

The Wisconsin Waterfowl Association  
Income Statement  
Jan-21

<b>Current Month</b>			<b>January-21</b>	<b>Year-To-Date</b>		
<b>Actual</b>	<b>Budget</b>	<b>Variance</b>		<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
			<b>Gross Sales</b>			
172	0	172	Chapter event revenue	172	0	172
275	350	-75	State event revenue	275	350	-75
700	800	-100	Membership revenue	700	800	-100
0	0	0	Sponsor revenue	0	0	0
8,938	4,896	4,042	Restoration revenue	938	4,896	-3,958
11,880	1,500	10,380	other grant revenue	11,880	1,500	10,380
1,071	500	571	Other	1,071	500	571
<b>23,036</b>	<b>8,046</b>	<b>14,990</b>	<b>Net Sales</b>	<b>15,036</b>	<b>8,046</b>	<b>6,990</b>
			<b>Standard Cost of Sales</b>			
0	0	0	COS-Chapter event revenue	0	0	0
100	100	-1	COS-State event revenue	100	100	0
0	0	0	COS-Other	0	0	0
<b>100</b>	<b>100</b>	<b>-1</b>	<b>Total Standard Cost of Sales</b>	<b>100</b>	<b>100</b>	<b>0</b>
<b>22,937</b>	<b>7,946</b>	<b>14,991</b>	<b>Gross Profit</b>	<b>14,936</b>	<b>7,946</b>	<b>6,990</b>
			<b>Operating Expenses</b>			
			<b>Development:</b>			
3,302	3,300	2	Wages	3,302	3,300	2
0	0	0	Benefits	0	0	0
48	290	-242	Travel	48	290	-242
160	180	-20	Phone	160	180	-20
5,295	5,670	-375	Event expenses	5,295	5,670	-375
139	75	64	Postage & shipping	139	75	64
0	0	0	Shows & meetings	0	0	0
0	50	-50	Marketing	0	50	-50
0	0	0	Magazine	0	0	0
0	0	0	Advertising	0	0	0
389	390	-1	Rent	389	390	-1
0	50	-50	Other	0	50	-50
9,334	10,005	-671	<b>Total</b>	9,333	10,005	-672
			<b>Program Services:</b>			
4,837	4,740	97	Wages	4,837	4,740	97
230	1,000	-770	Travel	230	1,000	-770
2,633	2,500	133	Other	2,633	2,500	133
10,738	6,066	4,672	HRP	10,738	6,066	4,672
11,880	1,500	10,380	Other Grants	11,880	1,500	10,380
175	150	25	Education	175	150	25
30,493	15,956	14,537	<b>Total</b>	30,493	15,956	14,537
			<b>Administration:</b>			
732	900	-168	Wages	732	900	-168
0	0	0	Benefits	0	0	0
0	20	-20	Travel	0	20	-20
54	50	4	Phone	54	50	4
14	29	-15	Rent	14	29	-15
381	381	0	Insurance	381	381	0
33	75	-42	Postage	33	75	-42
0	0	0	Professional fees	0	0	0
0	30	-30	Supplies	0	30	-30
22	-100	122	Other	22	-100	122
1,236	1,385	-149	<b>Total</b>	1,236	1,385	-149
<b>41,063</b>	<b>27,346</b>	<b>13,717</b>	<b>Total Operating Expenses</b>	<b>41,062</b>	<b>27,346</b>	<b>13,716</b>
<b>-18,126</b>	<b>-19,400</b>	<b>1,274</b>	<b>Net Income</b>	<b>-18,126</b>	<b>-19,400</b>	<b>1,274</b>