

The Wisconsin Waterfowl Association  
Income Statement  
Oct-18

<u>Current Month</u>			<u>October-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>			
35,864	40,000	-4,136	Chapter event revenue	470,004	406,875	63,129
9,471	3,100	6,371	State event revenue	18,931	7,430	11,501
875	1,750	-875	Membership revenue	5,345	6,700	-1,355
0	0	0	Sponsor revenue	0	6,000	-6,000
2,395	3,500	-1,105	Restoration revenue	42,054	35,000	7,054
63,805	16,000	47,805	other grant revenue	97,633	73,800	23,833
5,389	350	5,039	Other	10,146	3,500	6,646
<b>117,799</b>	<b>64,700</b>	<b>53,099</b>	<b>Net Sales</b>	<b>644,113</b>	<b>539,305</b>	<b>104,808</b>
			<b><u>Standard Cost of Sales</u></b>			
32,805	24,000	8,805	COS-Chapter event revenue	311,142	244,125	67,017
0	25	-25	COS-State event revenue	227	250	-23
0	0	0	COS-Other	0	0	0
<b>32,805</b>	<b>24,025</b>	<b>8,780</b>	<b>Total Standard Cost of Sales</b>	<b>311,369</b>	<b>244,375</b>	<b>66,994</b>
<b>84,994</b>	<b>40,675</b>	<b>44,319</b>	<b>Gross Profit</b>	<b>332,744</b>	<b>294,930</b>	<b>37,814</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
4,818	4,355	463	Wages	46,234	49,549	-3,315
0	0	0	Benefits	0	0	0
760	250	510	Travel	10,949	9,750	1,199
199	210	-11	Phone	2,044	2,100	-56
250	450	-201	Event expenses	17,539	15,950	1,589
191	40	151	Postage & shipping	1,343	400	943
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
102	125	-23	Advertising	3,080	1,250	1,830
470	450	20	Rent	4,277	4,700	-423
<u>319</u>	<u>25</u>	<u>294</u>	Other	<u>498</u>	<u>250</u>	<u>248</u>
7,109	5,905	1,204	<b>Total</b>	85,964	83,949	2,015
			<b>Program Services:</b>			
2,612	5,277	-2,665	Wages	47,394	51,484	-4,090
187	1,500	-1,314	Travel	6,924	9,100	-2,176
1,886	650	1,236	Other	6,938	6,500	438
8,320	3,900	4,420	HRP	61,926	39,000	22,926
61,845	16,000	45,845	Other Grants	91,033	73,800	17,233
<u>250</u>	<u>250</u>	<u>0</u>	Education	<u>11,721</u>	<u>5,744</u>	<u>5,977</u>
75,099	27,577	47,522	<b>Total</b>	225,936	185,628	40,308
			<b>Administration:</b>			
1,889	1,695	194	Wages	18,007	13,709	4,298
0	0	0	Benefits	0	0	0
0	20	-20	Travel	111	200	-89
117	125	-8	Phone	1,516	1,250	266
14	0	14	Rent	174	227	-53
256	256	0	Insurance	2,565	2,560	5
33	10	23	Postage	194	100	94
0	0	0	Professional fees	4,475	4,650	-175
51	100	-49	Supplies	1,028	1,000	28
<u>915</u>	<u>-200</u>	<u>1,115</u>	Other	<u>403</u>	<u>-2,000</u>	<u>2,403</u>
3,275	2,006	1,269	<b>Total</b>	28,472	21,696	6,776
<b>85,483</b>	<b>35,488</b>	<b>49,995</b>	<b>Total Operating Expenses</b>	<b>340,372</b>	<b>291,273</b>	<b>49,099</b>
<b>-489</b>	<b>5,187</b>	<b>-5,676</b>	<b>Net Income</b>	<b>-7,748</b>	<b>3,657</b>	<b>-11,285</b>