

The Wisconsin Waterfowl Association
Income Statement
Aug-18

<u>Current Month</u>			<u>August-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>			
68,127	38,125	30,002	Chapter event revenue	384,839	343,125	41,714
3,616	725	2,891	State event revenue	8,936	3,680	5,256
485	1,200	-715	Membership revenue	4,295	4,525	-230
0	0	0	Sponsor revenue	0	6,000	-6,000
3,897	3,500	397	Restoration revenue	35,949	28,000	7,949
17,822	7,500	10,322	other grant revenue	33,499	54,100	-20,601
183	350	-167	Other	4,627	2,800	1,827
94,130	51,400	42,730	Net Sales	472,145	442,230	29,915
			<u>Standard Cost of Sales</u>			
44,335	22,875	21,460	COS-Chapter event revenue	243,950	205,875	38,075
0	25	-25	COS-State event revenue	227	200	27
0	0	0	COS-Other	0	0	0
44,335	22,900	21,435	Total Standard Cost of Sales	244,177	206,075	38,102
49,795	28,500	21,295	Gross Profit	227,968	236,155	-8,187
			<u>Operating Expenses</u>			
			Development:			
4,496	5,692	-1,196	Wages	36,893	40,287	-3,394
0	0	0	Benefits	0	0	0
1,225	1,550	-325	Travel	9,519	8,525	994
261	210	51	Phone	1,646	1,680	-34
1,462	900	562	Event expenses	16,823	14,950	1,873
31	40	-9	Postage & shipping	1,094	320	774
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
664	125	539	Advertising	2,977	1,000	1,977
456	500	-44	Rent	3,380	3,800	-420
0	25	-25	Other	110	200	-90
8,596	9,042	-446	Total	72,442	70,762	1,680
			Program Services:			
5,555	4,526	1,029	Wages	40,176	41,160	-984
991	1,500	-509	Travel	6,295	6,600	-305
493	650	-157	Other	5,541	5,200	341
6,613	3,900	2,713	HRP	46,831	31,200	15,631
17,822	7,500	10,322	Other Grants	28,859	54,100	-25,241
550	165	385	Education	10,714	5,341	5,373
32,023	18,241	13,782	Total	138,416	143,601	-5,185
			Administration:			
1,276	1,109	167	Wages	13,921	10,641	3,280
0	0	0	Benefits	0	0	0
44	20	24	Travel	80	160	-80
187	125	62	Phone	1,283	1,000	283
14	33	-19	Rent	159	194	-35
256	256	0	Insurance	2,052	2,048	4
20	10	10	Postage	128	80	48
0	0	0	Professional fees	4,225	4,650	-425
40	100	-60	Supplies	955	800	155
-63	-200	137	Other	-677	-1,600	923
1,775	1,453	322	Total	22,126	17,973	4,153
42,394	28,736	13,658	Total Operating Expenses	232,984	232,336	648
7,401	-236	7,637	Net Income	-5,138	3,819	-8,835