

The Wisconsin Waterfowl Association
Income Statement
Sep-19

<u>Current Month</u>			<u>September-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>			
8,379	22,500	-14,121	Chapter event revenue	382,668	398,750	-16,082
3,214	525	2,689	State event revenue	9,283	9,335	-52
625	175	450	Membership revenue	6,750	4,435	2,315
0	0	0	Sponsor revenue	0	0	0
1,785	4,896	-3,111	Restoration revenue	24,582	44,064	-19,482
6,456	300	6,156	other grant revenue	57,143	26,000	31,143
75	125	-50	Other	6,974	4,725	2,249
20,534	28,521	-7,987	Net Sales	487,400	487,309	91
			<u>Standard Cost of Sales</u>			
4,732	13,500	0	COS-Chapter event revenue	253,056	239,250	13,806
1,330	300	-8,768	COS-State event revenue	2,585	2,625	-40
0	0	1,030	COS-Other	635	0	635
6,062	13,800	-7,738	Total Standard Cost of Sales	256,276	241,875	14,401
14,472	14,721	-249	Gross Profit	231,124	245,434	-14,310
			<u>Operating Expenses</u>			
			Development:			
4,640	4,668	-28	Wages	48,104	42,902	5,202
0	0	0	Benefits	0	0	0
307	675	-368	Travel	10,732	10,100	632
239	200	39	Phone	1,996	1,800	196
667	450	217	Event expenses	14,692	17,905	-3,213
0	50	-50	Postage & shipping	450	450	0
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
0	0	0	Advertising	233	2,910	-2,677
437	425	12	Rent	4,079	3,800	279
<u>41</u>	<u>25</u>	<u>16</u>	Other	<u>1,198</u>	<u>225</u>	<u>973</u>
6,331	6,493	-162	Total	81,484	80,092	1,392
			Program Services:			
3,728	4,937	-1,209	Wages	31,299	47,908	-16,609
753	450	303	Travel	3,957	6,740	-2,783
370	400	-30	Other	5,325	4,025	1,300
4,993	6,066	-1,073	HRP	44,395	54,594	-10,199
6,456	300	6,156	Other Grants	60,043	26,000	34,043
<u>355</u>	<u>750</u>	<u>-395</u>	Education	<u>10,964</u>	<u>11,425</u>	<u>-461</u>
16,655	12,903	3,752	Total	155,983	150,692	5,291
			Administration:			
1,255	2,256	-1,001	Wages	16,835	16,654	181
0	0	0	Benefits	0	0	0
6	10	-4	Travel	30	90	-60
50	125	-75	Phone	776	1,125	-349
0	0	0	Rent	108	120	-12
381	381	0	Insurance	3,429	3,429	0
0	20	-20	Postage	310	180	130
0	0	0	Professional fees	400	4,225	-3,825
0	75	-75	Supplies	144	675	-531
<u>-392</u>	<u>160</u>	<u>-552</u>	Other	<u>-1,679</u>	<u>185</u>	<u>-1,864</u>
1,300	3,027	-1,727	Total	20,353	26,683	-6,330
24,286	22,423	1,863	Total Operating Expenses	257,820	257,467	353
-9,814	-7,702	-2,112	Net Income	-22,941	-12,033	-10,908