

Willowsford Conservancy
Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L Classes
June 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	\$ 2,636.03	\$ 0.00	\$ 2,636.03		\$ 0.00	\$ 900.00	-\$ 900.00	0.00%	\$ 5,000.00	\$ 416.67	\$ 4,583.33	1199.99%	\$ 7,636.03	\$ 1,316.67	\$ 6,319.36	579.95%
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	13,683.33	13,244.00	439.33	103.32%	13,683.34	13,243.00	440.34	103.33%	13,683.33	13,243.00	440.33	103.33%	41,050.00	39,730.00	1,320.00	103.32%
Total 4020 Conservancy Assessments & Fees	\$ 55,566.74	\$ 36,451.75	\$ 19,114.99	152.44%	\$ 55,566.75	\$ 63,601.92	-\$ 8,035.17	87.37%	\$ 55,566.75	\$ 63,317.83	-\$ 7,751.08	87.76%	\$ 166,700.24	\$ 163,371.50	\$ 3,328.74	102.04%
Total 4030 Farm Revenue	\$ 24,409.30	\$ 35,697.33	-\$ 11,288.03	68.38%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 24,409.30	\$ 35,697.33	-\$ 11,288.03	68.38%
Total 4500 Program & Events Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 400.00	-\$ 400.00	0.00%	\$ 0.00	\$ 400.00	-\$ 400.00	0.00%
Total 4600 Land Revenues	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,667.99	\$ 2,250.00	-\$ 582.01	74.13%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,667.99	\$ 2,250.00	-\$ 582.01	74.13%
Total 4700 Lease Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 5,500.00	\$ 1,500.00	\$ 4,000.00	366.67%	\$ 5,500.00	\$ 1,500.00	\$ 4,000.00	366.67%
4760 Other - Equipment Sales		3,000.00	-3,000.00	0.00%			0.00				0.00		0.00	3,000.00	-3,000.00	0.00%
4800 Merchandise Sales		0.00	0.00				0.00		0.99	50.00	-49.01	1.98%	0.99	50.00	-49.01	1.98%
4900 Fundraising/Donation Revenue			0.00				0.00		62.46	0.00	62.46		62.46	0.00	62.46	
Total 4000 Revenue	\$ 82,612.07	\$ 75,149.08	\$ 7,462.99	109.93%	\$ 57,234.74	\$ 66,751.92	-\$ 9,517.18	85.74%	\$ 66,130.20	\$ 65,684.50	\$ 445.70	100.68%	\$ 205,977.01	\$ 207,585.50	-\$ 1,608.49	99.23%
Total Channel discount	-\$ 91.77	\$ 0.00	-\$ 91.77		-\$ 153.90	\$ 0.00	-\$ 153.90		\$ 0.00	\$ 0.00	\$ 0.00		-\$ 245.67	\$ 0.00	-\$ 245.67	
PayPal sales	0.00		0.00		0.00		0.00				0.00		0.00	0.00	0.00	
Total Revenue	\$ 82,520.30	\$ 75,149.08	\$ 7,371.22	109.81%	\$ 57,080.84	\$ 66,751.92	-\$ 9,671.08	85.51%	\$ 66,130.20	\$ 65,684.50	\$ 445.70	100.68%	\$ 205,731.34	\$ 207,585.50	-\$ 1,854.16	99.11%
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	\$ 8,118.11	\$ 10,121.50	-\$ 2,003.39	80.21%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 8,118.11	\$ 10,121.50	-\$ 2,003.39	80.21%
Total 5200 Farm Production & General Exp.	\$ 1,365.67	\$ 806.83	\$ 558.84	169.26%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,365.67	\$ 806.83	\$ 558.84	169.26%
Total 5310 COGS - Layer Costs	\$ 0.00	\$ 2,955.00	-\$ 2,955.00	0.00%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 2,955.00	-\$ 2,955.00	0.00%
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			500.00	-500.00	0.00%	0.00	500.00	-500.00	0.00%
5600 Fundraising Expenses			0.00				0.00			0.00	0.00		0.00	0.00	0.00	
Total 5900 Seasonal Wages	\$ 2,586.05	\$ 2,968.00	-\$ 381.95	87.13%	\$ 4,297.41	\$ 0.00	\$ 4,297.41		\$ 0.00	\$ 0.00	\$ 0.00		\$ 6,883.46	\$ 2,968.00	\$ 3,915.46	231.92%
Total 5000 Cost of Goods Sold	\$ 12,069.83	\$ 16,851.33	-\$ 4,781.50	71.63%	\$ 4,297.41	\$ 0.00	\$ 4,297.41		\$ 0.00	\$ 500.00	-\$ 500.00	0.00%	\$ 16,367.24	\$ 17,351.33	-\$ 984.09	94.33%
Total Cost of Goods Sold	\$ 12,069.83	\$ 16,851.33	-\$ 4,781.50	71.63%	\$ 4,297.41	\$ 0.00	\$ 4,297.41		\$ 0.00	\$ 500.00	-\$ 500.00	0.00%	\$ 16,367.24	\$ 17,351.33	-\$ 984.09	94.33%
Gross Profit	\$ 70,450.47	\$ 58,297.75	\$ 12,152.72	120.85%	\$ 52,783.43	\$ 66,751.92	-\$ 13,968.49	79.07%	\$ 66,130.20	\$ 65,184.50	\$ 945.70	101.45%	\$ 189,364.10	\$ 190,234.17	-\$ 870.07	99.54%
Expenditures																
Total 6100 Maintenance	\$ 5,036.10	\$ 3,991.00	\$ 1,045.10	126.19%	\$ 10,107.90	\$ 10,210.00	-\$ 102.10	99.00%	\$ 3,755.32	\$ 1,603.34	\$ 2,151.98	234.22%	\$ 18,899.32	\$ 15,804.34	\$ 3,094.98	119.58%
Total 6200 Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,469.00	\$ 5,400.00	-\$ 931.00	82.76%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 4,469.00	\$ 5,400.00	-\$ 931.00	82.76%
Total 6300 Programs, Classes, Events	\$ 175.84	\$ 0.00	\$ 175.84		\$ 2,993.32	\$ 590.00	\$ 2,403.32	507.34%	\$ 895.90	\$ 770.83	\$ 125.07	116.23%	\$ 4,065.06	\$ 1,360.83	\$ 2,704.23	298.72%
Total 7000 Payroll and Benefits	\$ 35,950.59	\$ 37,142.99	-\$ 1,192.40	96.79%	\$ 29,242.62	\$ 39,995.75	-\$ 10,753.13	73.11%	\$ 37,307.34	\$ 38,420.41	-\$ 1,113.07	97.10%	\$ 102,500.55	\$ 115,559.15	-\$ 13,058.60	88.70%
Total 7100 Employee Housing	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,424.96	\$ 791.67	\$ 1,633.29	306.31%	\$ 2,424.96	\$ 791.67	\$ 1,633.29	306.31%
Total 7200 General & Administrative	\$ 2,744.50	\$ 1,218.50	\$ 1,526.00	225.24%	\$ 1,229.72	\$ 1,185.83	\$ 43.89	103.70%	\$ 2,863.56	\$ 2,550.00	\$ 313.56	112.30%	\$ 6,837.78	\$ 4,954.33	\$ 1,883.45	138.02%
Total 7300 Professional Fees	\$ 0.00	\$ 20.00	-\$ 20.00	0.00%	\$ 0.00	\$ 336.67	-\$ 336.67	0.00%	\$ 218.33	\$ 4,051.83	-\$ 3,833.50	5.39%	\$ 218.33	\$ 4,408.50	-\$ 4,190.17	4.95%
Total 7400 Recruiting & Employee Expenses	\$ 27.52	\$ 64.42	-\$ 36.90	42.72%	\$ 208.31	\$ 241.67	-\$ 33.36	86.20%	\$ 799.06	\$ 577.65	\$ 221.41	138.33%	\$ 1,034.89	\$ 883.74	\$ 151.15	117.10%
Total 7500 Other Expenses	\$ 0.00	\$ 106.67	-\$ 106.67	0.00%	\$ 79.99	\$ 350.00	-\$ 270.01	22.85%	\$ 372.29	\$ 83.33	\$ 288.96	446.77%	\$ 452.28	\$ 540.00	-\$ 87.72	83.76%
Total 7600 Marketing & Advertising	\$ 583.98	\$ 200.00	\$ 383.98	291.99%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 850.00	\$ 406.25	\$ 443.75	209.23%	\$ 1,433.98	\$ 606.25	\$ 827.73	236.53%
Total 8000 Taxes	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 7,014.78	\$ 4,750.00	\$ 2,264.78	147.68%	\$ 7,014.78	\$ 4,750.00	\$ 2,264.78	147.68%
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	\$ 44,518.53	\$ 42,743.58	\$ 1,774.95	104.15%	\$ 48,330.86	\$ 58,309.92	-\$ 9,979.06	82.89%	\$ 59,426.87	\$ 57,338.64	\$ 2,088.23	103.64%	\$ 152,276.26	\$ 158,392.14	-\$ 6,115.88	96.14%
Net Operating Revenue	\$ 25,931.94	\$ 15,554.17	\$ 10,377.77	166.72%	\$ 4,452.57	\$ 8,442.00	-\$ 3,989.43	52.74%	\$ 6,703.33	\$ 7,845.86	-\$ 1,142.53	85.44%	\$ 37,087.84	\$ 31,842.03	\$ 5,245.81	116.47%
Other Revenue																
Total Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 6,463.02	\$ 5,727.58	\$ 735.44	112.84%	\$ 6,463.02	\$ 5,727.58	\$ 735.44	112.84%
Other Expenditures																
Total Other Expenditures	\$ 11,500.00	\$ 11,500.00	\$ 0.00	100.00%	\$ 465.00	\$ 15,216.66	-\$ 14,751.66	3.06%	\$ 10,094.21	\$ 16,447.42	-\$ 6,353.21	61.37%	\$ 22,059.21	\$ 43,164.08	-\$ 21,104.87	51.11%
Net Other Revenue	-\$ 11,500.00	-\$ 11,500.00	\$ 0.00	100.00%	-\$ 465.00	-\$ 15,216.66	\$ 14,751.66	3.06%	-\$ 3,631.19	-\$ 10,719.84	\$ 7,088.65	33.87%	-\$ 15,596.19	-\$ 37,436.50	\$ 21,840.31	41.66%
Net Revenue	\$ 14,431.94	\$ 4,054.17	\$ 10,377.77	355.98%	\$ 3,987.57	-\$ 6,774.66	\$ 10,762.23	-58.86%	\$ 3,072.14	-\$ 2,873.98	\$ 5,946.12	-106.89%	\$ 21,491.65	-\$ 5,594.47	\$ 27,086.12	-384.16%