

The Wisconsin Waterfowl Association
Income Statement
May-21

<u>Current Month</u>			<u>May-21</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>			
68,624	25,000	43,624	Chapter event revenue	162,169	82,500	79,669
870	150	720	State event revenue	2,627	5,000	-2,373
650	1,100	-450	Membership revenue	4,375	4,475	-100
0	250	-250	Sponsor revenue	1,500	500	1,000
1,850	4,896	-3,046	Restoration revenue	21,785	24,480	-2,695
7,350	2,000	5,350	other grant revenue	59,396	19,250	40,146
803	2,000	-1,197	Other	36,815	36,693	122
80,147	35,396	44,751	Net Sales	288,667	172,898	115,769
			<u>Standard Cost of Sales</u>			
28,319	15,000	13,319	COS-Chapter event revenue	62,144	49,500	12,644
0	25	-25	COS-State event revenue	249	275	-26
0	0	0	COS-Other	0	0	0
28,319	15,025	13,294	Total Standard Cost of Sales	62,393	49,775	12,618
51,828	20,371	31,457	Gross Profit	226,274	123,123	103,151
			<u>Operating Expenses</u>			
			Development:			
3,827	3,300	527	Wages	18,158	16,500	1,658
0	0	0	Benefits	0	0	0
81	150	-69	Travel	772	2,240	-1,468
116	250	-134	Phone	617	1,030	-413
799	800	-1	Event expenses	12,234	8,770	3,464
338	75	263	Postage & shipping	554	375	179
0	0	0	Shows & meetings	0	0	0
0	50	-50	Marketing	0	250	-250
0	0	0	Magazine	0	0	0
0	0	0	Advertising	0	0	0
346	390	-44	Rent	1,879	1,830	49
0	50	-50	Other	0	250	-250
5,508	5,065	443	Total	34,214	31,245	2,969
			Program Services:			
5,999	4,740	1,259	Wages	29,358	23,700	5,658
157	10	147	Travel	611	2,195	-1,584
358	850	-492	Other	4,487	6,750	-2,263
3,650	6,066	-2,416	HRP	30,785	30,330	455
7,350	2,000	5,350	Other Grants	52,396	19,250	33,146
795	3,040	-2,245	Education	5,201	12,515	-7,314
18,309	16,706	1,603	Total	122,838	94,740	28,098
			Administration:			
1,099	900	199	Wages	5,129	4,500	629
0	0	0	Benefits	0	0	0
0	20	-20	Travel	0	100	-100
37	50	-13	Phone	198	250	-52
0	0	0	Rent	91	52	39
381	381	0	Insurance	1,820	1,905	-85
33	0	33	Postage	144	155	-11
0	0	0	Professional fees	0	0	0
0	30	-30	Supplies	248	150	98
-553	-100	-453	Other	-2,154	-500	-1,654
998	1,281	-283	Total	5,476	6,612	-1,136
24,814	23,052	1,762	Total Operating Expenses	162,528	132,597	29,931
27,014	-2,681	29,695	Net Income	63,746	-9,474	73,220