

We're running significantly behind budget but much is due to timing issues, please read full comments:

For expenses:

- We've continued some of our savings with the cutting of **staff salary** (Ross), keeping Kelcy on hourly for October, no implementation of the \$2000 ED salary increase as budgeted to begin in July (per Bruce Ross's request), but have added in RD Bob Kufahl to salary as of 10/21.
 - To-date Savings of \$9,676 (ED start date also later than budgeted accounts for some savings)
- **Travel** is still falling a bit below budget with a \$2450 savings to date.
- **Event expenses** remain below budget by \$3000+, mainly due to the 2018 reward shirts not yet being ordered/paid for, Bruce R. is working on a plan to complete.
- We'd budgeted \$3000 for **Facebook advertising** YTD and have spent only \$233.
- We've begun progress billing on our **2018 compilation** and the remaining \$1000+ budgeted for earlier this year should be billed in November.

For **October event income** (see 2019 banquet nets spreadsheet) there is a loss of \$13,400 on the P&L Chapter Event revenue net (gross profit line):

- Midland Wings was budgeted to reconcile out in September and while we've received all funds from the chapter, we do not have final paperwork so this has not yet occurred. The event was budgeted for \$9,000 and currently has a net of \$8845.10 without calendar and UTV credits. The chapter is also currently running another class A to draw November 15th. Proceeds are currently shown in BS Deferred Chapter Credit Cards line item.
- Wausau was budgeted to reconcile out in October, all funds have been received but we do not have final paperwork. The event was budgeted for \$3500 and currently has a net of \$738 without UTV or calendar credits. This is their expected net into WWA for a loss of \$2762 actual versus budget. Proceeds are currently shown in BS Deferred Chapter Credit Cards line item.
- West Allis was budgeted to reconcile out in October, the chapter still owes for their state package, no final check has been received and no final paperwork. They are budgeted for \$7000, to date we've received \$4220 without UTV or calendar credits and Tom Seibert believes the chapter will at least meet budget. Proceeds are currently shown in BS Deferred Chapter Credit Cards line item.

We're running a bit behind on **calendar sales** per this date last year, see P&L state event revenue.

Overall event income is running \$43,282 behind budget. Some of this is due to the event income notations, above. If you compare banquet nets spreadsheet line I25 (actual cash into WWA YTD) versus line O25 (budgeted cash into WWA YTD) we are approximately \$35,000 behind budget compared to all event cash turned into the state to date. We will still receive funds from West Allis, Lakeshore and Christmas Bash, but will likely still run behind this budgeted # of event income as has been anticipated.

Reminder: We had budgeted to close out Duck Stamp current cycle in June. Instead we invoiced for a partial reimbursement (\$27,000 versus full \$50,000 close out). We had also budgeted to invoice out partial small NAWCA in July (\$20,000) which has not occurred. This is causing the significant discrepancy of accounts payable actual versus budget as we are not paying HRP invoices on a regular basis without budgeted grant reimbursement. **Update October: Peter has completed the final (I believe) project for Duck Stamp so we should be submitting for reimbursement of the balance of that grant (\$22,000+).**