

Willowsford Conservancy
Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L Classes
 May 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	\$ 1,500.00	-\$ 1,500.00	0.00%	\$ 0.00	\$ 416.67	-\$ 416.67	0.00%	\$ 0.00	\$ 1,916.67	-\$ 1,916.67	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	17,440.75	15,174.00	2,266.75	114.94%	17,440.75	15,174.00	2,266.75	114.94%	17,440.75	15,174.00	2,266.75	114.94%	52,322.25	45,522.00	6,800.25	114.94%
Total 4020 Conservancy Assessments & Fees	\$ 50,649.42	\$ 38,381.75	\$ 12,267.67	131.96%	\$ 57,798.75	\$ 65,532.92	-\$ 7,734.17	88.20%	\$ 69,524.32	\$ 65,248.83	\$ 4,275.49	106.55%	\$ 177,972.49	\$ 169,163.50	\$ 8,808.99	105.21%
Total 4030 Farm Revenue	\$ 10,952.58	\$ 29,338.33	-\$ 18,385.75	37.33%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 10,952.58	\$ 29,338.33	-\$ 18,385.75	37.33%
Total 4500 Program & Events Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 300.00	-\$ 300.00	0.00%	\$ 0.00	\$ 300.00	-\$ 300.00	0.00%
Total 4600 Land Revenues	\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,440.78	\$ 2,650.00	-\$ 209.22	92.10%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,440.78	\$ 2,650.00	-\$ 209.22	92.10%
Total 4700 Lease Revenue	\$ 100.00	\$ 0.00	\$ 100.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,500.00	\$ 1,500.00	\$ 0.00	100.00%	\$ 1,600.00	\$ 1,500.00	\$ 100.00	106.67%
4760 Other - Equipment Sales		0.00	0.00				0.00				0.00		0.00	0.00	0.00	
4800 Merchandise Sales	33.72	0.00	33.72				0.00			50.00	-50.00	0.00%	33.72	50.00	-16.28	67.44%
4900 Fundraising/Donation Revenue	86.75		86.75				0.00		564.80	200.00	364.80	282.40%	651.55	200.00	451.55	325.78%
Total 4000 Revenue	\$ 61,822.47	\$ 67,720.08	-\$ 5,897.61	91.29%	\$ 60,239.53	\$ 69,682.92	-\$ 9,443.39	86.45%	\$ 71,589.12	\$ 67,715.50	\$ 3,873.62	105.72%	\$ 193,651.12	\$ 205,118.50	-\$ 11,467.38	94.41%
Total Channel discount	-\$ 2.97	\$ 0.00	-\$ 2.97		-\$ 178.83	\$ 0.00	-\$ 178.83		\$ 0.00	\$ 0.00	\$ 0.00		-\$ 181.80	\$ 0.00	-\$ 181.80	
Total Revenue	\$ 61,819.50	\$ 67,720.08	-\$ 5,900.58	91.29%	\$ 60,060.70	\$ 69,682.92	-\$ 9,622.22	86.19%	\$ 71,589.12	\$ 67,715.50	\$ 3,873.62	105.72%	\$ 193,469.32	\$ 205,118.50	-\$ 11,649.18	94.32%
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	\$ 8,391.14	\$ 5,654.00	\$ 2,737.14	148.41%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 8,391.14	\$ 5,654.00	\$ 2,737.14	148.41%
Total 5200 Farm Production & General Exp.	\$ 2,134.58	\$ 840.83	\$ 1,293.75	253.87%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,134.58	\$ 840.83	\$ 1,293.75	253.87%
Total 5310 COGS - Layer Costs	\$ 7.41	\$ 46.00	-\$ 38.59	16.11%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 7.41	\$ 46.00	-\$ 38.59	16.11%
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		\$ 1,745.43	\$ 100.00	\$ 1,645.43	1745.43%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 1,745.43	\$ 100.00	\$ 1,645.43	1745.43%
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	\$ 676.04	\$ 920.00	-\$ 243.96	73.48%	\$ 315.26	\$ 0.00	\$ 315.26		\$ 0.00	\$ 0.00	\$ 0.00		\$ 991.30	\$ 920.00	\$ 71.30	107.75%
Total 5000 Cost of Goods Sold	\$ 11,209.17	\$ 7,460.83	\$ 3,748.34	150.24%	\$ 2,060.69	\$ 100.00	\$ 1,960.69	2060.69%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 13,269.86	\$ 7,560.83	\$ 5,709.03	175.51%
Total Cost of Goods Sold	\$ 11,209.17	\$ 7,460.83	\$ 3,748.34	150.24%	\$ 2,060.69	\$ 100.00	\$ 1,960.69	2060.69%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 13,269.86	\$ 7,560.83	\$ 5,709.03	175.51%
Gross Profit	\$ 50,610.33	\$ 60,259.25	-\$ 9,648.92	83.99%	\$ 58,000.01	\$ 69,582.92	-\$ 11,582.91	83.35%	\$ 71,589.12	\$ 67,715.50	\$ 3,873.62	105.72%	\$ 180,199.46	\$ 197,557.67	-\$ 17,358.21	91.21%
Expenditures																
Total 6100 Maintenance	\$ 3,044.64	\$ 3,868.00	-\$ 823.36	78.71%	\$ 9,997.16	\$ 10,110.00	-\$ 112.84	98.88%	\$ 3,140.60	\$ 1,103.34	\$ 2,037.26	284.64%	\$ 16,182.40	\$ 15,081.34	\$ 1,101.06	107.30%
Total 6200 Land Stewardship	\$ 0.00	\$ 0.00	\$ 0.00		\$ 23,676.78	\$ 15,200.00	\$ 8,476.78	155.77%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 23,676.78	\$ 15,200.00	\$ 8,476.78	155.77%
Total 6300 Programs, Classes, Events	\$ 115.72	\$ 0.00	\$ 115.72		\$ 265.14	\$ 590.00	-\$ 324.86	44.94%	\$ 2,439.59	\$ 770.83	\$ 1,668.76	316.49%	\$ 2,820.45	\$ 1,360.83	\$ 1,459.62	207.26%
Total 7000 Payroll and Benefits	\$ 21,113.79	\$ 37,142.99	-\$ 16,029.20	56.84%	\$ 28,984.96	\$ 39,995.75	-\$ 11,010.79	72.47%	\$ 40,243.01	\$ 38,420.41	\$ 1,822.60	104.74%	\$ 90,341.76	\$ 115,559.15	-\$ 25,217.39	78.18%
Total 7100 Employee Housing	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 2,670.92	\$ 791.67	\$ 1,879.25	337.38%	\$ 2,670.92	\$ 791.67	\$ 1,879.25	337.38%
Total 7200 General & Administrative	\$ 4,909.42	\$ 1,936.50	\$ 2,972.92	253.52%	\$ 2,302.22	\$ 1,185.83	\$ 1,116.39	194.14%	\$ 5,182.05	\$ 2,800.00	\$ 2,382.05	185.07%	\$ 12,393.69	\$ 5,922.33	\$ 6,471.36	209.27%
Total 7300 Professional Fees	\$ 0.00	\$ 20.00	-\$ 20.00	0.00%	\$ 0.00	\$ 336.67	-\$ 336.67	0.00%	\$ 9,718.33	\$ 4,051.83	\$ 5,666.50	239.85%	\$ 9,718.33	\$ 4,408.50	\$ 5,309.83	220.45%
Total 7400 Recruiting & Employee Expenses	\$ 415.67	\$ 64.42	\$ 351.25	645.25%	\$ 164.51	\$ 241.67	-\$ 77.16	68.07%	\$ 4,069.44	\$ 577.65	\$ 3,491.79	704.48%	\$ 4,649.62	\$ 883.74	\$ 3,765.88	526.13%
Total 7500 Other Expenses	\$ 100.00	\$ 106.67	-\$ 6.67	93.75%	\$ 239.98	\$ 250.00	-\$ 10.02	95.99%	\$ 0.00	\$ 83.33	-\$ 83.33	0.00%	\$ 339.98	\$ 440.00	-\$ 100.02	77.27%
Total 7600 Marketing & Advertising	\$ 606.81	\$ 2,900.00	-\$ 1,393.19	30.34%	\$ 0.00	\$ 0.00	\$ 0.00		\$ 721.79	\$ 406.25	\$ 315.54	177.67%	\$ 1,328.60	\$ 2,406.25	-\$ 1,077.65	55.21%
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		\$ 0.00	\$ 3,333.33	-\$ 3,333.33	0.00%	\$ 0.00	\$ 3,333.33	-\$ 3,333.33	0.00%
Uncategorized Expense			0.00		0.00		0.00				0.00		0.00	0.00	0.00	
Total Expenditures	\$ 30,306.05	\$ 45,138.58	-\$ 14,832.53	67.14%	\$ 65,630.75	\$ 67,909.92	-\$ 2,279.17	96.64%	\$ 72,352.40	\$ 57,088.64	\$ 15,263.76	126.74%	\$ 168,289.20	\$ 170,137.14	-\$ 1,847.94	98.91%
Net Operating Revenue	\$ 20,304.28	\$ 15,120.67	\$ 5,183.61	134.28%	-\$ 7,630.74	\$ 1,673.00	-\$ 9,303.74	-456.11%	-\$ 763.28	\$ 10,626.86	-\$ 11,390.14	-7.18%	\$ 11,910.26	\$ 27,420.53	-\$ 15,510.27	43.44%
Other Revenue																
Total Other Revenue	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00		\$ 6,450.57	\$ 5,727.58	\$ 722.99	112.62%	\$ 6,450.57	\$ 5,727.58	\$ 722.99	112.62%
Other Expenditures																
Total Other Expenditures	\$ 11,500.00	\$ 11,500.00	\$ 0.00	100.00%	\$ 11,996.30	\$ 15,216.66	-\$ 3,220.36	78.84%	\$ 21,732.36	\$ 16,447.42	\$ 5,284.94	132.13%	\$ 45,228.66	\$ 43,164.08	\$ 2,064.58	104.78%
Net Other Revenue	-\$ 11,500.00	-\$ 11,500.00	\$ 0.00	100.00%	-\$ 11,996.30	-\$ 15,216.66	\$ 3,220.36	78.84%	-\$ 15,281.79	-\$ 10,719.84	-\$ 4,561.95	142.56%	-\$ 38,778.09	\$ 37,436.50	-\$ 1,341.59	103.58%
Net Revenue	\$ 8,804.28	\$ 3,620.67	\$ 5,183.61	243.17%	-\$ 19,627.04	-\$ 13,543.66	-\$ 6,083.38	144.92%	-\$ 16,045.07	-\$ 92.98	-\$ 15,952.09	17256.47%	-\$ 26,867.83	-\$ 10,015.97	-\$ 16,851.86	268.25%