

The Wisconsin Waterfowl Association
Income Statement
Oct-16

<u>Current Month</u>			<u>October-16</u>	<u>Year-To-Date</u>		
<u>Actual</u>	<u>Budget</u>	<u>Variance</u>		<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
			<u>Gross Sales</u>			
12,198	0	12,198	Chapter event revenue	449,260	345,000	104,260
3,994	2,200	1,794	State event revenue	17,351	9,100	8,251
425	700	-275	Membership revenue	4,735	5,900	-1,165
0	0	0	Sponsor revenue	6,000	6,000	0
2,720	5,000	-2,280	Restoration revenue	36,384	45,300	-8,916
11,010	14,000	-2,990	other grant revenue	82,913	91,000	-8,087
950	200	750	Other	4,221	2,000	2,221
31,297	22,100	9,197	Net Sales	600,864	504,300	96,564
			<u>Standard Cost of Sales</u>			
9,922	0	9,922	COS-Chapter event revenue	314,227	207,000	107,227
23	25	-2	COS-State event revenue	931	250	681
0	0	0	COS-Other	0	0	0
9,945	25	9,920	Total Standard Cost of Sales	315,158	207,250	107,908
21,351	22,075	-724	Gross Profit	285,706	297,050	-11,344
			<u>Operating Expenses</u>			
			Development:			
4,355	4,383	-28	Wages	49,549	47,717	1,832
0	0	0	Benefits	0	0	0
373	375	-2	Travel	10,896	9,350	1,546
225	225	0	Phone	2,256	2,250	6
135	400	-265	Event expenses	17,194	16,800	394
113	50	63	Postage & shipping	832	625	207
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
372	375	-3	Rent	3,890	3,875	15
0	0	0	Other	17	0	17
5,573	5,808	-235	Total	84,634	80,617	4,017
			Program Services:			
5,277	6,000	-723	Wages	51,484	56,100	-4,616
372	850	-478	Travel	6,669	8,010	-1,341
472	1,000	-528	Other	8,623	7,400	1,223
4,294	5,000	-706	HRP	43,271	45,300	-2,029
9,010	14,000	-4,990	Other Grants	74,073	91,000	-16,927
275	50	225	Education	6,509	5,700	809
19,700	26,900	-7,200	Total	190,629	213,510	-22,881
			Administration:			
1,695	1,025	670	Wages	13,709	11,275	2,434
0	0	0	Benefits	0	0	0
32	10	22	Travel	293	295	-2
165	125	40	Phone	1,496	1,250	246
0	0	0	Rent	235	155	80
256	250	6	Insurance	2,565	2,500	65
113	20	93	Postage	195	200	-5
0	0	0	Professional fees	2,275	4,500	-2,225
0	50	-50	Supplies	187	500	-313
247	0	247	Other	-46	0	-46
2,508	1,480	1,028	Total	20,909	20,675	234
27,781	34,188	-6,407	Total Operating Expenses	296,172	314,802	-18,630
-6,429	-12,113	5,684	Net Income	-13,017	-17,752	7,286