

The Wisconsin Waterfowl Association
Income Statement
Jan-17

Current Month			January-17	Year-To-Date		
Actual	Budget	Variance		Actual	Budget	Variance
			Gross Sales			
0	0	0	Chapter event revenue	0	0	0
395	1,050	-655	State event revenue	395	1,050	-655
1,285	150	1,135	Membership revenue	1,285	150	1,135
6,000	6,000	0	Sponsor revenue	6,000	6,000	0
1,365	3,900	-2,535	Restoration revenue	1,365	3,900	-2,535
395	1,000	-605	other grant revenue	395	1,000	-605
150	200	-50	Other	150	200	-50
9,590	12,300	-2,710	Net Sales	9,590	12,300	-2,710
			Standard Cost of Sales			
378	0	378	COS-Chapter event revenue	378	0	378
29	25	4	COS-State event revenue	29	25	4
0	0	0	COS-Other	0	0	0
407	25	382	Total Standard Cost of Sales	407	25	382
9,183	12,275	-3,092	Gross Profit	9,183	12,275	-3,092
			Operating Expenses			
			Development:			
4,445	4,327	118	Wages	4,445	4,327	118
0	0	0	Benefits	0	0	0
821	827	-6	Travel	821	827	-6
221	225	-4	Phone	221	225	-4
6,422	4,478	1,944	Event expenses	6,422	4,478	1,944
0	115	-115	Postage & shipping	0	115	-115
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
0	0	0	Advertising	0	0	0
405	375	30	Rent	405	375	30
18	0	18	Other	18	0	18
12,332	10,347	1,985	Total	12,332	10,347	1,985
			Program Services:			
5,925	6,307	-382	Wages	5,925	6,307	-382
566	1,003	-437	Travel	566	1,003	-437
2,973	1,433	1,540	Other	2,973	1,433	1,540
3,900	3,900	0	HRP	3,900	3,900	0
395	1,000	-605	Other Grants	395	1,000	-605
50	180	-130	Education	50	180	-130
13,809	13,823	-14	Total	13,809	13,823	-14
			Administration:			
1,083	1,072	11	Wages	1,083	1,072	11
0	0	0	Benefits	0	0	0
0	30	-30	Travel	0	30	-30
169	125	44	Phone	169	125	44
33	0	33	Rent	33	0	33
256	255	1	Insurance	256	255	1
6	20	-14	Postage	6	20	-14
0	0	0	Professional fees	0	0	0
111	25	86	Supplies	111	25	86
-285	0	-285	Other	-285	0	-285
1,374	1,527	-153	Total	1,373	1,527	-154
27,514	25,697	1,817	Total Operating Expenses	27,514	25,697	1,817
-18,332	-13,422	-4,910	Net Income	-18,331	-13,422	-4,909