

The Wisconsin Waterfowl Association  
Income Statement  
May-18

<u>Current Month</u>			<u>May-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>
			<b><u>Gross Sales</u></b>			
58,401	95,000	-36,599	Chapter event revenue	230,014	262,500	-32,486
150	190	-40	State event revenue	5,110	2,805	2,305
375	100	275	Membership revenue	3,235	2,850	385
0	0	0	Sponsor revenue	0	6,000	-6,000
2,722	3,500	-778	Restoration revenue	23,668	17,500	6,168
0	6,500	-6,500	other grant revenue	10,650	36,900	-26,250
796	350	446	Other	3,456	1,750	1,706
<b>62,444</b>	<b>105,640</b>	<b>-43,196</b>	<b>Net Sales</b>	<b>276,133</b>	<b>330,305</b>	<b>-54,172</b>
			<b><u>Standard Cost of Sales</u></b>			
35,728	57,000	-21,272	COS-Chapter event revenue	139,369	157,500	-18,131
0	25	-25	COS-State event revenue	227	125	102
0	0	0	COS-Other	0	0	0
<b>35,728</b>	<b>57,025</b>	<b>-21,297</b>	<b>Total Standard Cost of Sales</b>	<b>139,596</b>	<b>157,625</b>	<b>-18,029</b>
<b>26,716</b>	<b>48,615</b>	<b>-21,899</b>	<b>Gross Profit</b>	<b>136,537</b>	<b>172,680</b>	<b>-36,143</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
5,570	5,941	-371	Wages	22,500	24,543	-2,043
0	0	0	Benefits	0	0	0
1,214	1,275	-61	Travel	6,219	5,450	769
135	210	-75	Phone	968	1,050	-82
1,698	900	798	Event expenses	14,557	13,150	1,407
17	40	-23	Postage & shipping	996	200	796
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
469	125	344	Advertising	1,516	625	891
397	450	-53	Rent	2,097	2,350	-253
<u>72</u>	<u>25</u>	<u>47</u>	Other	<u>101</u>	<u>125</u>	<u>-24</u>
9,572	8,966	606	<b>Total</b>	48,954	47,493	1,461
			<b>Program Services:</b>			
3,793	3,924	-131	Wages	25,308	27,008	-1,700
548	500	48	Travel	4,295	3,675	620
366	650	-284	Other	4,137	3,250	887
4,412	3,900	512	HRP	28,151	19,500	8,651
1,087	6,500	-5,413	Other Grants	5,485	36,900	-31,415
<u>560</u>	<u>84</u>	<u>476</u>	Education	<u>7,261</u>	<u>4,881</u>	<u>2,380</u>
10,766	15,558	-4,792	<b>Total</b>	74,637	95,214	-20,577
			<b>Administration:</b>			
1,987	1,557	430	Wages	9,196	6,530	2,666
0	0	0	Benefits	0	0	0
0	20	-20	Travel	30	100	-70
111	125	-14	Phone	815	625	190
0	0	0	Rent	112	128	-16
256	256	0	Insurance	1,282	1,280	2
22	10	12	Postage	88	50	38
1,950	0	1,950	Professional fees	1,950	0	1,950
323	100	223	Supplies	858	500	358
<u>-26</u>	<u>-200</u>	<u>174</u>	Other	<u>-554</u>	<u>-1,000</u>	<u>446</u>
4,623	1,868	2,755	<b>Total</b>	13,777	8,213	5,564
<b>24,961</b>	<b>26,392</b>	<b>-1,431</b>	<b>Total Operating Expenses</b>	<b>137,368</b>	<b>150,920</b>	<b>-13,552</b>
<b>1,754</b>	<b>22,223</b>	<b>-20,469</b>	<b>Net Income</b>	<b>-825</b>	<b>21,760</b>	<b>-22,591</b>