

With the reconciliation of the UTV raffle (final insurance refund received), West Bend, West Allis and Wausau chapters we've made a significant move towards budget. On a cautionary note, December will bring a few large expenses (\$1600+ chapter reward shirts budgeted for January 2019) and the payment to our 2019 State Hunt provider (\$3000).

We have also collected the tax due on the UTV which is reflected as income in our P&L but shows on our Balance Sheet in restricted income and accrued liabilities. This tax will be paid by WWA in January 2020.

Restoration revenue is showing as a negative number in November. While Peter invoiced a small amount of time to grants for the month, he also removed a few projects that had been invoiced to Duck Stamp previously as they were not viable/completed and no longer eligible as reimbursable time. This is a normal occurrence for the close of a grant cycle.

For expenses:

- We'll continue some of our savings with the cutting of **staff salary** (Ross & Boettcher), no implementation of the \$2000 ED salary increase as budgeted to begin in July (per Bruce Ross's request), but with the 5 week addition RD Bob Kufahl while retaining Tom Seibert November salaries were increased versus budget. Tom is no longer on payroll as of 12/1/2019.
- **Travel** is still falling a bit below budget with a \$2190 savings to date.
- **Event expenses** remain below budget by \$3000, this is tied into my comment above on reward shirts and state hunt.
- We'd budgeted \$3000 for **Facebook advertising** YTD and have spent only \$233.

For **November event income** (see 2019 banquet nets spreadsheet & my note above) we are to-date on event reconciliations and there is a loss of \$6,700 YTD on the P&L Chapter Event revenue net (gross profit line):

- Midland Wings has been reconciled, the event was budgeted for \$9000 and their cash to WWA net is \$9729.47. Including to-date UTV & calendar sales takes them to \$11,199.47.
- Wausau has been reconciled, the event was budgeted for \$3500 and their cash to WWA net is \$738.37. Including to-date UTV & calendar sales takes them to \$2093.37.
- West Allis has been reconciled, the event was budgeted for \$7000 and their cash to WWA net is \$8631.22. Including to-date UTV & calendar sales takes them to \$10,326.22 and they are running a class A raffle that will be drawn December 15th.

We're continuing to run behind on **calendar sales** per this date last year, see P&L state event revenue.

Overall event income is running \$6700 behind budget. If you compare banquet nets spreadsheet line I25 (actual cash into WWA YTD) versus line O25 (budgeted cash into WWA YTD) we are approximately \$27,783 behind budget compared to all event cash turned into the state to date. We will still receive a small amount of funds in final checks from Lakeshore and Christmas Bash, but will likely still run behind this budgeted # of event income as has been anticipated.

The **UTV raffle net of \$16,317** has helped significantly reduce our event income deficit from budgeted versus actual banquet revenue.

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 November: we have invoiced Duck Stamp for \$22,000+ to close out that grant cycle. Due to conditions we will not be able to reimburse any of our currently invoiced \$24,500 Small NAWCA project time until 2020 when Peter is able to complete those projects.**