

The Wisconsin Waterfowl Association
Income Statement
Nov-20

<u>Current Month</u>			<u>November-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>			
38,366	18,000	20,366	Chapter event revenue	365,314	307,000	58,314
9,293	6,600	2,693	State event revenue	33,484	56,435	-22,951
850	1,440	-590	Membership revenue	11,595	9,190	2,405
0	0	0	Sponsor revenue	0	0	0
6,328	4,896	1,432	Restoration revenue	24,461	53,856	-29,395
1,000	5,000	-4,000	other grant revenue	96,700	87,900	8,800
2,941	0	2,941	Other	18,266	0	18,266
58,778	35,936	22,842	Net Sales	549,820	514,381	35,439
			<u>Standard Cost of Sales</u>			
18,798	10,800	7,998	COS-Chapter event revenue	197,498	184,200	13,298
5,964	4,200	1,764	COS-State event revenue	16,709	27,825	-11,116
	0	0	COS-Other	0	0	0
24,762	15,000	9,762	Total Standard Cost of Sales	214,207	212,025	2,182
34,016	20,936	13,080	Gross Profit	335,613	302,356	33,257
			<u>Operating Expenses</u>			
			Development:			
3,420	4,249	-829	Wages	38,852	40,075	-1,223
0	0	0	Benefits	0	0	0
39	750	-711	Travel	4,539	11,465	-6,926
151	225	-74	Phone	1,866	2,475	-609
739	725	14	Event expenses	16,054	17,550	-1,496
67	45	22	Postage & shipping	804	495	309
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	550	-496
346	456	-110	Rent	4,166	5,016	-850
0	0	0	Other	<u>1,425</u>	<u>1,185</u>	<u>240</u>
4,761	6,500	-1,739	Total	67,760	78,811	-11,051
			Program Services:			
4,639	3,804	835	Wages	52,320	40,628	11,692
0	500	-500	Travel	2,876	4,735	-1,859
732	375	357	Other	12,518	6,155	6,363
8,128	6,066	2,062	HRP	41,459	66,726	-25,267
1,000	5,000	-4,000	Other Grants	97,207	87,900	9,307
25	350	-325	Education	<u>4,990</u>	<u>13,950</u>	-8,960
14,524	16,095	-1,571	Total	211,370	220,094	-8,724
			Administration:			
878	1,733	-855	Wages	11,879	13,331	-1,452
0	0	0	Benefits	0	0	0
0	10	-10	Travel	197	110	87
50	85	-35	Phone	724	935	-211
0	50	-50	Rent	81	173	-92
381	381	0	Insurance	4,191	4,191	0
67	35	32	Postage	487	385	102
2,704	0	2,704	Professional fees	2,888	4,450	-1,562
26	20	6	Supplies	312	220	92
<u>-1,901</u>	<u>-50</u>	<u>-1,851</u>	Other	<u>-498</u>	<u>-550</u>	<u>52</u>
2,205	2,264	-59	Total	20,261	23,245	-2,984
21,490	24,859	-3,369	Total Operating Expenses	299,391	322,150	-22,759
12,527	-3,923	16,450	Net Income	37,413	-19,794	57,207