

The Wisconsin Waterfowl Association
Income Statement
Feb-19

Current Month			February-19	Year-To-Date		
Actual	Budget	Variance		Actual	Budget	Variance
			Gross Sales			
23,794	33,750	-9,956	Chapter event revenue	25,499	33,750	-8,251
700	1,400	-700	State event revenue	700	1,750	-1,050
725	650	75	Membership revenue	900	900	0
0	0	0	Sponsor revenue	0	0	0
2,352	4,896	-2,544	Restoration revenue	3,254	9,792	-6,538
16,831	1,800	15,031	other grant revenue	17,831	3,600	14,231
205	650	-445	Other	925	950	-25
44,606	43,146	1,460	Net Sales	49,109	50,742	-1,633
			Standard Cost of Sales			
17,787	20,250	-2,463	COS-Chapter event revenue	19,984	20,250	-266
0	25	-25	COS-State event revenue	471	125	346
0	0	0	COS-Other	635	0	635
17,787	20,275	-2,488	Total Standard Cost of Sales	21,090	20,375	715
26,819	22,871	3,948	Gross Profit	28,019	30,367	-2,348
			Operating Expenses			
			Development:			
4,928	3,868	1,060	Wages	9,710	8,496	1,214
0	0	0	Benefits	0	0	0
1,682	1,000	682	Travel	2,858	2,000	858
224	200	24	Phone	447	400	47
1,004	2,700	-1,696	Event expenses	8,241	8,700	-459
64	50	14	Postage & shipping	106	100	6
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	0	125	-125
427	400	27	Rent	897	800	97
133	25	108	Other	599	50	549
8,463	8,368	95	Total	22,858	20,671	2,187
			Program Services:			
4,555	6,612	-2,057	Wages	7,208	12,149	-4,941
1,004	1,015	-11	Travel	1,226	1,715	-489
521	475	46	Other	1,901	875	1,026
4,807	6,066	-1,259	HRP	9,014	12,132	-3,118
16,831	1,800	15,031	Other Grants	17,831	3,600	14,231
580	2,600	-2,020	Education	2,009	3,900	-1,891
28,298	18,568	9,730	Total	39,189	34,371	4,818
			Administration:			
2,340	1,831	509	Wages	3,690	3,662	28
0	0	0	Benefits	0	0	0
0	10	-10	Travel	0	20	-20
93	125	-32	Phone	171	250	-79
0	0	0	Rent	14	0	14
381	381	0	Insurance	762	762	0
25	20	5	Postage	60	40	20
0	0	0	Professional fees	0	0	0
0	75	-75	Supplies	0	150	-150
-183	1,000	-1,183	Other	-1,645	500	-2,145
2,655	3,442	-787	Total	3,052	5,384	-2,332
39,416	30,378	9,038	Total Operating Expenses	65,099	60,426	4,673
-12,597	-7,507	-5,090	Net Income	-37,078	-30,059	-7,021