

The Wisconsin Waterfowl Association  
Income Statement  
Oct-19

<u>Current Month</u>			<u>October-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>			
428	32,500	-32,072	Chapter event revenue	383,096	431,250	-48,154
7,070	9,500	-2,430	State event revenue	16,353	18,835	-2,482
565	875	-310	Membership revenue	7,315	5,310	2,005
0	0	0	Sponsor revenue	0	0	0
7,932	4,896	3,036	Restoration revenue	32,514	48,960	-16,446
28,712	20,000	8,712	other grant revenue	85,855	46,000	39,855
4,907	4,000	907	Other	11,881	8,725	3,156
<b>49,615</b>	<b>71,771</b>	<b>-22,156</b>	<b>Net Sales</b>	<b>537,014</b>	<b>559,080</b>	<b>-22,066</b>
			<b><u>Standard Cost of Sales</u></b>			
822	19,500	0	COS-Chapter event revenue	253,878	258,750	-4,872
4,809	6,500	-18,678	COS-State event revenue	7,394	9,125	-1,731
0	0	-1,691	COS-Other	635	0	635
<b>5,631</b>	<b>26,000</b>	<b>-20,369</b>	<b>Total Standard Cost of Sales</b>	<b>261,907</b>	<b>267,875</b>	<b>-5,968</b>
<b>43,984</b>	<b>45,771</b>	<b>-1,787</b>	<b>Gross Profit</b>	<b>275,107</b>	<b>291,205</b>	<b>-16,098</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
5,841	4,968	873	Wages	53,945	47,870	6,075
0	0	0	Benefits	0	0	0
438	750	-312	Travel	11,170	10,850	320
218	200	18	Phone	2,213	2,000	213
374	250	124	Event expenses	15,067	18,155	-3,088
10	50	-40	Postage & shipping	460	500	-40
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
0	100	-100	Advertising	233	3,010	-2,777
480	475	5	Rent	4,559	4,275	284
0	25	-25	Other	1,198	250	948
7,360	6,818	542	<b>Total</b>	<b>88,845</b>	<b>86,910</b>	<b>1,935</b>
			<b>Program Services:</b>			
4,052	2,937	1,115	Wages	35,351	50,845	-15,494
276	200	76	Travel	4,233	6,940	-2,707
493	100	393	Other	5,819	4,125	1,694
8,602	6,066	2,536	HRP	52,997	60,660	-7,663
26,712	20,000	6,712	Other Grants	86,755	46,000	40,755
900	250	650	Education	11,864	11,675	189
41,035	29,553	11,482	<b>Total</b>	<b>197,019</b>	<b>180,245</b>	<b>16,774</b>
			<b>Administration:</b>			
1,518	1,956	-438	Wages	18,353	18,610	-257
0	0	0	Benefits	0	0	0
	10	-10	Travel	30	100	-70
63	125	-62	Phone	838	1,250	-412
14	15	-1	Rent	123	135	-12
381	381	0	Insurance	3,810	3,810	0
	20	-20	Postage	310	200	110
2,975	0	2,975	Professional fees	3,375	4,225	-850
32	75	-43	Supplies	175	750	-575
-350	1,000	-1,350	Other	-2,030	1,185	-3,215
4,632	3,582	1,050	<b>Total</b>	<b>24,984</b>	<b>30,265</b>	<b>-5,281</b>
<b>53,028</b>	<b>39,953</b>	<b>13,075</b>	<b>Total Operating Expenses</b>	<b>310,848</b>	<b>297,420</b>	<b>13,428</b>
<b>-9,044</b>	<b>5,818</b>	<b>-14,862</b>	<b>Net Income</b>	<b>-31,985</b>	<b>-6,215</b>	<b>-25,770</b>