

The Wisconsin Waterfowl Association  
Income Statement  
Feb-17

<b>Current Month</b>			<b>February-17</b>	<b>Year-To-Date</b>		
<b>Actual</b>	<b>Budget</b>	<b>Variance</b>		<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
			<b>Gross Sales</b>			
0	0	0	Chapter event revenue	0	0	0
1,765	1,950	-185	State event revenue	2,160	3,000	-840
325	150	175	Membership revenue	1,610	300	1,310
0	0	0	Sponsor revenue	6,000	6,000	0
2,145	3,900	-1,755	Restoration revenue	3,510	7,800	-4,290
10,396	27,000	-16,604	other grant revenue	10,791	28,000	-17,209
824	200	624	Other	974	400	574
<b>15,455</b>	<b>33,200</b>	<b>-17,745</b>	<b>Net Sales</b>	<b>25,045</b>	<b>45,500</b>	<b>-20,455</b>
			<b>Standard Cost of Sales</b>			
0	0	0	COS-Chapter event revenue	378	0	378
210	25	185	COS-State event revenue	240	50	190
0	0	0	COS-Other	0	0	0
<b>210</b>	<b>25</b>	<b>185</b>	<b>Total Standard Cost of Sales</b>	<b>618</b>	<b>50</b>	<b>568</b>
<b>15,244</b>	<b>33,175</b>	<b>-17,931</b>	<b>Gross Profit</b>	<b>24,427</b>	<b>45,450</b>	<b>-21,023</b>
			<b>Operating Expenses</b>			
			<b>Development:</b>			
3,837	4,527	-690	Wages	8,281	8,854	-573
0	0	0	Benefits	0	0	0
848	1,141	-293	Travel	1,669	1,968	-299
213	225	-12	Phone	434	450	-16
3,106	3,668	-562	Event expenses	9,528	8,145	1,383
41	20	21	Postage & shipping	41	135	-94
0	295	-295	Shows & meetings	0	295	-295
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	777	775	2
<u>39</u>	<u>0</u>	<u>39</u>	Other	<u>57</u>	<u>0</u>	<u>57</u>
8,456	10,276	-1,820	<b>Total</b>	<b>20,787</b>	<b>20,622</b>	<b>165</b>
			<b>Program Services:</b>			
6,279	5,708	571	Wages	12,204	12,014	190
1,245	634	611	Travel	1,811	1,637	174
692	1,344	-652	Other	3,665	2,777	888
3,900	3,900	0	HRP	7,800	7,800	0
10,396	27,000	-16,604	Other Grants	10,791	28,000	-17,209
<u>2,289</u>	<u>2,000</u>	<u>289</u>	Education	<u>2,339</u>	<u>2,180</u>	<u>159</u>
24,801	40,586	-15,785	<b>Total</b>	<b>38,610</b>	<b>54,408</b>	<b>-15,798</b>
			<b>Administration:</b>			
1,337	1,435	-98	Wages	2,420	2,507	-87
0	0	0	Benefits	0	0	0
6	100	-94	Travel	24	130	-106
121	125	-4	Phone	290	250	40
0	30	-30	Rent	33	30	3
256	255	1	Insurance	513	510	3
3	20	-17	Postage	9	40	-31
0	0	0	Professional fees	0	0	0
0	25	-25	Supplies	111	50	61
<u>97</u>	<u>0</u>	<u>97</u>	Other	<u>-188</u>	<u>0</u>	<u>-188</u>
1,821	1,990	-169	<b>Total</b>	<b>3,212</b>	<b>3,517</b>	<b>-305</b>
<b>35,077</b>	<b>52,852</b>	<b>-17,775</b>	<b>Total Operating Expenses</b>	<b>62,609</b>	<b>78,547</b>	<b>-15,938</b>
<b>-19,833</b>	<b>-19,677</b>	<b>-156</b>	<b>Net Income</b>	<b>-38,122</b>	<b>-33,097</b>	<b>-5,085</b>