

The Wisconsin Waterfowl Association  
Income Statement  
Mar-20

<u>Current Month</u>			<u>March-20</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>			
40,739	40,000	739	Chapter event revenue	43,449	40,000	3,449
440	2,000	-1,560	State event revenue	595	3,750	-3,155
850	1,240	-390	Membership revenue	2,150	2,620	-470
0	0	0	Sponsor revenue	0	0	0
0	4,896	-4,896	Restoration revenue	2,757	14,688	-11,931
15,749	7,100	8,649	other grant revenue	22,249	24,900	-2,651
3,835	0	3,835	Other	7,577	0	7,577
<b>61,612</b>	<b>55,236</b>	<b>6,376</b>	<b>Net Sales</b>	<b>78,777</b>	<b>85,958</b>	<b>-7,181</b>
			<b><u>Standard Cost of Sales</u></b>			
27,302	24,000	3,302	COS-Chapter event revenue	27,302	24,000	3,302
0	25	-25	COS-State event revenue	2,952	150	2,802
0	0	0	COS-Other	0	0	0
<b>27,302</b>	<b>24,025</b>	<b>3,277</b>	<b>Total Standard Cost of Sales</b>	<b>30,254</b>	<b>24,150</b>	<b>6,104</b>
<b>34,311</b>	<b>31,211</b>	<b>3,100</b>	<b>Gross Profit</b>	<b>48,523</b>	<b>61,808</b>	<b>-13,285</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
3,010	4,249	-1,239	Wages	9,770	12,747	-2,977
0	0	0	Benefits	0	0	0
362	1,145	-783	Travel	1,716	4,000	-2,284
220	225	-5	Phone	559	675	-116
4,643	2,000	2,643	Event expenses	8,182	11,900	-3,718
167	45	122	Postage & shipping	298	135	163
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
19	50	-31	Advertising	19	150	-131
445	456	-11	Rent	1,348	1,368	-20
888	175	713	Other	907	755	152
9,753	8,345	1,408	<b>Total</b>	22,799	31,730	-8,931
			<b>Program Services:</b>			
4,237	3,804	433	Wages	14,669	11,412	3,257
471	600	-129	Travel	2,153	1,825	328
1,328	450	878	Other	7,246	2,355	4,891
1,000	6,066	-5,066	HRP	10,370	18,198	-7,828
15,749	7,100	8,649	Other Grants	22,756	24,900	-2,144
587	3,800	-3,213	Education	3,056	5,800	-2,744
23,372	21,820	1,552	<b>Total</b>	60,250	64,490	-4,240
			<b>Administration:</b>			
1,241	1,733	-492	Wages	3,582	5,199	-1,617
0	0	0	Benefits	0	0	0
0	10	-10	Travel	113	30	83
99	85	14	Phone	259	255	4
8	30	-22	Rent	37	44	-7
381	381	0	Insurance	1,143	1,143	0
50	35	15	Postage	124	105	19
0	0	0	Professional fees	0	0	0
70	20	50	Supplies	119	60	59
3,923	-50	3,973	Other	6,015	-150	6,165
5,773	2,244	3,529	<b>Total</b>	11,392	6,686	4,706
<b>38,898</b>	<b>32,409</b>	<b>6,489</b>	<b>Total Operating Expenses</b>	<b>94,441</b>	<b>102,906</b>	<b>-8,465</b>
<b>-4,587</b>	<b>-1,198</b>	<b>-3,389</b>	<b>Net Income</b>	<b>-45,554</b>	<b>-41,098</b>	<b>-4,456</b>