

FINANCIAL STATEMENT MAY 31, 2013

FOR INTERNAL USE





	MAY 31, 2013	APR. 30, 2013	MAY 31, 2012
CURRENT ASSETS			
Cash in Banks	\$8,340	\$77,042	\$13,199
Acc. Rec. Sales	\$167,987	\$148,591	\$171,977
Acc. Rec. Agency Revenue	\$343,806	\$213,059	\$242,048
Inventories	\$52,030	\$50,950	\$52,664
Prepaid Expenses	\$24,905	\$26,258	\$48,012
Total Current Assets	\$597,068	\$515,900	\$527,900
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$1,581,914	\$1,581,914	\$1,577,395
Property & Equipment	\$1,101,071	\$724,542	\$484,911
Total Prop & Equip	\$2,721,777	\$2,345,248	\$2,101,098
Less:Acc. Depr. P & E	\$1,030,284	\$1,022,817	\$941,688
Net Book Value	\$1,691,493	\$1,322,431	\$1,159,410
OTHER ASSETS	*****	****	****
Savings	\$344,450	\$344,109	\$291,948
Savings-Laundry Fund	\$257,662	\$648,624	\$282,997
Pledge Receivable - Laundry	\$263,118	\$263,218	\$0
Total Other Assets	\$865,230	\$1,255,951	\$574,945
TOTAL ASSETS	\$3,153,791	\$3,094,282	\$2,262,255
CURRENT LIABILITIES			
Accounts Payable-Trade	\$48,508	\$50,377	\$25,358
Accrued Salaries	\$135,341	\$132,044	\$133,583
Accrued Payroll Taxes	\$12,817	\$20,640	\$2,834
Laundry Fund Payable	\$0	\$0	\$284,897
Notes Payable-Current	\$21,159	\$0	\$34,337
Total Current Liab.	\$217,825	\$203,061	\$481,009
LONG TERM LIABILITIES			
Mortgage Payable	\$235,569	\$240,483	\$306,316
Total Long Term Liab.	\$235,569	\$240,483	\$306,316
NET ASSETS	A0 mag	** ***	*
Unrestricted	\$2,700,397	\$2,650,738	\$1,474,930
Total Net Assets	\$2,700,397	\$2,650,738	\$1,474,930
TOTAL LIABILITY & NET ASSETS	\$3,153,791	\$3,094,282	\$2,262,255
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E PROPIE ARE "WORK		-	OF ACTIVITIES NTHS ENDING: VARIANCE TO BUDGET %	Notes	CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	PRE-AUDIT MAY 31, 2013 VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT NOUSTRIES, NC.								
Contributions-General	\$200	\$1,000	-80%	Α	\$2,792	\$3,500	-20%	\$1,865
Contributions - Laundry	\$550	\$0	0%	В	\$2,020	\$0	0%	\$0
United Way of the Greater Winona Area	\$0	\$0	0%		\$0	\$0	0%	\$0
Golf Tournament	\$13,500	\$2,069		С	\$16,527	\$7,219	129%	\$3,630
Grants-Special Projects	\$0	\$0			\$6,500	\$12,500	-48%	\$5,700
Special Events	\$3,500	\$0			\$3,500	\$0	0%	\$2,610
TOTAL DEVELOPMENT INCOME	\$17,750	\$3,069			\$31,339	\$23,219	35%	\$13,805
Development/Public Relations Expenses	\$1,631	\$549	197%	D	\$4,727	\$2,832	67%	\$3,913
NET DEVELOPMENT	\$16,119	\$2,520	540%		\$26,612	\$20,387	31%	\$9,892
SALES								
Workshop Sales	\$94,653	\$90,735	4%		\$428,381	\$414,478	3%	\$444,466
Cost of Materials	\$1,894	\$2,457	-23%		\$12,320	\$11,225	10%	\$56,682
SALES LESS MATERIALS	\$92,759	\$88,278	5%		\$416,061	\$403,253	3%	\$387,784
AGENCY REVENUE								
Case Service	\$2,085	\$1,667	25%		\$10,685	\$8,335	28%	\$12,530
DEED CBE	\$27,722	\$9,450	193%	E	\$56,065	\$44,784	25%	\$33,775
DEED SE/CE	\$55,716	\$33,324	67%	Е	\$189,814	\$157,928	20%	\$145,589
DEED NEXT STEP	\$4,195	\$4,486	-6%		\$20,780	\$21,260	-2%	\$22,689
Winona County Support	\$41,641	\$43,354	-4%		\$208,221	\$200,219	4%	\$201,558
Other County Support	\$4,716	\$4,707	0%		\$21,173	\$19,850	7%	\$19,653
Welfare to Work	\$6,713	\$6,358	6%		\$34,629	\$29,873	16%	\$41,049
Transportation	\$15,551	\$16,151	-4%		\$76,527	\$77,819	-2%	\$75,412
Other Revenue	\$1,556	\$897	73%		\$19,447	\$18,046	8%	\$9,472
D T & H, Career Options	\$48,937	\$51,246	-5%		\$239,349	\$246,912	-3%	\$245,154
TOTAL AGENCY REVENUE	\$208,832	\$171,640	22%		\$876,690	\$825,026	6%	\$806,881
TOTAL REVENUE	\$317,710	\$262,438	21%		\$1,319,363	\$1,248,666	6%	\$1,204,557
LESS: OPERATING EXPENSES	\$85,056	\$80,776	5%		\$371,576	\$375,302	-1%	\$352,078
LESS: ADMIN. EXPENSES	\$182,992	\$187,182	-2%		\$837,760	\$895,151	-6%	\$805,004
NET INCOME/LOSS	\$49,662	-\$5,520	-1000%		\$110,027	-\$21,787	-605%	\$47,475
DEPRECIATION EXPENSE	\$7,467	\$7,500	0%		\$37,335	\$37,500	0%	\$36,615
NET INCOME/LOSS FROM OPERATIONS	\$57,129	\$1,980	2785%		\$147,362	\$15,713	838%	\$84,090
NET INCOME/LOSS EXCLUDING LAUNDRY	\$49,112	-\$5,520	-990%		\$108,007	-\$21,787	-596%	\$47,475

See Notes: (Scope= Variance to Budget 10% & \$1,000)



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& CLA	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
OPERATING EXPENSES	040.470	#50.050	F0/		#007.000	#007 770	40/	#000 400
Worker Wages	\$49,478 \$7,063	\$52,052	-5% 19%		\$227,303 \$27,417	\$237,773 \$27,732	-4% -1%	\$220,438 \$25,079
Worker Benefit Wages	\$7,063 \$5,931	\$5,926 \$3,943	50%		\$27,417 \$18,653		-1% 3%	\$25,079 \$15,971
Worker Workers' Compensation	\$5,931 \$4,325	\$4,434	-2%		\$18,653 \$19,494	\$18,055	-4%	\$15,971 \$18,782
Worker Payroll Taxes	. ,	. ,	-2% 29%	F		\$20,302 \$38,228	-4% 8%	\$18,782 \$35,675
Vehicle Expense	\$10,219	\$7,934	29% 73%	G	\$41,173			
Repair & Maintenance, Building & Equipment	\$3,533	\$2,040		G	\$17,052	\$11,839	44%	\$16,345
Utilities	\$3,984 \$523	\$3,929 \$518	1%		\$19,104	\$18,929	1% -44%	\$17,780
Safety Supplies TOTAL OPERATING EXPENSES	\$85,056	\$80,776	1% 5%		\$1,380 \$371,576	\$2,444	-44% -1%	\$2,008
TOTAL OPERATING EXPENSES	\$60,000	\$80,776	5%		\$371,576	\$375,302	-1%	\$352,078
ADMINISTRATIVE EXPENSES								
Staff Salaries	\$129,200	\$126,368	2%		\$576,189	\$598,874	-4%	\$512,559
Staff Benefits	\$20,099	\$19,916	1%		\$92,860	\$99,580	-7%	\$107,735
Staff Taxes	\$12,588	\$13,774	-9%		\$57,328	\$65,276	-12%	\$58,554
Retirement Plan, 403B	\$1,160	\$1,123	3%		\$6,699	\$6,877	-3%	\$6,470
Professional Services	\$60	\$6,361	-99%	Н	\$862	\$18,521	-95%	\$7,013
Office Supplies	\$487	\$1,921	-75%		\$5,187	\$9,255	-44%	\$8,697
Continuing Education	\$263	\$833	-68%		\$5,749	\$4,165	38%	\$7,680
Staff Expense	\$4,147	\$3,180	30%		\$24,128	\$22,820	6%	\$19,660
Telephone	\$682	\$437	56%		\$2,038	\$2,105	-3%	\$1,998
Postage	\$884	\$125	607%		\$1,404	\$1,375	2%	\$1,988
Dues & Subscriptions	\$493	\$863	-43%		\$3,466	\$4,315	-20%	\$5,968
Depreciation	\$7,467	\$7,500	0%		\$37,335	\$37,500	0%	\$36,615
Mat, Mop & Uniform Expense	\$1,156	\$373	210%		\$2,749	\$1,958	40%	\$4,961
Interest Expense	\$1,040	\$915	14%		\$4,914	\$5,088	-3%	\$8,362
Client Transportation - City Bus Pass	\$2,039	\$2,156	-5%		\$10,485	\$10,780	-3%	\$9,947
Insurance	\$1,100	\$1,167	-6%		\$5,500	\$5,835	-6%	\$5,896
Banking Fees / Miscellaneous Expense	\$127	\$170	-25%		\$867	\$827	5%	\$901
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL ADMINISTRATIVE EXPENSES	\$182,992	\$187,182	-2%		\$837,760	\$895,151	-6%	\$805,004

See Notes: (Scope= Variance to Budget 10% & \$1,000) Page 3



SALES BY CUSTOMER

FOR FIVE MONTHS ENDING:

MAY 31, 2013

Operation Services
Brian's Toys
Fastenal Company
Hal Leonard Corp.
Peerless Chain Company
Watkins Inc.
Watlow Electric Mfg.
Wincraft
Winona Knits & Mitts
Winona Shredding
Other
Total
of Customers
Rock Tenn moved to Other

Month	2013 YTD	2012 YTD	2011 YTD	2010 YTD	2009 YTD
\$843	\$2,861	\$5,187	\$2,241	\$0	\$0
\$3,568	\$26,586	\$3,462	\$1,078	\$1,617	\$31,564
\$0	\$2,006	\$1,500	\$35,707	\$30,722	\$15,557
\$3,937	\$15,604	\$24,099	\$25,748	\$25,446	\$13,979
\$1,023	\$12,030	\$37,178	\$23,449	\$1,866	\$13,743
\$0	\$0	\$0	\$765	\$8,869	\$10,047
\$15,704	\$61,660	\$65,426	\$62,893	\$68,896	\$48,670
\$65	\$2,376	\$2,938	\$0	\$0	\$0
\$1,282	\$5,226	\$0	\$0	\$0	\$0
\$2,128	\$6,870	\$9,455	\$17,632	\$8,245	\$18,813
\$28,550	\$135,219	\$149,245	\$169,513	\$145,661	\$152,373
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\$73,944 \$180,710

\$242,246

\$286,367

\$182,714

\$293,439

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Community Services
Behrens
Benchmark
Bluff City Properties
Bluffview Montessori School
Bub's Brewing Co.
Chartwell
Cotter Schools
Cotter/Steak Shop Catering
Fastenal Company
Peerless Chain Company
Riverside Electronics
Riverstar
RTP Company
Watkins Inc.
Watlow Controls
Wellingtons/Westgate Bowl
Winona County
Other

Total #of Customers
Total Sales

Month	2013 YTD	2012 YTD	2011 YTD	2010 YTD	2009 YTD
\$4,279	\$21,831	\$11,978	\$9,240	\$0	\$0
\$1,046	\$1,299	\$8,350	\$13,414	\$10,334	\$4,886
\$515	\$2,169	\$2,266	\$2,900	\$3,900	\$4,191
\$1,906	\$8,532	\$8,894	\$8,448	\$0	\$5,478
\$1,133	\$5,459	\$5,460	\$5,200	\$5,150	\$3,460
\$1,019	\$8,983	\$7,878	\$5,241	\$3,385	\$2,405
\$173	\$2,200	\$2,485	\$7,859	\$1,250	\$1,255
\$2,373	\$11,577	\$10,127	\$12,135	\$8,855	\$10,124
\$9,536	\$37,657	\$22,303	\$21,538	\$33,023	\$38,151
\$6,994	\$36,256	\$36,581	\$33,950	\$29,920	\$0
\$5,948	\$29,592	\$0	\$0	\$0	\$0
\$0	\$0	\$7,154	\$11,087	\$0	\$0
\$3,807	\$18,343	\$18,343	\$17,304	\$17,472	\$23,590
\$0	\$0	\$23,742	\$0	\$0	\$951
\$7,389	\$38,627	\$37,511	\$10,999	\$4,435	\$4,232
\$1,300	\$6,400	\$6,435	\$5,970	\$5,012	\$5,032
\$10,896	\$49,443	\$0	\$0	\$0	\$0
\$7,789	\$14,795	\$10,705	\$11,006	\$17,970	\$37,311
\$66,103	\$293,163	\$220,212	\$176,291	\$140,706	\$141,066
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\$369,457

\$345,804

\$428,382

\$94,653

People are "Work"

Total Direct Worker Wages Total Direct Payroll Costs Total Administration Cost Administration Distribution Total Indirect Cost Total Direct & Indirect Costs

Total Income Net Income or (Loss)

DT & H, Welfare to Work, Placement & Next Step net income will be used to cover the indirect cost centers. Indirect cost centers consist of: Administration, Fixed Costs and Transportation.

COST CENTER SUMMARY FOR ONE MONTH ENDING:

MAY 31, 2013

,	Gener Base	O'A H	Welfate to	Hou Note	Community.	Cosoo. EE	No.	^{Ten} soonenon	Community o	Sooms Very Cost	t _{loway}	logo.
T	\$209	\$2,157	\$54	\$0	\$0	\$2,106		\$0	\$32,158	\$12,794	\$0	\$49,478
	\$4,965	\$24,653	\$239	\$4,471	\$5,698			\$8,523	\$94,389	\$42,288	\$5,153	\$229,844
						\$44,008						
	\$10,691	\$6,871	\$234		\$9,514		\$16,373				\$0	\$44,008
	\$708	\$286			\$252		\$14,357	\$13,974		\$2,846		\$39,835
L	\$16,364	\$31,811	\$483	\$4,811	\$15,463	\$83,471	\$30,730	\$22,497	\$97,233	\$45,134	\$5,153	\$269,679
L												
L	\$38,355	\$48,937	\$6,713		\$74,811	\$18,265		\$15,551	\$65,521	\$28,991	-\$1,753	\$318,792
L	\$21,990	\$17,127	\$6,230	\$18,589	\$59,348		-\$30,730	-\$6,946	-\$31,712	-\$16,143	-\$6,906	-\$47,855
							Community Bas		\$59,348			\$59,348
		DT & H			\$17,127	Distribution o	f Center Based	Emp.		\$21,990		\$21,990
		Welfare to We	ork		\$6,230	Income or (Lo	oss)		\$27,636	\$5,847		\$33,483
					9 Distribution Program Profit/Loss			\$14,450		\$0	\$22,535	
	Administration \$18,265 Net Income					Net Income or	r (Loss)		\$42,086	\$13,932	-\$6,906	\$49,112
		Fixed Costs			-\$30,730							
		Transportation	on		-\$6,946	Direct Payroll	Overhead		193.52%	230.53%		
1						Indirect Overl	nead		8.84%	22.24%		
		Net Income o	r (Loss) Prog	gam	\$22,535	Total Overhea	ad		202.36%	252.78%		
						Agency Retur	n on Worker D	irect Labor	229.48%	235.07%		

COST CENTER SUMMARY FOR FIVE MONTHS ENDING:

MAY 31, 2013



Total Direct Worker Wages Total Direct Payroll Costs Total Administration Cost Administration Distribution Total Indirect Cost Total Direct & Indirect Costs

Total Income Net Income or (Loss)

DT & H, Welfare to Work, Placement & Next Step net income will be used to cover the indirect cost centers. Indirect cost centers consist of: Administration, Fixed Costs and Transportation.

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Т	\$1,744	\$9,485	\$380	\$297	\$0	\$13,314		\$0	\$144,532	\$57,552	\$0	\$227,304
	\$24,834	\$113,595	\$1,285	\$21,776	\$27,432	\$187,587		\$38,861	\$402,447	\$183,536	\$24,591	\$1,025,943
						\$213,760						
	\$51.517	\$35,280	\$1.719	\$1,434	\$42,506		\$81.305	\$0			\$0	\$213,760
	\$3,108		\$68	\$57	\$1,338		\$69.085	\$63,306	\$12.993	\$10.006	\$594	\$188,123
	\$79,458	\$150,270	\$3.072	\$23,267	\$71,275		\$150.390	\$102,167	\$415,440	\$193,542	\$25,185	
r	7.0,	4 100,210	40,01	7-0,-01	7: 1,=:0	4 10 1,0 11	Ţ.00,000	710-3101	4 110, 110	Ţ.00,0.	4=0,100	¥1,=11,000
Г	\$113,021	\$237,585	\$34,629	\$107,155	\$290,591	\$41,146	\$0	\$76,527	\$290,406	\$135,514	-\$4,502	\$1,322,073
	\$33,563	\$87,315	\$31,557	\$83,888	\$219,316	\$41,146	-\$150,390	-\$25,640	-\$125,034	-\$58,028	-\$29,687	-\$183,062
Т						Distribution C	ommunity Bas	ed - EE	\$219,316			\$219,316
		DT & H			\$87,315	Distribution o	f Center Based	Emp.		\$33,563		\$33,563
		Welfare to Wo	ork		\$31,557	Income or (Lo	oss)	•	\$94,282	-\$24,465		\$69,817
	Placement & Next Step \$83,888 Distribution Program Profit/Loss						\$43,583	\$24,294	\$0	\$67,877		
	Administration \$41,146 Net Income or (Loss)					\$137,865	-\$171	-\$29,687	\$108,007			
Fixed Costs -\$150,390												
				Direct Payroll	Overhead		178.45%	218.90%				
					Indirect Overl			8.99%	17.39%			
		Net Income o	r (Loss) Prod	am	\$67,877	Total Overhead			187.44%	236.29%		
			, .,	•	/-	Agency Retur	n on Worker D	irect Labor	181.90%	100.53%		



Notes to Financial Statement MAY 31, 2013

Accounts Receivable - Sales			
	5/31/2013	4/30/2013	3/31/2013
Balance At:	\$167,987	\$148,591	\$144,397
Current:	\$97,407	\$96,788	\$86,826
30-60 Days	\$62,158	\$45,494	\$43,269
Over 60 Days	\$5,324	\$2,615	\$11,996
Over 90 Days	\$3,098	\$3,694	\$2,306
Sub Total over 30 Days	\$70,580	\$57,571	\$75,138

Accounts Payable			
	5/31/2013	4/30/2013	3/31/2013
Balance At:	\$48,508	\$50,377	\$22,019
Current:	\$48,508	\$50,377	\$22,019
30-60 Days	\$0	\$0	\$0
Over 60 Days	\$0	\$0	\$0
Over 90 Days	\$0	\$0	\$0
Sub Total over 30 Days	\$0	\$0	\$0

Accounts Receivable - Agency Revenue			
	5/31/2013	4/30/2013	3/31/2013
Balance At:	\$343,806	\$213,059	\$189,194
Current:	\$210,986	\$174,525	\$158,236
30-60 Days	\$120,387	\$27,190	\$17,699
Over 60 Days	\$2,395	\$2,414	\$7,911
Over 90 Days	\$10,038	\$8,930	\$5,348
Sub Total over 30 Days	\$132,820	\$38,534	\$30,958

Operating Note	Payroll Note
\$21,159	\$0
013 \$0	\$0
)	\$21,159



Notes to Financial Statement MAY 31, 2013

Excluding Laundry contributions: Net Profit from operations for the month is \$49,112. Net income from operations for the year is \$108,007.

Notes

A General Contributions

Received \$200 in conrtibutions. Thank you to: B.B. Sawyer, Dr. L.J. English, Dentist, Ellsworth & Helen Simon.

B Laundry Contributions

Received \$550 in contributions. Thank you to: Robert & Debra Norton and Lenn & Dixie Hannon.

C Golf Tournament

Over budget, timing, budget based on 2012 history.

D Development/Public Relations

Over budget \$1,082 - 197% for the month. Over budget \$1,895 - 67% for the year. Timing issue.

E DEED CBE, SE/CE

Over budget \$40,664 - 95% for the month. Over budget \$43,167 - 21% for the year. Received the SFY11 Wage Incentive Grant. \$38,085.

F Vehicle Expense

Over budget \$2,285 - 29% for the month. Over budget \$2,945 - 8% for the year. Miscellaneous repairs to numerous vehicles, tires, steering repair.

G Repair & Maintenance Building & Equipment

Over budget \$1,493 - 73% for the month. Over budget \$5,213 - 44% for the year. Miscellaneous minor repairs, timing issue.

H Professional Services

Under budget \$6,301 - 99% for the month. Under budget \$17,659 - 95% for the year. Budgeted for the new computer programs. Project on hold for now. \$4,777/month for Vertex and \$1,250/month for the network.

