

The Wisconsin Waterfowl Association
Income Statement
Mar-17

Current Month			March-17	Year-To-Date		
Actual	Budget	Variance		Actual	Budget	Variance
			Gross Sales			
55,734	63,750	-8,016	Chapter event revenue	55,734	63,750	-8,016
150	1,280	-1,130	State event revenue	2,310	4,280	-1,970
1,035	485	550	Membership revenue	2,645	785	1,860
0	0	0	Sponsor revenue	6,000	6,000	0
3,502	4,000	-498	Restoration revenue	7,012	11,800	-4,788
19,601	12,000	7,601	other grant revenue	30,391	40,000	-9,609
4,064	200	3,864	Other	5,038	600	4,438
84,085	81,715	2,370	Net Sales	109,130	127,215	-18,085
			Standard Cost of Sales			
28,607	38,250	-9,643	COS-Chapter event revenue	28,985	38,250	-9,265
14	25	-12	COS-State event revenue	253	75	178
0	0	0	COS-Other	0	0	0
28,621	38,275	-9,654	Total Standard Cost of Sales	29,238	38,325	-9,087
55,465	43,440	12,025	Gross Profit	79,892	88,890	-8,998
			Operating Expenses			
			Development:			
4,854	4,734	120	Wages	13,135	13,588	-453
0	0	0	Benefits	0	0	0
1,003	869	134	Travel	2,672	2,837	-165
218	225	-7	Phone	652	675	-23
1,631	3,038	-1,408	Event expenses	11,158	11,183	-25
28	20	8	Postage & shipping	69	155	-86
0	735	-735	Shows & meetings	0	1,030	-1,030
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
0	0	0	Advertising	0	0	0
467	400	67	Rent	1,244	1,175	69
<u>30</u>	<u>0</u>	<u>30</u>	Other	<u>87</u>	<u>0</u>	<u>87</u>
8,231	10,021	-1,790	Total	29,017	30,643	-1,626
			Program Services:			
8,854	5,842	3,012	Wages	21,058	17,856	3,202
969	1,048	-79	Travel	2,780	2,685	95
500	1,037	-537	Other	4,165	3,814	351
4,412	4,000	412	HRP	12,212	11,800	412
18,951	12,000	6,951	Other Grants	29,741	40,000	-10,259
<u>1,758</u>	<u>1,500</u>	<u>258</u>	Education	<u>4,097</u>	<u>3,680</u>	<u>417</u>
35,444	25,427	10,017	Total	74,053	79,835	-5,782
			Administration:			
1,549	1,130	419	Wages	3,969	3,636	333
0	0	0	Benefits	0	0	0
6	30	-24	Travel	30	160	-130
151	125	26	Phone	441	375	66
96	100	-4	Rent	129	130	-1
256	255	1	Insurance	769	765	4
3	20	-17	Postage	12	60	-48
0	0	0	Professional fees	0	0	0
444	25	419	Supplies	555	75	480
<u>-193</u>	<u>0</u>	<u>-193</u>	Other	<u>-380</u>	<u>0</u>	<u>-380</u>
2,312	1,685	627	Total	5,525	5,201	324
45,986	37,133	8,853	Total Operating Expenses	108,595	115,679	-7,084
9,479	6,307	3,172	Net Income	-28,645	-26,789	-1,914