

The Wisconsin Waterfowl Association
Income Statement
Jun-19

<u>Current Month</u>			<u>July-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>			
24,024	5,000	19,024	Chapter event revenue	321,106	357,500	-36,394
2,575	200	2,375	State event revenue	4,235	5,210	-975
325	400	-75	Membership revenue	5,975	3,775	2,200
0	0	0	Sponsor revenue	0	0	0
2,044	4,896	-2,852	Restoration revenue	18,997	34,272	-15,275
240	3,500	-3,260	other grant revenue	45,898	15,700	30,198
275	825	-550	Other	6,281	4,400	1,881
29,482	14,821	14,661	Net Sales	402,492	420,857	-18,365
			<u>Standard Cost of Sales</u>			
13,083	3,000	0	COS-Chapter event revenue	213,527	214,500	-973
0	25	10,083	COS-State event revenue	471	325	146
0	0	-25	COS-Other	635	0	635
13,083	3,025	10,058	Total Standard Cost of Sales	214,633	214,825	-192
16,399	11,796	4,603	Gross Profit	187,859	206,032	-18,173
			<u>Operating Expenses</u>			
			Development:			
5,466	5,293	173	Wages	38,186	33,566	4,620
0	0	0	Benefits	0	0	0
1,486	1,350	136	Travel	8,929	8,200	729
241	200	41	Phone	1,541	1,400	141
-24	525	-549	Event expenses	13,300	15,955	-2,655
0	50	-50	Postage & shipping	370	350	20
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
0	385	-385	Advertising	233	2,260	-2,027
485	400	85	Rent	3,205	2,925	280
0	25	-25	Other	1,157	175	982
7,654	8,228	-574	Total	66,921	64,831	2,090
			Program Services:			
2,798	4,837	-2,039	Wages	24,799	37,134	-12,335
323	675	-352	Travel	2,713	5,290	-2,577
581	400	181	Other	4,522	3,125	1,397
4,924	6,066	-1,142	HRP	35,502	42,462	-6,960
240	3,500	-3,260	Other Grants	48,798	15,700	33,098
1,421	2,150	-729	Education	11,507	10,125	1,382
10,288	17,628	-7,340	Total	127,841	113,836	14,005
			Administration:			
1,552	1,756	-204	Wages	14,148	13,092	1,056
0	0	0	Benefits	0	0	0
24	10	14	Travel	24	70	-46
106	125	-19	Phone	644	875	-231
48	0	48	Rent	108	105	3
381	381	0	Insurance	2,667	2,667	0
0	20	-20	Postage	243	140	103
0	0	0	Professional fees	400	4,225	-3,825
0	75	-75	Supplies	127	525	-398
60	300	-240	Other	1,693	25	-1,718
2,172	2,667	-495	Total	16,668	21,724	-5,056
20,114	28,523	-8,409	Total Operating Expenses	211,430	200,391	11,039
-3,715	-16,727	13,012	Net Income	-19,562	5,641	-25,203