

The Wisconsin Waterfowl Association  
Income Statement  
Mar-22

<u>Current Month</u>			<u>March-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>
			<b><u>Gross Sales</u></b>			
138,606	0	138,606	Chapter event revenue	141,394	3,750	137,644
2,250	500	1,750	State event revenue	2,580	1,725	855
1,020	1,425	-405	Membership revenue	4,200	3,275	925
0	0	0	Sponsor revenue	1,000	0	1,000
5,772	4,896	876	Restoration revenue	11,978	14,688	-2,710
18,567	4,500	14,067	other grant revenue	47,685	25,200	22,485
1,660	1,500	160	EXPO revenue	11,560	1,500	10,060
1,110	500	610	Other	2,890	1,500	1,390
<b>168,985</b>	<b>13,321</b>	<b>155,664</b>	<b>Net Sales</b>	<b>223,287</b>	<b>51,638</b>	<b>171,649</b>
			<b><u>Standard Cost of Sales</u></b>			
67,909	0	67,909	COS-Chapter event revenue	69,338	2,250	67,088
913	100	813	COS-State event revenue	913	300	613
0	0	0	COS-Other	0	0	0
<b>68,822</b>	<b>100</b>	<b>68,722</b>	<b>Total Standard Cost of Sales</b>	<b>70,251</b>	<b>2,550</b>	<b>67,701</b>
<b>100,163</b>	<b>13,221</b>	<b>86,942</b>	<b>Gross Profit</b>	<b>153,036</b>	<b>49,088</b>	<b>103,948</b>
			<b><u>Operating Expenses</u></b>			
			<b>Development:</b>			
4,195	4,393	-198	Wages	17,571	18,117	-546
0	0	0	Benefits	0	0	0
455	400	55	Travel	470	450	20
119	115	4	Phone	356	385	-29
4,490	4,600	-110	Event expenses	9,513	9,100	413
233	25	208	Postage & shipping	300	225	75
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	410	-60	Rent	1,093	1,150	-57
<u>91</u>	<u>0</u>	<u>91</u>	Other	<u>91</u>	<u>0</u>	<u>91</u>
9,932	9,943	-11	<b>Total</b>	29,394	29,427	-33
			<b>Program Services:</b>			
6,663	5,731	932	Wages	34,720	31,424	3,296
584	125	459	Travel	1,013	455	558
1,609	450	1,159	Other	3,819	3,350	469
8,372	6,866	1,506	HRP	14,778	20,598	-5,820
18,567	4,500	14,067	Other Grants	47,685	25,200	22,485
3,825	900	2,925	EXPO	5,325	900	4,425
<u>155</u>	<u>700</u>	<u>-545</u>	Education	<u>4,772</u>	<u>2,941</u>	<u>1,831</u>
39,774	19,272	20,502	<b>Total</b>	112,112	84,868	27,244
			<b>Administration:</b>			
1,109	1,254	-145	Wages	4,909	5,564	-655
0	0	0	Benefits	0	0	0
0	0	0	Travel	0	0	0
0	37	-37	Phone	0	111	-111
0	65	-65	Rent	14	80	-66
520	520	0	Insurance	1,560	1,560	0
0	40	-40	Postage	33	120	-87
0	0	0	Professional fees	0	0	0
13	25	-12	Supplies	2	75	-73
<u>218</u>	<u>-485</u>	<u>703</u>	Other	<u>2,697</u>	<u>-600</u>	<u>3,297</u>
1,860	1,456	404	<b>Total</b>	9,215	6,910	2,305
<b>51,566</b>	<b>30,671</b>	<b>20,895</b>	<b>Total Operating Expenses</b>	<b>150,721</b>	<b>121,205</b>	<b>29,516</b>
<b>48,597</b>	<b>-17,450</b>	<b>66,047</b>	<b>Net Income</b>	<b>2,398</b>	<b>-72,117</b>	<b>74,515</b>