

The Wisconsin Waterfowl Association  
Income Statement  
Feb-21

<b>Current Month</b>			<b>February-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>			
2,962	3,750	-788	Chapter event revenue	3,134	3,750	-616
935	1,400	-465	State event revenue	1,210	1,750	-540
1,090	375	715	Membership revenue	1,790	1,175	615
1,500	0	1,500	Sponsor revenue	1,500	0	1,500
9,297	4,896	4,401	Restoration revenue	18,235	9,792	8,443
8,917	5,000	3,917	other grant revenue	20,797	6,500	14,297
1,082	2,000	-918	Other	2,153	2,500	-347
<b>25,783</b>	<b>17,421</b>	<b>8,362</b>	<b>Net Sales</b>	<b>48,819</b>	<b>25,467</b>	<b>23,352</b>
			<b>Standard Cost of Sales</b>			
0	2,250	-2,250	COS-Chapter event revenue	0	2,250	-2,250
100	25	75	COS-State event revenue	200	125	75
0	0	0	COS-Other	0	0	0
<b>100</b>	<b>2,275</b>	<b>-2,175</b>	<b>Total Standard Cost of Sales</b>	<b>200</b>	<b>2,375</b>	<b>-2,175</b>
<b>25,683</b>	<b>15,146</b>	<b>10,537</b>	<b>Gross Profit</b>	<b>48,619</b>	<b>23,092</b>	<b>25,527</b>
			<b>Operating Expenses</b>			
			<b>Development:</b>			
3,542	3,300	242	Wages	6,844	6,600	244
0	0	0	Benefits	0	0	0
0	1,050	-1,050	Travel	48	1,340	-1,292
109	150	-41	Phone	269	330	-61
897	1,000	-103	Event expenses	6,191	6,670	-479
43	75	-32	Postage & shipping	182	150	32
0	0	0	Shows & meetings	0	0	0
0	50	-50	Marketing	0	100	-100
0	0	0	Magazine	0	0	0
0	0	0	Advertising	0	0	0
346	350	-4	Rent	735	740	-5
0	50	-50	Other	0	100	-100
4,936	6,025	-1,089	<b>Total</b>	14,269	16,030	-1,761
			<b>Program Services:</b>			
6,330	4,740	1,590	Wages	11,167	9,480	1,687
96	675	-579	Travel	326	1,675	-1,349
291	1,350	-1,059	Other	2,924	3,850	-926
11,097	6,066	5,031	HRP	21,835	12,132	9,703
8,917	5,000	3,917	Other Grants	20,797	6,500	14,297
<u>2,066</u>	<u>3,300</u>	<u>-1,234</u>	Education	<u>2,241</u>	<u>3,450</u>	<u>-1,209</u>
28,796	21,131	7,665	<b>Total</b>	59,290	37,087	22,203
			<b>Administration:</b>			
1,042	900	142	Wages	1,774	1,800	-26
0	0	0	Benefits	0	0	0
0	20	-20	Travel	0	40	-40
33	50	-17	Phone	87	100	-13
0	0	0	Rent	14	29	-15
296	381	-85	Insurance	677	762	-85
44	0	44	Postage	77	75	2
0	0	0	Professional fees	0	0	0
222	30	192	Supplies	222	60	162
<u>-137</u>	<u>-100</u>	<u>-37</u>	Other	<u>-115</u>	<u>-200</u>	<u>85</u>
1,500	1,281	219	<b>Total</b>	2,736	2,666	70
<b>35,232</b>	<b>28,437</b>	<b>6,795</b>	<b>Total Operating Expenses</b>	<b>76,295</b>	<b>55,783</b>	<b>20,512</b>
<b>-9,549</b>	<b>-13,291</b>	<b>3,742</b>	<b>Net Income</b>	<b>-27,675</b>	<b>-32,691</b>	<b>5,016</b>