

The Wisconsin Waterfowl Association
Income Statement
Aug-20

<u>Current Month</u>			<u>August-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>			
6,461	49,000	-42,539	Chapter event revenue	176,211	139,000	37,211
11,754	34,600	-22,846	State event revenue	12,954	39,810	-26,856
650	390	260	Membership revenue	7,220	6,070	1,150
0	0	0	Sponsor revenue	0	0	0
1,157	4,896	-3,739	Restoration revenue	13,827	39,168	-25,341
9,800	4,750	5,050	other grant revenue	38,276	49,900	-11,624
2,608	0	2,608	Other	14,695	0	14,695
32,430	93,636	-61,206	Net Sales	263,183	273,948	-10,765
			<u>Standard Cost of Sales</u>			
14,735	29,400	-14,665	COS-Chapter event revenue	107,501	83,400	24,101
0	16,500	-16,500	COS-State event revenue	3,346	16,825	-13,479
0	0	0	COS-Other	0	0	0
14,735	45,900	-31,165	Total Standard Cost of Sales	110,847	100,225	10,622
17,695	47,736	-30,041	Gross Profit	152,336	173,723	-21,387
			<u>Operating Expenses</u>			
			Development:			
3,289	4,249	-960	Wages	28,821	27,328	1,493
0	0	0	Benefits	0	0	0
1,085	2,000	-915	Travel	3,926	9,015	-5,089
149	225	-76	Phone	1,417	1,800	-383
1,408	1,725	-317	Event expenses	13,480	15,100	-1,620
24	45	-21	Postage & shipping	626	360	266
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	400	-366
330	456	-126	Rent	3,085	3,648	-563
0	0	0	Other	1,194	1,145	49
6,285	8,750	-2,465	Total	52,583	58,796	-6,213
			Program Services:			
4,923	3,804	1,119	Wages	38,181	29,216	8,965
91	500	-409	Travel	2,354	3,210	-856
354	425	-71	Other	10,193	4,905	5,288
2,957	6,066	-3,109	HRP	25,425	48,528	-23,103
9,800	4,750	5,050	Other Grants	38,783	49,900	-11,117
127	900	-773	Education	4,265	12,350	-8,085
18,252	16,445	1,807	Total	119,201	148,109	-28,908
			Administration:			
619	1,733	-1,114	Wages	9,181	8,132	1,049
0	0	0	Benefits	0	0	0
0	10	-10	Travel	197	80	117
50	85	-35	Phone	574	680	-106
0	0	0	Rent	66	109	-43
381	381	0	Insurance	3,048	3,048	0
0	35	-35	Postage	310	280	30
0	0	0	Professional fees	184	0	184
41	20	21	Supplies	286	160	126
-958	-50	-908	Other	493	-400	893
132	2,214	-2,082	Total	14,339	12,089	2,250
24,670	27,409	-2,739	Total Operating Expenses	186,123	218,994	-32,871
-6,975	20,327	-27,302	Net Income	-32,729	-45,271	12,542