



FINANCIAL STATEMENT

DECEMBER 31, 2009

PRE AUDIT

FOR INTERNAL USE



STATEMENT OF FINANCIAL POSITION

	DEC. 31, 2009	NOV. 30, 2009	DEC. 31, 2008
CURRENT ASSETS			
Cash in Banks	\$66,064	\$20,441	\$33,525
Acc. Rec. - Workshop Sales	\$225,469	\$245,281	\$244,913
Acc. Rec. - Agency Revenue	\$205,912	\$204,060	\$231,002
Inventories	\$14,012	\$25,210	\$15,172
Prepaid Expenses	\$46,536	\$48,087	\$22,320
Total Current Assets	\$557,993	\$543,079	\$546,932
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$1,585,932	\$1,585,932	\$1,582,265
Property & Equipment	\$1,960,619	\$1,960,619	\$1,933,872
Total Prop & Equip	\$3,585,343	\$3,585,343	\$3,554,929
Less:Acc. Depr. P & E	\$2,149,257	\$2,138,797	\$2,066,110
Net Book Value	\$1,436,086	\$1,446,546	\$1,488,819
OTHER ASSETS			
Savings-Fund Drive	\$26,091	\$18,958	\$11,104
Acc. Rec. Fund Drive Pledges	\$0	\$0	\$4,025
Total Other Assets	\$26,091	\$18,958	\$15,129
TOTAL ASSETS	\$2,020,170	\$2,008,583	\$2,050,880
CURRENT LIABILITIES			
Accounts Payable-Trade	\$96,955	\$88,883	\$85,952
Accrued Salaries	\$112,956	\$138,666	\$134,219
Accrued Payroll Taxes	\$17,081	\$22,852	\$21,367
Accrued Interest	\$0	\$0	\$0
Notes Payable-Current	\$97,646	\$47,961	\$87,370
Total Current Liab.	\$324,638	\$298,363	\$328,908
LONG TERM LIABILITIES			
Mortgage Payable	\$462,630	\$467,669	\$524,485
Building Project Loan	\$0	\$0	\$0
Notes Payable-Long Term	\$0	\$0	\$0
Total Long Term Liab.	\$462,630	\$467,669	\$524,485
NET ASSETS			
Unrestricted	\$1,232,902	\$1,242,552	\$1,197,487
Total Net Assets	\$1,232,902	\$1,242,552	\$1,197,487
TOTAL LIABILITY & NET ASSETS	\$2,020,170	\$2,008,583	\$2,050,880



STATEMENT OF ACTIVITIES
FOR TWELVE MONTHS ENDING:

PRE AUDIT
DECEMBER 31, 2009

	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
CONTRIBUTIONS							
Contributions	\$8,029	\$25,782	-69%	\$36,321	\$75,000	-52%	\$44,543
Total Contributions	\$8,029	\$25,782	-69%	\$36,321	\$75,000	-52%	\$44,543
SALES							
Workshop Sales	\$166,029	\$151,773	9%	\$1,645,162	\$2,023,967	-19%	\$1,928,579
Cost of Materials	\$56,884	\$43,136	32%	\$485,502	\$575,239	-16%	\$560,308
Net Sales	\$109,145	\$108,637	0%	\$1,159,659	\$1,448,728	-20%	\$1,368,271
AGENCY REVENUE							
RS Case Service	\$988	\$1,271	-22%	\$11,260	\$7,500	50%	\$3,541
RS CBE	\$12,676	\$11,964	6%	\$121,421	\$152,180	-20%	\$187,695
RS CE/SE	\$25,823	\$35,358	-27%	\$354,220	\$356,000	0%	\$353,003
Winona County Support	\$23,302	\$29,006	-20%	\$373,943	\$378,603	-1%	\$371,810
Other County Support	\$4,101	\$6,018	-32%	\$59,029	\$78,554	-25%	\$77,586
Wisconsin Program	\$11,805	\$3,627	225%	\$53,702	\$47,337	13%	\$41,633
Welfare to Work	\$12,025	\$7,544	59%	\$103,200	\$84,145	23%	\$82,820
Transportation	\$2,336	\$934	150%	\$18,613	\$9,444	97%	\$9,680
Other Revenue	\$1,165	\$514	127%	\$70,370	\$50,160	40%	\$47,367
Grants	\$7,754	\$7,006	11%	\$107,633	\$71,013	52%	\$74,263
D T & H, Career Options	\$54,120	\$50,173	8%	\$703,685	\$654,888	7%	\$653,446
TOTAL AGENCY REVENUE	\$156,095	\$153,415	2%	\$1,977,078	\$1,889,824	5%	\$1,902,844
TOTAL REVENUE	\$273,268	\$287,834	-5%	\$3,173,058	\$3,413,552	-7%	\$3,315,658
LESS: OPERATING EXPENSES	\$130,080	\$112,077	16%	\$1,304,496	\$1,380,432	-6%	\$1,397,592
LESS: ADMIN. EXPENSES	\$151,383	\$165,207	-8%	\$1,805,972	\$1,959,533	-8%	\$1,921,997
NET INCOME/LOSS	-\$8,195	\$10,550	-178%	\$62,590	\$73,587	-15%	-\$3,931



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

**PRE AUDIT
DECEMBER 31, 2009**

	OPERATING EXPENSES			CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	YTD VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
	CURRENT MONTH	BUDGET CURRENT MONTH	MONTH VARIANCE TO BUDGET %				
Hourly Employee Wages	\$4,980	\$7,433	-33%	\$37,371	\$99,129	-62%	\$125,460
Hourly Employee-Temporary	\$0	\$0	0%	\$0	\$0	0%	\$0
Hourly Employee Benefit Wages	\$1,296	\$1,959	-34%	\$5,093	\$7,703	-34%	\$11,687
Hourly Employee W/C, Health Insurance	\$2,033	\$1,676	21%	\$7,723	\$19,069	-60%	\$24,672
Hourly Employee Payroll Taxes	\$529	\$1,151	-54%	\$3,566	\$8,480	-58%	\$10,670
Worker Wages	\$66,340	\$59,110	12%	\$805,553	\$788,268	2%	\$781,469
Worker Benefit Wages	\$19,773	\$13,065	51%	\$94,929	\$83,973	13%	\$83,771
Worker Workers' Compensation	\$13,060	\$7,697	70%	\$100,077	\$93,018	8%	\$91,874
Worker Payroll Taxes	\$6,720	\$5,603	20%	\$69,090	\$67,710	2%	\$65,123
Vehicle Expense	\$4,405	\$6,102	-28%	\$73,224	\$89,731	-18%	\$86,800
Repair & Maintenance	\$5,493	\$1,510	264%	\$43,292	\$47,675	-9%	\$43,152
Utilities	\$5,194	\$6,348	-18%	\$58,701	\$70,160	-16%	\$68,179
Safety Supplies	\$257	\$423	-39%	\$5,878	\$5,516	7%	\$4,735
TOTAL OPERATING EXPENSES	\$130,080	\$112,077	16%	\$1,304,496	\$1,380,432	-6%	\$1,397,592

ADMINISTRATIVE EXPENSES							
Staff Salaries	\$98,590	\$104,968	-6%	\$1,122,413	\$1,240,527	-10%	\$1,193,860
Staff Benefits	\$17,282	\$20,304	-15%	\$236,535	\$239,961	-1%	\$230,905
Staff Taxes	\$8,610	\$8,400	2%	\$95,143	\$99,270	-4%	\$93,905
Retirement Plan, 403B	\$396	\$463	-14%	\$6,143	\$5,471	12%	\$6,136
Professional Services	\$1,802	\$460	292%	\$30,379	\$24,231	25%	\$23,698
Office Supplies	\$1,571	\$1,133	39%	\$15,025	\$14,785	2%	\$14,625
Educational/Next Step Grant	\$0	\$194	-100%	\$2,557	\$2,323	10%	\$2,197
Staff Travel	\$3,505	\$6,290	-44%	\$50,689	\$74,340	-32%	\$73,323
Telephone	\$317	\$578	-45%	\$5,037	\$6,941	-27%	\$6,715
Postage	\$18	\$0	0%	\$3,440	\$4,473	-23%	\$3,585
Public Relations	\$1,072	\$3,626	-70%	\$22,701	\$24,330	-7%	\$26,554
Dues & Subscriptions	\$519	\$856	-39%	\$8,523	\$10,269	-17%	\$10,123
Depreciation	\$10,460	\$10,057	4%	\$121,222	\$120,684	0%	\$123,696
Janitorial, Uniforms	\$750	\$1,092	-31%	\$7,162	\$11,353	-37%	\$11,370
Interest Expense	\$2,493	\$3,615	-31%	\$36,198	\$42,568	-15%	\$41,346
Client Transportation	\$2,461	\$1,653	49%	\$26,352	\$19,834	33%	\$19,568
Insurance	\$1,075	\$1,252	-14%	\$13,258	\$15,024	-12%	\$13,667
Misc. Expenses	\$463	\$266	74%	\$3,196	\$3,149	1%	\$3,430
Bad Dept Expense	\$0	\$0	0%	\$0	\$0	0%	\$23,294
TOTAL ADMINISTRATIVE EXPENSES	\$151,383	\$165,207	-8%	\$1,805,972	\$1,959,533	-8%	\$1,921,997



SALES BY CUSTOMER

FOR TWELVE MONTHS ENDING: DECEMBER 31, 2009

Machining Department

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD	
American Valve & Hydrant	\$3,301	\$42,451	\$119,307	\$121,956	\$41,988
Badger Foundry	\$870	\$4,650	\$5,280	\$4,650	\$6,420
Fastenal Company			\$3,148	\$17,128	\$19,798
Waterous	\$30,200	\$192,533	\$254,630	\$451,196	\$485,491
Other	\$0	\$1,190	\$0	\$5,008	\$25,306
Total	\$34,371	\$240,824	\$382,365	\$599,938	\$579,003
# of Customers	3				

Production Floor 1

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD	
Fastenal Company	\$0	\$45,283	\$132,178	\$133,054	\$180,867
Hal Leonard Corp.	\$9,488	\$36,711	\$49,666	\$51,287	\$59,484
Minnesota Mittens	\$8,928	\$72,356	\$45,233	\$43,943	\$40,066
Peerless Chain Company	\$194	\$4,311	\$6,502	\$22,455	\$0
Smurfit Stone Container	\$152	\$13,508	\$23,229	\$21,919	\$17,107
Watkins Inc.	\$6,614	\$46,755	\$26,881	\$19,931	\$23,430
Watlow Electric Mfg.	\$1,882	\$24,840	\$36,697	\$28,951	\$36,120
Wincraft	\$21,132	\$430,491	\$151,214	\$156,890	\$150,471
Other	\$1,210	\$32,710	\$34,899	\$37,848	\$89,482
Total	\$49,600	\$706,965	\$506,499	\$516,278	\$597,027
# of Customers	9				

Production Floor 2

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD	
Peerless Chain Company	\$1,586	\$25,344	\$44,391	\$74,960	\$84,856
Smurfit Stone Container	\$51,224	\$522,073	\$613,983	\$604,223	\$823,943
Wincraft	\$2,481	\$18,157	\$13,277	\$15,573	\$15,966
Other	\$170	\$535	\$1,054	\$1,615	\$5,877
Total	\$55,461	\$566,109	\$672,705	\$696,371	\$930,642
# of Customers	4				



SALES BY CUSTOMER

FOR TWELVE MONTHS ENDING: DECEMBER 31, 2009

CBS Sites

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD
Benchmark	\$1,216	\$11,692		
Bluff City Properties	\$900	\$10,325		
Bluffview Montessori School	\$990	\$10,638	\$11,152	\$9,960
Bub's Brewing Co.	\$693	\$8,361	\$7,786	\$7,268
Chartwell	\$338	\$5,762	\$6,151	\$10,673
Cotter/Steak Shop Catering	\$1,157	\$17,835	\$20,696	\$24,591
Fastenal Company	\$3,837	\$68,672	\$62,399	\$69,751
Hal Leonard	\$0	\$7,887	\$4,708	\$6,461
Holiday Inn	\$0	\$0	\$9,486	\$10,140
Home & Community Options	\$0	\$2,112		
Peerless Chain Company	\$5,400	\$54,453		
Riverport Inn	\$1,092	\$21,532	\$21,614	\$21,099
Riverside Electronics	\$720	\$9,305	\$8,710	\$7,245
RTP Company	\$3,360	\$47,512	\$61,992	\$52,618
Schydes	\$0	\$3,314		
Watkins Inc.	\$0	\$951	\$32,802	
Wellingtons/Westgate Bowl	\$945	\$10,900	\$10,390	\$10,339
Westfield Golf Course	\$1,323	\$15,078	\$12,738	\$12,914
Wincraft	\$0	\$6,778	\$5,043	\$10,096
Other	\$4,627	\$48,354	\$95,594	\$69,410
Total	\$26,598	\$361,461	\$371,261	\$322,565
#of Customers	28			



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

**PRE AUDIT
DECEMBER 31, 2009**

	Center Based Employment	D T & H	Welfare to Work	Placement & Next Step	Wisconsin Program	Community Based - EE	Administration	Transportation	Production	Operations - CBS	Operations - Floor 1	Operations - Floor 2	Operations - Machining	Total
Total Direct Wages	\$0	\$2,375	\$0	\$0	\$0	\$0	\$1,199	\$3,380	\$3,597	\$25,521	\$22,753	\$5,539	\$6,956	\$71,320
Total Operation Cost	\$83	\$1,460	\$5	\$3	\$1	\$0	\$2,768	\$5,651	\$8,303	\$15,829	\$14,079	\$3,580	\$7,000	\$58,760
Total Staff Cost	\$7,226	\$16,444	\$2,039	\$2,675	\$3,890	\$6,834	\$33,631	\$3,928	\$3,255	\$25,580	\$10,704	\$2,588	\$6,085	\$124,878
Total Administration Cost	\$0	\$0	\$0	\$0	\$280	\$0	\$9,469	\$4,012	\$5,641	\$2,629	\$158	\$0	\$4,318	\$26,506
Administration Distribution	\$9,204	\$7,279	\$1,594	\$650	\$317	\$9,489		\$674		\$8,462	\$8,049	\$876	\$473	\$47,066
Production Distribution								\$0			\$17,907	\$2,670	\$219	\$20,796
Total Indirect Cost	\$16,513	\$25,182	\$3,638	\$3,329	\$4,487	\$16,322	\$47,066	\$14,265	\$20,796	\$52,500	\$50,898	\$9,714	\$18,094	\$278,006
Total Direct & Indirect Costs	\$16,513	\$27,557	\$3,638	\$3,329	\$4,487	\$16,322	\$47,066	\$17,645	\$20,796	\$78,021	\$73,651	\$15,253	\$25,050	\$281,464
Total Income	\$19,196	\$46,670	\$12,025	\$19,340	\$11,805	\$22,863	\$7,854	\$15,493	\$0	\$34,163	\$43,035	\$13,177	\$27,647	\$273,269
Net Income or (Loss)	\$2,684	\$19,113	\$8,387	\$16,011	\$7,318	\$6,541	\$7,854	-\$2,152	\$0	-\$43,858	-\$30,616	-\$2,076	\$2,597	-\$8,195
Distribution Community Based - EE										\$6,541				\$6,541
Distribution Program Profit/Loss										\$28,057	\$26,687	\$2,904	\$1,567	\$59,215
Net Income or (Loss)										-\$9,259	-\$3,929	\$828	\$4,164	-\$8,195
Overhead by Operation Department										205.71%	223.70%	175.37%	260.12%	389.80%
Agency Return on Worker Direct Labor										135.57%	120.73%	62.42%	44.62%	99.12%



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

PRE AUDIT
DECEMBER 31, 2009

	Center Based Employment	D T & H	Welfare to Work	Placement & Next Step	Wisconsin Program	Community Based - EE	Administration	Transportation	Production	Operations - CBS	Operations - Floor 1	Operations - Floor 2	Operations - Machining	Total
Total Direct Wages	\$1,570	\$35,101	\$22	\$0	\$0	\$0	\$14,636	\$39,176	\$43,907	\$343,916	\$261,708	\$59,747	\$43,141	\$842,924
Total Operation Cost	\$2,406	\$12,509	\$121	\$68	\$14	\$0	\$26,913	\$79,966	\$80,739	\$114,900	\$91,474	\$23,428	\$29,036	\$461,573
Total Staff Cost	\$71,988	\$195,035	\$24,620	\$32,605	\$37,581	\$71,581	\$324,923	\$51,930	\$39,266	\$382,124	\$127,074	\$30,667	\$70,840	\$1,460,234
Total Administration Cost	\$0	\$0	\$0	\$0	\$5,559	\$0	\$135,165	\$41,594	\$73,142	\$38,015	\$1,896	\$0	\$50,366	\$345,737
Administration Distribution	\$119,277	\$72,221	\$10,376	\$24,584	\$1,351	\$84,024	\$6,618	\$0	\$0	\$100,482	\$72,411	\$8,200	\$2,094	\$501,637
Production Distribution								\$0	\$0		\$204,130	\$30,433	\$2,492	\$237,054
Total Indirect Cost	\$193,671	\$279,765	\$35,118	\$57,256	\$44,505	\$155,605	\$501,637	\$180,108	\$237,054	\$635,521	\$496,985	\$92,728	\$154,827	\$3,006,235
Total Direct & Indirect Costs	\$195,241	\$314,866	\$35,140	\$57,256	\$44,505	\$155,605	\$501,637	\$219,284	\$237,054	\$979,437	\$758,693	\$152,475	\$197,968	\$3,849,159
Total Income	\$217,958	\$604,337	\$103,200	\$195,658	\$53,702	\$344,301	\$102,387	\$239,492	\$0	\$502,457	\$466,901	\$144,852	\$197,814	\$3,173,058
Net Income or (Loss)	\$22,716	\$289,471	\$68,060	\$138,402	\$9,198	\$188,697	\$102,387	\$20,208	\$0	-\$476,980	-\$291,792	-\$7,623	-\$154	-\$676,100
Distribution Community Based - EE										\$188,697				\$188,697
Distribution Program Profit/Loss										\$356,780	\$257,109	\$29,117	\$7,435	\$650,442
Net Income or (Loss)										\$68,497	-\$34,683	\$21,494	\$7,282	\$62,590
Overhead by Operation Department										184.79%	189.90%	155.20%	358.89%	356.64%
Agency Return on Worker Direct Labor										158.61%	100.01%	51.74%	53.63%	99.55%