

The Wisconsin Waterfowl Association  
Income Statement  
Apr-18

<b>Current Month</b>			<b>April-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>			
116,497	105,000	11,497	Chapter event revenue	171,613	167,500	4,113
1,142	350	792	State event revenue	4,960	2,615	2,345
325	75	250	Membership revenue	2,860	2,750	110
0	0	0	Sponsor revenue	0	6,000	-6,000
1,020	3,500	-2,480	Restoration revenue	20,946	14,000	6,946
7,020	1,000	6,020	other grant revenue	10,650	30,400	-19,750
757	350	407	Other	2,661	1,400	1,261
<b>126,761</b>	<b>110,275</b>	<b>16,486</b>	<b>Net Sales</b>	<b>213,690</b>	<b>224,665</b>	<b>-10,975</b>
			<b>Standard Cost of Sales</b>			
74,181	63,000	11,181	COS-Chapter event revenue	103,640	100,500	3,140
135	25	110	COS-State event revenue	227	100	127
	0	0	COS-Other	0	0	0
<b>74,316</b>	<b>63,025</b>	<b>11,291</b>	<b>Total Standard Cost of Sales</b>	<b>103,867</b>	<b>100,600</b>	<b>3,267</b>
<b>52,445</b>	<b>47,250</b>	<b>5,195</b>	<b>Gross Profit</b>	<b>109,823</b>	<b>124,065</b>	<b>-14,242</b>
			<b>Operating Expenses</b>			
			<b>Development:</b>			
4,511	5,014	-503	Wages	16,930	18,602	-1,672
0	0	0	Benefits	0	0	0
1,383	1,500	-117	Travel	5,005	4,175	830
209	210	-1	Phone	833	840	-7
2,147	1,125	1,022	Event expenses	12,859	12,250	609
659	40	619	Postage & shipping	980	160	820
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
500	125	375	Advertising	1,047	500	547
478	450	28	Rent	1,700	1,900	-200
4	25	-21	Other	29	100	-71
9,890	8,489	1,401	<b>Total</b>	<b>39,383</b>	<b>38,527</b>	<b>856</b>
			<b>Program Services:</b>			
4,882	5,228	-346	Wages	21,515	23,084	-1,569
872	400	472	Travel	3,747	3,175	572
2,459	650	1,809	Other	3,771	2,600	1,171
3,900	3,900	0	HRP	22,406	15,600	6,806
717	1,000	-283	Other Grants	4,398	30,400	-26,002
385	700	-315	Education	6,701	4,797	1,904
13,215	11,878	1,337	<b>Total</b>	<b>62,538</b>	<b>79,656</b>	<b>-17,118</b>
			<b>Administration:</b>			
1,997	1,338	659	Wages	7,209	4,974	2,235
0	0	0	Benefits	0	0	0
6	20	-14	Travel	30	80	-50
183	125	58	Phone	704	500	204
81	0	81	Rent	112	128	-16
256	256	0	Insurance	1,026	1,024	2
15	10	5	Postage	66	40	26
0	0	0	Professional fees	0	0	0
252	100	152	Supplies	534	400	134
-850	-200	-650	Other	-528	-800	272
1,941	1,649	292	<b>Total</b>	<b>9,153</b>	<b>6,346</b>	<b>2,807</b>
<b>25,046</b>	<b>22,016</b>	<b>3,030</b>	<b>Total Operating Expenses</b>	<b>111,074</b>	<b>124,529</b>	<b>-13,455</b>
<b>27,399</b>	<b>25,234</b>	<b>2,165</b>	<b>Net Income</b>	<b>-1,246</b>	<b>-464</b>	<b>-787</b>