

The Wisconsin Waterfowl Association  
Income Statement  
Aug-16

<u>Current Month</u>			<u>August-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>			
80,886	25,000	55,886	Chapter event revenue	392,500	302,500	90,000
2,656	1,200	1,456	State event revenue	10,612	5,700	4,912
1,125	2,250	-1,125	Membership revenue	3,660	4,950	-1,290
0	0	0	Sponsor revenue	6,000	6,000	0
9,899	5,000	4,899	Restoration revenue	31,844	35,300	-3,456
3,945	10,000	-6,055	other grant revenue	59,951	57,000	2,951
1,551	200	1,351	Other	3,169	1,600	1,569
<b>100,061</b>	<b>43,650</b>	<b>56,411</b>	<b>Net Sales</b>	<b>507,736</b>	<b>413,050</b>	<b>94,686</b>
			<b><u>Standard Cost of Sales</u></b>			
53,854	15,000	38,854	COS-Chapter event revenue	269,930	181,500	88,430
287	25	262	COS-State event revenue	894	200	694
0	0	0	COS-Other	0	0	0
<b>54,141</b>	<b>15,025</b>	<b>39,116</b>	<b>Total Standard Cost of Sales</b>	<b>270,824</b>	<b>181,700</b>	<b>89,124</b>
<b>45,920</b>	<b>28,625</b>	<b>17,295</b>	<b>Gross Profit</b>	<b>236,912</b>	<b>231,350</b>	<b>5,562</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
5,692	4,741	951	Wages	40,287	38,904	1,383
0	0	0	Benefits	0	0	0
2,017	226	1,791	Travel	9,497	8,300	1,197
226	225	1	Phone	1,801	1,800	1
1,390	1,200	190	Event expenses	16,317	14,800	1,517
127	50	77	Postage & shipping	549	525	24
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	3,117	3,125	-8
0	0	0	Other	17	0	17
9,824	6,842	2,982	<b>Total</b>	<b>71,585</b>	<b>67,454</b>	<b>4,131</b>
			<b>Program Services:</b>			
4,526	6,000	-1,474	Wages	41,160	44,350	-3,190
654	1,000	-346	Travel	5,177	6,530	-1,353
492	1,000	-508	Other	7,698	5,850	1,848
3,929	5,000	-1,071	HRP	35,077	35,300	-223
6,115	10,000	-3,885	Other Grants	52,121	57,000	-4,879
800	300	500	Education	5,867	5,350	517
16,516	23,300	-6,784	<b>Total</b>	<b>147,100</b>	<b>154,380</b>	<b>-7,280</b>
			<b>Administration:</b>			
1,109	900	209	Wages	10,641	9,250	1,391
0	0	0	Benefits	0	0	0
33	10	23	Travel	261	275	-14
112	125	-13	Phone	1,150	1,000	150
0	0	0	Rent	206	105	101
256	250	6	Insurance	2,052	2,000	52
33	20	13	Postage	76	160	-84
0	925	-925	Professional fees	1,700	3,475	-1,775
39	50	-11	Supplies	154	400	-246
-31	0	-31	Other	-407	0	-407
1,552	2,280	-728	<b>Total</b>	<b>15,833</b>	<b>16,665</b>	<b>-832</b>
<b>27,891</b>	<b>32,422</b>	<b>-4,531</b>	<b>Total Operating Expenses</b>	<b>234,518</b>	<b>238,499</b>	<b>-3,981</b>
<b>18,028</b>	<b>-3,797</b>	<b>21,825</b>	<b>Net Income</b>	<b>-156</b>	<b>-7,149</b>	<b>9,543</b>