

The Wisconsin Waterfowl Association
Income Statement
Jul-17

<u>Current Month</u>			<u>July-17</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>			
51,942	12,500	39,442	Chapter event revenue	307,158	292,500	14,658
150	1,200	-1,050	State event revenue	2,999	6,970	-3,971
375	950	-575	Membership revenue	3,300	2,535	765
0	0	0	Sponsor revenue	6,000	6,000	0
1,430	5,000	-3,570	Restoration revenue	17,600	30,300	-12,700
141	3,500	-3,359	other grant revenue	47,645	47,225	420
198	200	-2	Other	6,164	1,400	4,764
54,237	23,350	30,887	Net Sales	390,866	386,930	3,936
			<u>Standard Cost of Sales</u>			
30,896	7,500	23,396	COS-Chapter event revenue	184,649	175,500	9,149
41	25	16	COS-State event revenue	321	175	146
0	0	0	COS-Other	0	0	0
30,937	7,525	23,412	Total Standard Cost of Sales	184,970	175,675	9,295
23,300	15,825	7,475	Gross Profit	205,896	211,255	-5,359
			<u>Operating Expenses</u>			
			Development:			
5,582	5,516	66	Wages	34,912	34,595	317
0	0	0	Benefits	0	0	0
647	1,190	-543	Travel	6,965	7,481	-516
193	225	-32	Phone	1,422	1,575	-153
566	573	-7	Event expenses	14,039	14,927	-888
52	10	42	Postage & shipping	310	430	-120
0	0	0	Shows & meetings	62	1,030	-968
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
116	0	116	Advertising	478	0	478
372	415	-43	Rent	2,764	2,740	24
0	0	0	Other	277	0	277
7,528	7,929	-401	Total	61,229	62,778	-1,549
			Program Services:			
4,445	4,637	-192	Wages	39,108	36,634	2,474
778	617	161	Travel	5,101	4,523	578
371	582	-211	Other	6,244	7,206	-962
3,900	5,000	-1,100	HRP	32,090	30,300	1,790
491	3,500	-3,009	Other Grants	47,374	47,225	149
200	50	150	Education	5,175	4,365	810
10,184	14,386	-4,202	Total	135,092	130,253	4,839
			Administration:			
1,300	1,174	126	Wages	9,537	9,533	4
0	0	0	Benefits	0	0	0
0	0	0	Travel	36	220	-184
108	125	-17	Phone	967	875	92
0	30	-30	Rent	160	200	-40
256	255	1	Insurance	1,795	1,785	10
0	20	-20	Postage	40	140	-100
575	1,695	-1,120	Professional fees	4,650	3,920	730
0	25	-25	Supplies	917	175	742
-469	0	-469	Other	-1,293	0	-1,293
1,770	3,324	-1,554	Total	16,809	16,848	-39
19,482	25,639	-6,157	Total Operating Expenses	213,130	209,879	3,251
3,818	-9,814	13,632	Net Income	-7,644	1,376	-8,610