

The Wisconsin Waterfowl Association
Income Statement
Jun-19

<u>Current Month</u>			<u>June-19</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>			
3,878	32,500	-28,622	Chapter event revenue	297,232	352,500	-55,268
700	10	690	State event revenue	1,660	5,010	-3,350
1,050	175	875	Membership revenue	5,650	3,375	2,275
0	0	0	Sponsor revenue	0	0	0
1,870	4,896	-3,026	Restoration revenue	16,953	29,376	-12,423
10,396	1,100	9,296	other grant revenue	45,658	12,200	33,458
655	175	480	Other	6,007	3,575	2,432
18,549	38,856	-20,307	Net Sales	373,160	406,036	-32,876
			<u>Standard Cost of Sales</u>			
780	19,500	0	COS-Chapter event revenue	200,444	211,500	-11,056
0	25	-18,720	COS-State event revenue	471	300	171
0	0	-25	COS-Other	635	0	635
780	19,525	-18,745	Total Standard Cost of Sales	201,550	211,800	-10,250
17,769	19,331	-1,562	Gross Profit	171,610	194,236	-22,626
			<u>Operating Expenses</u>			
			Development:			
5,760	4,943	817	Wages	32,719	28,273	4,446
0	0	0	Benefits	0	0	0
692	750	-59	Travel	7,443	6,850	593
223	200	23	Phone	1,300	1,200	100
582	280	302	Event expenses	13,324	15,430	-2,106
50	50	0	Postage & shipping	370	300	70
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
3	400	-397	Advertising	233	1,875	-1,642
437	425	12	Rent	2,720	2,525	195
0	25	-25	Other	1,157	150	1,007
7,746	7,073	673	Total	59,266	56,603	2,663
			Program Services:			
3,604	5,037	-1,433	Wages	22,001	32,297	-10,296
12	325	-313	Travel	2,390	4,615	-2,225
515	500	15	Other	3,941	2,725	1,216
3,900	6,066	-2,166	HRP	30,578	36,396	-5,818
10,396	1,100	9,296	Other Grants	48,558	12,200	36,358
360	750	-390	Education	10,086	7,975	2,111
18,787	13,778	5,009	Total	117,554	96,208	21,346
			Administration:			
1,939	1,806	133	Wages	12,595	11,336	1,259
0	0	0	Benefits	0	0	0
0	10	-10	Travel	0	60	-60
86	125	-39	Phone	538	750	-212
0	15	-15	Rent	60	105	-45
381	381	0	Insurance	2,286	2,286	0
50	20	30	Postage	243	120	123
0	2,275	-2,275	Professional fees	400	4,225	-3,825
0	75	-75	Supplies	127	450	-323
-829	-250	-579	Other	-1,753	-275	-1,478
1,627	4,457	-2,830	Total	14,497	19,057	-4,560
28,160	25,308	2,852	Total Operating Expenses	191,317	171,868	19,449
-10,391	-5,977	-4,414	Net Income	-16,344	22,368	-38,712