

The Wisconsin Waterfowl Association  
Income Statement  
Feb-22

<i>Current Month</i>			<i>February-22</i>			<i>Year-To-Date</i>				
<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>
			<b><u>Gross Sales</u></b>							
1,811	3,750	-1,939	Chapter event revenue	2,788	3,750	-962				
250	950	-700	State event revenue	330	1,225	-895				
2,220	1,025	1,195	Membership revenue	3,180	1,850	1,330				
0	0	0	Sponsor revenue	1,000	0	1,000				
781	4,896	-4,115	Restoration revenue	6,206	9,792	-3,586				
13,883	8,900	4,983	other grant revenue	29,118	20,700	8,418				
5,000	0	5,000	EXPO revenue	9,900	0	9,900				
1,660	500	1,160	Other	1,780	1,000	780				
<b>25,605</b>	<b>20,021</b>	<b>5,584</b>	<b>Net Sales</b>	<b>54,302</b>	<b>38,317</b>	<b>15,985</b>				
			<b><u>Standard Cost of Sales</u></b>							
950	2,250	-1,300	COS-Chapter event revenue	1,429	2,250	-821				
0	100	-100	COS-State event revenue	0	200	-200				
0	0	0	COS-Other	0	0	0				
<b>950</b>	<b>2,350</b>	<b>-1,400</b>	<b>Total Standard Cost of Sales</b>	<b>1,429</b>	<b>2,450</b>	<b>-1,021</b>				
<b>24,654</b>	<b>17,671</b>	<b>6,983</b>	<b>Gross Profit</b>	<b>52,873</b>	<b>35,867</b>	<b>17,006</b>				
			<b><u>Operating Expenses</u></b>							
			<b>Development:</b>							
9,706	10,094	-388	Wages	13,376	13,724	-348				
0	0	0	Benefits	0	0	0				
15	0	15	Travel	15	50	-35				
118	110	8	Phone	237	270	-33				
2,316	900	1,416	Event expenses	5,024	4,500	524				
33	50	-17	Postage & shipping	67	200	-133				
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				
350	350	0	Rent	743	740	3				
0	0	0	Other	0	0	0				
12,538	11,504	1,034	<b>Total</b>	19,462	19,484	-22				
			<b>Program Services:</b>							
21,245	18,763	2,482	Wages	28,057	25,693	2,364				
187	100	87	Travel	429	330	99				
748	300	448	Other	2,211	2,900	-689				
3,381	6,866	-3,485	HRP	6,406	13,732	-7,326				
13,883	8,900	4,983	Other Grants	29,118	20,700	8,418				
0	0	0	EXPO	1,500	0	1,500				
4,066	2,066	2,000	Education	4,617	2,241	2,376				
43,510	36,995	6,515	<b>Total</b>	72,338	65,596	6,742				
			<b>Administration:</b>							
2,774	3,155	-381	Wages	3,800	4,310	-510				
0	0	0	Benefits	0	0	0				
0	0	0	Travel	0	0	0				
0	37	-37	Phone	0	74	-74				
0	0	0	Rent	14	15	-1				
520	520	0	Insurance	1,040	1,040	0				
0	40	-40	Postage	33	80	-47				
0	0	0	Professional fees	0	0	0				
0	25	-25	Supplies	-11	50	-61				
1,229	-140	1,369	Other	2,479	-115	2,594				
4,523	3,637	886	<b>Total</b>	7,355	5,454	1,901				
<b>60,571</b>	<b>52,136</b>	<b>8,435</b>	<b>Total Operating Expenses</b>	<b>99,155</b>	<b>90,534</b>	<b>8,621</b>				
<b>-35,916</b>	<b>-34,465</b>	<b>-1,451</b>	<b>Net Income</b>	<b>-46,281</b>	<b>-54,667</b>	<b>8,386</b>				