

The Wisconsin Waterfowl Association  
Income Statement  
Nov-17

<b>Current Month</b>			<b>November-17</b>	<b>Year-To-Date</b>		
<b>Actual</b>	<b>Budget</b>	<b>Variance</b>		<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
			<b>Gross Sales</b>			
3,513	0	3,513	Chapter event revenue	416,504	410,000	6,504
2,022	3,700	-1,678	State event revenue	9,437	18,040	-8,603
850	500	350	Membership revenue	7,470	5,235	2,235
0	0	0	Sponsor revenue	6,000	6,000	0
2,715	4,000	-1,285	Restoration revenue	32,931	49,300	-16,369
5,000	6,000	-1,000	other grant revenue	79,705	78,225	1,480
347	200	147	Other	9,497	2,200	7,297
<b>14,447</b>	<b>14,400</b>	<b>47</b>	<b>Net Sales</b>	<b>561,544</b>	<b>569,000</b>	<b>-7,456</b>
			<b>Standard Cost of Sales</b>			
2,948	0	2,948	COS-Chapter event revenue	268,443	246,000	22,443
59	25	34	COS-State event revenue	1,112	275	837
0	0	0	COS-Other	0	0	0
<b>3,007</b>	<b>25</b>	<b>2,982</b>	<b>Total Standard Cost of Sales</b>	<b>269,555</b>	<b>246,275</b>	<b>23,280</b>
<b>11,441</b>	<b>14,375</b>	<b>-2,934</b>	<b>Gross Profit</b>	<b>291,989</b>	<b>322,725</b>	<b>-30,736</b>
			<b>Operating Expenses</b>			
			<b>Development:</b>			
4,450	4,413	37	Wages	53,694	53,961	-267
0	0	0	Benefits	0	0	0
498	688	-191	Travel	10,240	11,583	-1,343
220	225	-5	Phone	2,245	2,475	-230
316	122	194	Event expenses	16,249	17,316	-1,067
14	35	-21	Postage & shipping	429	876	-447
0	0	0	Shows & meetings	62	1,030	-968
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
201	0	201	Advertising	1,356	0	1,356
372	375	-3	Rent	4,317	4,265	52
<u>750</u>	<u>0</u>	<u>750</u>	Other	<u>1,096</u>	<u>0</u>	<u>1,096</u>
6,820	5,858	962	<b>Total</b>	89,688	91,506	-1,818
			<b>Program Services:</b>			
4,741	5,227	-486	Wages	58,816	56,711	2,105
623	589	34	Travel	9,359	7,258	2,101
507	404	103	Other	8,583	9,028	-445
4,235	4,000	235	HRP	50,989	49,300	1,689
5,000	6,000	-1,000	Other Grants	81,472	78,225	3,247
<u>357</u>	<u>50</u>	<u>307</u>	Education	<u>6,100</u>	<u>5,940</u>	160
15,464	16,270	-806	<b>Total</b>	215,319	206,462	8,857
			<b>Administration:</b>			
2,136	1,687	449	Wages	16,354	15,396	958
0	0	0	Benefits	0	0	0
130	25	105	Travel	245	305	-60
183	125	58	Phone	1,503	1,375	128
0	0	0	Rent	225	230	-5
256	255	1	Insurance	2,821	2,805	16
0	20	-20	Postage	111	220	-109
0	0	0	Professional fees	4,650	4,495	155
51	25	26	Supplies	1,058	275	783
<u>-289</u>	<u>0</u>	<u>-289</u>	Other	<u>-1,906</u>	<u>0</u>	<u>-1,906</u>
2,467	2,137	330	<b>Total</b>	25,061	25,101	-40
<b>24,751</b>	<b>24,265</b>	<b>486</b>	<b>Total Operating Expenses</b>	<b>330,068</b>	<b>323,069</b>	<b>6,999</b>
<b>-13,310</b>	<b>-9,890</b>	<b>-3,420</b>	<b>Net Income</b>	<b>-35,092</b>	<b>-344</b>	<b>-37,735</b>