

The Wisconsin Waterfowl Association
Income Statement
Jan-22

<u>Current Month</u>			<u>January-22</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>Actual</u>	<u>Budget</u>	<u>Variance</u>
			<u>Gross Sales</u>							
977	0	977	Chapter event revenue	977	0	977				
80	275	-195	State event revenue	80	275	-195				
960	825	135	Membership revenue	960	825	135				
1,000	0	1,000	Sponsor revenue	1,000	0	1,000				
5,425	4,896	529	Restoration revenue	5,425	4,896	529				
15,235	11,800	3,435	other grant revenue	15,235	11,800	3,435				
4,900	0	4,900	EXPO revenue	4,900	0	4,900				
120	500	-380	Other	120	500	-380				
		0								
28,697	18,296	10,401	Net Sales	28,697	18,296	10,401				
			<u>Standard Cost of Sales</u>							
479	0	479	COS-Chapter event revenue	479	0	479				
0	100	-100	COS-State event revenue	0	100	-100				
0	0	0	COS-Other	0	0	0				
479	100	379	Total Standard Cost of Sales	479	100	379				
28,218	18,196	10,022	Gross Profit	28,218	18,196	10,022				
			<u>Operating Expenses</u>							
			Development:							
3,671	3,630	41	Wages	3,671	3,630	41				
0	0	0	Benefits	0	0	0				
0	50	-50	Travel	0	50	-50				
118	160	-42	Phone	118	160	-42				
2,708	3,600	-892	Event expenses	2,708	3,600	-892				
33	150	-117	Postage & shipping	33	150	-117				
0	0	0	Shows & meetings	0	0	0				
0	0	0	Marketing	0	0	0				
0	0	0	Magazine	0	0	0				
0	0	0	Advertising	0	0	0				
393	390	3	Rent	393	390	3				
0	0	0	Other	0	0	0				
6,924	7,980	-1,056	Total	6,923	7,980	-1,057				
			Program Services:							
6,812	6,930	-118	Wages	6,812	6,930	-118				
242	230	12	Travel	242	230	12				
1,462	2,600	-1,138	Other	1,462	2,600	-1,138				
3,025	6,866	-3,841	HRP	3,025	6,866	-3,841				
15,235	11,800	3,435	Other Grants	15,235	11,800	3,435				
1,500	0	1,500	EXPO	1,500	0	1,500				
551	175	376	Education	551	175	376				
28,827	28,601	226	Total	28,827	28,601	226				
			Administration:							
1,026	1,155	-129	Wages	1,026	1,155	-129				
0	0	0	Benefits	0	0	0				
0	0	0	Travel	0	0	0				
0	37	-37	Phone	0	37	-37				
14	15	-1	Rent	14	15	-1				
520	520	0	Insurance	520	520	0				
33	40	-7	Postage	33	40	-7				
0	0	0	Professional fees	0	0	0				
-11	25	-36	Supplies	-11	25	-36				
1,250	25	1,225	Other	1,250	25	1,225				
2,833	1,817	1,016	Total	2,832	1,817	1,015				
38,584	38,398	186	Total Operating Expenses	38,582	38,398	184				
-10,365	-20,202	9,837	Net Income	-10,365	-20,202	9,837				