

The Wisconsin Waterfowl Association
Income Statement
Sep-16

<u>Current Month</u>			<u>September-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>			
44,562	42,500	2,062	Chapter event revenue	437,062	345,000	92,062
2,746	1,200	1,546	State event revenue	13,358	6,900	6,458
650	250	400	Membership revenue	4,310	5,200	-890
0	0	0	Sponsor revenue	6,000	6,000	0
1,820	5,000	-3,180	Restoration revenue	33,664	40,300	-6,636
11,952	20,000	-8,048	other grant revenue	71,903	77,000	-5,097
102	200	-98	Other	3,271	1,800	1,471
61,831	69,150	-7,319	Net Sales	569,568	482,200	87,368
			<u>Standard Cost of Sales</u>			
34,374	25,500	8,874	COS-Chapter event revenue	304,304	207,000	97,304
14	25	-12	COS-State event revenue	908	225	683
0	0	0	COS-Other	0	0	0
34,388	25,525	8,863	Total Standard Cost of Sales	305,212	207,225	97,987
27,444	43,625	-16,181	Gross Profit	264,356	274,975	-10,619
			<u>Operating Expenses</u>			
			Development:			
4,906	4,430	476	Wages	45,194	43,334	1,860
0	0	0	Benefits	0	0	0
1,025	675	350	Travel	10,523	8,975	1,548
230	225	5	Phone	2,031	2,025	6
742	1,600	-858	Event expenses	17,059	16,400	659
170	50	120	Postage & shipping	719	575	144
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
401	375	26	Rent	3,518	3,500	18
0	0	0	Other	17	0	17
7,475	7,355	120	Total	79,061	74,809	4,252
			Program Services:			
5,048	5,750	-702	Wages	46,208	50,100	-3,892
1,120	630	490	Travel	6,297	7,160	-863
454	550	-96	Other	8,152	6,400	1,752
3,900	5,000	-1,100	HRP	38,977	40,300	-1,323
12,942	20,000	-7,058	Other Grants	65,063	77,000	-11,937
367	300	67	Education	6,235	5,650	585
23,830	32,230	-8,400	Total	170,932	186,610	-15,678
			Administration:			
1,372	1,000	372	Wages	12,013	10,250	1,763
0	0	0	Benefits	0	0	0
0	10	-10	Travel	261	285	-24
182	125	57	Phone	1,332	1,125	207
29	50	-21	Rent	235	155	80
256	250	6	Insurance	2,308	2,250	58
5	20	-15	Postage	82	180	-98
575	1,025	-450	Professional fees	2,275	4,500	-2,225
32	50	-18	Supplies	187	450	-263
114	0	114	Other	-294	0	-294
2,567	2,530	37	Total	18,399	19,195	-796
33,872	42,115	-8,243	Total Operating Expenses	268,392	280,614	-12,222
-6,428	1,510	-7,938	Net Income	-6,585	-5,639	1,603