

The Wisconsin Waterfowl Association  
Income Statement  
Nov-21

<u>Current Month</u>			<u>November-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>
			<b><u>Gross Sales</u></b>			
0	25,000	-25,000	Chapter event revenue	364,839	300,000	64,839
14,490	6,600	7,890	State event revenue	34,792	45,435	-10,643
2,825	800	2,025	Membership revenue	14,105	8,575	5,530
0	250	-250	Sponsor revenue	1,500	2,000	-500
9,895	4,896	4,999	Restoration revenue	57,127	53,856	3,271
18,677	1,000	17,677	other grant revenue	171,282	81,230	90,052
27,693	500	27,193	Other	96,209	47,693	48,516
<b>73,580</b>	<b>39,046</b>	<b>34,534</b>	<b>Net Sales</b>	<b>739,854</b>	<b>538,789</b>	<b>201,065</b>
			<b><u>Standard Cost of Sales</u></b>			
0	15,000	-15,000	COS-Chapter event revenue	150,740	180,000	-29,260
8,991	4,200	4,791	COS-State event revenue	16,646	25,325	-8,679
0	0	0	COS-Other	0	0	0
<b>8,991</b>	<b>19,200</b>	<b>-10,209</b>	<b>Total Standard Cost of Sales</b>	<b>167,386</b>	<b>205,325</b>	<b>-37,939</b>
<b>64,589</b>	<b>19,846</b>	<b>44,743</b>	<b>Gross Profit</b>	<b>572,468</b>	<b>333,464</b>	<b>239,004</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
3,710	3,300	410	Wages	45,162	36,300	8,862
0	0	0	Benefits	0	0	0
400	40	360	Travel	3,206	4,560	-1,354
118	150	-32	Phone	1,270	1,855	-585
730	740	-10	Event expenses	16,520	15,270	1,250
33	75	-42	Postage & shipping	834	825	9
0	0	0	Shows & meetings	0	0	0
0	50	-50	Marketing	0	550	-550
0	0	0	Magazine	0	0	0
0	0	0	Advertising	0	0	0
346	350	-4	Rent	4,042	3,970	72
0	50	-50	Other	4,538	550	3,988
5,337	4,755	582	<b>Total</b>	<b>75,572</b>	<b>63,880</b>	<b>11,692</b>
			<b>Program Services:</b>			
5,917	4,740	1,177	Wages	76,224	68,287	7,937
100	50	50	Travel	2,134	2,955	-821
541	730	-189	Other	8,846	10,515	-1,669
6,245	6,066	179	HRP	71,472	66,726	4,746
18,677	1,000	17,677	Other Grants	167,282	81,230	86,052
276	125	151	Education	29,553	24,000	5,553
31,756	12,711	19,045	<b>Total</b>	<b>355,511</b>	<b>253,713</b>	<b>101,798</b>
			<b>Administration:</b>			
1,254	900	354	Wages	12,739	9,900	2,839
0	0	0	Benefits	0	0	0
0	20	-20	Travel	0	220	-220
0	50	-50	Phone	347	550	-203
0	0	0	Rent	120	81	39
381	381	0	Insurance	4,106	4,191	-85
33	70	-37	Postage	331	490	-159
1,512	0	1,512	Professional fees	5,712	2,700	3,012
0	30	-30	Supplies	248	330	-82
-5,435	-100	-5,335	Other	-9,191	-1,100	-8,091
-2,256	1,351	-3,607	<b>Total</b>	<b>14,412</b>	<b>17,362</b>	<b>-2,950</b>
<b>34,838</b>	<b>18,817</b>	<b>16,021</b>	<b>Total Operating Expenses</b>	<b>445,495</b>	<b>334,955</b>	<b>110,540</b>
<b>29,752</b>	<b>1,029</b>	<b>28,723</b>	<b>Net Income</b>	<b>126,300</b>	<b>-1,491</b>	<b>127,791</b>