

Wisconsin Waterfowl Association  
Income Statement  
**2017 Budget - DRAFT 2**

<b>2017 Budget - DRAFT</b>	<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>	<b>Total</b>	<b>2016 Actuals</b>
<b>Gross Sales</b>														
Chapter event revenue	0	0	63,750	87,500	83,750	45,000	12,500	22,500	37,500	57,500	0	32,500	442,500	554,958
State event revenue	1,050	1,950	1,280	990	500	0	1,200	1,530	1,840	4,000	3,700	3,000	21,040	37,876
Membership revenue	150	150	485	100	100	600	950	1,125	650	425	500	250	5,485	5,885
Sponsor revenue	6,000	0	0	0	0	0	0	0	0	0	0	0	6,000	6,000
Restoration revenue	3,900	3,900	4,000	5,500	4,000	4,000	5,000	5,000	5,000	5,000	4,000	3,900	53,200	42,264
other grant revenue	1,000	27,000	12,000	500	1,225	2,000	3,500	4,000	12,000	9,000	6,000	5,700	83,925	95,654
Other	200	200	200	200	200	200	200	200	200	200	200	200	2,400	8,305
<b>Net Sales</b>	<b>12,300</b>	<b>33,200</b>	<b>81,715</b>	<b>94,790</b>	<b>89,775</b>	<b>51,800</b>	<b>23,350</b>	<b>34,355</b>	<b>57,190</b>	<b>76,125</b>	<b>14,400</b>	<b>45,550</b>	<b>614,550</b>	<b>750,943</b>
<b>Standard Cost of Sales</b>														
COS-Chapter event revenue	0	0	38,250	52,500	50,250	27,000	7,500	13,500	22,500	34,500	0	19,500	265,500	384,580
COS-State event revenue	25	25	25	25	25	25	25	25	25	25	25	25	300	1,006
COS-Other	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Total Standard Cost of Sales</b>	<b>25</b>	<b>25</b>	<b>38,275</b>	<b>52,525</b>	<b>50,275</b>	<b>27,025</b>	<b>7,525</b>	<b>13,525</b>	<b>22,525</b>	<b>34,525</b>	<b>25</b>	<b>19,525</b>	<b>265,800</b>	<b>385,586</b>
<b>Gross Profit</b>	<b>12,275</b>	<b>33,175</b>	<b>43,440</b>	<b>42,265</b>	<b>39,500</b>	<b>24,775</b>	<b>15,825</b>	<b>20,830</b>	<b>34,665</b>	<b>41,600</b>	<b>14,375</b>	<b>26,025</b>	<b>348,750</b>	<b>365,357</b>
<b>Operating Expenses</b>														
<b>Development:</b>														
Wages	4,327	4,527	4,734	5,014	5,941	4,536	5,516	5,692	4,906	4,355	4,413	4,604	58,565	58,864
Benefits	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Travel	827	1,141	869	1,438	1,252	764	1,190	2,017	1,025	373	688	1,100	12,683	12,083
Phone	225	225	225	225	225	225	225	225	225	225	225	225	2,700	2,698
Event expenses	4,478	3,668	3,038	1,008	1,776	386	573	1,390	742	135	122	450	17,766	16,601
Postage & shipping	115	20	20	10	175	80	10	125	170	115	35	50	926	924
Shows & meetings	0	295	735	0	0	0	0	0	0	0	0	0	1,030	0
Marketing	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Magazine	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Advertising	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Rent	375	400	400	400	375	375	415	375	400	375	375	400	4,665	4,663
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	17
<b>Total</b>	<b>10,347</b>	<b>10,275</b>	<b>10,022</b>	<b>8,095</b>	<b>9,744</b>	<b>6,366</b>	<b>7,929</b>	<b>9,824</b>	<b>7,469</b>	<b>5,578</b>	<b>5,858</b>	<b>6,829</b>	<b>98,336</b>	<b>95,850</b>
<b>Program Services:</b>														
Wages	6,307	5,708	5,842	5,228	3,924	4,989	4,637	4,526	5,048	5,277	5,227	5,100	61,811	61,769
Travel	1,003	634	1,048	593	292	336	617	654	1,120	372	589	600	7,858	7,898
Other	1,433	1,344	1,037	1,227	1,006	576	582	492	454	472	404	450	9,478	9,842
HRP	3,900	3,900	4,000	5,500	4,000	4,000	5,000	5,000	5,000	5,000	4,000	3,900	53,200	53,571
Other Grants	1,000	27,000	12,000	500	1,225	2,000	3,500	4,000	12,000	9,000	6,000	5,700	83,925	90,614
Education	180	2,000	1,500	385	50	200	50	800	450	275	50	150	6,090	6,759
<b>Total</b>	<b>13,822</b>	<b>40,586</b>	<b>25,427</b>	<b>13,433</b>	<b>10,497</b>	<b>12,101</b>	<b>14,386</b>	<b>15,472</b>	<b>24,071</b>	<b>20,396</b>	<b>16,270</b>	<b>15,900</b>	<b>222,361</b>	<b>230,454</b>
<b>Administration:</b>														
Wages	1,072	1,435	1,130	1,338	1,557	1,829	1,174	1,109	1,372	1,695	1,687	1,800	17,196	16,761
Benefits	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Travel	30	100	30	10	50	0	0	30	0	30	25	20	325	552
Phone	125	125	125	125	125	125	125	125	125	125	125	125	1,500	1,832
Rent	0	30	100	30	0	10	30	0	30	0	0	30	260	264
Insurance	255	255	255	255	255	255	255	255	255	255	255	255	3,060	3,078
Postage	20	20	20	20	20	20	20	20	20	20	20	20	240	265
Professional fees	0	0	0	0	2,225	0	1,695	575	0	0	0	0	4,495	4,500
Supplies	25	25	25	25	25	25	25	25	25	25	25	25	300	289
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	-255
<b>Total</b>	<b>1,527</b>	<b>1,990</b>	<b>1,685</b>	<b>1,803</b>	<b>4,257</b>	<b>2,264</b>	<b>3,324</b>	<b>1,564</b>	<b>2,402</b>	<b>2,150</b>	<b>2,137</b>	<b>2,275</b>	<b>27,376</b>	<b>27,286</b>
<b>Total Operating Expenses</b>	<b>25,696</b>	<b>52,850</b>	<b>37,134</b>	<b>23,331</b>	<b>24,498</b>	<b>20,730</b>	<b>25,639</b>	<b>26,859</b>	<b>33,943</b>	<b>28,124</b>	<b>24,265</b>	<b>25,004</b>	<b>348,073</b>	<b>353,591</b>
<b>Net Income</b>	<b>-13,421</b>	<b>-19,675</b>	<b>6,306</b>	<b>18,934</b>	<b>15,002</b>	<b>4,045</b>	<b>-9,814</b>	<b>-6,029</b>	<b>722</b>	<b>13,476</b>	<b>-9,890</b>	<b>1,021</b>	<b>677</b>	<b>11,836</b>