

The Wisconsin Waterfowl Association  
Income Statement  
Feb-18

<b>Current Month</b>			<b>February-18</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>			
2,978	0	2,978	Chapter event revenue	2,978	0	2,978
1,420	1,765	-345	State event revenue	1,808	2,115	-307
650	325	325	Membership revenue	900	1,575	-675
0	0	0	Sponsor revenue	0	6,000	-6,000
3,685	3,500	185	Restoration revenue	8,791	7,000	1,791
1,800	10,000	-8,200	other grant revenue	3,630	10,400	-6,770
685	350	335	Other	1,001	700	301
<b>11,218</b>	<b>15,940</b>	<b>-4,722</b>	<b>Net Sales</b>	<b>19,108</b>	<b>27,790</b>	<b>-8,682</b>
			<b>Standard Cost of Sales</b>			
3,140	0	3,140	COS-Chapter event revenue	3,149	0	3,149
0	25	-25	COS-State event revenue	92	50	42
0	0	0	COS-Other	0	0	0
<b>3,140</b>	<b>25</b>	<b>3,115</b>	<b>Total Standard Cost of Sales</b>	<b>3,241</b>	<b>50</b>	<b>3,191</b>
<b>8,078</b>	<b>15,915</b>	<b>-7,837</b>	<b>Gross Profit</b>	<b>15,867</b>	<b>27,740</b>	<b>-11,873</b>
			<b>Operating Expenses</b>			
			<b>Development:</b>			
3,703	4,527	-824	Wages	8,162	8,854	-692
0	0	0	Benefits	0	0	0
1,094	850	244	Travel	2,090	1,675	415
208	210	-2	Phone	416	420	-4
785	3,100	-2,315	Event expenses	1,054	9,500	-8,446
245	40	205	Postage & shipping	252	80	172
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
126	125	1	Advertising	126	250	-124
397	450	-53	Rent	794	950	-156
0	25	-25	Other	0	50	-50
6,558	9,327	-2,769	<b>Total</b>	12,894	21,779	-8,885
			<b>Program Services:</b>			
5,973	5,708	265	Wages	11,162	12,014	-852
1,016	1,250	-234	Travel	1,723	1,825	-102
471	650	-179	Other	886	1,300	-414
4,950	3,900	1,050	HRP	10,106	7,800	2,306
1,851	10,000	-8,149	Other Grants	3,681	10,400	-6,719
2,617	0	2,617	Education	3,919	0	3,919
16,879	21,508	-4,629	<b>Total</b>	31,477	33,339	-1,862
			<b>Administration:</b>			
1,745	1,435	310	Wages	3,518	2,507	1,011
0	0	0	Benefits	0	0	0
12	20	-8	Travel	24	40	-16
130	125	5	Phone	343	250	93
0	0	0	Rent	0	33	-33
256	256	0	Insurance	513	512	1
46	10	36	Postage	46	20	26
0	0	0	Professional fees	0	0	0
112	100	12	Supplies	234	200	34
1,072	-200	1,272	Other	125	-400	525
3,372	1,746	1,626	<b>Total</b>	4,803	3,162	1,641
<b>26,809</b>	<b>32,581</b>	<b>-5,772</b>	<b>Total Operating Expenses</b>	<b>49,174</b>	<b>58,280</b>	<b>-9,106</b>
<b>-18,730</b>	<b>-16,666</b>	<b>-2,064</b>	<b>Net Income</b>	<b>-33,307</b>	<b>-30,540</b>	<b>-2,767</b>