

The Wisconsin Waterfowl Association
Income Statement
Mar-18

<u>Current Month</u>			<u>March-18</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>			
52,138	62,500	-10,362	Chapter event revenue	55,117	62,500	-7,383
2,010	150	1,860	State event revenue	3,818	2,265	1,553
1,635	1,100	535	Membership revenue	2,535	2,675	-140
0	0	0	Sponsor revenue	0	6,000	-6,000
11,135	3,500	7,635	Restoration revenue	19,926	10,500	9,426
0	19,000	-19,000	other grant revenue	3,630	29,400	-25,770
903	350	553	Other	1,903	1,050	853
67,821	86,600	-18,779	Net Sales	86,929	114,390	-27,461
			<u>Standard Cost of Sales</u>			
26,311	37,500	-11,189	COS-Chapter event revenue	29,460	37,500	-8,040
0	25	-25	COS-State event revenue	92	75	17
0	0	0	COS-Other	0	0	0
26,311	37,525	-11,214	Total Standard Cost of Sales	29,552	37,575	-8,023
41,510	49,075	-7,565	Gross Profit	57,377	76,815	-19,438
			<u>Operating Expenses</u>			
			Development:			
4,257	4,734	-477	Wages	12,419	13,588	-1,169
0	0	0	Benefits	0	0	0
1,532	1,000	532	Travel	3,622	2,675	947
208	210	-2	Phone	624	630	-6
9,658	1,625	8,033	Event expenses	10,712	11,125	-413
69	40	29	Postage & shipping	321	120	201
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
421	125	296	Advertising	547	375	172
428	500	-72	Rent	1,222	1,450	-228
<u>25</u>	<u>25</u>	<u>0</u>	Other	<u>25</u>	<u>75</u>	<u>-50</u>
16,598	8,259	8,339	Total	29,492	30,038	-546
			Program Services:			
5,471	5,842	-371	Wages	16,633	17,856	-1,223
1,151	950	201	Travel	2,874	2,775	99
427	650	-223	Other	1,313	1,950	-637
8,400	3,900	4,500	HRP	18,506	11,700	6,806
0	19,000	-19,000	Other Grants	3,681	29,400	-25,719
<u>2,397</u>	<u>0</u>	<u>2,397</u>	Education	<u>6,316</u>	<u>4,097</u>	<u>2,219</u>
17,846	30,342	-12,496	Total	49,323	67,778	-18,455
			Administration:			
1,693	1,130	563	Wages	5,211	3,636	1,575
0	0	0	Benefits	0	0	0
0	20	-20	Travel	24	60	-36
178	125	53	Phone	521	375	146
31	95	-64	Rent	31	128	-97
256	256	0	Insurance	769	768	1
5	10	-5	Postage	51	30	21
0	0	0	Professional fees	0	0	0
49	100	-51	Supplies	282	300	-18
<u>198</u>	<u>-200</u>	<u>398</u>	Other	<u>323</u>	<u>-600</u>	<u>923</u>
2,409	1,536	873	Total	7,212	4,697	2,515
36,854	40,137	-3,283	Total Operating Expenses	86,027	102,513	-16,486
4,657	8,938	-4,281	Net Income	-29,049	-25,698	-2,952