



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			
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



	STATEMENT OF ACTIVITIES FOR FIVE MONTHS ENDING:				PRE-AUDIT MAY 31, 2013			
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT								
Contributions-General	\$200	\$1,000	-80%	A	\$2,792	\$3,500	-20%	\$1,865
Contributions - Laundry	\$550	\$0	0%	B	\$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	552%	C	\$16,527	\$7,219	129%	\$3,630
Grants-Special Projects	\$0	\$0	0%		\$6,500	\$12,500	-48%	\$5,700
Special Events	\$3,500	\$0	0%		\$3,500	\$0	0%	\$2,610
TOTAL DEVELOPMENT INCOME	\$17,750	\$3,069	478%		\$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%	E	\$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)



STATEMENT OF EXPENSE ACTIVITIES
FOR FIVE MONTHS ENDING:

PRE-AUDIT
MAY 31, 2013
YTD

	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								
Worker Wages	\$49,478	\$52,052	-5%		\$227,303	\$237,773	-4%	\$220,438
Worker Benefit Wages	\$7,063	\$5,926	19%		\$27,417	\$27,732	-1%	\$25,079
Worker Workers' Compensation	\$5,931	\$3,943	50%		\$18,653	\$18,055	3%	\$15,971
Worker Payroll Taxes	\$4,325	\$4,434	-2%		\$19,494	\$20,302	-4%	\$18,782
Vehicle Expense	\$10,219	\$7,934	29%	F	\$41,173	\$38,228	8%	\$35,675
Repair & Maintenance, Building & Equipment	\$3,533	\$2,040	73%	G	\$17,052	\$11,839	44%	\$16,345
Utilities	\$3,984	\$3,929	1%		\$19,104	\$18,929	1%	\$17,780
Safety Supplies	\$523	\$518	1%		\$1,380	\$2,444	-44%	\$2,008
TOTAL OPERATING EXPENSES	\$85,056	\$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%	H	\$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)

SALES BY CUSTOMER

FOR FIVE MONTHS ENDING: MAY 31, 2013

Operation Services

Month	2013 YTD	2012 YTD	2011 YTD	2010 YTD	2009 YTD
Brian's Toys	\$843	\$2,861	\$5,187	\$2,241	\$0
Fastenal Company	\$3,568	\$26,586	\$3,462	\$1,078	\$1,617
Hal Leonard Corp.	\$0	\$2,006	\$1,500	\$35,707	\$30,722
Peerless Chain Company	\$3,937	\$15,604	\$24,099	\$25,748	\$25,446
Watkins Inc.	\$1,023	\$12,030	\$37,178	\$23,449	\$1,866
Watlow Electric Mfg.	\$0	\$0	\$0	\$765	\$8,869
Wincraft	\$15,704	\$61,660	\$65,426	\$62,893	\$68,896
Winona Knits & Mitts	\$65	\$2,376	\$2,938	\$0	\$0
Winona Shredding	\$1,282	\$5,226	\$0	\$0	\$0
Other	\$2,128	\$6,870	\$9,455	\$17,632	\$8,245
Total	\$28,550	\$135,219	\$149,245	\$169,513	\$152,373

of Customers

17

Rock Tenn moved to Other

\$73,944 \$180,710 \$242,246 \$182,714

Community Services

Month	2013 YTD	2012 YTD	2011 YTD	2010 YTD	2009 YTD
Behrens	\$4,279	\$21,831	\$11,978	\$9,240	\$0
Benchmark	\$1,046	\$1,299	\$8,350	\$13,414	\$10,334
Bluff City Properties	\$515	\$2,169	\$2,266	\$2,900	\$3,900
Bluffview Montessori School	\$1,906	\$8,532	\$8,894	\$8,448	\$0
Bub's Brewing Co.	\$1,133	\$5,459	\$5,460	\$5,200	\$5,150
Chartwell	\$1,019	\$8,983	\$7,878	\$5,241	\$3,385
Cotter Schools	\$173	\$2,200	\$2,485	\$7,859	\$1,250
Cotter/Steak Shop Catering	\$2,373	\$11,577	\$10,127	\$12,135	\$8,855
Fastenal Company	\$9,536	\$37,657	\$22,303	\$21,538	\$33,023
Peerless Chain Company	\$6,994	\$36,256	\$36,581	\$33,950	\$29,920
Riverside Electronics	\$5,948	\$29,592	\$0	\$0	\$0
Riverstar	\$0	\$0	\$7,154	\$11,087	\$0
RTP Company	\$3,807	\$18,343	\$18,343	\$17,304	\$17,472
Watkins Inc.	\$0	\$0	\$23,742	\$0	\$0
Watlow Controls	\$7,389	\$38,627	\$37,511	\$10,999	\$4,435
Wellingtons/Westgate Bowl	\$1,300	\$6,400	\$6,435	\$5,970	\$5,012
Winona County	\$10,896	\$49,443	\$0	\$0	\$0
Other	\$7,789	\$14,795	\$10,705	\$11,006	\$17,970
Total	\$66,103	\$293,163	\$220,212	\$176,291	\$141,066

#of Customers

27

Total Sales

\$94,653 \$428,382 \$369,457 \$345,804 \$286,367 \$293,439





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 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

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

	Operating Note	Payroll Note
Balance at Month End:	\$21,159	\$0
Current Balance: 6/28/2013	\$0	\$0

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 contributions. 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.

