

The Wisconsin Waterfowl Association
Income Statement
Oct-17

<u>Current Month</u>			<u>October-17</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>			
27,300	57,500	-30,200	Chapter event revenue	412,991	410,000	2,991
3,046	4,000	-955	State event revenue	7,415	14,340	-6,925
1,750	425	1,325	Membership revenue	6,620	4,735	1,885
0	0	0	Sponsor revenue	6,000	6,000	0
4,719	5,000	-281	Restoration revenue	30,216	45,300	-15,084
15,965	9,000	6,965	other grant revenue	74,705	72,225	2,480
2,239	200	2,039	Other	9,150	2,000	7,150
55,019	76,125	-21,106	Net Sales	547,097	554,600	-7,503
			<u>Standard Cost of Sales</u>			
20,203	34,500	-14,297	COS-Chapter event revenue	265,495	246,000	19,495
19	25	-6	COS-State event revenue	1,053	250	803
0	0	0	COS-Other	0	0	0
20,222	34,525	-14,303	Total Standard Cost of Sales	266,548	246,250	20,298
34,797	41,600	-6,803	Gross Profit	280,549	308,350	-27,801
			<u>Operating Expenses</u>			
			Development:			
4,383	4,355	28	Wages	49,245	49,549	-304
0	0	0	Benefits	0	0	0
262	373	-111	Travel	9,742	10,896	-1,154
211	225	-14	Phone	2,025	2,250	-225
456	135	321	Event expenses	15,933	17,194	-1,261
8	115	-107	Postage & shipping	416	841	-425
0	0	0	Shows & meetings	62	1,030	-968
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
300	0	300	Advertising	1,155	0	1,155
372	375	-3	Rent	3,945	3,890	55
0	0	0	Other	346	0	346
5,992	5,578	414	Total	82,869	85,650	-2,781
			Program Services:			
5,253	5,277	-24	Wages	54,075	51,484	2,591
1,085	372	713	Travel	8,735	6,669	2,066
720	472	248	Other	8,075	8,623	-548
6,864	5,000	1,864	HRP	46,754	45,300	1,454
18,000	9,000	9,000	Other Grants	76,472	72,225	4,247
250	275	-25	Education	5,743	5,890	-147
32,172	20,396	11,776	Total	199,854	190,191	9,663
			Administration:			
1,690	1,695	-5	Wages	14,218	13,709	509
0	0	0	Benefits	0	0	0
36	30	6	Travel	115	280	-165
108	125	-17	Phone	1,320	1,250	70
0	0	0	Rent	225	230	-5
256	255	1	Insurance	2,565	2,550	15
23	20	3	Postage	111	200	-89
0	0	0	Professional fees	4,650	4,495	155
55	25	30	Supplies	1,008	250	758
-107	0	-107	Other	-1,617	0	-1,617
2,061	2,150	-89	Total	22,595	22,964	-369
40,225	28,124	12,101	Total Operating Expenses	305,318	298,805	6,513
-5,428	13,476	-18,904	Net Income	-25,137	9,545	-34,314