

The Wisconsin Waterfowl Association
Income Statement
May-20

<u>Current Month</u>			<u>May-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>
			<u>Gross Sales</u>			
21,458	0	21,458	Chapter event revenue	118,187	90,000	28,187
320	150	170	State event revenue	1,103	5,000	-3,897
1,125	340	785	Membership revenue	4,770	3,825	945
0	0	0	Sponsor revenue	0	0	0
765	4,896	-4,131	Restoration revenue	5,347	24,480	-19,133
247	500	-253	other grant revenue	22,496	34,900	-12,404
2,393	0	2,393	Other	10,733	0	10,733
26,307	5,886	20,421	Net Sales	162,636	158,205	4,431
			<u>Standard Cost of Sales</u>			
14,149	0	14,149	COS-Chapter event revenue	71,971	54,000	17,971
96	25	71	COS-State event revenue	3,297	275	3,022
0	0	0	COS-Other	0	0	0
14,245	25	14,220	Total Standard Cost of Sales	75,268	54,275	20,993
12,063	5,861	6,202	Gross Profit	87,368	103,930	-16,562
			<u>Operating Expenses</u>			
			Development:			
4,009	2,583	1,426	Wages	17,874	17,913	-39
0	0	0	Benefits	0	0	0
154	400	-246	Travel	2,243	4,815	-2,572
253	225	28	Phone	1,044	1,125	-81
801	400	401	Event expenses	9,562	12,700	-3,138
13	45	-32	Postage & shipping	344	225	119
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
15	50	-35	Advertising	34	250	-216
330	456	-126	Rent	2,052	2,280	-228
<u>84</u>	<u>390</u>	<u>-306</u>	Other	<u>991</u>	<u>1,145</u>	<u>-154</u>
5,658	4,549	1,109	Total	34,144	40,453	-6,309
			Program Services:			
5,075	3,500	1,575	Wages	22,959	18,412	4,547
6	275	-269	Travel	2,194	2,375	-181
858	525	333	Other	8,793	3,405	5,388
1,000	6,066	-5,066	HRP	13,345	30,330	-16,985
247	500	-253	Other Grants	23,003	34,900	-11,897
<u>41</u>	<u>3,350</u>	<u>-3,309</u>	Education	<u>3,597</u>	<u>9,700</u>	<u>-6,103</u>
7,227	14,216	-6,989	Total	73,891	99,122	-25,231
			Administration:			
1,462	300	1,162	Wages	6,379	5,799	580
0	0	0	Benefits	0	0	0
0	10	-10	Travel	197	50	147
94	85	9	Phone	426	425	1
0	0	0	Rent	52	59	-7
381	381	0	Insurance	1,905	1,905	0
0	35	-35	Postage	157	175	-18
0	0	0	Professional fees	184	0	184
88	20	68	Supplies	228	100	128
<u>-947</u>	<u>-50</u>	<u>-897</u>	Other	<u>3,150</u>	<u>-250</u>	<u>3,400</u>
1,078	781	297	Total	12,678	8,263	4,415
13,963	19,546	-5,583	Total Operating Expenses	120,713	147,838	-27,125
-1,900	-13,685	11,785	Net Income	-32,239	-43,908	11,669