

The Wisconsin Waterfowl Association
Income Statement
Sep-17

<u>Current Month</u>			<u>September-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>			
71,259	37,500	33,759	Chapter event revenue	385,691	352,500	33,191
632	1,840	-1,208	State event revenue	4,369	10,340	-5,971
410	650	-240	Membership revenue	4,870	4,310	560
0	0	0	Sponsor revenue	6,000	6,000	0
6,532	5,000	1,532	Restoration revenue	25,497	40,300	-14,803
3,673	12,000	-8,327	other grant revenue	58,740	63,225	-4,485
63	200	-137	Other	6,910	1,800	5,110
82,569	57,190	25,379	Net Sales	492,077	478,475	13,602
			<u>Standard Cost of Sales</u>			
52,346	22,500	29,846	COS-Chapter event revenue	245,292	211,500	33,792
700	25	675	COS-State event revenue	1,034	225	809
0	0	0	COS-Other	0	0	0
53,046	22,525	30,521	Total Standard Cost of Sales	246,326	211,725	34,601
29,523	34,665	-5,142	Gross Profit	245,751	266,750	-20,999
			<u>Operating Expenses</u>			
			Development:			
4,639	4,906	-267	Wages	44,862	45,194	-332
0	0	0	Benefits	0	0	0
984	1,025	-41	Travel	9,480	10,523	-1,043
201	225	-24	Phone	1,814	2,025	-211
534	742	-208	Event expenses	15,476	17,059	-1,583
56	170	-114	Postage & shipping	408	726	-318
0	0	0	Shows & meetings	62	1,030	-968
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
253	0	253	Advertising	855	0	855
404	400	4	Rent	3,573	3,515	58
68	0	68	Other	346	0	346
7,140	7,468	-328	Total	76,876	80,072	-3,196
			Program Services:			
5,065	5,048	17	Wages	48,821	46,208	2,613
1,034	1,120	-86	Travel	7,650	6,297	1,353
651	454	197	Other	7,355	8,152	-797
3,900	5,000	-1,100	HRP	39,890	40,300	-410
3,673	12,000	-8,327	Other Grants	58,472	63,225	-4,753
153	450	-297	Education	5,493	5,615	-122
14,475	24,072	-9,597	Total	167,681	169,797	-2,116
			Administration:			
1,623	1,372	251	Wages	12,528	12,013	515
0	0	0	Benefits	0	0	0
32	0	32	Travel	80	250	-170
138	125	13	Phone	1,212	1,125	87
32	30	2	Rent	225	230	-5
256	255	1	Insurance	2,308	2,295	13
35	20	15	Postage	87	180	-93
0	575	-575	Professional fees	4,650	4,495	155
0	25	-25	Supplies	953	225	728
-207	0	-207	Other	-1,510	0	-1,510
1,908	2,402	-494	Total	20,533	20,813	-280
23,524	33,942	-10,418	Total Operating Expenses	265,090	270,682	-5,592
5,999	723	5,276	Net Income	-19,749	-3,932	-15,407