

The Wisconsin Waterfowl Association
Income Statement
Nov-18

<u>Current Month</u>			<u>November-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>			
29,999	0	29,999	Chapter event revenue	500,003	406,875	93,128
6,597	2,100	4,497	State event revenue	25,528	9,530	15,998
735	850	-115	Membership revenue	6,080	7,550	-1,470
0	0	0	Sponsor revenue	0	6,000	-6,000
765	3,500	-2,735	Restoration revenue	42,819	38,500	4,319
8,710	5,000	3,710	other grant revenue	106,343	78,800	27,543
750	350	400	Other	10,895	3,850	7,045
47,556	11,800	35,756	Net Sales	691,668	551,105	140,563
			<u>Standard Cost of Sales</u>			
23,095	0	23,095	COS-Chapter event revenue	334,238	244,125	90,113
4,486	25	4,461	COS-State event revenue	4,713	275	4,438
0	0	0	COS-Other	0	0	0
27,581	25	27,556	Total Standard Cost of Sales	338,951	244,400	94,551
19,974	11,775	8,199	Gross Profit	352,717	306,705	46,012
			<u>Operating Expenses</u>			
			Development:			
4,324	4,413	-89	Wages	50,558	53,961	-3,403
0	0	0	Benefits	0	0	0
703	500	203	Travel	11,652	10,250	1,402
167	210	-43	Phone	2,211	2,310	-99
394	300	94	Event expenses	17,933	16,250	1,683
50	40	10	Postage & shipping	1,393	440	953
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	3,080	1,375	1,705
427	500	-73	Rent	4,704	5,200	-496
0	25	-25	Other	498	275	223
6,065	6,113	-48	Total	92,029	90,061	1,968
			Program Services:			
1,748	5,227	-3,479	Wages	49,141	56,711	-7,570
54	600	-546	Travel	6,978	9,700	-2,722
310	650	-340	Other	7,248	7,150	98
3,900	3,900	0	HRP	65,826	42,900	22,926
8,710	5,000	3,710	Other Grants	99,743	78,800	20,943
60	357	-297	Education	11,781	6,101	5,680
14,781	15,734	-953	Total	240,717	201,362	39,355
			Administration:			
590	1,687	-1,097	Wages	18,597	15,396	3,201
0	0	0	Benefits	0	0	0
0	20	-20	Travel	111	220	-109
67	125	-58	Phone	1,583	1,375	208
0	0	0	Rent	174	227	-53
256	256	0	Insurance	2,821	2,816	5
0	10	-10	Postage	194	110	84
0	0	0	Professional fees	4,475	4,650	-175
0	100	-100	Supplies	1,028	1,100	-72
614	200	814	Other	1,017	2,200	3,217
1,528	1,998	-470	Total	30,000	23,694	6,306
22,374	23,845	-1,471	Total Operating Expenses	362,746	315,117	47,629
-2,400	-12,070	9,670	Net Income	-10,131	-8,412	-1,617