

The Wisconsin Waterfowl Association
Income Statement
Oct-21

<u>Current Month</u>			<u>October-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>			
29,611	37,500	-7,889	Chapter event revenue	364,839	275,000	89,839
7,795	9,500	-1,705	State event revenue	20,303	38,835	-18,532
1,375	550	825	Membership revenue	11,280	7,775	3,505
0	250	-250	Sponsor revenue	1,500	1,750	-250
11,708	4,896	6,812	Restoration revenue	47,232	48,960	-1,728
17,853	15,000	2,853	other grant revenue	152,605	80,230	72,375
350	500	-150	Other	68,516	47,193	21,323
68,693	68,196	497	Net Sales	666,275	499,743	166,532
			<u>Standard Cost of Sales</u>			
9,150	22,500	-13,350	COS-Chapter event revenue	150,740	165,000	-14,260
5,266	6,500	-1,234	COS-State event revenue	7,655	21,125	-13,470
0	0	0	COS-Other	0	0	0
14,416	29,000	-14,584	Total Standard Cost of Sales	158,395	186,125	-27,730
54,277	39,196	15,081	Gross Profit	507,880	313,618	194,262
			<u>Operating Expenses</u>			
			Development:			
3,623	3,300	323	Wages	41,452	33,000	8,452
0	0	0	Benefits	0	0	0
0	250	-250	Travel	2,806	4,520	-1,714
118	150	-32	Phone	1,152	1,705	-553
310	610	-300	Event expenses	15,790	14,530	1,260
120	75	45	Postage & shipping	801	750	51
0	0	0	Shows & meetings	0	0	0
0	50	-50	Marketing	0	500	-500
0	0	0	Magazine	0	0	0
0	0	0	Advertising	0	0	0
389	350	39	Rent	3,696	3,620	76
<u>195</u>	<u>50</u>	<u>145</u>	Other	<u>4,538</u>	<u>500</u>	<u>4,038</u>
4,755	4,835	-80	Total	70,235	59,125	11,110
			Program Services:			
6,122	4,740	1,382	Wages	70,308	63,547	6,761
222	410	-188	Travel	2,034	2,905	-871
870	1,000	-130	Other	8,305	9,785	-1,480
13,508	6,066	7,442	HRP	65,227	60,660	4,567
17,853	15,000	2,853	Other Grants	148,605	80,230	68,375
<u>9,596</u>	<u>275</u>	<u>9,321</u>	Education	<u>29,277</u>	<u>23,875</u>	<u>5,402</u>
48,170	27,491	20,679	Total	323,756	241,002	82,754
			Administration:			
1,136	900	236	Wages	11,486	9,000	2,486
0	0	0	Benefits	0	0	0
0	20	-20	Travel	0	200	-200
20	50	-30	Phone	347	500	-153
14	14	0	Rent	120	81	39
381	381	0	Insurance	3,725	3,810	-85
40	40	0	Postage	298	420	-122
0	2,700	-2,700	Professional fees	4,200	2,700	1,500
0	30	-30	Supplies	248	300	-52
<u>-658</u>	<u>-100</u>	<u>-558</u>	Other	<u>-3,756</u>	<u>-1,000</u>	<u>-2,756</u>
933	4,035	-3,102	Total	16,668	16,011	657
53,858	36,361	17,497	Total Operating Expenses	410,659	316,138	94,521
419	2,835	-2,416	Net Income	97,033	-2,520	99,553