

The Wisconsin Waterfowl Association
Income Statement
Mar-21

Current Month			February-21	Year-To-Date		
Actual	Budget	Variance		Actual	Budget	Variance
			Gross Sales			
80,875	0	80,875	Chapter event revenue	84,009	3,750	80,259
507	2,000	-1,493	State event revenue	1,717	3,750	-2,033
1,335	800	535	Membership revenue	3,125	1,975	1,150
0	0	0	Sponsor revenue	1,500	0	1,500
680	4,896	-4,216	Restoration revenue	18,915	14,688	4,227
4,514	5,750	-1,236	other grant revenue	25,311	12,250	13,061
3,437	3,500	-63	Other	5,591	6,000	-409
91,349	16,946	74,403	Net Sales	140,168	42,413	97,755
			Standard Cost of Sales			
30,250	0	30,250	COS-Chapter event revenue	30,250	2,250	28,000
49	25	24	COS-State event revenue	249	150	99
0	0	0	COS-Other	0	0	0
30,299	25	30,274	Total Standard Cost of Sales	30,499	2,400	28,099
61,049	16,921	44,128	Gross Profit	109,669	40,013	69,656
			Operating Expenses			
			Development:			
3,631	3,300	331	Wages	10,475	9,900	575
0	0	0	Benefits	0	0	0
444	375	69	Travel	492	1,715	-1,223
116	220	-104	Phone	385	550	-165
3,946	700	3,246	Event expenses	10,137	7,370	2,767
33	75	-42	Postage & shipping	215	225	-10
0	0	0	Shows & meetings	0	0	0
0	50	-50	Marketing	0	150	-150
0	0	0	Magazine	0	0	0
0	0	0	Advertising	0	0	0
409	350	59	Rent	1,144	1,090	54
0	50	-50	Other	0	150	-150
8,578	5,120	3,458	Total	22,848	21,150	1,698
			Program Services:			
6,209	4,740	1,469	Wages	17,376	14,220	3,156
128	475	-347	Travel	454	2,150	-1,696
444	1,350	-907	Other	3,367	5,200	-1,833
2,480	6,066	-3,586	HRP	24,315	18,198	6,117
5,014	5,750	-736	Other Grants	25,811	12,250	13,561
<u>1,608</u>	<u>1,025</u>	<u>583</u>	Education	<u>3,848</u>	<u>4,475</u>	<u>-627</u>
15,882	19,406	-3,524	Total	75,171	56,493	18,678
			Administration:			
1,139	900	239	Wages	2,913	2,700	213
0	0	0	Benefits	0	0	0
0	20	-20	Travel	0	60	-60
37	50	-13	Phone	124	150	-26
63	8	55	Rent	77	37	40
381	381	0	Insurance	1,058	1,143	-85
33	50	-17	Postage	110	125	-15
0	0	0	Professional fees	0	0	0
27	30	-3	Supplies	248	90	158
<u>-485</u>	<u>-100</u>	<u>-385</u>	Other	<u>-600</u>	<u>-300</u>	<u>-300</u>
1,194	1,339	-145	Total	3,930	4,005	-75
25,655	25,865	-210	Total Operating Expenses	101,949	81,648	20,301
35,395	-8,944	44,339	Net Income	7,720	-41,635	49,355