



JUNE 30, 2017

FOR INTERNAL USE



	JUN 30, 2017	MAY 31, 2017	JUN 30 2016
CURRENT ASSETS			
Cash in Banks	\$112,468	\$114,465	\$167,075
Acc. Rec. Sales	\$157,369	\$168,633	\$190,328
Acc. Rec. Agency Revenue	\$195,633	\$224,276	\$199,807
Inventories	\$41,753	\$39,232	\$49,210
Prepaid Expenses	\$56,931	\$65,934	\$56,485
Total Current Assets	\$564,154	\$612,540	\$662,905
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,272,672	\$2,272,672	\$2,272,672
Property & Equipment	\$1,727,489	\$1,727,489	\$1,563,453
Total Prop & Equip	\$4,038,953	\$4,038,953	\$3,874,916
Less:Acc. Depr. P & E	\$1,651,342	\$1,632,094	\$1,465,839
Net Book Value	\$2,387,611	\$2,406,859	\$2,409,077
OTHER ASSETS			
Savings	\$865,704	\$841,997	\$486,057
Savings-Laundry Fund	\$55,550	\$50,542	\$98,712
Pledge Receivable - Laundry	\$0	\$0	\$34,666
Total Other Assets	\$921,253	\$892,540	\$619,435
TOTAL ASSETS	\$3,873,019	\$3,911,939	\$3,691,417
CURRENT LIABILITIES			
Accounts Payable-Trade	\$13,618	\$28,552	\$17,984
Accrued Salaries	\$117,820	\$155,507	\$164,900
Accrued Payroll Taxes	\$20,101	\$7,554	\$9,953
Notes Payable-Current	\$0	\$0	\$0
Total Current Liab.	\$151,538	\$191,614	\$192,837
LONG TERM LIABILITIES			
Mortgage Payable	\$560,176	\$563,744	\$602,615
Total Long Term Liab.	\$560,176	\$563,744	\$602,615
NET ASSETS			
Unrestricted	\$3,161,305	\$3,156,582	\$2,895,966
Total Net Assets	\$3,161,305	\$3,156,582	\$2,895,966
TOTAL LIABILITY & NET ASSETS	\$3,873,019	\$3,911,939	\$3,691,417



STATEMENT OF ACTIVITIES FOR SIX MONTHS ENDING:									
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	JUNE 30, 2017 CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE	
DEVELOPMENT									
Contributions	\$810	\$521	55%	A	\$7,339	\$9,216	-20%	\$16,915	
United Way of the Greater Winona Area	\$0	\$0	0%		\$9,600	\$0	0%	\$0	
Golf Tournament	\$2,647	\$20,151	-87%	B	\$30,547	\$37,651	-19%	\$29,513	
Grants-Special Projects	\$0	\$7,500	-100%		\$0	\$13,000	-100%	\$52,308	
Special Events	\$75	\$3,832	-98%	B	\$7,675	\$8,513	-10%	\$12,757	
TOTAL DEVELOPMENT INCOME	\$3,532	\$32,004	-89%		\$55,161	\$68,380	-19%	\$111,493	
Development/Public Relations Expenses	\$173	\$348	-50%		\$12,340	\$7,801	58%	\$7,222	
NET DEVELOPMENT	\$3,359	\$31,656	-89%		\$42,821	\$60,579	-29%	\$104,271	
SALES									
Workshop Sales	\$104,086	\$139,392	-25%	C	\$676,495	\$772,288	-12%	\$667,414	
Cost of Materials	\$3,363	\$4,253	-21%	C	\$29,526	\$25,318	17%	\$23,457	
SALES LESS MATERIALS	\$100,723	\$135,139	-25%	C	\$646,969	\$746,970	-13%	\$643,957	
AGENCY REVENUE									
Case Service	\$4,650	\$4,167	12%		\$20,200	\$25,002	-19%	\$26,495	
DEED CBE	\$4,161	\$4,637	-10%		\$26,897	\$27,191	-1%	\$22,128	
DEED SE/CE	\$26,552	\$38,687	-31%	D	\$195,912	\$226,846	-14%	\$186,499	
DEED NEXT STEP/IPS GRANT	\$7,088	\$7,107	0%		\$41,211	\$42,646	-3%	\$42,788	
Winona County Support	\$27,727	\$30,977	-10%		\$167,434	\$181,638	-8%	\$186,525	
Other County Support	\$4,376	\$3,793	15%		\$24,619	\$22,241	11%	\$22,296	
Transportation	\$11,107	\$10,115	10%		\$65,304	\$59,310	10%	\$63,662	
Other Revenue	\$1,080	\$1,003	8%		\$32,270	\$4,569	606%	\$23,083	
D T & H, Career Options	\$59,366	\$57,739	3%		\$342,750	\$338,561	1%	\$326,753	
TOTAL AGENCY REVENUE	\$146,106	\$158,225	-8%		\$916,596	\$928,004	-1%	\$900,229	
TOTAL REVENUE	\$250,188	\$325,020	-23%		\$1,606,385	\$1,735,553	-7%	\$1,648,457	
LESS: OPERATING EXPENSES	\$245,466	\$309,373	-21%		\$1,503,670	\$1,731,684	-13%	\$1,578,335	
NET INCOME/LOSS	\$4,723	\$15,647	-70%		\$102,715	\$3,869	2555%	\$70,122	
DEPRECIATION EXPENSE	\$19,248	\$19,248	0%		\$115,488	\$115,488	0%	\$104,982	
NET INCOME/LOSS FROM OPERATIONS	\$23,971	\$34,895	-31%		\$218,203	\$119,357	83%	\$175,104	

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



**STATEMENT OF EXPENSE ACTIVITIES
FOR SIX MONTHS ENDING: JUNE 30, 2017**

	CURRENT MONTH	BUDGET CURRENT MONTH	MONTH VARIANCE TO BUDGET %		CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	YTD VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
Worker Wages	\$49,595	\$71,832	-31%	E	\$312,796	\$398,745	-22%	\$377,469
Staff Salaries	\$104,013	\$125,119	-17%	E	\$638,748	\$733,653	-13%	\$653,760
Workers' Compensation Expense	\$6,983	\$7,188	-3%		\$33,852	\$41,326	-18%	\$30,082
Employer Payroll Taxes	\$11,245	\$14,437	-22%	E	\$69,649	\$83,005	-16%	\$75,156
Employer U/C Expense	\$539	\$1,376	-61%	E	\$3,234	\$8,069	-60%	\$7,254
Health/Life/LTDI Expense	\$10,882	\$18,482	-41%	F	\$86,766	\$110,892	-22%	\$87,986
Retirement Plan, 403B - Employer Contribution	\$1,320	\$1,029	28%		\$5,105	\$5,917	-14%	\$5,069
Vehicle Expense	\$5,850	\$6,784	-14%		\$34,557	\$38,852	-11%	\$47,956
Repair & Maintenance	\$3,506	\$1,599	119%	G	\$35,304	\$15,714	125%	\$20,191
Utilities	\$6,778	\$8,008	-15%		\$49,039	\$46,956	4%	\$46,662
Safety Supplies	\$361	\$477	-24%		\$1,118	\$1,343	-17%	\$1,045
Professional Services	\$11,662	\$18,546	-37%	H	\$39,156	\$46,026	-15%	\$35,778
Office Supplies	\$765	\$1,048	-27%		\$6,186	\$6,000	3%	\$6,522
Continuing Education	\$1,165	\$1,459	-20%		\$7,498	\$8,751	-14%	\$11,331
Staff Travel	\$5,259	\$4,639	13%		\$23,833	\$26,570	-10%	\$22,782
Telephone	\$542	\$875	-38%		\$2,809	\$3,750	-25%	\$3,411
Postage	\$0	\$850	-100%		\$1,767	\$2,250	-21%	\$2,964
Dues & Subscriptions	\$640	\$1,075	-40%		\$5,747	\$6,450	-11%	\$4,871
Depreciation	\$19,248	\$19,248	0%		\$115,488	\$115,488	0%	\$104,982
Interest Expense	\$1,932	\$1,867	3%		\$11,545	\$11,311	2%	\$12,823
Client Transportation	\$1,866	\$2,000	-7%		\$11,446	\$12,000	-5%	\$12,137
Insurance	\$1,212	\$1,250	-3%		\$7,272	\$7,500	-3%	\$7,272
Misc. Expenses	\$103	\$185	-44%		\$756	\$1,116	-32%	\$832
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$245,466	\$309,373	-21%		\$1,503,670	\$1,731,684	-13%	\$1,578,335

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

SALES BY CUSTOMER

FOR SIX MONTHS ENDING:

JUNE 30, 2017

Operation Services

	Month	2017 YTD	2016 YTD	2015 YTD	2014 YTD	2013 YTD
Brian's Toys	\$662	\$1,347	\$575	\$2,841	\$3,287	\$2,861
Fastenal Company	\$579	\$29,652	\$6,358	\$5,746	\$16,975	\$30,017
Hal Leonard Corp.	\$0	\$0	\$18,050	\$5,906	\$7,647	\$5,943
Peerless Chain Company	\$12,732	\$72,408	\$70,569	\$40,767	\$27,236	\$17,963
Watkins Inc.	\$4,045	\$19,238	\$25,481	\$34,356	\$32,533	\$16,701
Wincraft	\$8,515	\$43,942	\$36,084	\$55,309	\$61,931	\$77,493
Winona Lighting	\$246	\$1,930	\$933	\$1,756	\$6,616	\$1,012
Winona Knits & Mitts	\$0	\$248	\$439	\$1,407	\$10,281	\$2,376
Winona Shredding	\$1,789	\$10,950	\$11,847	\$9,284	\$7,525	\$6,561
Other	\$1,036	\$2,828	\$2,517	\$3,965	\$8,462	\$8,260
Total	\$29,604	\$182,543	\$172,853	\$161,336	\$182,494	\$169,187

of Customers

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Community Services

	Month	2017 YTD	2016 YTD	2015 YTD	2014 YTD	2013 YTD
Behrens	\$0	\$4,518	\$16,431	\$18,748	\$22,039	\$24,751
Benchmark	\$3,838	\$17,194	\$6,436	\$6,648	\$6,699	\$3,696
Bluff City Properties	\$0	\$0	\$2,874	\$2,543	\$2,332	\$2,581
Bluffview Montessori School	\$1,140	\$18,620	\$10,530	\$10,218	\$8,531	\$8,532
Bub's Brewing Co.	\$1,903	\$10,987	\$7,209	\$7,194	\$6,684	\$6,489
Chartwell	\$375	\$13,498	\$12,037	\$10,413	\$5,784	\$8,983
Cotter Schools	\$0	\$1,934	\$1,363	\$2,189	\$2,126	\$2,200
Cotter/Steak Shop Catering	\$0	\$18,498	\$13,347	\$12,876	\$12,346	\$11,577
Fastenal Company	\$714	\$4,462	\$4,335	\$7,028	\$6,784	\$43,175
Peerless Chain Company	\$9,250	\$55,500	\$39,342	\$42,326	\$43,506	\$43,507
Riverside Electronics	\$0	\$0	\$50,386	\$50,038	\$34,532	\$35,637
Riverstar	\$741	\$3,436	\$0	\$176	\$4,029	\$0
RTP Company	\$8,986	\$51,940	\$26,447	\$26,240	\$22,459	\$21,804
Watkins Inc.	\$0	\$10,367	\$38,773	\$4,508	\$0	\$765
Watlow Controls	\$11,913	\$72,130	\$57,758	\$53,614	\$49,053	\$46,146
Winona County	\$8,701	\$52,206	\$65,320	\$65,376	\$90,576	\$60,339
Winona Health	\$693	\$2,252	\$3,350	\$41,497	\$11,978	\$0
Other	\$2,023	\$10,080	\$11,263	\$15,106	\$22,605	\$24,382
Total	\$50,277	\$347,622	\$367,201	\$376,738	\$352,063	\$344,564

#of Customers

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Laundry Department

	Month	2017 YTD	2016 YTD	2015 YTD	2014 YTD	2013 YTD
Winona Health	\$17,291	\$104,637	\$101,086	\$95,536	\$10,743	\$0
Sauer Health Care	\$1,933	\$12,402	\$14,117	\$0	\$0	\$0
Winona County Jail	\$767	\$5,902	\$5,763	\$5,261	\$4,284	\$0
Saint Anne Healthcare	\$2,230	\$13,491	\$0	\$0	\$0	\$0
Other Laundry	\$1,985	\$9,896	\$6,383	\$5,861	\$6,842	\$0
Total	\$24,206	\$146,328	\$127,349	\$106,658	\$21,869	\$0

of Customers

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Total Sales **\$104,087** **\$676,493** **\$667,403** **\$644,731** **\$556,426** **\$513,751**

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

JUNE 30, 2017

	Center Based Employment	DT & H	Placement & IPS	Community Based - EE	Administration	Fixed Costs	Transportation	Community Services	Operation Services	Laundry	Total
Total Direct Worker Wages	\$81	\$342	\$0	\$0	\$2,210		\$0	\$26,562	\$13,419	\$6,981	\$49,595
Total Direct Payroll Costs	\$4,717	\$16,689	\$8,576	\$8,088	\$41,653		\$8,903	\$59,789	\$21,700	\$14,462	\$184,577
Total Administration Cost					\$59,823						
Administration Distribution	\$9,077	\$18,706	\$1,171	\$3,509		\$27,360	\$0				\$59,823
Total Indirect Cost	\$467	\$190	\$1,794	\$13		\$16,279	\$10,711	\$2,442	\$1,283	\$9,712	\$61,061
Total Direct & Indirect Costs	\$14,262	\$35,585	\$11,540	\$11,610	\$0	\$43,639	\$19,614	\$62,231	\$22,983	\$24,174	\$245,638
Total Income	\$13,251	\$59,366	\$36,645	\$25,007	\$4,261	\$0	\$11,107	\$49,744	\$29,827	\$21,152	\$250,361
Net Income or (Loss)	-\$1,010	\$23,782	\$25,105	\$13,397	\$4,261	-\$43,639	-\$8,507	\$12,487	\$6,844	-\$3,022	-\$8,665
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.					Distribution Community Based - EE			\$13,397			\$13,397
					Distribution of Center Based Emp.				-\$1,010		-\$1,010
					Welfare to Work			\$911	\$5,833	-\$3,022	\$3,722
					Placement & Next Step			\$432	\$330	\$239	\$1,001
					Administration			\$1,343	\$6,163	-\$2,783	\$4,723
					Fixed Costs	-\$43,639					
					Transportation	-\$8,507					
					Direct Payroll Overhead			125.09%	61.71%	107.17%	
					Indirect Overhead			9.19%	9.56%	139.13%	
					Net Income or (Loss) Program	\$1,001		134.29%	71.27%	246.30%	
				Agency Return on Worker Direct Labor			52.07%	-5.07%	3.42%		

**COST CENTER SUMMARY
FOR SIX MONTHS ENDING:**

JUNE 30, 2017

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	Center Based Employment	DT & H	Placement & IPS	Community Based - EE	Administration	Fixed Costs	Transportation	Community Services	Operation Services	Operation Services	Total
Total Direct Worker Wages	\$541	\$2,491	\$2,537	\$0	\$11,083		\$0	\$172,676	\$83,741	\$39,725	\$312,794
Total Direct Payroll Costs	\$29,104	\$110,664	\$54,034	\$45,717	\$243,463		\$58,682	\$370,121	\$138,577	\$99,787	\$1,150,149
Total Administration Cost					\$328,667						
Administration Distribution	\$53,803	\$95,515	\$7,435	\$19,067		\$152,847	\$0				\$328,667
Total Indirect Cost	\$2,674	\$1,012	\$9,763	\$79		\$108,062	\$64,093	\$10,314	\$10,225	\$74,438	\$365,863
Total Direct & Indirect Costs	\$85,581	\$207,191	\$71,231	\$64,863	\$0	\$260,909	\$122,775	\$380,435	\$148,802	\$174,225	\$1,516,012
Total Income	\$80,360	\$342,750	\$240,369	\$157,299	\$85,676	\$0	\$65,304	\$345,326	\$180,486	\$121,157	\$1,618,727
Net Income or (Loss)	-\$5,221	\$135,559	\$169,138	\$92,437	\$85,676	-\$260,909	-\$57,471	-\$35,109	\$31,684	-\$53,068	-\$56,493
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.					Distribution Community Based - EE			\$92,437			\$92,437
					Distribution of Center Based Emp.				-\$5,221		-\$5,221
					Welfare to Work			\$57,327	\$26,463	-\$53,068	\$30,722
					Placement & Next Step			\$34,605	\$20,326	\$17,062	\$71,993
					Administration			\$91,932	\$46,789	-\$36,006	\$102,715
					Fixed Costs	-\$260,909					
					Transportation	-\$57,471					
					Direct Payroll Overhead			114.34%	65.48%	151.19%	
					Indirect Overhead			5.97%	12.21%	167.38%	
					Net Income or (Loss) Program	\$71,993		120.32%	77.69%	338.58%	
				Agency Return on Worker Direct Labor			73.57%	18.04%	42.95%		



**Notes to Financial Statement
JUNE 30, 2017**

Accounts Receivable - Sales	6/30/2017	5/31/2017	4/30/2017
Balance At:	\$157,369	\$168,633	\$208,975
Current:	\$141,305	\$116,718	\$173,770
30-60 Days	\$3,054	\$37,529	\$20,817
Over 60 Days	\$4,723	\$14,255	\$11,917
Over 90 Days	\$8,287	\$131	\$2,471
Sub Total over 30 Days	\$16,064	\$51,915	\$35,205

Accounts Receivable - Agency Revenue	6/30/2017	5/31/2017	4/30/2017
Balance At:	\$195,633	\$224,276	\$199,504
Current:	\$172,707	\$202,244	\$189,984
30-60 Days	\$17,535	\$9,843	\$0
Over 60 Days	\$1,098	\$2,671	\$6,754
Over 90 Days	\$4,293	\$9,518	\$2,766
Sub Total over 30 Days	\$22,926	\$22,032	\$9,520

Accounts Payable	6/30/2017	5/31/2017	4/30/2017
Balance At:	\$13,618	\$28,552	\$28,564
Current:	\$13,618	\$28,552	\$28,564
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: 8/17/2017	\$0	\$0

Notes to Financial Statement
JUNE 30, 2017



Notes:

A General Contributions

Received \$810 in contributions. Thank you to: AIM Networking, Mississippi Welders Supply, Pamela Berg, Lisa & William Burt, John & Helen Newell, Gerrie Frost, Ellsworth & Helen Simon, James & Beth O'Dea, Kevin & Nancy Quinn, Leon J. English, Ron Wenzel and James & Jeanne Danneker.

B Golf Tournament/Special Events

Under budget for the year. Budget based on 2016 activity. Should come in line in July.

C Net Sales

Under budget \$34,416 - 25% for the month. Under budget \$100,001 - 13% for the year.

D DEED SE/CE

Under budget \$12,135 - 31% for the month. Under budget \$30,934 - 14% for the year. Hours down with schools closed for the summer.

E Worker Wages, Staff Salaries, Taxes and Benefits

Under budget \$47,372 - 22% for the month. Under budget \$199,045 - 16% for the year. Sales are down, labor will be down. Staff salaries down, open positiosns.

F Health/Life/LTDI Expense

Over budget \$7,600 - 41% for the month. Under budget \$24,126 - 22% for the year. Up and downs with staff coming & going.

G Repair & Maintenance

Over budget \$1,907 - 119% for the month. Over budget \$19,590 - 125% for the year. Installed overhead door opener, \$1,951.

H Professional Services

Under budget \$6,884 - 37% for the month. Under budget \$6,870 - 15% for the year. Should come in line for the year. Timing of services.