

The Wisconsin Waterfowl Association  
Income Statement  
Jan-20

<b>Current Month</b>			<b>January-20</b>	<b>Year-To-Date</b>		
<b>Actual</b>	<b>Budget</b>	<b>Variance</b>		<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
			<b>Gross Sales</b>			
59	0	59	Chapter event revenue	59	0	59
0	350	-350	State event revenue	0	350	-350
880	415	465	Membership revenue	880	415	465
0	0	0	Sponsor revenue	0	0	0
1,500	4,896	-3,396	Restoration revenue	2,007	4,896	-2,889
2,007	1,000	1,007	other grant revenue	1,500	1,000	500
2,277	0	2,277	Other	2,277	0	2,277
<b>6,723</b>	<b>6,661</b>	<b>62</b>	<b>Net Sales</b>	<b>6,723</b>	<b>6,661</b>	<b>62</b>
			<b>Standard Cost of Sales</b>			
0	0	0	COS-Chapter event revenue	0	0	0
464	100	364	COS-State event revenue	464	100	364
0	0	0	COS-Other	0	0	0
<b>464</b>	<b>100</b>	<b>364</b>	<b>Total Standard Cost of Sales</b>	<b>464</b>	<b>100</b>	<b>364</b>
<b>6,259</b>	<b>6,561</b>	<b>-302</b>	<b>Gross Profit</b>	<b>6,259</b>	<b>6,561</b>	<b>-302</b>
			<b>Operating Expenses</b>			
			<b>Development:</b>			
2,853	4,249	-1,396	Wages	2,853	4,249	-1,396
0	0	0	Benefits	0	0	0
288	1,175	-887	Travel	288	1,175	-887
186	225	-39	Phone	186	225	-39
1,009	7,200	-6,191	Event expenses	1,009	7,200	-6,191
97	45	52	Postage & shipping	97	45	52
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
0	50	-50	Advertising	0	50	-50
466	456	10	Rent	466	456	10
0	450	-450	Other	0	450	-450
4,900	13,850	-8,950	<b>Total</b>	4,899	13,850	-8,951
			<b>Program Services:</b>			
5,578	3,804	1,774	Wages	5,578	3,804	1,774
1,011	225	786	Travel	1,011	225	786
4,578	1,380	3,198	Other	4,578	1,380	3,198
5,400	6,066	-666	HRP	1,500	6,066	-4,566
2,007	1,000	1,007	Other Grants	2,007	1,000	1,007
150	1,400	-1,250	Education	150	1,400	-1,250
18,724	13,875	4,849	<b>Total</b>	14,824	13,875	949
			<b>Administration:</b>			
930	1,733	-803	Wages	930	1,733	-803
0	0	0	Benefits	0	0	0
53	10	43	Travel	53	10	43
91	85	6	Phone	91	85	6
29	14	15	Rent	29	14	15
381	381	0	Insurance	381	381	0
74	35	39	Postage	74	35	39
0	0	0	Professional fees	0	0	0
17	20	-4	Supplies	17	20	-3
435	-50	485	Other	-6	-50	44
2,009	2,228	-219	<b>Total</b>	1,569	2,228	-659
<b>25,633</b>	<b>29,953</b>	<b>-4,320</b>	<b>Total Operating Expenses</b>	<b>21,292</b>	<b>29,953</b>	<b>-8,661</b>
<b>-19,373</b>	<b>-23,392</b>	<b>4,019</b>	<b>Net Income</b>	<b>-19,373</b>	<b>-23,392</b>	<b>4,019</b>