

The Wisconsin Waterfowl Association  
Income Statement  
Nov-19

<u>Current Month</u>			<u>November-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>			
87,128	0	87,128	Chapter event revenue	470,224	431,250	38,974
4,095	6,600	-2,505	State event revenue	20,448	25,435	-4,987
1,390	735	655	Membership revenue	8,705	6,045	2,660
0	0	0	Sponsor revenue	0	0	0
-4,295	4,896	-9,191	Restoration revenue	28,219	53,856	-25,637
6,065	8,500	-2,435	other grant revenue	91,920	54,500	37,420
135	750	-615	Other	12,016	9,475	2,541
<b>94,518</b>	<b>21,481</b>	<b>73,037</b>	<b>Net Sales</b>	<b>631,532</b>	<b>580,561</b>	<b>50,971</b>
			<b><u>Standard Cost of Sales</u></b>			
50,601	0	0	COS-Chapter event revenue	304,480	258,750	45,730
2,660	4,200	50,601	COS-State event revenue	10,054	13,325	-3,271
0	0	-1,540	COS-Other	635	0	635
<b>53,261</b>	<b>4,200</b>	<b>49,061</b>	<b>Total Standard Cost of Sales</b>	<b>315,169</b>	<b>272,075</b>	<b>43,094</b>
<b>41,256</b>	<b>17,281</b>	<b>23,975</b>	<b>Gross Profit</b>	<b>316,363</b>	<b>308,486</b>	<b>7,877</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
7,534	4,968	2,566	Wages	61,479	52,838	8,641
0	0	0	Benefits	0	0	0
884	750	134	Travel	12,053	11,600	453
252	200	52	Phone	2,466	2,200	266
750	400	350	Event expenses	15,817	18,555	-2,738
0	50	-50	Postage & shipping	460	550	-90
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	3,010	-2,777
437	425	12	Rent	4,996	4,700	296
<u>41</u>	<u>25</u>	<u>16</u>	Other	<u>1,239</u>	<u>275</u>	<u>964</u>
9,899	6,818	3,081	<b>Total</b>	98,743	93,728	5,015
			<b>Program Services:</b>			
3,924	2,937	987	Wages	39,275	53,782	-14,507
343	200	143	Travel	4,575	7,140	-2,565
847	100	747	Other	6,665	4,225	2,440
3,388	6,066	-2,678	HRP	56,385	66,726	-10,341
6,065	8,500	-2,435	Other Grants	92,820	54,500	38,320
0	100	-100	Education	<u>11,864</u>	<u>11,775</u>	89
14,566	17,903	-3,337	<b>Total</b>	211,584	198,148	13,436
			<b>Administration:</b>			
1,700	1,756	-56	Wages	20,053	20,366	-313
0	0	0	Benefits	0	0	0
0	10	-10	Travel	30	110	-80
65	125	-60	Phone	903	1,375	-472
0	0	0	Rent	123	135	-12
381	381	0	Insurance	4,191	4,191	0
0	20	-20	Postage	310	220	90
1,475	0	1,475	Professional fees	4,850	4,225	625
25	75	-50	Supplies	200	825	-625
-145	600	-745	Other	<u>-2,175</u>	<u>1,785</u>	<u>-3,960</u>
3,500	2,967	533	<b>Total</b>	28,485	33,232	-4,747
<b>27,965</b>	<b>27,688</b>	<b>277</b>	<b>Total Operating Expenses</b>	<b>338,812</b>	<b>325,108</b>	<b>13,704</b>
<b>13,291</b>	<b>-10,407</b>	<b>23,698</b>	<b>Net Income</b>	<b>-20,507</b>	<b>-16,622</b>	<b>-3,885</b>