



OCTOBER 31, 2015

FOR INTERNAL USE



	OCT. 31, 2015	SEPT. 30, 2015	OCT. 31, 2014
CURRENT ASSETS			
Cash in Banks	\$166,414	\$120,239	\$128,823
Acc. Rec. Sales	\$188,815	\$169,476	\$167,206
Acc. Rec. Agency Revenue	\$276,563	\$328,271	\$289,556
Inventories	\$53,052	\$52,198	\$57,095
Prepaid Expenses	\$81,369	\$78,403	\$88,463
Total Current Assets	\$766,213	\$748,588	\$731,143
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,266,186	\$2,266,186	\$2,263,232
Property & Equipment	\$1,511,306	\$1,510,306	\$1,324,852
Total Prop & Equip	\$3,816,284	\$3,815,284	\$3,626,876
Less:Acc. Depr. P & E	\$1,388,218	\$1,370,610	\$1,199,702
Net Book Value	\$2,428,066	\$2,444,674	\$2,427,174
OTHER ASSETS			
Savings	\$377,798	\$377,446	\$258,084
Savings-Laundry Fund	\$61,629	\$35,956	\$185,518
Pledge Receivable - Laundry	\$82,817	\$108,484	\$144,884
Total Other Assets	\$522,244	\$521,886	\$588,486
TOTAL ASSETS	\$3,716,524	\$3,715,149	\$3,746,803
CURRENT LIABILITIES			
Accounts Payable-Trade	\$25,225	\$14,302	\$24,512
Accrued Salaries	\$130,958	\$144,954	\$122,184
Accrued Payroll Taxes	\$29,004	\$21,061	\$15,327
Notes Payable-Current	\$0	\$0	\$24,182
Total Current Liab.	\$185,187	\$180,317	\$186,205
LONG TERM LIABILITIES			
Mortgage Payable	\$630,080	\$633,340	\$669,645
Total Long Term Liab.	\$630,080	\$633,340	\$669,645
NET ASSETS			
Unrestricted	\$2,901,256	\$2,901,492	\$2,890,953
Total Net Assets	\$2,901,256	\$2,901,492	\$2,890,953
TOTAL LIABILITY & NET ASSETS	\$3,716,524	\$3,715,149	\$3,746,803



	STATEMENT OF ACTIVITIES FOR TEN MONTHS ENDING:			Notes	OCTOBER 31, 2015			
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %		CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT								
Contributions	\$620	\$437	42%	A	\$8,875	\$7,447	19%	\$7,666
United Way of the Greater Winona Area	\$0	\$0	0%		\$7,000	\$7,000	0%	\$7,000
Golf Tournament	\$0	\$604	-100%		\$47,453	\$41,648	14%	\$41,366
Grants-Special Projects	\$0	\$0	0%		\$35,245	\$36,500	-3%	\$16,460
Special Events	\$3,912	\$1,905	105%	B	\$15,765	\$11,912	32%	\$13,062
TOTAL DEVELOPMENT INCOME	\$4,532	\$2,946	54%		\$114,338	\$104,507	9%	\$85,554
Development/Public Relations Expenses	\$759	\$833	-9%		\$18,278	\$17,040	7%	\$17,601
NET DEVELOPMENT	\$3,773	\$2,113	79%		\$96,060	\$87,467	10%	\$67,953
SALES								
Workshop Sales	\$117,961	\$133,975	-12%		\$1,100,806	\$1,169,643	-6%	\$965,064
Cost of Materials	\$3,293	\$6,261	-47%		\$41,490	\$52,385	-21%	\$39,004
SALES LESS MATERIALS	\$114,668	\$127,714	-10%		\$1,059,317	\$1,117,258	-5%	\$926,060
AGENCY REVENUE								
Case Service	\$5,200	\$6,083	-15%		\$43,110	\$60,830	-29%	\$69,313
DEED CBE	\$4,794	\$8,674	-45%		\$46,319	\$85,558	-46%	\$47,770
DEED SE/CE	\$39,711	\$35,091	13%		\$343,362	\$346,125	-1%	\$333,327
DEED NEXT STEP/IPS GRANT	\$5,911	\$0	0%	C	\$63,730	\$42,643	49%	\$83,511
Winona County Support	\$38,592	\$35,824	8%		\$351,325	\$353,353	-1%	\$354,026
Other County Support	\$4,130	\$3,372	22%		\$35,777	\$33,258	8%	\$34,022
Welfare to Work	\$0	\$0	0%		\$1,892	\$0	0%	\$18,385
Transportation	\$10,364	\$13,099	-21%		\$100,049	\$104,227	-4%	\$130,694
Other Revenue	\$920	\$792	16%		\$15,301	\$8,850	73%	\$6,167
D T & H, Career Options	\$49,293	\$65,496	-25%	D	\$522,056	\$521,133	0%	\$475,384
TOTAL AGENCY REVENUE	\$158,915	\$168,431	-6%		\$1,522,920	\$1,555,977	-2%	\$1,552,599
TOTAL REVENUE	\$277,356	\$298,258	-7%		\$2,678,297	\$2,760,702	-3%	\$2,546,612
LESS: OPERATING EXPENSES	\$275,186	\$279,022	-1%		\$2,624,876	\$2,727,002	-4%	\$2,482,259
NET INCOME/LOSS	\$2,170	\$19,236	-89%		\$53,421	\$33,700	59%	\$64,353
DEPRECIATION EXPENSE	\$17,608	\$16,250	8%		\$175,463	\$162,500	8%	\$106,199
NET INCOME/LOSS FROM OPERATIONS	\$19,778	\$35,486	-44%		\$228,884	\$196,200	17%	\$170,552
LEWISTON VILLA EXPENSES	\$2,406				\$26,828			\$46,240

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



**STATEMENT OF EXPENSE ACTIVITIES
FOR TEN MONTHS ENDING:**

OCTOBER 31, 2015

	CURRENT MONTH	BUDGET CURRENT MONTH	MONTH VARIANCE TO BUDGET %	Notes	CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	YTD VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
Worker Wages	\$72,221	\$70,393	3%		\$611,899	\$626,456	-2%	\$527,693
Staff Salaries	\$112,468	\$115,661	-3%		\$1,091,347	\$1,140,836	-4%	\$1,128,521
Workers' Compensation Expense	\$6,148	\$5,308	16%		\$45,970	\$50,422	-9%	\$54,993
Employer Payroll Taxes	\$13,666	\$14,233	-4%		\$125,702	\$135,199	-7%	\$122,047
Employer U/C Expense	\$2,297	\$2,137	8%		\$23,801	\$21,080	13%	\$26,134
Health/Life/LTDI Expense	\$16,826	\$16,667	1%		\$151,800	\$166,670	-9%	\$159,469
Retirement Plan, 403B - Employer Contribution	\$729	\$1,386	-47%		\$9,493	\$13,162	-28%	\$13,006
Vehicle Expense	\$5,947	\$6,597	-10%		\$59,916	\$63,576	-6%	\$66,387
Repair & Maintenance	\$1,822	\$2,688	-32%		\$29,202	\$37,927	-23%	\$32,840
Utilities	\$7,077	\$7,165	-1%		\$73,539	\$70,671	4%	\$56,232
Safety Supplies	\$98	\$216	-55%		\$2,008	\$4,071	-51%	\$2,564
Professional Services	\$3,531	\$5,557	-36%	E	\$51,220	\$64,764	-21%	\$26,286
Office Supplies	\$729	\$1,310	-44%		\$9,641	\$12,620	-24%	\$10,688
Continuing Education	\$1,200	\$1,000	20%		\$44,338	\$34,000	30%	\$31,740
Staff Travel	\$5,034	\$4,540	11%		\$44,677	\$43,746	2%	\$42,476
Telephone	\$801	\$815	-2%		\$6,822	\$6,440	6%	\$4,585
Postage	\$13	\$100	-87%		\$2,836	\$3,250	-13%	\$3,401
Dues & Subscriptions	\$940	\$875	7%		\$7,564	\$8,750	-14%	\$8,151
Depreciation	\$17,608	\$16,250	8%		\$175,463	\$162,500	8%	\$106,199
Uniform Expense	\$18	\$100	-82%		\$725	\$1,150	-37%	\$2,554
Interest Expense	\$2,380	\$2,521	-6%		\$21,954	\$24,723	-11%	\$22,564
Client Transportation	\$2,284	\$2,083	10%		\$20,979	\$20,830	1%	\$20,093
Insurance	\$1,212	\$1,208	0%		\$12,120	\$12,080	0%	\$11,448
Misc. Expenses	\$136	\$212	-36%		\$1,862	\$2,079	-10%	\$2,188
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$275,186	\$279,022	-1%		\$2,624,876	\$2,727,002	-4%	\$2,482,259

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

SALES BY CUSTOMER

FOR TEN MONTHS ENDING: OCTOBER 31, 2015

Operation Services

	Month	2015 YTD	2014 YTD	2013 YTD	2012 YTD	2011 YTD
Brian's Toys	\$1,939	\$7,330	\$7,486	\$5,438	\$9,857	\$6,936
Fastenal Company	\$1,784	\$9,662	\$31,959	\$62,497	\$12,431	\$1,078
Hal Leonard Corp.	\$0	\$6,951	\$8,419	\$18,660	\$17,783	\$45,959
Peerless Chain Company	\$7,444	\$83,310	\$45,747	\$33,867	\$51,565	\$49,441
Watkins Inc.	\$9,939	\$61,175	\$50,937	\$34,153	\$85,127	\$50,924
Wincraft	\$6,650	\$86,333	\$114,661	\$126,628	\$150,764	\$138,636
Winona Lighting	\$0	\$2,122	\$8,983	\$3,687	\$0	\$0
Winona Knits & Mitts	\$810	\$2,237	\$12,284	\$14,756	\$12,692	\$0
Winona Shredding	\$1,967	\$17,435	\$11,713	\$12,938	\$0	\$0
Other	\$503	\$11,868	\$13,923	\$9,907	\$23,771	\$45,118
Total	\$31,036	\$288,422	\$306,113	\$322,531	\$363,990	\$338,092

of Customers

35

Community Services

	Month	2015 YTD	2014 YTD	2013 YTD	2012 YTD	2011 YTD
Behrens	\$3,920	\$33,868	\$36,517	\$36,735	\$24,069	\$21,120
Benchmark	\$1,177	\$11,153	\$11,322	\$8,815	\$14,222	\$25,896
Bluff City Properties	\$442	\$4,533	\$4,299	\$4,435	\$4,532	\$5,000
Bluffview Montessori School	\$2,085	\$14,492	\$13,222	\$12,435	\$13,250	\$11,352
Bub's Brewing Co.	\$1,248	\$12,074	\$11,540	\$10,970	\$10,973	\$10,600
Chartwell	\$4,884	\$23,853	\$10,824	\$14,595	\$13,534	\$8,337
Cotter Schools	\$190	\$2,664	\$2,601	\$2,632	\$2,917	\$8,279
Cotter/Steak Shop Catering	\$2,563	\$19,382	\$19,445	\$17,164	\$16,524	\$17,600
Fastenal Company	\$680	\$9,833	\$10,209	\$68,583	\$41,473	\$40,404
Peerless Chain Company	\$6,557	\$68,554	\$71,764	\$72,512	\$72,836	\$69,150
Riverside Electronics	\$9,175	\$83,766	\$66,215	\$59,866	\$0	\$0
Riverstar	\$0	\$176	\$7,037	\$1,500	\$7,154	\$15,897
RTP Company	\$4,582	\$44,150	\$39,287	\$36,859	\$36,859	\$35,448
Watkins Inc.	\$0	\$4,508	\$6,400	\$1,737	\$26,084	\$17,344
Watlow Controls	\$9,264	\$89,934	\$87,946	\$79,074	\$80,588	\$33,134
Winona County	\$10,896	\$108,960	\$150,960	\$107,954	\$23,843	\$0
Winona Health	\$5,498	\$70,382	\$35,706	\$0	\$0	\$0
Other	\$4,072	\$28,857	\$35,441	\$43,806	\$46,156	\$39,238
Total	\$67,233	\$631,139	\$620,735	\$579,672	\$435,014	\$358,799

#of Customers

26

Laundry Department

	Month	2015 YTD	2014 YTD	2013 YTD	2012 YTD	2011 YTD
Winona Health	\$17,143	\$160,740	\$18,046	\$0	\$0	\$0
Other Laundry	\$2,548	\$20,503	\$20,174	\$0	\$0	\$0
Total	\$19,691	\$181,243	\$38,220	\$0	\$0	\$0

of Customers

17

Total Sales

\$117,960 \$1,100,803 \$965,068 \$902,203 \$799,004 \$696,891





**COST CENTER SUMMARY
FOR ONE MONTH ENDING:**

OCTOBER 31, 2015

	Center Based Employment	D T & H	Welfare to Work	Placement & IPS	Community Based - EE	Administration	Fixed Costs	Transportation	Community Services	Operation Services	Laundry	Total
Total Direct Worker Wages	\$67	\$585	\$0	\$0	\$0	\$1,912		\$0	\$46,474	\$16,903	\$6,280	\$72,221
Total Direct Payroll Costs	\$5,045	\$17,745	\$1,228	\$7,295	\$6,091	\$41,911		\$12,474	\$89,191	\$28,164	\$15,211	\$224,355
Total Administration Cost						\$50,633						
Administration Distribution	\$10,608	\$7,558	\$0	\$64	\$8,105		\$24,298	\$0				\$50,633
Total Indirect Cost	\$1,761	\$92	\$0	\$2,147	\$37		\$15,518	\$11,002	\$1,738	\$1,996	\$8,575	\$51,589
Total Direct & Indirect Costs	\$17,414	\$25,394	\$1,228	\$9,507	\$14,233	\$0	\$39,816	\$23,476	\$90,930	\$30,160	\$23,786	\$275,944
Total Income	\$14,508	\$49,293	\$0	\$42,143	\$42,130	\$5,010	\$0	\$10,364	\$66,697	\$30,846	\$17,124	\$278,114
Net Income or (Loss)	-\$2,907	\$23,898	-\$1,228	\$32,636	\$27,897	\$5,010	-\$39,816	-\$13,112	-\$24,233	\$686	-\$6,662	-\$23,546
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.	DT & H				\$23,898							
	Welfare to Work				-\$1,228					-\$2,907		
	Placement & Next Step				\$32,636					-\$2,220		\$1,444
	Administration				\$5,010					\$4,130	\$2,239	\$7,388
	Fixed Costs						-\$39,816				\$1,019	-\$7,388
	Transportation						-\$13,112			\$19	-\$5,643	\$2,170
	Net Income or (Loss) Program				\$7,388							
									91.92%	66.62%		
									3.74%	11.81%		
									95.66%	78.43%		
									68.91%	-3.95%		

**COST CENTER SUMMARY
FOT TEN MONTHS ENDING:**

OCTOBER 31, 2015

	Center Based Employment	D T & H	Welfare to Work	Placement & IPS	Community Based - EE	Administration	Fixed Costs	Transportation	Community Services	Operation Services	Laundry	Total
Total Direct Worker Wages	\$243	\$5,466	\$0	\$275	\$0	\$15,645		\$0	\$400,466	\$142,902	\$46,903	\$611,900
Total Direct Payroll Costs	\$48,286	\$186,477	\$11,989	\$64,942	\$62,371	\$371,596		\$114,293	\$809,609	\$264,121	\$126,328	\$2,060,012
Total Administration Cost						\$500,762						
Administration Distribution	\$98,768	\$68,359	\$384	\$775	\$89,687		\$242,790	\$0				\$500,762
Total Indirect Cost	\$8,258	\$5,309	\$1,398	\$19,598	\$421		\$163,900	\$102,563	\$28,713	\$25,684	\$98,134	\$583,145
Total Direct & Indirect Costs	\$155,313	\$260,145	\$13,770	\$85,315	\$152,480	\$0	\$406,690	\$216,856	\$838,321	\$289,805	\$224,462	\$2,643,157
Total Income	\$140,454	\$533,438	\$1,893	\$341,001	\$406,140	\$97,145	\$0	\$101,085	\$640,716	\$279,271	\$155,435	\$2,696,578
Net Income or (Loss)	-\$14,859	\$273,293	-\$11,877	\$255,686	\$253,660	\$97,145	-\$406,690	-\$115,771	-\$197,605	-\$10,534	-\$69,027	-\$208,139
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.	DT & H				\$273,293							
	Welfare to Work				-\$11,877					-\$14,859		
	Placement & Next Step				\$255,686					-\$25,393		\$30,663
	Administration				\$97,145					\$51,970	\$26,001	\$91,785
	Fixed Costs						-\$406,690			\$108,025	\$608	-\$53,421
	Transportation						-\$115,771					
	Net Income or (Loss) Program				\$91,785							
									102.17%	84.83%		
									7.17%	17.97%		
									109.34%	102.80%		
									76.32%	7.80%		



**Notes to Financial Statement
OCTOBER 31, 2015**

Accounts Receivable - Sales	10/31/2015	9/30/2015	8/31/2015
Balance At:	\$188,815	\$169,476	\$164,474
Current:	\$117,070	\$146,902	\$113,851
30-60 Days	\$58,591	\$20,299	\$47,996
Over 60 Days	\$11,919	\$949	\$1,466
Over 90 Days	\$1,236	\$1,327	\$1,161
Sub Total over 30 Days	\$71,745	\$22,574	\$50,623

Accounts Receivable - Agency Revenue	10/31/2015	9/30/2015	8/31/2015
Balance At:	\$276,563	\$328,271	\$271,512
Current:	\$175,013	\$234,177	\$166,716
30-60 Days	\$52,057	\$34,061	\$78,616
Over 60 Days	\$22,280	\$35,163	\$15,654
Over 90 Days	\$27,213	\$24,870	\$10,526
Sub Total over 30 Days	\$101,550	\$94,094	\$104,796

Accounts Payable	10/31/2015	9/30/2015	8/31/2015
Balance At:	\$25,225	\$14,302	\$20,890
Current:	\$25,225	\$14,302	\$20,890
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:	\$0	\$0
Current Balance: 12/1/2015	\$0	\$0

Notes to Financial Statement
OCTOBER 31, 2015



Notes:

A General Contributions

Received \$620 in contributions, Thank you to: Bob Norton Memorial, Gary & Dorothy Ruppert, Robert & Marlene Kohner, Carl & Rhea Iverson, Ron Wenzel, Richard & Irene Renk and Debra Norton.

B Special Events

Over budget \$2,007 - 105% for the month. Received 5-K Starlight Stoll registrations and sponsorships.

C DEED IPS Grant

Original grant expired 06/30/15 with no guarantee of renewal. Funds were available, the grant was renewed through 06/30/16. Zero dollars in the budget for second half of the year.

D D T & H, Career Options

Under budget \$16,203 - 25% for the month. Corrections to accounts for duplicate billing. Right on target for the year.

E Professional Services

Under budget \$2,026 - 36% for the month. Continues to be under budget for the year. Received the fee invoice for the EE audit in November.