

The Wisconsin Waterfowl Association  
Income Statement  
Jul-20

<u>Current Month</u>			<u>July-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>			
40,330	0	40,330	Chapter event revenue	169,750	90,000	79,750
0	200	-200	State event revenue	1,200	5,210	-4,010
1,025	565	460	Membership revenue	6,570	5,680	890
0	0	0	Sponsor revenue	0	0	0
1,615	4,896	-3,281	Restoration revenue	12,670	34,272	-21,602
3,150	250	2,900	other grant revenue	28,476	45,150	-16,674
713	0	713	Other	12,087	0	12,087
<b>46,833</b>	<b>5,911</b>	<b>40,922</b>	<b>Net Sales</b>	<b>230,753</b>	<b>180,312</b>	<b>50,441</b>
			<b><u>Standard Cost of Sales</u></b>			
17,454	0	17,454	COS-Chapter event revenue	92,766	54,000	38,766
0	25	-25	COS-State event revenue	3,346	325	3,021
0	0	0	COS-Other	0	0	0
<b>17,454</b>	<b>25</b>	<b>17,429</b>	<b>Total Standard Cost of Sales</b>	<b>96,112</b>	<b>54,325</b>	<b>41,787</b>
<b>29,379</b>	<b>5,886</b>	<b>23,493</b>	<b>Gross Profit</b>	<b>134,641</b>	<b>125,987</b>	<b>8,654</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
3,844	2,583	1,261	Wages	25,532	23,079	2,453
0	0	0	Benefits	0	0	0
598	1,500	-902	Travel	2,841	7,015	-4,174
73	225	-152	Phone	1,268	1,575	-307
1,217	100	1,117	Event expenses	12,072	13,375	-1,303
188	45	143	Postage & shipping	601	315	286
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	34	350	-316
373	456	-83	Rent	2,755	3,192	-437
0	0	0	Other	<u>1,194</u>	<u>1,145</u>	<u>49</u>
6,294	4,959	1,335	<b>Total</b>	<b>46,297</b>	<b>50,046</b>	<b>-3,749</b>
			<b>Program Services:</b>			
4,785	3,500	1,285	Wages	33,258	25,412	7,846
70	325	-255	Travel	2,264	2,710	-446
415	575	-160	Other	9,839	4,480	5,359
3,415	6,066	-2,651	HRP	22,468	42,462	-19,994
3,150	250	2,900	Other Grants	28,983	45,150	-16,167
<u>500</u>	<u>1,400</u>	<u>-900</u>	Education	<u>4,138</u>	<u>11,450</u>	<u>-7,312</u>
12,335	12,116	219	<b>Total</b>	<b>100,950</b>	<b>131,664</b>	<b>-30,714</b>
			<b>Administration:</b>			
802	300	502	Wages	8,562	6,399	2,163
0	0	0	Benefits	0	0	0
0	10	-10	Travel	197	70	127
19	85	-66	Phone	525	595	-70
14	50	-36	Rent	66	109	-43
381	381	0	Insurance	2,667	2,667	0
118	35	83	Postage	310	245	65
0	0	0	Professional fees	184	0	184
4	20	-16	Supplies	245	140	105
<u>-1,053</u>	<u>-50</u>	<u>-1,003</u>	Other	<u>1,451</u>	<u>-350</u>	<u>1,801</u>
286	831	-545	<b>Total</b>	<b>14,207</b>	<b>9,875</b>	<b>4,332</b>
<b>18,915</b>	<b>17,906</b>	<b>1,009</b>	<b>Total Operating Expenses</b>	<b>161,454</b>	<b>191,585</b>	<b>-30,131</b>
<b>10,464</b>	<b>-12,020</b>	<b>22,484</b>	<b>Net Income</b>	<b>-25,788</b>	<b>-65,598</b>	<b>39,810</b>