

The Wisconsin Waterfowl Association  
Income Statement  
Aug-19

<u>Current Month</u>			<u>August-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>
			<b><u>Gross Sales</u></b>			
53,182	18,750	34,432	Chapter event revenue	374,288	376,250	-1,962
1,834	3,600	-1,766	State event revenue	6,069	8,810	-2,741
150	485	-335	Membership revenue	6,125	4,260	1,865
0	0	0	Sponsor revenue	0	0	0
3,800	4,896	-1,096	Restoration revenue	22,797	39,168	-16,371
4,789	10,000	-5,211	other grant revenue	50,687	25,700	24,987
618	200	418	Other	6,900	4,600	2,300
<b>64,374</b>	<b>37,931</b>	<b>26,443</b>	<b>Net Sales</b>	<b>466,866</b>	<b>458,788</b>	<b>8,078</b>
			<b><u>Standard Cost of Sales</u></b>			
34,797	11,250	0	COS-Chapter event revenue	248,324	225,750	22,574
784	2,000	23,547	COS-State event revenue	1,255	2,325	-1,070
0	0	-1,216	COS-Other	635	0	635
<b>35,581</b>	<b>13,250</b>	<b>22,331</b>	<b>Total Standard Cost of Sales</b>	<b>250,214</b>	<b>228,075</b>	<b>22,139</b>
<b>28,793</b>	<b>24,681</b>	<b>4,112</b>	<b>Gross Profit</b>	<b>216,652</b>	<b>230,713</b>	<b>-14,061</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
5,278	4,668	610	Wages	43,464	38,234	5,230
0	0	0	Benefits	0	0	0
1,496	1,225	271	Travel	10,425	9,425	1,000
217	200	17	Phone	1,757	1,600	157
725	1,500	-775	Event expenses	14,025	17,455	-3,430
80	50	30	Postage & shipping	450	400	50
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
0	650	-650	Advertising	233	2,910	-2,677
437	450	-13	Rent	3,642	3,375	267
0	25	-25	Other	1,157	200	957
8,232	8,768	-536	<b>Total</b>	<b>75,153</b>	<b>73,599</b>	<b>1,554</b>
			<b>Program Services:</b>			
2,773	5,837	-3,064	Wages	27,572	42,971	-15,399
491	1,000	-509	Travel	3,204	6,290	-3,086
433	500	-67	Other	4,955	3,625	1,330
3,900	6,066	-2,166	HRP	39,402	48,528	-9,126
4,789	10,000	-5,211	Other Grants	53,587	25,700	27,887
<del>898</del>	550	-1,448	Education	10,609	10,675	-66
11,487	23,953	-12,466	<b>Total</b>	<b>139,329</b>	<b>137,789</b>	<b>1,540</b>
			<b>Administration:</b>			
1,432	1,306	126	Wages	15,580	14,398	1,182
0	0	0	Benefits	0	0	0
0	10	-10	Travel	24	80	-56
81	125	-44	Phone	726	1,000	-274
0	15	-15	Rent	108	120	-12
381	381	0	Insurance	3,048	3,048	0
67	20	47	Postage	310	160	150
0	0	0	Professional fees	400	4,225	-3,825
17	75	-58	Supplies	144	600	-456
406	0	406	Other	1,287	25	-1,312
2,384	1,932	452	<b>Total</b>	<b>19,053</b>	<b>23,656</b>	<b>-4,603</b>
<b>22,104</b>	<b>34,653</b>	<b>-12,549</b>	<b>Total Operating Expenses</b>	<b>233,535</b>	<b>235,044</b>	<b>-1,509</b>
<b>6,689</b>	<b>-9,972</b>	<b>16,661</b>	<b>Net Income</b>	<b>-13,127</b>	<b>-4,331</b>	<b>-8,796</b>