

The Wisconsin Waterfowl Association
Income Statement
May-16

<u>Current Month</u>			<u>May-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>			
182,880	47,500	135,380	Chapter event revenue	298,798	208,750	90,048
497	300	197	State event revenue	5,767	3,900	1,867
100	250	-150	Membership revenue	985	1,700	-715
0	0	0	Sponsor revenue	6,000	6,000	0
5,241	4,000	1,241	Restoration revenue	15,186	21,300	-6,114
1,225	15,000	-13,775	other grant revenue	50,405	23,000	27,405
5	200	-195	Other	710	1,000	-290
189,947	67,250	122,697	Net Sales	377,851	265,650	112,201
			<u>Standard Cost of Sales</u>			
122,702	28,500	94,202	COS-Chapter event revenue	207,105	125,250	81,855
0	25	-25	COS-State event revenue	607	125	482
0	0	0	COS-Other	0	0	0
122,702	28,525	94,177	Total Standard Cost of Sales	207,712	125,375	82,337
67,246	38,725	28,521	Gross Profit	170,139	140,275	29,864
			<u>Operating Expenses</u>			
			Development:			
5,941	5,496	445	Wages	24,543	24,427	116
0	0	0	Benefits	0	0	0
1,252	650	602	Travel	5,527	5,525	2
224	225	-1	Phone	1,123	1,125	-2
1,776	1,000	776	Event expenses	13,968	12,700	1,268
173	50	123	Postage & shipping	333	375	-42
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	1,945	1,975	-30
0	0	0	Other	17	0	17
9,739	7,821	1,918	Total	47,456	46,127	1,329
			Program Services:			
3,924	4,500	-576	Wages	27,008	28,850	-1,842
292	300	-8	Travel	3,570	4,250	-680
1,006	1,200	-194	Other	6,048	3,500	2,548
5,948	4,000	1,948	HRP	23,303	21,300	2,003
1,225	15,000	-13,775	Other Grants	40,405	23,000	17,405
50	900	-850	Education	4,942	4,950	-8
12,445	25,900	-13,455	Total	105,276	85,850	19,426
			Administration:			
1,557	1,500	57	Wages	6,530	4,850	1,680
0	0	0	Benefits	0	0	0
52	0	52	Travel	228	65	163
147	125	22	Phone	769	625	144
0	0	0	Rent	165	80	85
256	250	6	Insurance	1,282	1,250	32
0	20	-20	Postage	33	100	-67
0	0	0	Professional fees	0	0	0
0	50	-50	Supplies	115	250	-135
-145	0	-145	Other	-180	0	-180
1,868	1,945	-77	Total	8,942	7,220	1,722
24,052	35,666	-11,614	Total Operating Expenses	161,674	139,197	22,477
43,194	3,059	40,135	Net Income	8,138	1,078	7,387