

The Wisconsin Waterfowl Association  
Income Statement  
Jun-16

<u>Current Month</u>			<u>June-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>
			<b><u>Gross Sales</u></b>			
242	65,000	-64,759	Chapter event revenue	299,039	273,750	25,289
0	300	-300	State event revenue	5,767	4,200	1,567
600	700	-100	Membership revenue	1,585	2,400	-815
0	0	0	Sponsor revenue	6,000	6,000	0
2,340	4,000	-1,660	Restoration revenue	17,526	25,300	-7,774
2,000	23,000	-21,000	other grant revenue	52,405	46,000	6,405
157	200	-43	Other	867	1,200	-333
<b>5,339</b>	<b>93,200</b>	<b>-87,861</b>	<b>Net Sales</b>	<b>383,189</b>	<b>358,850</b>	<b>24,339</b>
			<b><u>Standard Cost of Sales</u></b>			
713	39,000	-38,287	COS-Chapter event revenue	207,818	164,250	43,568
0	25	-25	COS-State event revenue	607	150	457
0	0	0	COS-Other	0	0	0
<b>713</b>	<b>39,025</b>	<b>-38,312</b>	<b>Total Standard Cost of Sales</b>	<b>208,425</b>	<b>164,400</b>	<b>44,025</b>
<b>4,626</b>	<b>54,175</b>	<b>-49,549</b>	<b>Gross Profit</b>	<b>174,764</b>	<b>194,450</b>	<b>-19,686</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
4,536	4,522	14	Wages	29,079	28,949	130
0	0	0	Benefits	0	0	0
764	700	64	Travel	6,291	6,225	66
224	225	-1	Phone	1,348	1,350	-2
386	300	86	Event expenses	14,354	13,000	1,354
81	50	31	Postage & shipping	414	425	-11
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
385	375	10	Rent	2,330	2,350	-20
0	0	0	Other	17	0	17
6,376	6,172	204	<b>Total</b>	<b>53,833</b>	<b>52,299</b>	<b>1,534</b>
			<b>Program Services:</b>			
4,989	4,500	489	Wages	31,997	33,350	-1,353
336	500	-165	Travel	3,906	4,750	-844
576	850	-274	Other	6,624	4,350	2,274
3,945	4,000	-55	HRP	27,248	25,300	1,948
2,000	23,000	-21,000	Other Grants	42,405	46,000	-3,595
75	50	25	Education	5,017	5,000	17
11,921	32,900	-20,979	<b>Total</b>	<b>117,197</b>	<b>118,750</b>	<b>-1,553</b>
			<b>Administration:</b>			
1,829	2,400	-571	Wages	8,359	7,250	1,109
0	0	0	Benefits	0	0	0
0	200	-200	Travel	228	265	-37
99	125	-26	Phone	868	750	118
9	25	-16	Rent	173	105	68
256	250	6	Insurance	1,539	1,500	39
10	20	-10	Postage	43	120	-77
0	0	0	Professional fees	0	0	0
0	50	-50	Supplies	115	300	-185
-50	0	-50	Other	-230	0	-230
2,153	3,070	-917	<b>Total</b>	<b>11,095</b>	<b>10,290</b>	<b>805</b>
<b>20,450</b>	<b>42,142</b>	<b>-21,692</b>	<b>Total Operating Expenses</b>	<b>182,125</b>	<b>181,339</b>	<b>786</b>
<b>-15,824</b>	<b>12,033</b>	<b>-27,857</b>	<b>Net Income</b>	<b>-9,911</b>	<b>13,111</b>	<b>-20,472</b>