



**2016 APPROVED BUDGET
STATEMENT OF ACTIVITIES**

	Approved Budget 2016
DEVELOPMENT	
Contributions - General	\$20,000
United Way of Greater Winona Area	\$7,000
Golf Tournament	\$46,500
Grants-Special Projects	\$25,000
Special Events	\$13,500
Total Development	\$112,000
Development/Public Relations	\$20,000
Net Development	\$92,000
SALES	
Sales	\$1,485,257
Cost of Materials	\$60,750
Net Sales	\$1,424,507
AGENCY REVENUE	
Vocational Case Service	\$50,000
DEED CBE	\$51,701
DEED SE/CE	\$431,305
DEED NEXT STEP	\$85,288
Winona County Support	\$420,000
Other County Support	\$42,000
Transportation	\$120,000
Other Revenue	\$10,000
D T & H, Career Options	\$645,000
TOTAL AGENCY REVENUE	\$1,855,294
TOTAL REVENUE	\$3,371,801
LESS: OPERATING EXPENSES	\$3,368,938
NET INCOME/LOSS	\$2,863



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OPERATING EXPENSES

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Worker Wages	\$840,673
Staff Wages	\$1,404,409
Workers' Compensation Expense	\$58,866
Employer Payroll Taxes	\$165,642
Employer U/C Expense	\$30,897
Health/Life/LTDI Expense	\$200,000
Retirement Plan, 403B	\$14,000
Vehicle Expense	\$72,261
Repair & Maintenance	\$42,504
Utilities	\$89,000
Safety Supplies	\$3,000
Professional Services	\$64,258
Office Supplies	\$12,000
Continuing Education	\$14,000
Staff Expense	\$50,918
Telephone	\$9,000
Postage	\$4,000
Dues & Subscriptions	\$12,000
Depreciation	\$213,250
Staff Uniforms	\$1,500
Interest Expense	\$24,760
Client Transportation	\$25,000
Insurance	\$14,500
Misc. Expenses	\$2,500
TOTAL OPERATING EXPENSES	\$3,368,938