

The Wisconsin Waterfowl Association
Income Statement
Apr-22

<u>Current Month</u>			<u>April-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>Gross Sales</u>			
1,635	113,500	-111,865	Chapter event revenue	143,029	117,250	25,779
1,070	50	1,020	State event revenue	3,650	1,775	1,875
1,970	725	1,245	Membership revenue	6,170	4,000	2,170
0	1,000	-1,000	Sponsor revenue	1,000	1,000	0
1,023	4,896	-3,874	Restoration revenue	13,000	19,584	-6,584
14,722	26,700	-11,978	other grant revenue	62,406	51,900	10,506
391	5,000	-4,609	EXPO revenue	11,951	6,500	5,451
3,845	500	3,345	Other	6,735	2,000	4,735
24,655	152,371	-127,716	Net Sales	247,941	204,009	43,932
			<u>Standard Cost of Sales</u>			
1,608	68,100	-66,492	COS-Chapter event revenue	70,946	70,350	596
229	100	129	COS-State event revenue	1,143	400	743
0	0	0	COS-Other	0	0	0
1,838	68,200	-66,362	Total Standard Cost of Sales	72,089	70,750	1,339
22,817	84,171	-61,354	Gross Profit	175,852	133,259	42,593
			<u>Operating Expenses</u>			
			Development:			
3,928	5,035	-1,107	Wages	21,499	23,152	-1,653
0	0	0	Benefits	0	0	0
0	200	-200	Travel	470	650	-180
119	115	4	Phone	475	500	-25
541	700	-159	Event expenses	10,055	9,800	255
33	0	33	Postage & shipping	333	225	108
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
417	390	27	Rent	1,511	1,540	-29
0	0	0	Other	91	0	91
5,039	6,440	-1,401	Total	34,434	35,867	-1,433
			Program Services:			
6,919	6,583	336	Wages	41,639	38,007	3,632
38	0	38	Travel	1,051	455	596
602	760	-158	Other	4,421	4,110	311
3,623	6,866	-3,244	HRP	18,400	27,464	-9,064
14,722	26,700	-11,978	Other Grants	62,406	51,900	10,506
0	0	0	EXPO	5,325	900	4,425
1,021	2,100	-1,079	Education	5,792	5,041	751
26,924	43,009	-16,085	Total	139,034	127,877	11,157
			Administration:			
1,067	1,220	-153	Wages	5,975	6,784	-809
0	0	0	Benefits	0	0	0
0	0	0	Travel	0	0	0
0	37	-37	Phone	0	148	-148
14	15	-1	Rent	29	95	-66
520	520	0	Insurance	2,080	2,080	0
0	40	-40	Postage	33	160	-127
0	0	0	Professional fees	0	0	0
0	25	-25	Supplies	2	100	-98
2,101	-1,000	3,101	Other	4,798	-1,600	6,398
3,702	857	2,845	Total	12,917	7,767	5,150
35,665	50,306	-14,641	Total Operating Expenses	186,385	171,511	14,874
-12,848	33,865	-46,713	Net Income	-10,450	-38,252	27,802