

The Wisconsin Waterfowl Association  
Income Statement  
Sep-20

<u>Current Month</u>			<u>September-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>			
94,373	72,000	22,373	Chapter event revenue	270,585	211,000	59,585
3,340	525	2,815	State event revenue	16,294	40,335	-24,041
2,925	865	2,060	Membership revenue	10,145	6,935	3,210
0	0	0	Sponsor revenue	0	0	0
2,484	4,896	-2,412	Restoration revenue	16,311	44,064	-27,753
41,275	6,500	34,775	other grant revenue	79,551	56,400	23,151
265	0	265	Other	14,960	0	14,960
<b>144,662</b>	<b>84,786</b>	<b>59,876</b>	<b>Net Sales</b>	<b>407,846</b>	<b>358,734</b>	<b>49,112</b>
			<b><u>Standard Cost of Sales</u></b>			
44,696	43,200	1,496	COS-Chapter event revenue	152,197	126,600	25,597
2,226	300	1,926	COS-State event revenue	5,572	17,125	-11,553
0	0	0	COS-Other	0	0	0
<b>46,922</b>	<b>43,500</b>	<b>3,422</b>	<b>Total Standard Cost of Sales</b>	<b>157,769</b>	<b>143,725</b>	<b>14,044</b>
<b>97,740</b>	<b>41,286</b>	<b>56,454</b>	<b>Gross Profit</b>	<b>250,077</b>	<b>215,009</b>	<b>35,068</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
3,373	4,249	-876	Wages	32,194	31,577	617
0	0	0	Benefits	0	0	0
318	1,300	-983	Travel	4,244	10,315	-6,071
149	225	-76	Phone	1,567	2,025	-458
1,225	1,350	-125	Event expenses	14,705	16,450	-1,745
70	45	25	Postage & shipping	695	405	290
0	0	0	Shows & meetings	0	0	0
0	0	0	Marketing	0	0	0
0	0	0	Magazine	0	0	0
20	50	-30	Advertising	54	450	-396
346	456	-110	Rent	3,431	4,104	-673
<u>36</u>	<u>40</u>	<u>-4</u>	Other	<u>1,230</u>	<u>1,185</u>	<u>45</u>
5,537	7,715	-2,178	<b>Total</b>	<b>58,120</b>	<b>66,511</b>	<b>-8,391</b>
			<b>Program Services:</b>			
4,568	3,804	764	Wages	42,749	33,020	9,729
112	750	-638	Travel	2,466	3,960	-1,494
638	375	263	Other	10,831	5,280	5,551
4,284	6,066	-1,782	HRP	29,709	54,594	-24,885
41,275	6,500	34,775	Other Grants	80,058	56,400	23,658
<u>525</u>	<u>350</u>	<u>175</u>	Education	<u>4,790</u>	<u>12,700</u>	<u>-7,910</u>
51,403	17,845	33,558	<b>Total</b>	<b>170,603</b>	<b>165,954</b>	<b>4,649</b>
			<b>Administration:</b>			
1,007	1,733	-726	Wages	10,188	9,865	323
0	0	0	Benefits	0	0	0
0	10	-10	Travel	197	90	107
50	85	-35	Phone	624	765	-141
0	0	0	Rent	66	109	-43
381	381	0	Insurance	3,429	3,429	0
70	35	35	Postage	380	315	65
0	2,975	-2,975	Professional fees	184	2,975	-2,791
0	20	-20	Supplies	286	180	106
<u>352</u>	<u>-50</u>	<u>402</u>	Other	<u>845</u>	<u>-450</u>	<u>1,295</u>
1,859	5,189	-3,330	<b>Total</b>	<b>16,199</b>	<b>17,278</b>	<b>-1,079</b>
<b>58,798</b>	<b>30,749</b>	<b>28,049</b>	<b>Total Operating Expenses</b>	<b>244,922</b>	<b>249,743</b>	<b>-4,821</b>
<b>38,942</b>	<b>10,537</b>	<b>28,405</b>	<b>Net Income</b>	<b>6,180</b>	<b>-34,734</b>	<b>40,914</b>