

The Wisconsin Waterfowl Association  
Income Statement  
Apr-20

<u>Current Month</u>			<u>April-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>			
53,280	50,000	3,280	Chapter event revenue	96,729	90,000	6,729
188	1,100	-912	State event revenue	783	4,850	-4,067
1,495	865	630	Membership revenue	3,645	3,485	160
0	0	0	Sponsor revenue	0	0	0
1,825	4,896	-3,071	Restoration revenue	4,582	19,584	-15,002
0	9,500	-9,500	other grant revenue	22,249	34,400	-12,151
763	0	763	Other	8,340	0	8,340
<b>57,550</b>	<b>66,361</b>	<b>-8,811</b>	<b>Net Sales</b>	<b>136,328</b>	<b>152,319</b>	<b>-15,991</b>
			<b><u>Standard Cost of Sales</u></b>			
30,520	30,000	520	COS-Chapter event revenue	57,822	54,000	3,822
250	100	150	COS-State event revenue	3,201	250	2,951
0	0	0	COS-Other	0	0	0
<b>30,770</b>	<b>30,100</b>	<b>670</b>	<b>Total Standard Cost of Sales</b>	<b>61,023</b>	<b>54,250</b>	<b>6,773</b>
<b>26,780</b>	<b>36,261</b>	<b>-9,481</b>	<b>Gross Profit</b>	<b>75,305</b>	<b>98,069</b>	<b>-22,764</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
4,095	2,583	1,512	Wages	13,865	15,330	-1,465
0	0	0	Benefits	0	0	0
373	415	-42	Travel	2,089	4,415	-2,326
232	225	7	Phone	791	900	-109
579	400	179	Event expenses	8,761	12,300	-3,539
33	45	-12	Postage & shipping	331	180	151
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	19	200	-181
373	456	-83	Rent	1,722	1,824	-102
0	0	0	Other	907	755	152
5,686	4,174	1,512	<b>Total</b>	<b>28,485</b>	<b>35,904</b>	<b>-7,419</b>
			<b>Program Services:</b>			
3,215	3,500	-285	Wages	17,884	14,912	2,972
35	275	-240	Travel	2,188	2,100	88
690	525	165	Other	7,936	2,880	5,056
1,975	6,066	-4,091	HRP	12,345	24,264	-11,919
0	9,500	-9,500	Other Grants	22,756	34,400	-11,644
500	550	-50	Education	3,556	6,350	-2,794
6,414	20,416	-14,002	<b>Total</b>	<b>66,665</b>	<b>84,906</b>	<b>-18,241</b>
			<b>Administration:</b>			
1,335	300	1,035	Wages	4,917	5,499	-582
0	0	0	Benefits	0	0	0
84	10	74	Travel	197	40	157
73	85	-12	Phone	332	340	-8
14	15	-1	Rent	52	59	-7
381	381	0	Insurance	1,524	1,524	0
33	35	-2	Postage	157	140	17
184	0	184	Professional fees	184	0	184
21	20	1	Supplies	139	80	59
-1,917	-50	-1,867	Other	4,097	-200	4,297
208	796	-588	<b>Total</b>	<b>11,599</b>	<b>7,482</b>	<b>4,117</b>
<b>12,308</b>	<b>25,386</b>	<b>-13,079</b>	<b>Total Operating Expenses</b>	<b>106,749</b>	<b>128,292</b>	<b>-21,543</b>
<b>14,473</b>	<b>10,875</b>	<b>3,598</b>	<b>Net Income</b>	<b>-30,339</b>	<b>-30,223</b>	<b>-116</b>