 29.94	\$ 0.00	-\$ 29.94		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		-\$ 29.94	\$ 0.00	-\$ 29.94	
Total Revenue	\$ 81,818.54	\$ 66,446.08	\$ 15,372.46	123.14%	\$ 61,358.92	\$ 61,133.92	\$ 225.00	100.37%	\$ 62,220.00	\$ 62,051.50	\$ 168.50	100.27%	\$ 205,397.46	\$ 189,631.50	\$ 15,765.96	108.31%
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	\$ 8,911.99	\$ 8,388.00	\$ 523.99	106.25%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 8,911.99	\$ 8,388.00	\$ 523.99	106.25%
Total 5200 Farm Production & General Exp.	\$ 1,273.61	\$ 806.83	\$ 466.78	157.85%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,273.61	\$ 806.83	\$ 466.78	157.85%
Total 5310 COGS - Layer Costs	\$ 2,152.14	\$ 3,020.00	-\$ 867.86	71.26%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,152.14	\$ 3,020.00	-\$ 867.86	71.26%
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	\$ 2,150.61	\$ 2,518.00	-\$ 367.39	85.41%	\$ 5,695.83	\$ 0.00	\$ 5,695.83		\$ 0.00	\$ 0.00	\$ 0.00		\$ 7,846.44	\$ 2,518.00	\$ 5,328.44	311.61%
Total 5000 Cost of Goods Sold	\$ 14,488.35	\$ 14,732.83	-\$ 244.48	98.34%	\$ 5,695.83	\$ 400.00	\$ 5,295.83	1423.96%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 20,184.18	\$ 15,132.83	\$ 5,051.35	133.38%
Total Cost of Goods Sold	\$ 14,488.35	\$ 14,732.83	-\$ 244.48	98.34%	\$ 5,695.83	\$ 400.00	\$ 5,295.83	1423.96%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 20,184.18	\$ 15,132.83	\$ 5,051.35	133.38%
Gross Profit	\$ 67,330.19	\$ 51,713.25	\$ 15,616.94	130.20%	\$ 55,663.09	\$ 60,733.92	-\$ 5,070.83	91.65%	\$ 62,220.00	\$ 62,051.50	\$ 168.50	100.27%	\$ 185,213.28	\$ 174,498.67	\$ 10,714.61	106.14%
Expenditures																
Total 6100 Maintenance	\$ 4,128.36	\$ 4,283.00	-\$ 154.64	96.39%	\$ 15,348.33	\$ 14,110.00	\$ 1,238.33	108.78%	\$ 2,920.52	\$ 1,103.34	\$ 1,817.18	264.70%	\$ 22,397.21	\$ 19,496.34	\$ 2,900.87	114.88%
Total 6200 Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00		\$ 44,799.28	\$ 3,300.00	\$ 41,499.28	1357.55%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 44,799.28	\$ 3,300.00	\$ 41,499.28	1357.55%
Total 6300 Programs, Classes, Events	\$ 46.00	\$ 0.00	\$ 46.00		\$ 54.82	\$ 590.00	-\$ 535.18	9.29%	\$ 652.77	\$ 770.83	-\$ 118.06	84.68%	\$ 753.59	\$ 1,360.83	-\$ 607.24	55.38%
Total 7000 Payroll and Benefits	\$ 31,969.20	\$ 37,142.99	-\$ 5,173.79	86.07%	\$ 29,246.49	\$ 39,995.75	-\$ 10,749.26	73.12%	\$ 38,737.40	\$ 38,420.41	\$ 316.99	100.83%	\$ 99,953.09	\$ 115,559.15	-\$ 15,606.06	86.50%
Total 7100 Employee Housing	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,273.51	\$ 791.67	\$ 3,481.84	539.81%	\$ 4,273.51	\$ 791.67	\$ 3,481.84	539.81%
Total 7200 General & Administrative	\$ 1,461.34	\$ 1,410.50	\$ 50.84	103.60%	\$ 633.81	\$ 1,185.83	-\$ 552.02	53.45%	\$ 3,607.50	\$ 2,550.00	\$ 1,057.50	141.47%	\$ 5,702.65	\$ 5,146.33	\$ 556.32	110.81%
Total 7300 Professional Fees	\$ 0.00	\$ 20.00	-\$ 20.00	0.00%	\$ 0.00	\$ 336.67	-\$ 336.67	0.00%	\$ 3,898.33	\$ 4,051.83	-\$ 153.50	96.21%	\$ 3,898.33	\$ 4,408.50	-\$ 510.17	88.43%
Total 7400 Recruiting & Employee Expenses	\$ 192.68	\$ 64.42	\$ 128.26	299.10%	\$ 33.12	\$ 241.67	-\$ 208.55	13.70%	\$ 1,014.08	\$ 577.65	\$ 436.43	175.55%	\$ 1,239.88	\$ 883.74	\$ 356.14	140.30%
Total 7500 Other Expenses	\$ 0.00	\$ 106.67	-\$ 106.67	0.00%	\$ 159.99	\$ 250.00	-\$ 90.01	64.00%	\$ 500.00	\$ 83.33	\$ 416.67	600.02%	\$ 659.99	\$ 440.00	\$ 219.99	150.00%
Total 7600 Marketing & Advertising	\$ 2,068.72	\$ 200.00	\$ 1,868.72	1034.36%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 49.98	\$ 406.25	-\$ 356.27	12.30%	\$ 2,118.70	\$ 606.25	\$ 1,512.45	349.48%
Total 8000 Taxes	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 596.43	\$ 4,750.00	-\$ 4,153.57	12.56%	\$ 596.43	\$ 4,750.00	-\$ 4,153.57	12.56%
Total 8100 Insurance	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 3,897.58	\$ 3,333.33	\$ 564.25	116.93%	\$ 3,897.58	\$ 3,333.33	\$ 564.25	116.93%
Total Expenditures	\$ 39,866.30	\$ 43,227.58	-\$ 3,361.28	92.22%	\$ 90,275.84	\$ 60,009.92	\$ 30,265.92	150.43%	\$ 60,148.10	\$ 56,838.64	\$ 3,309.46	105.82%	\$ 190,290.24	\$ 160,076.14	\$ 30,214.10	118.87%
Net Operating Revenue	\$ 27,463.89	\$ 8,485.67	\$ 18,978.22	323.65%	-\$ 34,612.75	\$ 724.00	-\$ 35,336.75	-4780.77%	\$ 2,071.90	\$ 5,212.86	-\$ 3,140.96	39.75%	-\$ 5,076.96	\$ 14,422.53	-\$ 19,499.49	-35.20%
Other Revenue																
Total Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 6,298.65	\$ 5,727.58	\$ 571.07	109.97%	\$ 6,298.65	\$ 5,727.58	\$ 571.07	109.97%
Other Expenditures																
Total Other Expenditures	\$ 11,500.00	\$ 11,500.00	\$ 0.00	100.00%	\$ 19,362.49	\$ 15,216.66	\$ 4,145.83	127.25%	\$ 8,969.22	\$ 16,447.42	-\$ 7,478.20	54.53%	\$ 39,831.71	\$ 43,164.08	-\$ 3,332.37	92.28%
Net Other Revenue	-\$ 11,500.00	-\$ 11,500.00	\$ 0.00	100.00%	-\$ 19,362.49	-\$ 15,216.66	-\$ 4,145.83	127.25%	-\$ 2,670.57	-\$ 10,719.84	\$ 8,049.27	24.91%	-\$ 33,533.06	-\$ 37,436.50	\$ 3,903.44	89.57%
Net Revenue	\$ 15,963.89	-\$ 3,014.33	\$ 18,978.22	-529.60%	-\$ 53,975.24	-\$ 14,492.66	-\$ 39,482.58	372.43%	-\$ 598.67	-\$ 5,506.98	\$ 4,908.31	10.87%	-\$ 38,610.02	-\$ 23,013.97	-\$ 15,596.05	167.77%