

Management Report

Wild Ones

For the period ended February 28, 2022



Prepared by

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Prepared on

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Statement of Activity - MTD National

February 2022

| | Actual | Budget | over Budget | Total % of Budget |
|---------------------------------------|--------------------|--------------------|-------------------|----------------------|
| REVENUE | | | | |
| 4000 Donations / Direct Contributions | 9,934.93 | 6,618.00 | 3,316.93 | 150.12 % |
| 4100 Indirect Contributions | 1,116.00 | 75.00 | 1,041.00 | 1,488.00 % |
| 4400 Fundraising Revenue | 546.00 | 0.00 | 546.00 | |
| 4500 Program Revenue | 6,797.00 | 2,902.00 | 3,895.00 | 234.22 % |
| 4700 Membership Dues | 39,483.14 | 33,307.00 | 6,176.14 | 118.54 % |
| 4800 In Kind Goods / Services | 1,000.00 | | 1,000.00 | |
| Total Revenue | 58,877.07 | 42,902.00 | 15,975.07 | 137.24 % |
| GROSS PROFIT | 58,877.07 | 42,902.00 | 15,975.07 | 137.24 % |
| EXPENDITURES | | | | |
| 6000 Program Expenses | 10,382.65 | 1,870.00 | 8,512.65 | 555.22 % |
| 6100 Personnel & related expenses | 21,560.94 | 18,601.00 | 2,959.94 | 115.91 % |
| 6200 Contract service expenses | 3,096.05 | 3,134.00 | -37.95 | 98.79 % |
| 6300 Training and Development | 50.00 | 0.00 | 50.00 | |
| 6400 Office & Admin | 1,017.02 | 1,164.00 | -146.98 | 87.37 % |
| 6500 Facilities and Maintenance | 892.59 | 906.00 | -13.41 | 98.52 % |
| 6600 Travel and Meetings | 0.00 | 33.00 | -33.00 | 0.00 % |
| 6800 Fundraising | 381.67 | 2,199.00 | -1,817.33 | 17.36 % |
| 6900 Other Costs | 1,128.06 | 64.00 | 1,064.06 | 1,762.59 % |
| Total Expenditures | 38,508.98 | 27,971.00 | 10,537.98 | 137.67 % |
| NET OPERATING REVENUE | 20,368.09 | 14,931.00 | 5,437.09 | 136.41 % |
| OTHER REVENUE | | | | |
| 7000 Other Income | 40.53 | 85.00 | -44.47 | 47.68 % |
| Total Other Revenue | 40.53 | 85.00 | -44.47 | 47.68 % |
| NET OTHER REVENUE | 40.53 | 85.00 | -44.47 | 47.68 % |
| NET REVENUE | \$20,408.62 | \$15,016.00 | \$5,392.62 | 135.91 % |

Statement of Activity - YTD National

January - February, 2022

| | Actual | Budget | over Budget | Total % of Budget |
|---------------------------------------|--------------------|--------------------|--------------------|----------------------|
| REVENUE | | | | |
| 4000 Donations / Direct Contributions | 17,536.10 | 12,910.00 | 4,626.10 | 135.83 % |
| 4100 Indirect Contributions | 1,752.00 | 2,019.00 | -267.00 | 86.78 % |
| 4400 Fundraising Revenue | 15,365.53 | 15,758.00 | -392.47 | 97.51 % |
| 4500 Program Revenue | 7,320.00 | 3,045.00 | 4,275.00 | 240.39 % |
| 4700 Membership Dues | 75,588.68 | 62,438.00 | 13,150.68 | 121.06 % |
| 4800 In Kind Goods / Services | 1,000.00 | | 1,000.00 | |
| Total Revenue | 118,562.31 | 96,170.00 | 22,392.31 | 123.28 % |
| GROSS PROFIT | 118,562.31 | 96,170.00 | 22,392.31 | 123.28 % |
| EXPENDITURES | | | | |
| 6000 Program Expenses | 12,201.14 | 3,633.00 | 8,568.14 | 335.84 % |
| 6100 Personnel & related expenses | 34,150.77 | 39,913.00 | -5,762.23 | 85.56 % |
| 6200 Contract service expenses | 6,146.05 | 6,268.00 | -121.95 | 98.05 % |
| 6300 Training and Development | 50.00 | 0.00 | 50.00 | |
| 6400 Office & Admin | 4,006.84 | 2,399.00 | 1,607.84 | 167.02 % |
| 6500 Facilities and Maintenance | 3,498.17 | 3,993.00 | -494.83 | 87.61 % |
| 6600 Travel and Meetings | 0.00 | 70.00 | -70.00 | 0.00 % |
| 6800 Fundraising | 631.18 | 11,239.00 | -10,607.82 | 5.62 % |
| 6900 Other Costs | 1,174.20 | 171.00 | 1,003.20 | 686.67 % |
| Total Expenditures | 61,858.35 | 67,686.00 | -5,827.65 | 91.39 % |
| NET OPERATING REVENUE | 56,703.96 | 28,484.00 | 28,219.96 | 199.07 % |
| OTHER REVENUE | | | | |
| 7000 Other Income | 78.91 | 170.00 | -91.09 | 46.42 % |
| Total Other Revenue | 78.91 | 170.00 | -91.09 | 46.42 % |
| NET OTHER REVENUE | 78.91 | 170.00 | -91.09 | 46.42 % |
| NET REVENUE | \$56,782.87 | \$28,654.00 | \$28,128.87 | 198.17 % |

Statement of Financial Position Summary

As of February 28, 2022

| | Total |
|-------------------------------------|-----------------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | 156,378.87 |
| Other Current Assets | 478,123.45 |
| Total Current Assets | 634,502.32 |
| Fixed Assets | 502,861.24 |
| Other Assets | 615,427.36 |
| TOTAL ASSETS | \$1,752,790.92 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Credit Cards | 3,070.29 |
| Other Current Liabilities | 8,809.47 |
| Total Current Liabilities | 11,879.76 |
| Total Liabilities | 11,879.76 |
| Equity | 1,740,911.16 |
| TOTAL LIABILITIES AND EQUITY | \$1,752,790.92 |

Statement of Cash Flows

February 2022

| | Total |
|---|---------------------|
| OPERATING ACTIVITIES | |
| Net Revenue | 20,408.62 |
| Adjustments to reconcile Net Revenue to Net Cash provided by operations: | |
| 120 Accounts Receivable | -5,716.10 |
| Accounts Payable (A/P) | -22,089.93 |
| 204 Credit Cards:VISA 0295 Payable JA | 181.81 |
| 221 Payroll Liabilities:Federal Payroll Withholding | 1,192.24 |
| 223 Payroll Liabilities:Wisconsin Withholding | 176.76 |
| 225 Payroll Liabilities:Wisconsin DWD (SUTA) | 468.71 |
| Total Adjustments to reconcile Net Revenue to Net Cash provided by operations: | -25,786.51 |
| Net cash provided by operating activities | -5,377.89 |
| NET CASH INCREASE FOR PERIOD | -5,377.89 |
| Cash at beginning of period | 161,756.76 |
| CASH AT END OF PERIOD | \$156,378.87 |

Statement of Activity by Month - Full Org

January - February, 2022

| | Jan 2022 | Feb 2022 | Total |
|---|------------------|------------------|-------------------|
| REVENUE | | | |
| 4000 Donations / Direct Contributions | | | 0.00 |
| 4010 Direct Contributions Unrestricted Wilder-Wildest | 7,601.17 | 6,878.31 | 14,479.48 |
| 4020 Direct Contributions Unrestricted | | 2,056.62 | 2,056.62 |
| 4030 Direct Contributions Restricted | | 1,000.00 | 1,000.00 |
| Total 4000 Donations / Direct Contributions | 7,601.17 | 9,934.93 | 17,536.10 |
| 4100 Indirect Contributions | | | 0.00 |
| 4110 Federated Contributions Unrestricted | 696.00 | 1,116.00 | 1,812.00 |
| 4130 Donations Passed on by National | 1,190.00 | -1,000.00 | 190.00 |
| Total 4100 Indirect Contributions | 1,886.00 | 116.00 | 2,002.00 |
| 4400 Fundraising Revenue | | | 0.00 |
| 4410 Annual Appeal Contributions | 14,747.53 | 490.00 | 15,237.53 |
| 4440 Sales of Merchandise | 72.00 | 56.00 | 128.00 |
| Total 4400 Fundraising Revenue | 14,819.53 | 546.00 | 15,365.53 |
| 4500 Program Revenue | | | 0.00 |
| 4510 Sponsorships | 1,055.00 | 1,235.00 | 2,290.00 |
| 4520 Printed Sales | -426.61 | 317.00 | -109.61 |
| Total 4500 Program Revenue | 628.39 | 1,552.00 | 2,180.39 |
| 4700 Membership Dues | | | 0.00 |
| 4710 Regular Memberships | 33,059.14 | 31,968.34 | 65,027.48 |
| 4720 Lifetime Memberships | 3,073.40 | 7,514.80 | 10,588.20 |
| 4730 Reimbursements to Chapters | -578.00 | -588.00 | -1,166.00 |
| Total 4700 Membership Dues | 35,554.54 | 38,895.14 | 74,449.68 |
| 4800 In Kind Goods / Services | | | 0.00 |
| 4810 In-Kind Contributions (Non Cash) | | 1,000.00 | 1,000.00 |
| Total 4800 In Kind Goods / Services | | 1,000.00 | 1,000.00 |
| Unapplied Cash Payment Income | 455.00 | -455.00 | 0.00 |
| Total Revenue | 60,944.63 | 51,589.07 | 112,533.70 |
| GROSS PROFIT | | | |
| | 60,944.63 | 51,589.07 | 112,533.70 |
| EXPENDITURES | | | |
| 600 GENERAL & ADMINISTRATIVE | | | 0.00 |
| 640 OFFICE Operations | | | 0.00 |
| 660 Technology | | | 0.00 |
| 665 Technology Support Services | | 20,694.00 | 20,694.00 |
| Total 660 Technology | | 20,694.00 | 20,694.00 |
| Total 640 OFFICE Operations | | 20,694.00 | 20,694.00 |
| Total 600 GENERAL & ADMINISTRATIVE | | 20,694.00 | 20,694.00 |
| 6000 Program Expenses | | | 0.00 |
| 6012 CC Fees | 1,161.89 | 988.19 | 2,150.08 |
| 6016 Postage & Shipping | 73.70 | 365.25 | 438.95 |
| 6050 Website & Social Media | 5,499.00 | | 5,499.00 |
| 6070 Grants/Donations to Other Orgs | | 9,045.31 | 9,045.31 |

| | Jan 2022 | Feb 2022 | Total |
|--|------------------|------------------|------------------|
| Total 6000 Program Expenses | 6,734.59 | 10,398.75 | 17,133.34 |
| 6100 Personnel & related expenses | | | 0.00 |
| 6110 Salaries | 11,399.66 | 19,024.25 | 30,423.91 |
| 6120 Health Care | 258.06 | 140.69 | 398.75 |
| 6130 Payroll Tax - Federal | 475.60 | 1,434.24 | 1,909.84 |
| 6140 Payroll Tax - State | 155.43 | 468.71 | 624.14 |
| 6160 Simple IRA Matching Expense | 99.33 | 472.05 | 571.38 |
| 6170 Recruitment | 17.25 | | 17.25 |
| 6180 3rd Party Payroll Processing | 201.75 | 21.00 | 222.75 |
| Total 6100 Personnel & related expenses | 12,607.08 | 21,560.94 | 34,168.02 |
| 6200 Contract service expenses | | | 0.00 |
| 6220 Accounting | 3,050.00 | 3,096.05 | 6,146.05 |
| Total 6200 Contract service expenses | 3,050.00 | 3,096.05 | 6,146.05 |
| 6300 Training and Development | | | 0.00 |
| 6310 Training & Development | | 50.00 | 50.00 |
| Total 6300 Training and Development | | 50.00 | 50.00 |
| 6400 Office & Admin | | | 0.00 |
| 6410 Office Postage & Shipping | | 104.05 | 104.05 |
| 6440 Telephone & Internet | 179.48 | 151.44 | 330.92 |
| 6450 Technology Support Services | 250.00 | 500.00 | 750.00 |
| 6462 General Liability | 629.30 | 99.42 | 728.72 |
| 6470 S/W & Computer Equip (non-depr) | 1,383.38 | 162.11 | 1,545.49 |
| 6480 Miscellaneous Admin Expense | 547.66 | | 547.66 |
| Total 6400 Office & Admin | 2,989.82 | 1,017.02 | 4,006.84 |
| 6500 Facilities and Maintenance | | | 0.00 |
| 6510 Utilities | 78.23 | 361.89 | 440.12 |
| 6520 Maintenance (mow, plow, clean) | 532.99 | 331.70 | 864.69 |
| 6530 Repairs | 132.93 | 122.01 | 254.94 |
| 6540 Security Monitoring | 76.99 | 76.99 | 153.98 |
| 6550 Property Insurance | 1,774.00 | | 1,774.00 |
| 6570 Miscellaneous Facilities and Maintenance | 47.24 | | 47.24 |
| Total 6500 Facilities and Maintenance | 2,642.38 | 892.59 | 3,534.97 |
| 6800 Fundraising | | | 0.00 |
| 6810 Fundraising Credit Card Fees | | 69.47 | 69.47 |
| 6830 Fundraising Postage & Shipping | | 312.20 | 312.20 |
| 6850 Annual Appeal Expenses | 8,425.16 | 102.93 | 8,528.09 |
| Total 6800 Fundraising | 8,425.16 | 484.60 | 8,909.76 |
| 6900 Other Costs | | | 0.00 |
| 6910 Bank/Paypal/Stripe Service Charges | 31.14 | 1.06 | 32.20 |
| 6920 Corporation Fees | 15.00 | 1,127.00 | 1,142.00 |
| Total 6900 Other Costs | 46.14 | 1,128.06 | 1,174.20 |
| Unapplied Cash Bill Payment Expenditure | 295.00 | -295.00 | 0.00 |
| Total Expenditures | 36,790.17 | 59,027.01 | 95,817.18 |
| NET OPERATING REVENUE | 24,154.46 | -7,437.94 | 16,716.52 |

| | Jan 2022 | Feb 2022 | Total |
|----------------------------------|--------------------|---------------------|--------------------|
| OTHER REVENUE | | | |
| 7000 Other Income | | | 0.00 |
| 7010 Interest from Checking | 1.71 | 1.32 | 3.03 |
| 7020 Interest from Savings & CDs | 36.67 | 39.21 | 75.88 |
| Total 7000 Other Income | 38.38 | 40.53 | 78.91 |
| Total Other Revenue | 38.38 | 40.53 | 78.91 |
| NET OTHER REVENUE | 38.38 | 40.53 | 78.91 |
| NET REVENUE | \$24,192.84 | \$ -7,397.41 | \$16,795.43 |