



JUNE 30, 2020

FOR INTERNAL USE



	JUNE 30 2020	MAY 31 2020	JUNE 30 2019
CURRENT ASSETS			
Cash in Banks	\$226,363	\$14,096	\$31,843
Acc. Rec. Sales	\$95,848	\$77,676	\$144,812
Acc. Rec. Agency Revenue	-\$334	\$34,161	\$157,426
Acc. Rec. Other	\$40,765	\$39,645	\$0
Inventories	\$32,579	\$35,085	\$27,738
Prepaid Expenses	\$34,515	\$33,543	\$33,970
Total Current Assets	\$429,736	\$234,206	\$395,789
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,369,017	\$2,367,522	\$2,310,256
Property & Equipment	\$1,792,278	\$1,783,285	\$1,687,117
Total Prop & Equip	\$4,200,087	\$4,189,598	\$4,036,165
Less:Acc. Depr. P & E	\$2,318,791	\$2,298,897	\$1,914,694
Net Book Value	\$1,881,296	\$1,890,701	\$2,121,472
OTHER ASSETS			
Savings	\$1,082,658	\$1,557,784	\$1,196,109
Intangibles	\$0	\$0	\$0
Other Assets	\$0	\$0	\$0
Pledge Receivables	\$0	\$0	\$0
Total Other Assets	\$1,082,658	\$1,557,784	\$1,196,109
TOTAL ASSETS	\$3,393,690	\$3,682,692	\$3,713,370
CURRENT LIABILITIES			
Accounts Payable-Trade	\$17,467	\$24,820	\$15,702
Accrued Salaries	\$123,836	\$108,839	\$109,798
Accrued Liabilities	\$33,000	\$33,929	\$18,221
Notes Payable-Current	\$20,945	\$187,806	\$0
Total Current Liab.	\$195,248	\$355,394	\$143,721
LONG TERM LIABILITIES			
Mortgage Payable	\$842,133	\$845,798	\$474,980
Total Long Term Liab.	\$842,133	\$845,798	\$474,980
NET ASSETS			
Unrestricted	\$2,356,309	\$2,481,500	\$3,094,668
Total Net Assets	\$2,356,309	\$2,481,500	\$3,094,668
TOTAL LIABILITY & NET ASSETS	\$3,393,690	\$3,682,692	\$3,713,368
	\$0		



STATEMENT OF ACTIVITIES FOR THE ONE MONTH ENDING:								
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	JUNE 30, 2020 CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT								
Contributions	\$860	\$1,000	-14%	A	\$5,835	\$6,100	-4%	\$7,513
United Way	\$0	\$0	0%		\$0	\$0	0%	\$6,000
Golf Tournament	\$0	\$0	0%	B	\$9,600	\$10,000	-4%	\$25,675
Grants-Special Projects	\$0	\$0	0%		\$5,000	\$5,000	0%	\$3,000
Special Events	\$15	\$0	0%		\$15	\$0	0%	\$7,900
TOTAL DEVELOPMENT INCOME	\$875	\$1,000	-13%		\$20,450	\$21,100	-3%	\$50,088
Development/Public Relations Expenses	\$1,040	\$1,000	4%		\$8,096	\$8,000	1%	\$18,501
NET DEVELOPMENT	-\$165	\$0	0%		\$12,354	\$13,100	-6%	\$31,587
SALES								
Workshop Sales	\$69,865	\$70,000	0%		\$500,010	\$506,000	-1%	\$591,391
Cost of Materials	\$3,097	\$3,000	3%		\$16,397	\$16,750	-2%	\$25,204
SALES LESS MATERIALS	\$66,768	\$67,000	0%		\$483,612	\$489,250	-1%	\$566,187
AGENCY REVENUE								
Case Service	\$1,270	\$1,300	-2%		\$16,590	\$16,100	3%	\$22,464
DEED CBE	\$144	\$0	0%		\$7,302	\$8,300	-12%	\$17,830
DEED SE/CE	\$17,593	\$17,000	3%		\$134,585	\$132,000	2%	\$217,896
DEED NEXT STEP/IPS GRANT	\$9,066	\$9,000	1%		\$42,655	\$43,900	-3%	\$40,110
Winona County Support	\$5,827	\$6,000	-3%		\$77,207	\$82,500	-6%	\$166,372
Other County Support	\$532	\$500	6%		\$17,391	\$1,000	1639%	\$35,728
Transportation	-\$17	\$0	0%		\$34,756	\$35,000	-1%	\$64,936
Other Revenue	\$1,908	\$0	0%	C	\$42,956	\$7,000	514%	\$51,146
D T & H, Career Options	\$409	\$300	36%		\$136,291	\$137,600	-1%	\$302,156
TOTAL AGENCY REVENUE	\$36,732	\$34,100	8%		\$509,733	\$463,400	10%	\$918,638
TOTAL REVENUE	\$103,334	\$101,100	2%		\$1,005,699	\$965,750	4%	\$1,516,412
LESS: OPERATING EXPENSES	\$228,525	\$225,000	2%		\$1,542,644	\$1,519,500	2%	\$1,480,952
NET INCOME/LOSS	(\$125,191)	(\$123,900)	1%		(\$536,944)	(\$553,750)	-3%	\$35,460
DEPRECIATION EXPENSE	\$19,894	\$20,000	-1%		\$119,364	\$113,500	5%	\$117,749
NET INCOME/LOSS FROM OPERATIONS	(\$105,297)	(\$103,900)	1%		(\$417,580)	(\$440,250)	-5%	\$153,209

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



STATEMENT OF EXPENSE ACTIVITIES
FOR THE ONE MONTH ENDING:

JUNE 30, 2020

	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	\$35,556	\$35,500	0%	D	\$255,660	\$255,500	0%	\$303,354
Staff Salaries	\$115,363	\$115,000	0%	J	\$722,618	\$728,000	-1%	\$635,360
Workers' Compensation Expense	\$3,591	\$3,500	3%		\$26,220	\$26,050	1%	\$27,747
Employer Payroll Taxes	\$10,967	\$11,000	0%		\$70,582	\$70,000	1%	\$68,868
Employer U/C Expense	\$485	\$500	-3%		\$2,910	\$3,000	-3%	\$2,861
Health/Life/LTDI Expense	\$16,299	\$16,000	2%		\$119,630	\$101,000	18%	\$75,646
Retirement Plan, 401K - Employer Contribution & Fees	\$1,955	\$2,000	-2%		\$12,641	\$13,025	-3%	\$7,419
Vehicle Expense	\$3,328	\$3,000	11%		\$32,571	\$31,350	4%	\$44,556
Repair & Maintenance	\$1,652	\$1,500	10%	E	\$29,756	\$31,025	-4%	\$31,601
Utilities	\$6,804	\$7,000	-3%		\$46,195	\$47,650	-3%	\$50,349
Safety Supplies	\$3,305	\$1,000	231%	F	\$12,123	\$4,500	169%	\$1,931
Professional Services	\$2,177	\$2,000	9%	G	\$18,223	\$18,250	0%	\$37,218
Office Supplies	\$881	\$1,000	-12%	H	\$7,541	\$9,850	-23%	\$4,687
Continuing Education	\$96	\$100	-4%		\$9,833	\$9,150	7%	\$8,937
Staff Expense	\$1,075	\$1,000	8%		\$16,364	\$15,950	3%	\$16,177
Telephone	\$260	\$300	-13%		\$1,864	\$1,925	-3%	\$1,659
Postage	\$0	\$0	0%		\$1,787	\$1,825	-2%	\$1,099
Dues & Subscriptions	\$1,312	\$1,300	1%		\$7,383	\$7,600	-3%	\$7,221
Depreciation	\$19,894	\$20,000	-1%		\$119,364	\$113,500	5%	\$117,749
Interest Expense	\$1,996	\$2,000	0%		\$12,629	\$13,800	-8%	\$12,507
Worker Transportation	\$202	\$0	0%		\$8,808	\$8,000	10%	\$15,713
Insurance	\$1,212	\$1,300	-7%		\$7,272	\$7,800	-7%	\$7,272
Misc. Expenses	\$116	\$0	0%		\$669	\$750	-11%	\$1,021
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$228,525	\$225,000	2%		\$1,542,644	\$1,519,500	2%	\$1,480,952

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

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SALES BY CUSTOMER

FOR THE ONE MONTH ENDING:

JUNE 30, 2020

Operation Services

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
Brian's Toys	\$0	\$0	\$4,257	\$4,856	\$1,347
Fastenal Company	\$0	\$0	\$0	\$3,863	\$29,652
Hal Leonard Corp.	\$0	\$0	\$0	\$0	\$18,050
Peerless Chain Company	\$3,272	\$16,632	\$42,536	\$50,778	\$72,408
Watkins Inc.	\$592	\$6,326	\$6,464	\$25,729	\$19,238
Wincraft	\$1,066	\$13,789	\$22,384	\$41,265	\$43,942
Acuity Brands Lighting	\$118	\$1,025	\$1,772	\$1,017	\$1,930
Winona Knits & Mitts	\$0	\$15	\$504	\$210	\$248
Winona Shredding	\$2,342	\$13,171	\$15,849	\$13,645	\$10,950
Other	\$30	\$361	\$701	\$1,336	\$2,828
Total	\$7,420	\$51,319	\$94,466	\$142,699	\$182,543

of Customers

42

38 are Shredding Customers



Community Services

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
Behrens	\$0	\$0	\$0	\$4,518	\$16,431
Benchmark	\$0	\$3,961	\$7,120	\$8,737	\$17,194
Bluff City Properties	\$0	\$0	\$0	\$0	\$2,874
Bluffview Montessori School	\$0	\$12,290	\$19,917	\$19,000	\$18,620
Bub's Brewing Co.	\$0	\$4,990	\$10,912	\$10,987	\$10,987
Chartwell	\$0	\$7,342	\$12,441	\$9,164	\$13,498
Cotter Schools	\$0	\$0	\$0	\$1,253	\$1,934
Cotter/Steak Shop Catering	\$0	\$0	\$0	\$18,498	\$13,347
Dahl Automotive	\$6,178	\$36,392			
Fastenal Company	\$1,017	\$5,725	\$5,382	\$4,288	\$4,462
Peerless Chain Company	\$10,697	\$63,226	\$61,570	\$55,500	\$55,500
Riverside Electronics	\$0	\$0	\$0	\$0	\$0
Riverstar	\$0	\$0	\$3,848	\$4,076	\$3,436
RTP Company	\$9,702	\$56,690	\$53,130	\$52,724	\$51,940
Watkins Inc.	\$0	\$0	\$0	\$6,441	\$10,367
Watlow Controls	\$5,265	\$75,478	\$96,362	\$75,862	\$72,130
Winona County	\$3,393	\$19,126	\$50,880	\$52,206	\$52,206
Winona Area Public Schools	\$0	\$2,270	\$4,107	\$8,549	\$2,252
Other	\$1,266	\$13,454	\$13,592	\$7,701	\$10,080
Total	\$37,518	\$300,944	\$339,261	\$347,622	\$367,201

#of Customers

10

Laundry Department

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
Winona Health	\$16,307	\$91,609	\$91,705	\$96,902	\$104,637
Sauer Health Care	\$1,916	\$13,436	\$15,388	\$14,779	\$12,402
Winona County Jail	\$518	\$3,956	\$5,591	\$6,119	\$5,902
Saint Anne Healthcare	\$5,424	\$35,193	\$34,727	\$31,096	\$13,491
Other Laundry	\$761	\$9,266	\$10,251	\$8,856	\$9,896
Total	\$24,926	\$153,460	\$157,662	\$157,752	\$146,328

of Customers

8

Total Sales

\$69,864 \$505,723 \$591,390 \$616,939 \$676,493 \$667,403

