

The Wisconsin Waterfowl Association
Income Statement
Dec-21

<u>Current Month</u>			<u>December-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>			
90,466	28,750	61,716	Chapter event revenue	455,305	328,750	126,555
70,909	51,500	19,409	State event revenue	105,701	96,935	8,766
1,330	800	530	Membership revenue	15,435	9,375	6,060
0	0	0	Sponsor revenue	1,500	2,000	-500
680	4,896	-4,216	Restoration revenue	57,807	58,752	-945
15,849	2,000	13,849	other grant revenue	187,131	83,230	103,901
2,984	500	2,484	Other	99,193	48,193	51,000
182,218	88,446	93,772	Net Sales	922,072	627,235	294,837
			<u>Standard Cost of Sales</u>			
48,097	17,250	30,847	COS-Chapter event revenue	198,836	197,250	1,586
37,263	37,500	-238	COS-State event revenue	53,908	62,825	-8,917
0	0	0	COS-Other	0	0	0
85,359	54,750	30,609	Total Standard Cost of Sales	252,744	260,075	-7,331
96,859	33,696	63,163	Gross Profit	669,328	367,160	302,168
			<u>Operating Expenses</u>			
			Development:			
3,673	3,300	373	Wages	48,835	39,600	9,235
0	0	0	Benefits	0	0	0
473	25	448	Travel	3,679	4,585	-906
118	150	-32	Phone	1,388	2,005	-617
1,089	1,000	89	Event expenses	17,609	16,270	1,339
41	75	-34	Postage & shipping	875	900	-25
0	0	0	Shows & meetings	0	0	0
0	50	-50	Marketing	0	600	-600
0	0	0	Magazine	0	0	0
0	0	0	Advertising	0	0	0
346	350	-4	Rent	4,388	4,320	68
0	50	-50	Other	4,538	600	3,938
5,740	5,000	740	Total	81,312	68,880	12,432
			Program Services:			
6,225	4,740	1,485	Wages	82,450	73,027	9,423
564	100	464	Travel	2,698	3,055	-357
757	700	57	Other	9,603	11,215	-1,612
2,480	6,066	-3,586	HRP	73,952	72,792	1,160
11,674	2,000	9,674	Other Grants	178,956	83,230	95,726
285	125	160	Education	29,838	24,125	5,713
21,985	13,731	8,254	Total	377,497	267,444	110,053
			Administration:			
1,004	900	104	Wages	13,743	10,800	2,943
0	0	0	Benefits	0	0	0
0	20	-20	Travel	0	240	-240
0	50	-50	Phone	347	600	-253
0	0	0	Rent	120	81	39
85	381	-296	Insurance	4,191	4,572	-381
33	50	-17	Postage	364	540	-176
0	0	0	Professional fees	5,712	2,700	3,012
0	30	-30	Supplies	248	360	-112
-725	-100	-625	Other	-9,916	-1,200	-8,716
397	1,331	-934	Total	14,809	18,693	-3,884
28,122	20,062	8,060	Total Operating Expenses	473,618	355,017	118,601
68,737	13,634	55,103	Net Income	195,037	12,143	182,894