

The Wisconsin Waterfowl Association
Income Statement
Oct-20

<u>Current Month</u>			<u>October-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>			
56,363	78,000	-21,637	Chapter event revenue	326,948	289,000	37,948
7,897	9,500	-1,603	State event revenue	24,191	49,835	-25,644
600	815	-215	Membership revenue	10,745	7,750	2,995
0	0	0	Sponsor revenue	0	0	0
1,822	4,896	-3,074	Restoration revenue	18,133	48,960	-30,827
16,149	26,500	-10,351	other grant revenue	95,700	82,900	12,800
364	0	364	Other	15,324	0	15,324
83,195	119,711	-36,516	Net Sales	491,041	478,445	12,596
			<u>Standard Cost of Sales</u>			
26,503	46,800	-20,297	COS-Chapter event revenue	178,700	173,400	5,300
5,173	6,500	-1,327	COS-State event revenue	10,745	23,625	-12,880
0	0	0	COS-Other	0	0	0
31,676	53,300	-21,624	Total Standard Cost of Sales	189,445	197,025	-7,580
51,519	66,411	-14,892	Gross Profit	301,596	281,420	20,176
			<u>Operating Expenses</u>			
			Development:			
3,239	4,249	-1,010	Wages	35,433	35,826	-393
0	0	0	Benefits	0	0	0
256	400	-144	Travel	4,500	10,715	-6,215
149	225	-76	Phone	1,716	2,250	-534
610	375	235	Event expenses	15,315	16,825	-1,510
42	45	-3	Postage & shipping	737	450	287
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	54	500	-446
389	456	-67	Rent	3,820	4,560	-740
<u>195</u>	<u>0</u>	<u>195</u>	Other	<u>1,425</u>	<u>1,185</u>	<u>240</u>
4,880	5,800	-920	Total	63,000	72,311	-9,311
			Program Services:			
4,932	3,804	1,128	Wages	47,682	36,824	10,858
410	275	135	Travel	2,876	4,235	-1,359
955	500	455	Other	11,787	5,780	6,007
3,622	6,066	-2,444	HRP	33,330	60,660	-27,330
16,149	26,500	-10,351	Other Grants	96,207	82,900	13,307
<u>175</u>	<u>900</u>	<u>-725</u>	Education	<u>4,965</u>	<u>13,600</u>	<u>-8,635</u>
26,243	38,045	-11,802	Total	196,847	203,999	-7,152
			Administration:			
813	1,733	-920	Wages	11,001	11,598	-597
0	0	0	Benefits	0	0	0
0	10	-10	Travel	197	100	97
50	85	-35	Phone	673	850	-177
14	14	0	Rent	81	123	-42
381	381	0	Insurance	3,810	3,810	0
40	35	5	Postage	420	350	70
0	1,475	-1,475	Professional fees	184	4,450	-4,266
0	20	-20	Supplies	286	200	86
<u>558</u>	<u>-50</u>	<u>608</u>	Other	<u>1,403</u>	<u>-500</u>	<u>1,903</u>
1,856	3,703	-1,847	Total	18,055	20,981	-2,926
32,979	47,548	-14,569	Total Operating Expenses	277,902	297,291	-19,389
18,540	18,863	-323	Net Income	24,720	-15,871	40,591