

The Wisconsin Waterfowl Association
Income Statement
Jun-21

Current Month			June-21	Year-To-Date		
Actual	Budget	Variance		Actual	Budget	Variance
			Gross Sales			
21,139	25,000	-3,861	Chapter event revenue	183,307	107,500	75,807
150	10	140	State event revenue	2,777	5,010	-2,233
1,930	750	1,180	Membership revenue	6,305	5,225	1,080
0	250	-250	Sponsor revenue	1,500	750	750
1,790	4,896	-3,106	Restoration revenue	23,575	29,376	-5,801
29,479	2,830	26,649	other grant revenue	88,876	22,080	66,796
2,894	1,500	1,394	Other	39,709	38,193	1,516
57,382	35,236	22,146	Net Sales	346,049	208,134	137,915
			Standard Cost of Sales			
6,022	15,000	-8,978	COS-Chapter event revenue	68,166	64,500	3,666
0	25	-25	COS-State event revenue	249	300	-51
0	0	0	COS-Other	0	0	0
6,022	15,025	-9,003	Total Standard Cost of Sales	68,415	64,800	3,615
51,360	20,211	31,149	Gross Profit	277,634	143,334	134,300
			Operating Expenses			
			Development:			
9,549	3,300	6,249	Wages	27,707	19,800	7,907
0	0	0	Benefits	0	0	0
616	25	591	Travel	1,388	2,265	-877
117	150	-33	Phone	734	1,180	-446
1,002	1,300	-298	Event expenses	13,237	10,070	3,167
41	75	-34	Postage & shipping	595	450	145
0	0	0	Shows & meetings	0	0	0
0	50	-50	Marketing	0	300	-300
0	0	0	Magazine	0	0	0
0	0	0	Advertising	0	0	0
346	350	-4	Rent	2,225	2,180	45
0	50	-50	Other	0	300	-300
11,672	5,300	6,372	Total	45,886	36,545	9,341
			Program Services:			
15,179	20,887	-5,708	Wages	44,537	44,587	-50
109	20	89	Travel	720	2,215	-1,495
542	630	-88	Other	5,029	7,380	-2,351
3,590	6,066	-2,476	HRP	34,375	36,396	-2,021
32,479	2,830	29,649	Other Grants	84,876	22,080	62,796
75	2,140	-2,065	Education	5,276	14,655	-9,379
51,974	32,573	19,401	Total	174,813	127,313	47,500
			Administration:			
2,328	900	1,428	Wages	7,457	5,400	2,057
0	0	0	Benefits	0	0	0
0	20	-20	Travel	0	120	-120
37	50	-13	Phone	235	300	-65
0	0	0	Rent	91	52	39
381	381	0	Insurance	2,201	2,286	-85
33	35	-2	Postage	177	190	-13
0	0	0	Professional fees	0	0	0
0	30	-30	Supplies	248	180	68
-398	-100	-298	Other	-2,552	-600	-1,952
2,381	1,316	1,065	Total	7,857	7,928	-71
66,027	39,189	26,838	Total Operating Expenses	228,556	171,786	56,770
-14,667	-18,978	4,311	Net Income	49,079	-28,452	77,531