

Historic Virginia Land Conservancy
Profit & Loss Detailed Prev Year Comparison
 January through June 2022

| | Jan - Jun 22 | Jan - Jun 21 | \$ Change | % Change |
|---|--------------|--------------|-------------|-------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4300 · Grants | 6,500.00 | 0.00 | 6,500.00 | 100.0% |
| 4600 · Membership/Contributions | | | | |
| 4659 · Conservers of the Land Society | 1,750.00 | 2,100.00 | (350.00) | (16.7)% |
| 4660 · Stewards of the Land Society | 4,000.00 | 5,000.00 | (1,000.00) | (20.0)% |
| 4662 · Business Support | | | | |
| 4662.1 · Business Leadership | 2,500.00 | 2,500.00 | 0.00 | 0.0% |
| 4662.2 · Business Patron | 0.00 | 1,000.00 | (1,000.00) | (100.0)% |
| 4662.5 · Business Community Partner | 4,000.00 | 4,000.00 | 0.00 | 0.0% |
| Total 4662 · Business Support | 6,500.00 | 7,500.00 | (1,000.00) | (13.3)% |
| 4663 · Aldo Leopold Society | 15,000.00 | 0.00 | 15,000.00 | 100.0% |
| 4664 · John Muir Society | 0.00 | 15,000.00 | (15,000.00) | (100.0)% |
| 4672 · Civic Support | 550.00 | 800.00 | (250.00) | (31.3)% |
| 4699 · Individual Support | | | | |
| 4699.1 · Gold Leaf | 500.00 | 500.00 | 0.00 | 0.0% |
| 4699.2 · Silver Leaf | 2,500.00 | 1,700.00 | 800.00 | 47.1% |
| 4699.3 · Bronze Leaf | 625.00 | 300.00 | 325.00 | 108.3% |
| 4699.4 · Oak Leaf | 225.00 | 209.28 | 15.72 | 7.5% |
| Total 4699 · Individual Support | 3,850.00 | 2,709.28 | 1,140.72 | 42.1% |
| Total 4600 · Membership/Contributions | 31,650.00 | 33,109.28 | (1,459.28) | (4.4)% |
| 4700 · Miscellaneous Collections | | | | |
| 4701 · Misc. & Other Income Received | 1,200.00 | 0.00 | 1,200.00 | 100.0% |
| 4703 · Cares Act Funding | | | | |
| 4703.1 · EIDL Loan | 0.00 | 3,000.00 | (3,000.00) | (100.0)% |
| Total 4703 · Cares Act Funding | 0.00 | 3,000.00 | (3,000.00) | (100.0)% |
| Total 4700 · Miscellaneous Collections | 1,200.00 | 3,000.00 | (1,800.00) | (60.0)% |
| 4800 · Stewardship Revenue | | | | |
| 4800.1 · Easement Acquisition | 4,900.00 | 25,300.00 | (20,400.00) | (80.6)% |
| Total 4800 · Stewardship Revenue | 4,900.00 | 25,300.00 | (20,400.00) | (80.6)% |
| 4900 · Special Projects | | | | |
| 4917 · Church on the Main Paver Proj. | 1,750.00 | 150.00 | 1,600.00 | 1,066.7% |
| 4934 · Virtual Yard Sale | 0.00 | 230.00 | (230.00) | (100.0)% |
| 4973 · Fundraiser Major Annual Event | 385.00 | 255.00 | 130.00 | 51.0% |
| Total 4900 · Special Projects | 2,135.00 | 635.00 | 1,500.00 | 236.2% |
| 4985 · Interest and Dividends | 683.32 | 686.87 | (3.55) | (0.5)% |
| 5500 · HVLC Excess Op Investment | | | | |
| 5501 · Investment Dividends | 736.33 | 219.85 | 516.48 | 234.9% |
| 5502 · Realized Gain(Loss) Excess Op | 0.00 | 0.00 | 0.00 | 0.0% |
| 5503 · Unrealized Gain/(Loss) Excess | (695.67) | (82.27) | (613.40) | (745.6)% |
| 5504 · Amortization of Premium Bonds | (649.03) | (136.81) | (512.22) | (374.4)% |
| Total 5500 · HVLC Excess Op Investment | (608.37) | 0.77 | (609.14) | (79,109.1)% |
| Total Income | 46,459.95 | 62,731.92 | (16,271.97) | (25.9)% |
| Gross Profit | 46,459.95 | 62,731.92 | (16,271.97) | (25.9)% |
| Expense | | | | |
| 6000 · Operating Expenses | | | | |
| 6010 · Advertising/Marketing | | | | |
| 6020 · Newsletters | | | | |
| 6028 · Newsletter Production | 399.20 | 0.00 | 399.20 | 100.0% |
| 6020 · Newsletters - Other | 574.68 | 0.00 | 574.68 | 100.0% |
| Total 6020 · Newsletters | 973.88 | 0.00 | 973.88 | 100.0% |
| 6010 · Advertising/Marketing - Other | 5,788.92 | 488.00 | 5,300.92 | 1,086.3% |
| Total 6010 · Advertising/Marketing | 6,762.80 | 488.00 | 6,274.80 | 1,285.8% |
| 6100 · Annual Meeting | 90.64 | 200.00 | (109.36) | (54.7)% |
| 6300 · Education/Programs | 1,925.00 | 1,280.76 | 644.24 | 50.3% |
| 6500 · Land/Easement Maintenance | | | | |
| 6515 · Easement Acquisition | 0.00 | 35.97 | (35.97) | (100.0)% |
| 6520 · Land Stewardship | 4,678.21 | 442.50 | 4,235.71 | 957.2% |

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| 6521 · Real Estate Tax | 2,303.26 | 2,303.26 | 0.00 | 0.0% |
| Total 6500 · Land/Easement Maintenance | 6,981.47 | 2,781.73 | 4,199.74 | 151.0% |
| 6700 · Member Retention & Recruitment | | | | |
| 6710 · Prospect Networking/Recruitment | 0.00 | 274.35 | (274.35) | (100.0)% |
| 6715 · Special Events | 1,851.26 | 2,007.05 | (155.79) | (7.8)% |
| 6720.1 · Member Retain/Spon Benefits | 1,325.79 | 1,885.25 | (559.46) | (29.7)% |
| 6700 · Member Retention & Recruitment - Other | 245.00 | 0.00 | 245.00 | 100.0% |
| Total 6700 · Member Retention & Recruitment | 3,422.05 | 4,166.65 | (744.60) | (17.9)% |
| 6800 · Special Projects | | | | |
| 6815 · Fundraiser Major Annual Event | 717.77 | 370.00 | 347.77 | 94.0% |
| 6832 · Church on the Main | 333.00 | 0.00 | 333.00 | 100.0% |
| Total 6800 · Special Projects | 1,050.77 | 370.00 | 680.77 | 184.0% |
| Total 6000 · Operating Expenses | 20,232.73 | 9,287.14 | 10,945.59 | 117.9% |
| 7000 · Overhead Expenses | | | | |
| 7101 · Bank & Investment Fees | 506.07 | 529.24 | (23.17) | (4.4)% |
| 7300 · Insurance | | | | |
| 7310 · Commercial Package Insurance | 1,930.00 | 1,901.00 | 29.00 | 1.5% |
| 7320 · Officers/ Directors Insurance | 1,245.00 | 1,245.00 | 0.00 | 0.0% |
| 7330 · Terrafirma Insurance | 4,264.00 | 4,029.00 | 235.00 | 5.8% |
| 7340 · Umbrella Liability Coverage | 557.00 | 557.00 | 0.00 | 0.0% |
| 7345 · Cyber Insurance | 1,212.00 | 0.00 | 1,212.00 | 100.0% |
| Total 7300 · Insurance | 9,208.00 | 7,732.00 | 1,476.00 | 19.1% |
| 7400 · Miscellaneous/Contingencies | | | | |
| 7410 · Board & Committee Meetings | 164.23 | 252.80 | (88.57) | (35.0)% |
| 7400 · Miscellaneous/Contingencies - Other | 498.91 | 264.73 | 234.18 | 88.5% |
| Total 7400 · Miscellaneous/Contingencies | 663.14 | 517.53 | 145.61 | 28.1% |
| 7500 · Office Expenses | | | | |
| 7505 · Internet | 571.68 | 537.68 | 34.00 | 6.3% |
| 7510 · Computer Hardware | 0.00 | 1,000.00 | (1,000.00) | (100.0)% |
| 7515 · Computer Software | 1,740.53 | 1,642.95 | 97.58 | 5.9% |
| 7520 · Dues and Subscriptions | 3,032.00 | 2,375.00 | 657.00 | 27.7% |
| 7525 · Electric | 235.51 | 273.49 | (37.98) | (13.9)% |
| 7530 · Gas | 391.19 | 372.41 | 18.78 | 5.0% |
| 7540 · Maintenance Contract | 799.00 | 585.00 | 214.00 | 36.6% |
| 7545 · Office Supplies | 1,532.37 | 948.95 | 583.42 | 61.5% |
| 7547 · Offsite Storage | 1,536.00 | 1,512.00 | 24.00 | 1.6% |
| 7550 · Postage & Delivery | 744.68 | 416.37 | 328.31 | 78.9% |
| 7555 · Printing/Reproduction | 1,736.43 | 635.58 | 1,100.85 | 173.2% |
| 7560 · Rent | 6,000.00 | 6,000.00 | 0.00 | 0.0% |
| 7565 · Repairs | 80.60 | 0.00 | 80.60 | 100.0% |
| 7575 · Telephone | 771.94 | 824.61 | (52.67) | (6.4)% |
| 7500 · Office Expenses - Other | 0.00 | 2,471.36 | (2,471.36) | (100.0)% |
| Total 7500 · Office Expenses | 19,171.93 | 19,595.40 | (423.47) | (2.2)% |
| 7600 · Payroll Expenses | | | | |
| 7601 · Payroll Taxes | 3,732.57 | 2,882.61 | 849.96 | 29.5% |
| 7602 · Simple Match | 1,463.71 | 487.26 | 976.45 | 200.4% |
| 7603 · ERTC | 0.00 | (9,996.00) | 9,996.00 | 100.0% |
| 7604 · Health Reimbursement Account | 570.00 | 0.00 | 570.00 | 100.0% |
| 7600 · Payroll Expenses - Other | 48,791.52 | 37,681.82 | 11,109.70 | 29.5% |
| Total 7600 · Payroll Expenses | 54,557.80 | 31,055.69 | 23,502.11 | 75.7% |
| 7720 · Prof. Fee-Accounting | 3,280.00 | 2,244.00 | 1,036.00 | 46.2% |
| 7730 · Prof. Fee-Consulting | 6,338.00 | 2,962.00 | 3,376.00 | 114.0% |
| 7900 · Travel | | | | |
| 7910 · Lodging | 505.96 | 0.00 | 505.96 | 100.0% |
| 7920 · Meals | 336.46 | 44.00 | 292.46 | 664.7% |
| 7930 · Mileage Reimbursement | 822.52 | 0.00 | 822.52 | 100.0% |
| 7900 · Travel - Other | 218.96 | 0.00 | 218.96 | 100.0% |
| Total 7900 · Travel | 1,883.90 | 44.00 | 1,839.90 | 4,181.6% |
| Total 7000 · Overhead Expenses | 95,608.84 | 64,679.86 | 30,928.98 | 47.8% |
| Total Expense | 115,841.57 | 73,967.00 | 41,874.57 | 56.6% |

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|--|---------------------|------------------|---------------------|-----------------|
| Net Ordinary Income | (69,381.62) | (11,235.08) | (58,146.54) | (517.5)% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| 8100 · RESTRICTED CONTRIBUTIONS | | | | |
| 8120 · Land Stewardship | | | | |
| 8125 · Grantor Contributions | 5,100.00 | 10,200.00 | (5,100.00) | (50.0)% |
| Total 8120 · Land Stewardship | 5,100.00 | 10,200.00 | (5,100.00) | (50.0)% |
| Total 8100 · RESTRICTED CONTRIBUTIONS | 5,100.00 | 10,200.00 | (5,100.00) | (50.0)% |
| 8200 · Stewardship Investment Income | | | | |
| 8201 · Investment Dividends | 4,366.17 | 3,906.10 | 460.07 | 11.8% |
| 8202 · Realized Gain/(Loss) Stewardshp | 0.00 | 102.47 | (102.47) | (100.0)% |
| 8203 · Unrealized Gain/(Loss) Stewardshp | (75,251.48) | 11,102.42 | (86,353.90) | (777.8)% |
| Total 8200 · Stewardship Investment Income | (70,885.31) | 15,110.99 | (85,996.30) | (569.1)% |
| 8300 · HVLC Endowment Investment | | | | |
| 8301 · Investment Dividends | 1,541.21 | 1,355.83 | 185.38 | 13.7% |
| 8302 · Realized Gain/(Loss) Endowment | 12,388.59 | 0.00 | 12,388.59 | 100.0% |
| 8303 · Unrealized Gain/(Loss) Endowmnt | (52,862.86) | 18,814.90 | (71,677.76) | (381.0)% |
| Total 8300 · HVLC Endowment Investment | (38,933.06) | 20,170.73 | (59,103.79) | (293.0)% |
| Total Other Income | (104,718.37) | 45,481.72 | (150,200.09) | (330.2)% |
| Other Expense | | | | |
| 9101 · Fees, stewardship & endowment | 4,156.10 | 3,982.59 | 173.51 | 4.4% |
| Total Other Expense | 4,156.10 | 3,982.59 | 173.51 | 4.4% |
| Net Other Income | (108,874.47) | 41,499.13 | (150,373.60) | (362.4)% |
| Net Income | <u>(178,256.09)</u> | <u>30,264.05</u> | <u>(208,520.14)</u> | <u>(689.0)%</u> |