

The Wisconsin Waterfowl Association  
Income Statement  
Jan-19

<b>Current Month</b>			<b>January-19</b>	<b>Year-To-Date</b>		
<b>Actual</b>	<b>Budget</b>	<b>Variance</b>		<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
			<b>Gross Sales</b>			
1,705	0	1,705	Chapter event revenue	1,705	0	1,705
0	350	-350	State event revenue	0	350	-350
175	250	-75	Membership revenue	175	250	-75
0	0	0	Sponsor revenue	0	0	0
903	4,896	-3,994	Restoration revenue	903	4,896	-3,993
1,000	1,800	-800	other grant revenue	1,000	1,800	-800
720	300	420	Other	720	300	420
<b>4,503</b>	<b>7,596</b>	<b>-3,093</b>	<b>Net Sales</b>	<b>4,503</b>	<b>7,596</b>	<b>-3,093</b>
			<b>Standard Cost of Sales</b>			
2,197	0	2,197	COS-Chapter event revenue	2,197	0	2,197
471	100	371	COS-State event revenue	471	100	371
635	0	635	COS-Other	635	0	635
<b>3,303</b>	<b>100</b>	<b>3,203</b>	<b>Total Standard Cost of Sales</b>	<b>3,303</b>	<b>100</b>	<b>3,203</b>
<b>1,201</b>	<b>7,496</b>	<b>-6,295</b>	<b>Gross Profit</b>	<b>1,200</b>	<b>7,496</b>	<b>-6,296</b>
			<b>Operating Expenses</b>			
			<b>Development:</b>			
4,782	4,628	154	Wages	4,782	4,628	154
0	0	0	Benefits	0	0	0
1,176	1,000	176	Travel	1,176	1,000	176
223	200	23	Phone	223	200	23
7,236	6,000	1,236	Event expenses	7,236	6,000	1,236
41	50	-9	Postage & shipping	41	50	-9
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
0	0	0	Advertising	0	0	0
470	400	70	Rent	470	400	70
466	25	441	Other	466	25	441
14,394	12,303	2,091	<b>Total</b>	14,394	12,303	2,091
			<b>Program Services:</b>			
2,653	5,537	-2,884	Wages	2,653	5,537	-2,884
222	700	-478	Travel	222	700	-478
1,379	400	979	Other	1,379	400	979
4,208	6,066	-1,859	HRP	4,208	6,066	-1,858
1,000	1,800	-800	Other Grants	1,000	1,800	-800
1,430	1,300	130	Education	1,430	1,300	130
10,892	15,803	-4,911	<b>Total</b>	10,892	15,803	-4,911
			<b>Administration:</b>			
1,350	1,831	-481	Wages	1,350	1,831	-481
0	0	0	Benefits	0	0	0
0	10	-10	Travel	0	10	-10
78	125	-47	Phone	78	125	-47
14	0	14	Rent	14	0	14
381	381	0	Insurance	381	381	0
35	20	15	Postage	35	20	15
0	0	0	Professional fees	0	0	0
0	75	-75	Supplies	0	75	-75
-1,462	-500	-962	Other	-1,462	-500	-962
396	1,942	-1,546	<b>Total</b>	396	1,942	-1,546
<b>25,682</b>	<b>30,048</b>	<b>-4,366</b>	<b>Total Operating Expenses</b>	<b>25,682</b>	<b>30,048</b>	<b>-4,366</b>
<b>-24,481</b>	<b>-22,552</b>	<b>-1,929</b>	<b>Net Income</b>	<b>-24,481</b>	<b>-22,552</b>	<b>-1,930</b>