

The Wisconsin Waterfowl Association  
Income Statement  
Jun-18

<u>Current Month</u>			<u>June-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>			
53,366	32,500	20,866	Chapter event revenue	283,141	295,000	-11,859
5	0	5	State event revenue	5,115	2,805	2,310
175	100	75	Membership revenue	3,410	2,950	460
0	0	0	Sponsor revenue	0	6,000	-6,000
2,722	3,500	-778	Restoration revenue	26,390	21,000	5,390
1,600	9,500	-7,900	other grant revenue	12,250	46,400	-34,150
175	350	-175	Other	3,631	2,100	1,531
<b>58,043</b>	<b>45,950</b>	<b>12,093</b>	<b>Net Sales</b>	<b>333,937</b>	<b>376,255</b>	<b>-42,318</b>
			<b><u>Standard Cost of Sales</u></b>			
40,305	19,500	20,805	COS-Chapter event revenue	179,674	177,000	2,674
0	25	-25	COS-State event revenue	227	150	77
0	0	0	COS-Other	0	0	0
<b>40,305</b>	<b>19,525</b>	<b>20,780</b>	<b>Total Standard Cost of Sales</b>	<b>179,901</b>	<b>177,150</b>	<b>2,751</b>
<b>17,737</b>	<b>26,425</b>	<b>-8,688</b>	<b>Gross Profit</b>	<b>154,036</b>	<b>199,105</b>	<b>-45,069</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
4,776	4,536	240	Wages	27,276	29,079	-1,803
0	0	0	Benefits	0	0	0
732	875	-144	Travel	6,950	6,325	625
208	210	-2	Phone	1,176	1,260	-84
279	325	-46	Event expenses	14,836	13,475	1,361
23	40	-17	Postage & shipping	1,020	240	780
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
412	125	287	Advertising	1,928	750	1,178
430	500	-70	Rent	2,527	2,850	-323
<u>8</u>	<u>25</u>	<u>-17</u>	Other	<u>110</u>	<u>150</u>	<u>-40</u>
6,868	6,636	232	<b>Total</b>	55,823	54,129	1,694
			<b>Program Services:</b>			
4,765	4,989	-224	Wages	30,073	31,997	-1,924
335	650	-315	Travel	4,630	4,325	305
516	650	-134	Other	4,653	3,900	753
4,924	3,900	1,024	HRP	33,075	23,400	9,675
2,125	9,500	-7,375	Other Grants	7,610	46,400	-38,790
<u>754</u>	<u>95</u>	<u>659</u>	Education	<u>8,015</u>	<u>4,976</u>	<u>3,039</u>
13,419	19,784	-6,365	<b>Total</b>	88,056	114,998	-26,942
			<b>Administration:</b>			
1,793	1,829	-36	Wages	10,988	8,359	2,629
0	0	0	Benefits	0	0	0
0	20	-20	Travel	30	120	-90
142	125	17	Phone	957	750	207
33	33	0	Rent	145	161	-16
256	256	0	Insurance	1,539	1,536	3
3	10	-7	Postage	91	60	31
2,275	4,075	-1,800	Professional fees	4,225	4,075	150
0	100	-100	Supplies	858	600	258
<u>-378</u>	<u>-200</u>	<u>-178</u>	Other	<u>-933</u>	<u>-1,200</u>	<u>267</u>
4,124	6,248	-2,124	<b>Total</b>	17,900	14,461	3,439
<b>24,411</b>	<b>32,668</b>	<b>-8,257</b>	<b>Total Operating Expenses</b>	<b>161,779</b>	<b>183,588</b>	<b>-21,809</b>
<b>-6,673</b>	<b>-6,243</b>	<b>-430</b>	<b>Net Income</b>	<b>-7,792</b>	<b>15,517</b>	<b>-23,260</b>