

The Wisconsin Waterfowl Association
Income Statement
Feb-20

Current Month			February-20			Year-To-Date				
Actual	Budget	Variance		Actual	Budget	Variance		Actual	Budget	Variance
			Gross Sales							
2,651	0	2,651	Chapter event revenue	2,710	0	2,710				
155	1,400	-1,245	State event revenue	155	1,750	-1,595				
420	965	-545	Membership revenue	1,300	1,380	-80				
0	0	0	Sponsor revenue	0	0	0				
750	4,896	-4,146	Restoration revenue	2,757	9,792	-7,035				
5,000	16,800	-11,800	other grant revenue	6,500	17,800	-11,300				
1,466	0	1,466	Other	3,743	0	3,743				
10,442	24,061	-13,619	Net Sales	17,165	30,722	-13,557				
			Standard Cost of Sales							
0	0	0	COS-Chapter event revenue	0	0	0				
2,488	25	2,463	COS-State event revenue	2,952	125	2,827				
0	0	0	COS-Other	0	0	0				
2,488	25	2,463	Total Standard Cost of Sales	2,952	125	2,827				
7,954	24,036	-16,082	Gross Profit	14,213	30,597	-16,384				
			Operating Expenses							
			Development:							
3,907	4,249	-342	Wages	6,760	8,498	-1,738				
0	0	0	Benefits	0	0	0				
1,066	1,680	-615	Travel	1,354	2,855	-1,501				
153	225	-72	Phone	339	450	-111				
2,531	2,700	-169	Event expenses	3,540	9,900	-6,360				
34	45	-11	Postage & shipping	131	90	41				
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	100	-100				
437	456	-19	Rent	903	912	-9				
<u>20</u>	<u>130</u>	<u>-111</u>	Other	<u>20</u>	<u>580</u>	<u>-560</u>				
8,147	9,535	-1,388	Total	13,047	23,385	-10,338				
			Program Services:							
4,854	3,804	1,050	Wages	10,432	7,608	2,824				
671	1,000	-330	Travel	1,682	1,225	457				
1,340	525	815	Other	5,918	1,905	4,013				
3,970	6,066	-2,096	HRP	9,370	12,132	-2,762				
5,000	16,800	-11,800	Other Grants	7,007	17,800	-10,793				
<u>2,319</u>	<u>600</u>	<u>1,719</u>	Education	<u>2,469</u>	<u>2,000</u>	<u>469</u>				
18,154	28,795	-10,641	Total	36,878	42,670	-5,792				
			Administration:							
1,411	1,733	-322	Wages	2,341	3,466	-1,125				
0	0	0	Benefits	0	0	0				
60	10	50	Travel	113	20	93				
69	85	-16	Phone	160	170	-10				
0	0	0	Rent	29	14	15				
381	381	0	Insurance	762	762	0				
0	35	-35	Postage	74	70	4				
0	0	0	Professional fees	0	0	0				
32	20	12	Supplies	48	40	8				
<u>1,657</u>	<u>-50</u>	<u>1,707</u>	Other	<u>2,091</u>	<u>-100</u>	<u>2,191</u>				
3,610	2,214	1,396	Total	5,618	4,442	1,176				
29,911	40,544	-10,633	Total Operating Expenses	55,543	70,497	-14,954				
-21,957	-16,508	-5,449	Net Income	-41,213	-39,900	-1,313				