

The Wisconsin Waterfowl Association
Income Statement
Jul-16

<u>Current Month</u>			<u>July-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>			
12,575	3,750	8,825	Chapter event revenue	311,614	277,500	34,114
2,189	300	1,889	State event revenue	7,956	4,500	3,456
950	300	650	Membership revenue	2,535	2,700	-165
0	0	0	Sponsor revenue	6,000	6,000	0
4,420	5,000	-580	Restoration revenue	21,946	30,300	-8,354
3,602	1,000	2,602	other grant revenue	56,007	47,000	9,007
751	200	551	Other	1,618	1,400	218
24,487	10,550	13,937	Net Sales	407,676	369,400	38,276
			<u>Standard Cost of Sales</u>			
8,259	2,250	6,009	COS-Chapter event revenue	216,076	166,500	49,576
0	25	-25	COS-State event revenue	607	175	432
0	0	0	COS-Other	0	0	0
8,259	2,275	5,984	Total Standard Cost of Sales	216,683	166,675	50,008
16,229	8,275	7,954	Gross Profit	190,993	202,725	-11,732
			<u>Operating Expenses</u>			
			Development:			
5,516	5,214	302	Wages	34,595	34,163	432
0	0	0	Benefits	0	0	0
1,190	1,275	-85	Travel	7,481	7,500	-19
227	225	2	Phone	1,575	1,575	0
573	600	-27	Event expenses	14,927	13,600	1,327
7	50	-43	Postage & shipping	421	475	-54
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
415	375	40	Rent	2,745	2,725	20
0	0	0	Other	17	0	17
7,928	7,739	189	Total	61,761	60,038	1,723
			Program Services:			
4,637	5,000	-363	Wages	36,634	38,350	-1,716
617	780	-163	Travel	4,523	5,530	-1,007
582	500	82	Other	7,206	4,850	2,356
3,900	5,000	-1,100	HRP	31,148	30,300	848
3,602	1,000	2,602	Other Grants	46,007	47,000	-993
50	50	0	Education	5,067	5,050	17
13,388	12,330	1,058	Total	130,585	131,080	-495
			Administration:			
1,174	1,100	74	Wages	9,533	8,350	1,183
0	0	0	Benefits	0	0	0
0	0	0	Travel	228	265	-37
169	125	44	Phone	1,037	875	162
33	0	33	Rent	206	105	101
256	250	6	Insurance	1,795	1,750	45
0	20	-20	Postage	43	140	-97
1,700	2,550	-850	Professional fees	1,700	2,550	-850
0	50	-50	Supplies	115	350	-235
-147	0	-147	Other	-377	0	-377
3,185	4,095	-910	Total	14,280	14,385	-105
24,501	24,164	337	Total Operating Expenses	206,626	205,503	1,123
-8,272	-15,889	7,617	Net Income	-18,183	-2,778	-12,855