

The Wisconsin Waterfowl Association
Income Statement
Nov-16

<u>Current Month</u>			<u>November-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>			
2,129	30,000	-27,871	Chapter event revenue	451,389	375,000	76,389
3,756	3,200	556	State event revenue	21,107	12,300	8,807
500	250	250	Membership revenue	5,235	6,150	-915
0	0	0	Sponsor revenue	6,000	6,000	0
4,580	4,000	580	Restoration revenue	40,964	49,300	-8,336
6,227	20,000	-13,773	other grant revenue	89,139	111,000	-21,861
44	200	-156	Other	4,265	2,200	2,065
17,236	57,650	-40,414	Net Sales	618,099	561,950	56,149
			<u>Standard Cost of Sales</u>			
0	18,000	-18,000	COS-Chapter event revenue	314,227	225,000	89,227
0	25	-25	COS-State event revenue	931	275	656
0	0	0	COS-Other	0	0	0
0	18,025	-18,025	Total Standard Cost of Sales	315,158	225,275	89,883
17,236	39,625	-22,389	Gross Profit	302,941	336,675	-33,734
			<u>Operating Expenses</u>			
			Development:			
4,413	4,524	-111	Wages	53,961	52,241	1,720
0	0	0	Benefits	0	0	0
688	700	-13	Travel	11,583	10,050	1,533
226	225	1	Phone	2,481	2,475	6
122	500	-378	Event expenses	17,316	17,300	16
35	50	-15	Postage & shipping	867	675	192
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	400	-28	Rent	4,262	4,275	-13
0	0	0	Other	17	0	17
5,856	6,399	-543	Total	90,487	87,016	3,471
			Program Services:			
5,227	5,500	-273	Wages	56,711	61,600	-4,889
589	600	-11	Travel	7,258	8,610	-1,352
404	500	-96	Other	9,028	7,900	1,128
6,400	4,000	2,400	HRP	49,671	49,300	371
6,227	20,000	-13,773	Other Grants	80,299	111,000	-30,701
50	50	0	Education	6,559	5,750	809
18,896	30,650	-11,754	Total	209,526	244,160	-34,634
			Administration:			
1,687	1,200	487	Wages	15,396	12,475	2,921
0	0	0	Benefits	0	0	0
27	35	-8	Travel	320	330	-10
175	125	50	Phone	1,672	1,375	297
0	0	0	Rent	235	155	80
256	250	6	Insurance	2,821	2,750	71
0	20	-20	Postage	195	220	-25
0	0	0	Professional fees	2,275	4,500	-2,225
43	50	-7	Supplies	230	550	-320
-68	0	-68	Other	-46	0	-46
2,120	1,680	440	Total	23,098	22,355	743
26,873	38,729	-11,856	Total Operating Expenses	323,111	353,531	-30,420
-9,637	896	-10,533	Net Income	-21,422	-16,856	-3,314