

The Wisconsin Waterfowl Association
Income Statement
Dec-18

<u>Current Month</u>			<u>December-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>			
63,105	25,000	38,105	Chapter event revenue	563,107	431,875	131,232
69,541	13,275	56,266	State event revenue	95,069	22,805	72,264
2,275	400	1,875	Membership revenue	8,355	7,950	405
0	0	0	Sponsor revenue	0	6,000	-6,000
3,380	3,500	-120	Restoration revenue	46,199	42,000	4,199
8,455	500	7,955	other grant revenue	114,798	79,300	35,498
678	350	328	Other	11,573	4,200	7,373
147,433	43,025	104,408	Net Sales	839,101	594,130	244,971
			<u>Standard Cost of Sales</u>			
45,926	15,000	30,926	COS-Chapter event revenue	380,164	259,125	121,039
43,964	25	43,939	COS-State event revenue	48,677	300	48,377
0	0	0	COS-Other	0	0	0
89,889	15,025	74,864	Total Standard Cost of Sales	428,841	259,425	169,416
57,544	28,000	29,544	Gross Profit	410,260	334,705	75,555
			<u>Operating Expenses</u>			
			Development:			
4,419	4,604	-185	Wages	54,977	58,565	-3,588
0	0	0	Benefits	0	0	0
581	1,000	-419	Travel	12,232	11,250	982
313	210	103	Phone	2,524	2,520	4
1,500	500	1,000	Event expenses	19,433	16,750	2,683
58	40	18	Postage & shipping	1,451	480	971
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	1,500	1,580
427	450	-23	Rent	5,131	5,650	-519
0	25	-25	Other	498	300	198
7,298	6,954	344	Total	99,326	97,015	2,311
			Program Services:			
1,676	5,100	-3,424	Wages	50,818	61,811	-10,993
0	500	-500	Travel	6,978	10,200	-3,222
749	650	99	Other	7,997	7,800	197
4,900	3,900	1,000	HRP	70,726	46,800	23,926
8,455	500	7,955	Other Grants	108,198	79,300	28,898
1,515	75	1,440	Education	13,296	6,176	7,120
17,295	10,725	6,570	Total	258,013	212,087	45,926
			Administration:			
566	1,800	-1,234	Wages	19,163	17,196	1,967
0	0	0	Benefits	0	0	0
0	20	-20	Travel	111	240	-129
129	125	4	Phone	1,712	1,500	212
0	33	-33	Rent	174	260	-86
256	256	0	Insurance	3,078	3,072	6
0	10	-10	Postage	194	120	74
0	0	0	Professional fees	4,475	4,650	-175
24	100	-76	Supplies	1,053	1,200	-147
961	-200	1,161	Other	1,978	-2,400	4,378
1,937	2,144	-207	Total	31,938	25,838	6,100
26,530	19,823	6,707	Total Operating Expenses	389,277	334,940	54,337
31,014	8,177	22,837	Net Income	20,743	-235	21,218