

The Wisconsin Waterfowl Association  
Income Statement  
Jul-18

<u>Current Month</u>			<u>July-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>			
33,571	10,000	23,571	Chapter event revenue	316,712	305,000	11,712
205	150	55	State event revenue	5,320	2,955	2,365
400	375	25	Membership revenue	3,810	3,325	485
0	0	0	Sponsor revenue	0	6,000	-6,000
5,662	3,500	2,162	Restoration revenue	32,052	24,500	7,552
3,428	200	3,228	other grant revenue	15,677	46,600	-30,923
813	350	463	Other	4,444	2,450	1,994
<b>44,080</b>	<b>14,575</b>	<b>29,505</b>	<b>Net Sales</b>	<b>378,015</b>	<b>390,830</b>	<b>-12,815</b>
			<b><u>Standard Cost of Sales</u></b>			
19,941	6,000	13,941	COS-Chapter event revenue	199,615	183,000	16,615
0	25	-25	COS-State event revenue	227	175	52
0	0	0	COS-Other	0	0	0
<b>19,941</b>	<b>6,025</b>	<b>13,916</b>	<b>Total Standard Cost of Sales</b>	<b>199,842</b>	<b>183,175</b>	<b>16,667</b>
<b>24,138</b>	<b>8,550</b>	<b>15,588</b>	<b>Gross Profit</b>	<b>178,173</b>	<b>207,655</b>	<b>-29,482</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
5,121	5,516	-395	Wages	32,397	34,595	-2,198
0	0	0	Benefits	0	0	0
1,343	650	693	Travel	8,293	6,975	1,318
208	210	-2	Phone	1,384	1,470	-86
525	575	-50	Event expenses	15,361	14,050	1,311
43	40	3	Postage & shipping	1,063	280	783
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
385	125	260	Advertising	2,313	875	1,438
397	450	-53	Rent	2,924	3,300	-376
0	25	-25	Other	110	175	-65
8,022	7,591	431	<b>Total</b>	<b>63,845</b>	<b>61,720</b>	<b>2,125</b>
			<b>Program Services:</b>			
4,548	4,637	-89	Wages	34,621	36,634	-2,013
675	775	-100	Travel	5,304	5,100	204
395	650	-255	Other	5,048	4,550	498
7,143	3,900	3,243	HRP	40,218	27,300	12,918
3,428	200	3,228	Other Grants	11,038	46,600	-35,562
<u>2,149</u>	<u>200</u>	<u>1,949</u>	Education	<u>10,164</u>	<u>5,176</u>	<u>4,988</u>
18,337	10,362	7,975	<b>Total</b>	<b>106,393</b>	<b>125,360</b>	<b>-18,967</b>
			<b>Administration:</b>			
1,657	1,174	483	Wages	12,646	9,533	3,113
0	0	0	Benefits	0	0	0
6	20	-14	Travel	36	140	-104
139	125	14	Phone	1,096	875	221
0	0	0	Rent	145	161	-16
256	256	0	Insurance	1,795	1,792	3
17	10	7	Postage	108	70	38
0	575	-575	Professional fees	4,225	4,650	-425
58	100	-42	Supplies	915	700	215
<u>319</u>	<u>-200</u>	<u>519</u>	Other	<u>-613</u>	<u>-1,400</u>	<u>787</u>
2,452	2,060	392	<b>Total</b>	<b>20,353</b>	<b>16,521</b>	<b>3,832</b>
<b>28,811</b>	<b>20,013</b>	<b>8,798</b>	<b>Total Operating Expenses</b>	<b>190,591</b>	<b>203,601</b>	<b>-13,010</b>
<b>-4,672</b>	<b>-11,463</b>	<b>6,791</b>	<b>Net Income</b>	<b>-12,465</b>	<b>4,054</b>	<b>-16,472</b>