

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>			
63,145	25,000	38,145	Chapter event revenue	563,147	431,875	131,272
72,036	13,275	58,761	State event revenue	97,565	22,805	74,760
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
149,969	43,025	106,944	Net Sales	841,637	594,130	247,507
			<u>Standard Cost of Sales</u>			
52,566	15,000	37,566	COS-Chapter event revenue	386,803	259,125	127,678
44,261	25	44,236	COS-State event revenue	48,974	300	48,674
0	0	0	COS-Other	0	0	0
96,826	15,025	81,801	Total Standard Cost of Sales	435,777	259,425	176,352
53,142	28,000	25,142	Gross Profit	405,860	334,705	71,155
			<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
1,526	500	1,026	Event expenses	19,458	16,750	2,708
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
7,323	6,954	369	Total	99,351	97,015	2,336
			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
833	650	183	Other	8,081	7,800	281
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
17,379	10,725	6,654	Total	258,097	212,087	46,010
			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
26,640	19,823	6,817	Total Operating Expenses	389,386	334,940	54,446
26,502	8,177	18,325	Net Income	16,095	-235	16,708