

The Wisconsin Waterfowl Association
Income Statement
Dec-19

<u>Current Month</u>			<u>December-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>			
47,942	27,500	20,442	Chapter event revenue	518,166	458,750	59,416
62,846	57,000	5,846	State event revenue	83,294	82,435	859
1,615	250	1,365	Membership revenue	10,320	6,295	4,025
0	0	0	Sponsor revenue	0	0	0
19,737	4,896	14,841	Restoration revenue	47,957	58,752	-10,795
3,150	6,000	-2,850	other grant revenue	95,071	60,500	34,571
4,361	1,000	3,361	Other	16,377	10,475	5,902
139,652	96,646	43,006	Net Sales	771,185	677,207	93,978
			<u>Standard Cost of Sales</u>			
37,155	16,500	20,655	COS-Chapter event revenue	341,635	275,250	66,385
45,190	37,500	7,690	COS-State event revenue	55,243	50,825	4,418
0	0	0	COS-Other	635	0	635
82,345	54,000	28,345	Total Standard Cost of Sales	397,513	326,075	71,438
57,307	42,646	14,661	Gross Profit	373,672	351,132	22,540
			<u>Operating Expenses</u>			
			Development:			
3,321	4,968	-1,647	Wages	64,800	57,806	6,994
0	0	0	Benefits	0	0	0
71	750	-680	Travel	12,124	12,350	-226
167	200	-33	Phone	2,633	2,400	233
2,709	450	2,259	Event expenses	18,526	19,005	-479
80	50	30	Postage & shipping	539	600	-61
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	3,110	-2,877
437	425	12	Rent	5,433	5,125	308
0	25	-25	Other	1,239	300	939
6,785	6,968	-183	Total	105,527	100,696	4,831
			Program Services:			
4,626	2,937	1,689	Wages	43,901	56,719	-12,818
193	200	-7	Travel	4,768	7,340	-2,572
957	100	857	Other	7,622	4,325	3,297
19,444	6,066	13,378	HRP	75,829	72,792	3,037
3,150	6,000	-2,850	Other Grants	95,971	60,500	35,471
963	100	863	Education	12,827	11,875	952
29,333	15,403	13,930	Total	240,918	213,551	27,367
			Administration:			
1,398	1,756	-358	Wages	21,451	22,122	-671
0	0	0	Benefits	0	0	0
0	10	-10	Travel	30	120	-90
81	125	-44	Phone	984	1,500	-516
0	15	-15	Rent	123	150	-27
381	381	0	Insurance	4,572	4,572	0
77	20	57	Postage	387	240	147
0	0	0	Professional fees	4,850	4,225	625
70	75	-5	Supplies	270	900	-630
-743	500	-1,243	Other	-2,918	2,285	-5,203
1,263	2,882	-1,619	Total	29,749	36,114	-6,365
37,381	25,253	12,128	Total Operating Expenses	376,194	350,361	25,833
19,926	17,393	2,533	Net Income	-377	771	-1,148