MARCH 31, 2017

FOR INTERNAL USE

	MAR. 31, 2017	FEB. 28, 2017	MAR. 31, 2016
CURRENT ASSETS			
Cash in Banks	$118,903	$66,929	$148,871
Acc. Rec. Sales	$172,200	$199,273	$169,665
Acc. Rec. Agency Revenue	$189,271	$233,469	$246,326
Inventories	$38,934	$39,953	$51,561
Prepaid Expenses	$98,219	$93,691	$61,327
Total Current Assets	$617,527	$633,316	$677,750
PROPERTY AND EQUIPMENT			
Land	$38,792	$38,792	$38,792
Building & Improvements	$2,272,672	$2,272,672	$2,272,672
Property & Equipment	$1,766,109	$1,750,337	$1,498,068
Total Prop & Equip	$4,077,573	$4,061,800	$3,809,531
Less:Acc. Depr. P & E	$1,630,899	$1,611,651	$1,412,181
Net Book Value	$2,446,674	$2,450,150	$2,397,350
OTHER ASSETS			
Savings	$705,250	$683,984	$396,452
Savings-Laundry Fund	$45,531	$106,347	$98,665
Pledge Receivable - Laundry	$0	$0	$34,666
Total Other Assets	$750,782	$790,332	$529,783
TOTAL ASSETS	$3,814,983	$3,873,798	$3,604,883
CURRENT LIABILITIES			
Accounts Payable-Trade	$16,555	$77,126	$25,262
Accrued Salaries	$135,203	$137,189	$157,630
Accrued Payroll Taxes	$13,177	$21,521	$9,468
Notes Payable-Current	$0	$0	$0
Total Current Liab.	$164,935	$235,836	$192,360
LONG TERM LIABILITIES			
Mortgage Payable	$571,483	$575,204	$612,916
Total Long Term Liab.	$571,483	$575,204	$612,916
NET ASSETS			
Unrestricted	$3,078,565	$3,062,757	$2,799,608
Total Net Assets	$3,078,565	$3,062,757	$2,799,608
TOTAL LIABILITY & NET ASSETS	$3,814,983	$3,873,798	$3,604,883

STATEMENT OF ACTIVITIES
FOR THREE MONTHS ENDING: MARCH 31, 2017

	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	$1,095	$521	110%	A	$4,040	$6,942	-42%	$5,280
United Way of the Greater Winona Area	$0	$0	0%		$9,600	$0	0%	$0
Golf Tournament	$0	$0	0%		$3,000	$3,000	0%	$0
Grants-Special Projects	$0	$5,500	-100%	B	$0	$5,500	-100%	$0
Special Events	$53	$299	-82%		$380	$828	-54%	$1,240
TOTAL DEVELOPMENT INCOME	**$1,148**	**$6,320**	**-82%**		**$17,020**	**$16,270**	**5%**	**$6,520**
Development/Public Relations Expenses	$3,023	$398	660%	C	$4,147	$1,359	205%	$1,258
NET DEVELOPMENT	**-$1,875**	**$5,922**	**-132%**		**$12,873**	**$14,911**	**-14%**	**$5,262**
SALES								
Workshop Sales	$124,002	$137,091	-10%	D	$350,155	$378,365	-7%	$318,833
Cost of Materials	$4,898	$4,224	16%	D	$18,615	$12,917	44%	$10,778
SALES LESS MATERIALS	**$119,104**	**$132,867**	**-10%**	D	**$331,540**	**$365,448**	**-9%**	**$308,055**
AGENCY REVENUE								
Case Service	$5,800	$4,167	39%		$13,250	$12,501	6%	$17,550
DEED CBE	$4,644	$4,637	0%		$13,127	$13,490	-3%	$11,784
DEED SE/CE	$36,299	$38,687	-6%		$103,533	$112,544	-8%	$91,730
DEED NEXT STEP/IPS GRANT	$7,137	$7,107	0%		$20,339	$21,325	-5%	$23,150
Winona County Support	$28,960	$30,977	-7%		$83,082	$90,115	-8%	$98,007
Other County Support	$4,414	$3,793	16%		$12,250	$11,034	11%	$10,042
Transportation	$11,605	$10,115	15%	E	$32,767	$29,425	11%	$31,563
Other Revenue	$596	$820	-27%		$1,560	$2,354	-34%	$1,472
D T & H, Career Options	$63,754	$57,739	10%	E	$170,549	$167,968	2%	$162,595
TOTAL AGENCY REVENUE	**$163,210**	**$158,042**	**3%**		**$453,532**	**$460,756**	**-2%**	**$447,893**
TOTAL REVENUE	**$280,438**	**$296,831**	**-6%**		**$797,944**	**$841,115**	**-5%**	**$761,210**
LESS: OPERATING EXPENSES	**$254,136**	**$295,049**	**-14%**		**$759,642**	**$856,660**	**-11%**	**$794,394**
NET INCOME/LOSS	**$26,302**	**$1,782**	**1376%**		**$38,302**	**-$15,545**	**-346%**	**-$33,184**
DEPRECIATION EXPENSE	**$19,248**	**$19,248**	**0%**		**$57,744**	**$57,744**	**0%**	**$51,324**
NET INCOME/LOSS FROM OPERATIONS	**$45,550**	**$21,030**	**117%**		**$96,046**	**$42,199**	**128%**	**$18,140**
LEWISTON VILLA EXPENSES	**$10,873**				**$17,327**			**$9,006**

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

STATEMENT OF EXPENSE ACTIVITIES
FOR THREE MONTHS ENDING: MARCH 31, 2017

	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	$55,073	$71,046	-22%	F	$158,761	$196,270	-19%	$196,935
Staff Salaries	$110,538	$125,119	-12%	G	$327,085	$363,983	-10%	$329,386
Workers' Compensation Expense	$5,421	$7,159	-24%	G	$15,234	$20,446	-25%	$13,252
Employer Payroll Taxes	$12,239	$14,379	-15%	G	$35,178	$41,067	-14%	$38,425
Employer U/C Expense	$539	$1,376	-61%		$1,617	$4,003	-60%	$4,292
Health/Life/LTDI Expense	$11,174	$18,482	-40%	H	$43,030	$55,446	-22%	$42,549
Retirement Plan, 403B - Employer Contribution	$1,012	$1,025	-1%		$2,451	$2,927	-16%	$2,547
Vehicle Expense	$4,346	$6,784	-36%	I	$17,465	$19,426	-10%	$25,254
Repair & Maintenance	$4,499	$2,711	66%	J	$18,755	$11,251	67%	$11,721
Utilities	$8,980	$8,008	12%		$26,510	$23,296	14%	$24,818
Safety Supplies	$70	$122	-43%		$478	$571	-16%	$444
Professional Services	$6,748	$4,296	57%		$17,634	$17,388	1%	$11,679
Office Supplies	$2,144	$1,048	105%		$3,367	$3,000	12%	$4,336
Continuing Education	$1,534	$1,458	5%		$3,775	$4,375	-14%	$6,224
Staff Travel	$3,858	$4,639	-17%		$10,696	$13,285	-19%	$9,653
Telephone	$385	$875	-56%		$1,221	$1,875	-35%	$1,857
Postage	$403	$850	-53%		$597	$1,125	-47%	$1,623
Dues & Subscriptions	$745	$1,075	-31%		$2,532	$3,225	-21%	$2,207
Depreciation	$19,248	$19,248	0%		$57,744	$57,744	0%	$51,324
Interest Expense	$1,779	$1,914	-7%		$5,775	$5,652	2%	$6,271
Client Transportation	$2,103	$2,000	5%		$5,748	$6,000	-4%	$5,586
Insurance	$1,212	$1,250	-3%		$3,636	$3,750	-3%	$3,636
Misc. Expenses	$87	$185	-53%		$353	$555	-36%	$375
Bad Dept Expense	$0	$0	0%		$0	$0	0%	$0
TOTAL OPERATING EXPENSES	**$254,136**	**$295,049**	**-14%**		**$759,642**	**$856,660**	**-11%**	**$794,394**

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

SALES BY CUSTOMER

FOR THREE MONTHS ENDING: **MARCH 31, 2017**

Operation Services	**Month**	**2017 YTD**	**2016 YTD**	**2015 YTD**	**2014 YTD**	**2013 YTD**
Brian's Toys	$0	$0	$575	$1,382	$1,570	$1,428
Fastenal Company	$8,156	$10,490	$1,603	$4,307	$12,361	$14,598
Hal Leonard Corp.	$0	$0	$0	$4,856	$2,772	$2,006
Peerless Chain Company	$11,430	$34,824	$33,842	$12,782	$11,466	$8,232
Watkins Inc.	$3,503	$11,660	$14,758	$18,035	$22,592	$8,833
Wincraft	$8,283	$21,604	$19,424	$23,545	$22,932	$30,698
Winona Lighting	$582	$1,310	$303	$429	$3,716	$396
Winona Knits & Mitts	$93	$248	$399	$1,339	$8,188	$2,221
Winona Shredding	$1,479	$4,670	$4,709	$3,504	$3,491	$2,934
Other	$0	$908	$703	$769	$5,712	$3,400
Total	**$33,527**	**$85,714**	**$76,316**	**$70,947**	**$94,801**	**$74,746**
# of Customers	34					

Community Services	**Month**	**2017 YTD**	**2016 YTD**	**2015 YTD**	**2014 YTD**	**2013 YTD**
Behrens	$0	$4,518	$8,433	$9,618	$10,601	$12,097
Benchmark	$3,003	$9,226	$3,132	$2,819	$3,338	$253
Bluff City Properties	$0	$0	$1,437	$1,106	$1,378	$1,242
Bluffview Montessori School	$3,230	$10,070	$5,734	$5,839	$4,901	$4,629
Bub's Brewing Co.	$1,990	$5,537	$3,576	$3,575	$3,342	$3,193
Chartwell	$3,370	$10,633	$6,981	$6,523	$3,852	$5,693
Cotter Schools	$240	$1,394	$935	$1,761	$1,725	$1,854
Cotter/Steak Shop Catering	$4,537	$11,120	$7,567	$7,504	$6,687	$6,624
Fastenal Company	$803	$2,231	$2,210	$4,903	$5,084	$19,626
Peerless Chain Company	$9,250	$27,750	$19,671	$21,327	$21,753	$22,011
Riverside Electronics	$0	$0	$24,968	$25,498	$17,347	$17,490
Riverstar	$741	$1,511	$0	$176	$1,975	$0
RTP Company	$9,381	$26,168	$13,119	$13,120	$11,230	$10,729
Watkins Inc.	$3,352	$10,367	$14,604	$4,508	$0	$0
Watlow Controls	$13,036	$37,562	$27,472	$26,987	$23,290	$23,040
Winona County	$8,701	$26,103	$32,660	$32,688	$45,288	$27,651
Other	$1,673	$5,460	$7,508	$24,933	$13,597	$8,847
Total	**$63,306**	**$189,650**	**$180,007**	**$192,885**	**$175,388**	**$164,979**
#of Customers	19					

Laundry Department	Month	2017 YTD	2016 YTD	2015 YTD	2014 YTD	2013 YTD
Winona Health	**19632.6**	**53613.48**	**49837**	**47604.12**	**5237**	**0**
Sauer Health Care	$2,182	$6,361	$7,038	$0	$0	$0
Winona County Jail	$1,092	$3,160	$2,992	$0	$0	$0
Saint Anne Healthcare	$2,282	$6,951	$0	$0	$0	$0
Other Laundry	$1,979	$4,705	$2,643	$4,374	$4,967	$0
Total	**$27,169**	**$74,790**	**$62,510**	**$51,978**	**$10,204**	**$0**
# of Customers	23					

Total Sales	**$124,002**	**$350,154**	**$318,833**	**$315,809**	**$280,393**	**$239,725**

COST CENTER SUMMARY
FOR ONE MONTH ENDING: MARCH 31, 2017

	Center Based Employment	D T & H	Placement & IPS	Community Based - EE	Administration	Fixed Costs	Transportation	Community Services	Operation Services	Laundry	Total
Total Direct Worker Wages	$68	$589	$423	$0	$2,015		$0	$30,805	$14,318	$6,855	$55,073
Total Direct Payroll Costs	$4,722	$18,215	$9,028	$8,181	$42,547		$10,914	$61,137	$23,586	$17,664	$195,996
Total Administration Cost					$58,087						
Administration Distribution	$9,381	$16,889	$1,332	$3,310		$27,175	$0				$58,087
Total Indirect Cost	$445	$96	$1,587	$13		$18,200	$9,910	$1,352	$2,013	$12,008	$61,164
Total Direct & Indirect Costs	$14,549	$35,200	$11,947	$11,504	$0	$45,375	$20,823	$62,489	$25,599	$29,672	$257,160
Total Income	$13,945	$63,754	$45,645	$28,071	$1,338	$0	$11,605	$62,865	$32,765	$23,474	$283,462
Net Income or (Loss)	-$604	$28,553	$33,697	$16,566	$1,338	-$45,375	-$9,218	$376	$7,166	-$6,198	$1,343

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	$28,553
Welfare to Work	$0
Placement & Next Step	$33,697
Administration	$1,338
Fixed Costs	-$45,375
Transportation	-$9,218
Net Income or (Loss) Progam	$8,996

Distribution Community Based - EE	$16,566			$16,566
Distribution of Center Based Emp.		-$604		-$604
Income or (Loss)	$16,942	$6,562	-$6,198	$17,306
Distribution Program Profit/Loss	$4,444	$2,329	$2,223	$8,996
Net Income or (Loss)	$21,387	$8,891	-$3,975	$26,302
Direct Payroll Overhead	98.47%	64.73%	157.69%	
Indirect Overhead	4.39%	14.06%	175.17%	
Total Overhead	102.86%	78.79%	332.86%	
Agency Return on Worker Direct Labor	68.21%	12.05%	32.42%	

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COST CENTER SUMMARY
FOR THREE MONTHS ENDING: MARCH 31, 2017

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	Center Based Employment	D T & H	Placement & IPS	Community Based - EE	Administration	Fixed Costs	Transportation	Community Services	Operation Services	Operation Services	98665
Total Direct Worker Wages	$239	$1,401	$2,537	$0	$4,880		$0	$92,016	$38,412	$19,277	$158,762
Total Direct Payroll Costs	$14,846	$58,255	$28,307	$21,450	$119,474		$30,597	$191,440	$67,614	$51,375	$583,357
Total Administration Cost					$157,075						
Administration Distribution	$25,547	$44,643	$3,906	$9,003		$73,976	$0				$157,075
Total Indirect Cost	$1,401	$588	$4,693	$39		$58,376	$31,061	$3,985	$6,266	$36,423	$180,434
Total Direct & Indirect Costs	$41,794	$103,486	$36,905	$30,492	$0	$132,352	$61,658	$195,425	$73,881	$87,798	$763,791
Total Income	$40,424	$170,549	$127,244	$82,005	$17,564	$0	$32,767	$188,480	$83,780	$59,280	$802,093
Net Income or (Loss)	-$1,370	$67,063	$90,339	$51,513	$17,564	-$132,352	-$28,891	-$6,945	$9,899	-$28,518	-$25,564

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	$67,063
Welfare to Work	$0
Placement & Next Step	$90,339
Administration	$17,564
Fixed Costs	-$132,352
Transportation	-$28,891
Net Income or (Loss) Progam	$13,723

Distribution Community Based - EE	$51,513			$51,513
Distribution of Center Based Emp.		-$1,370		-$1,370
Income or (Loss)	$44,568	$8,529	-$28,518	$24,579
Distribution Program Profit/Loss	$7,060	$3,419	$3,244	$13,723
Net Income or (Loss)	$51,628	$11,948	-$25,274	$38,302
Direct Payroll Overhead	108.05%	76.02%	166.51%	
Indirect Overhead	4.33%	16.31%	188.95%	
Total Overhead	112.38%	92.34%	355.46%	
Agency Return on Worker Direct Labor	63.66%	5.33%	16.83%	

Notes to Financial Statement
MARCH 31, 2017

Accounts Receivable - Sales	3/31/2017	2/28/2017	1/31/2017
Balance At:	$172,200	$199,273	$165,647
Current:	$125,327	$169,815	$117,175
30-60 Days	$43,526	$27,887	$45,846
Over 60 Days	$2,483	$739	$1,663
Over 90 Days	$864	$832	$963
Sub Total over 30 Days	$46,873	$29,458	$48,472

Accounts Receivable - Agency Revenue	3/31/2017	2/28/2017	1/31/2017
Balance At:	$189,271	$233,469	$252,967
Current:	$177,253	$227,361	$240,411
30-60 Days	$9,212	$250	$3,847
Over 60 Days	$250	$5,565	$7,050
Over 90 Days	$2,556	$293	$1,659
Sub Total over 30 Days	$12,018	$6,108	$12,556

Accounts Payable	3/31/2017	2/28/2017	1/31/2017
Balance At:	$16,555	$77,126	$30,520
Current:	$16,555	$77,126	$30,520
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:	4/25/2017	$0	$0

Scope: Variance to Budget
10% and $1,000

Notes to Financial Statement
MARCH 31, 2017

Notes:

A General Contributions
Received $1,095 in contributions. Thank you to: Richard & Sharon Behnke, Carl & Bonnie Troke, Ellen Smith, Ronald Wenzel, Bert & Ruth Schaffner Audrey Deblon, Richard & Barbara Shields, Stanley & Suzanne Ferguson, Sharon Hanzel, Robert & Marlene Kohner, Patricia Peterson, Nora Rogers. Carl & Rhea Iverson, Ellen Zempel, Jean Galewski, Laurie Lucas, Leon J. English, Ellsworth & Helen Simon and Gayle Goetzman.

B Grants-Special Projects
Under budget, have not received any grants yet this year.

C Development/Public Relations Expense
Over budget $2,625 - 660% for the month. Day on the Hill expenses - $791. Banquet expenses - $444. Video - $1,047. Newsletter - $384.

D Net Sales
Under budget $13,089 - 10% for the month. Under budget $28,210 - 7% for the year.

E Transportation/D T & H, Career Options
Over budget $7,505 - 11% for the month. In line for budget for year to date.

F Worker Wages
Under budget $15,973 - 22% for the month. Under budget $37,509 - 9% for the year. Lower sales, lower wages.

G Staff Salaries, Workers' Compensation and Employer Payroll Taxes
Under budget $18,459 - 13% for the month. Under budget $47,999 - 13% for the year to date. Staff positions not filled. Salaries down, applicable expenses will be down.

H Health/Life/LTDI Expense
Under budget $7,308 - 40% for the month. Under budget $12,416 - 22% for the year. Staff leaving, off the insurance plan.

I Vehicle Expense
Under budget $2,438 - 36% for the month. Under budget $1,961 - 10% for the year. Up and downs with repairs. Budget based on 2016 activity.

J Repair & Maintenance
Over budget $1,788 - 66% for the month. Over budget $7,504 - 67% for the year. Shredder repairs $779. Laundry repairs $801. Budget based on 2016 activity.