

The Wisconsin Waterfowl Association  
Income Statement  
Aug-17

<u>Current Month</u>			<u>August-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>
			<b><u>Gross Sales</u></b>			
7,274	22,500	-15,226	Chapter event revenue	314,432	315,000	-568
738	1,530	-792	State event revenue	3,737	8,500	-4,763
1,160	1,125	35	Membership revenue	4,460	3,660	800
0	0	0	Sponsor revenue	6,000	6,000	0
1,365	5,000	-3,635	Restoration revenue	18,965	35,300	-16,335
7,422	4,000	3,422	other grant revenue	55,067	51,225	3,842
683	200	483	Other	6,847	1,600	5,247
<b>18,642</b>	<b>34,355</b>	<b>-15,713</b>	<b>Net Sales</b>	<b>409,508</b>	<b>421,285</b>	<b>-11,777</b>
			<b><u>Standard Cost of Sales</u></b>			
8,298	13,500	-5,202	COS-Chapter event revenue	192,947	189,000	3,947
14	25	-12	COS-State event revenue	334	200	134
0	0	0	COS-Other	0	0	0
<b>8,311</b>	<b>13,525</b>	<b>-5,214</b>	<b>Total Standard Cost of Sales</b>	<b>193,281</b>	<b>189,200</b>	<b>4,081</b>
<b>10,330</b>	<b>20,830</b>	<b>-10,500</b>	<b>Gross Profit</b>	<b>216,227</b>	<b>232,085</b>	<b>-15,858</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
5,310	5,692	-382	Wages	40,223	40,287	-64
0	0	0	Benefits	0	0	0
1,532	2,017	-485	Travel	8,496	9,497	-1,001
191	225	-34	Phone	1,613	1,800	-187
903	1,390	-487	Event expenses	14,942	16,317	-1,375
41	125	-84	Postage & shipping	351	555	-204
0	0	0	Shows & meetings	62	1,030	-968
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
123	0	123	Advertising	602	0	602
405	375	30	Rent	3,169	3,115	54
0	0	0	Other	277	0	277
8,505	9,824	-1,319	<b>Total</b>	<b>69,735</b>	<b>72,601</b>	<b>-2,866</b>
			<b>Program Services:</b>			
4,649	4,526	123	Wages	43,757	41,160	2,597
1,515	654	861	Travel	6,616	5,177	1,439
459	492	-33	Other	6,704	7,698	-994
3,900	5,000	-1,100	HRP	35,990	35,300	690
7,424	4,000	3,424	Other Grants	54,799	51,225	3,574
165	800	-635	Education	5,340	5,165	175
18,112	15,472	2,640	<b>Total</b>	<b>153,206</b>	<b>145,725</b>	<b>7,481</b>
			<b>Administration:</b>			
1,367	1,109	258	Wages	10,905	10,641	264
0	0	0	Benefits	0	0	0
12	30	-18	Travel	48	250	-202
107	125	-18	Phone	1,074	1,000	74
33	0	33	Rent	193	200	-7
256	255	1	Insurance	2,052	2,040	12
13	20	-7	Postage	52	160	-108
0	0	0	Professional fees	4,650	3,920	730
36	25	11	Supplies	953	200	753
9	0	9	Other	1,303	0	1,303
1,815	1,564	251	<b>Total</b>	<b>18,624</b>	<b>18,411</b>	<b>213</b>
<b>28,433</b>	<b>26,860</b>	<b>1,573</b>	<b>Total Operating Expenses</b>	<b>241,565</b>	<b>236,737</b>	<b>4,828</b>
<b>-18,102</b>	<b>-6,030</b>	<b>-12,072</b>	<b>Net Income</b>	<b>-25,744</b>	<b>-4,652</b>	<b>-20,686</b>