

The Wisconsin Waterfowl Association
Income Statement
Sep-18

<u>Current Month</u>			<u>September-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>			
49,301	23,750	25,551	Chapter event revenue	434,140	366,875	67,265
525	650	-125	State event revenue	9,461	4,330	5,131
175	425	-250	Membership revenue	4,470	4,950	-480
0	0	0	Sponsor revenue	0	6,000	-6,000
3,710	3,500	210	Restoration revenue	39,659	31,500	8,159
329	3,700	-3,371	other grant revenue	33,828	57,800	-23,972
129	350	-221	Other	4,756	3,150	1,606
54,168	32,375	21,793	Net Sales	526,314	474,605	51,709
			<u>Standard Cost of Sales</u>			
34,387	14,250	20,137	COS-Chapter event revenue	278,337	220,125	58,212
0	25	-25	COS-State event revenue	227	225	2
0	0	0	COS-Other	0	0	0
34,387	14,275	20,112	Total Standard Cost of Sales	278,564	220,350	58,214
19,782	18,100	1,682	Gross Profit	247,750	254,255	-6,505
			<u>Operating Expenses</u>			
			Development:			
4,524	4,906	-382	Wages	41,416	45,194	-3,778
0	0	0	Benefits	0	0	0
670	975	-305	Travel	10,189	9,500	689
199	210	-11	Phone	1,845	1,890	-45
467	550	-83	Event expenses	17,290	15,500	1,790
58	40	18	Postage & shipping	1,152	360	792
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
0	125	-125	Advertising	2,977	1,125	1,852
427	450	-23	Rent	3,807	4,250	-443
<u>69</u>	<u>25</u>	<u>44</u>	Other	<u>179</u>	<u>225</u>	<u>-46</u>
6,414	7,281	-867	Total	78,855	78,044	811
			Program Services:			
4,606	5,048	-442	Wages	44,782	46,208	-1,426
442	1,000	-558	Travel	6,737	7,600	-863
-488	650	-1,138	Other	5,052	5,850	-798
6,775	3,900	2,875	HRP	53,606	35,100	18,506
329	3,700	-3,371	Other Grants	29,188	57,800	-28,612
<u>757</u>	<u>153</u>	<u>604</u>	Education	<u>11,471</u>	<u>5,494</u>	<u>5,977</u>
12,420	14,451	-2,031	Total	150,836	158,052	-7,216
			Administration:			
2,197	1,372	825	Wages	16,118	12,013	4,105
0	0	0	Benefits	0	0	0
31	20	11	Travel	111	180	-69
116	125	-9	Phone	1,399	1,125	274
0	33	-33	Rent	159	227	-68
256	256	0	Insurance	2,308	2,304	4
33	10	23	Postage	161	90	71
250	0	250	Professional fees	4,475	4,650	-175
23	100	-78	Supplies	975	900	75
<u>164</u>	<u>-200</u>	<u>364</u>	Other	<u>-513</u>	<u>-1,800</u>	<u>1,287</u>
3,070	1,716	1,354	Total	25,193	19,689	5,504
21,905	23,448	-1,543	Total Operating Expenses	254,884	255,785	-901
-2,123	-5,348	3,225	Net Income	-7,258	-1,530	-5,604