

The Wisconsin Waterfowl Association
Income Statement
Dec-20

<u>Current Month</u>			<u>December-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>			
80,280	23,000	57,280	Chapter event revenue	445,594	330,000	115,594
69,392	57,000	12,392	State event revenue	102,876	113,435	-10,559
1,255	490	765	Membership revenue	12,850	9,680	3,170
0	0	0	Sponsor revenue	0	0	0
3,338	4,896	-1,558	Restoration revenue	27,799	58,752	-30,953
7,061	5,000	2,061	other grant revenue	103,760	92,900	10,860
3,278	0	3,278	Other	21,544	0	21,544
164,605	90,386	74,219	Net Sales	714,423	604,767	109,656
			<u>Standard Cost of Sales</u>			
38,772	13,800	24,972	COS-Chapter event revenue	236,270	198,000	38,270
49,930	37,500	12,430	COS-State event revenue	66,640	65,325	1,315
	0	0	COS-Other	0	0	0
88,702	51,300	37,402	Total Standard Cost of Sales	302,910	263,325	39,585
75,902	39,086	36,816	Gross Profit	411,513	341,442	70,071
			<u>Operating Expenses</u>			
			Development:			
3,387	4,249	-862	Wages	42,239	44,324	-2,085
0	0	0	Benefits	0	0	0
0	500	-500	Travel	4,539	11,965	-7,426
159	225	-66	Phone	2,026	2,700	-674
1,480	725	755	Event expenses	17,534	18,275	-741
122	45	77	Postage & shipping	925	540	385
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	600	-546
346	456	-110	Rent	4,512	5,472	-960
0	0	0	Other	<u>1,425</u>	<u>1,185</u>	<u>240</u>
5,493	6,250	-757	Total	73,254	85,061	-11,807
			Program Services:			
4,856	3,804	1,052	Wages	57,176	44,432	12,744
313	275	38	Travel	3,189	5,010	-1,821
1,128	375	753	Other	13,646	6,530	7,116
5,138	6,066	-928	HRP	46,597	72,792	-26,195
7,061	5,000	2,061	Other Grants	104,267	92,900	11,367
51	350	-299	Education	<u>5,041</u>	<u>14,300</u>	<u>-9,259</u>
18,547	15,870	2,677	Total	229,916	235,964	-6,048
			Administration:			
899	1,733	-834	Wages	12,778	15,064	-2,286
0	0	0	Benefits	0	0	0
0	10	-10	Travel	197	120	77
54	85	-31	Phone	777	1,020	-243
0	0	0	Rent	81	173	-92
381	381	0	Insurance	4,572	4,572	0
33	35	-2	Postage	520	420	100
0	0	0	Professional fees	2,888	4,450	-1,562
0	20	-20	Supplies	312	240	72
-2,256	-50	-2,206	Other	<u>-2,754</u>	<u>-600</u>	<u>-2,154</u>
-889	2,214	-3,103	Total	19,371	25,459	-6,088
23,151	24,334	-1,183	Total Operating Expenses	322,541	346,484	-23,943
52,751	14,752	37,999	Net Income	87,691	-5,042	92,733