

The Wisconsin Waterfowl Association
Income Statement
Dec-17

| <u>Current Month</u> | | | <u>December-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> | | | |
| 11,871 | 32,500 | -20,629 | Chapter event revenue | 428,375 | 442,500 | -14,125 |
| 18,802 | 3,000 | 15,802 | State event revenue | 28,239 | 21,040 | 7,199 |
| 1,025 | 250 | 775 | Membership revenue | 8,495 | 5,485 | 3,010 |
| 0 | 0 | 0 | Sponsor revenue | 6,000 | 6,000 | 0 |
| 2,860 | 3,900 | -1,040 | Restoration revenue | 35,791 | 53,200 | -17,409 |
| 2,500 | 5,700 | -3,200 | other grant revenue | 82,205 | 83,925 | -1,720 |
| 500 | 200 | 300 | Other | 9,997 | 2,400 | 7,597 |
| 37,558 | 45,550 | -7,992 | Net Sales | 599,102 | 614,550 | -15,448 |
| | | | <u>Standard Cost of Sales</u> | | | |
| 6,815 | 19,500 | -12,685 | COS-Chapter event revenue | 275,259 | 265,500 | 9,759 |
| 0 | 25 | -25 | COS-State event revenue | 1,112 | 300 | 812 |
| 0 | 0 | 0 | COS-Other | 0 | 0 | 0 |
| 6,815 | 19,525 | -12,710 | Total Standard Cost of Sales | 276,371 | 265,800 | 10,571 |
| 30,743 | 26,025 | 4,718 | Gross Profit | 322,731 | 348,750 | -26,019 |
| | | | <u>Operating Expenses</u> | | | |
| | | | Development: | | | |
| 4,885 | 4,604 | 281 | Wages | 58,580 | 58,565 | 15 |
| 0 | 0 | 0 | Benefits | 0 | 0 | 0 |
| 494 | 1,100 | -607 | Travel | 10,733 | 12,683 | -1,950 |
| 283 | 225 | 58 | Phone | 2,528 | 2,700 | -172 |
| 813 | 450 | 363 | Event expenses | 17,062 | 17,766 | -704 |
| 118 | 50 | 68 | Postage & shipping | 548 | 926 | -378 |
| 0 | 0 | 0 | Shows & meetings | 62 | 1,030 | -968 |
| 0 | 0 | 0 | Marketing | 0 | 0 | 0 |
| 0 | 0 | 0 | Magazine | 0 | 0 | 0 |
| 50 | 0 | 50 | Advertising | 1,406 | 0 | 1,406 |
| 429 | 400 | 29 | Rent | 4,746 | 4,665 | 81 |
| 0 | 0 | 0 | Other | 1,096 | 0 | 1,096 |
| 7,072 | 6,829 | 243 | Total | 96,761 | 98,335 | -1,574 |
| | | | Program Services: | | | |
| 4,769 | 5,100 | -331 | Wages | 63,585 | 61,811 | 1,774 |
| 697 | 600 | 97 | Travel | 10,055 | 7,858 | 2,197 |
| 595 | 450 | 145 | Other | 9,178 | 9,478 | -300 |
| 5,400 | 3,900 | 1,500 | HRP | 56,389 | 53,200 | 3,189 |
| 0 | 5,700 | -5,700 | Other Grants | 81,472 | 83,925 | -2,453 |
| 75 | 150 | -75 | Education | 6,175 | 6,090 | 85 |
| 11,536 | 15,900 | -4,364 | Total | 226,854 | 222,362 | 4,492 |
| | | | Administration: | | | |
| 1,672 | 1,800 | -128 | Wages | 18,026 | 17,196 | 830 |
| 0 | 0 | 0 | Benefits | 0 | 0 | 0 |
| 6 | 20 | -14 | Travel | 251 | 325 | -74 |
| 184 | 125 | 59 | Phone | 1,687 | 1,500 | 187 |
| 32 | 30 | 2 | Rent | 257 | 260 | -3 |
| 256 | 255 | 1 | Insurance | 3,078 | 3,060 | 18 |
| 0 | 20 | -20 | Postage | 111 | 240 | -129 |
| 0 | 0 | 0 | Professional fees | 4,650 | 4,495 | 155 |
| 51 | 25 | 26 | Supplies | 1,110 | 300 | 810 |
| -473 | 0 | -473 | Other | -2,379 | 0 | -2,379 |
| 1,729 | 2,275 | -546 | Total | 26,791 | 27,376 | -585 |
| 20,336 | 25,004 | -4,668 | Total Operating Expenses | 350,406 | 348,073 | 2,333 |
| 10,406 | 1,021 | 9,385 | Net Income | -24,664 | 677 | -25,341 |