



FINANCIAL STATEMENT

NOVEMBER 30, 2009

FOR INTERNAL USE



STATEMENT OF FINANCIAL POSITION

	NOV. 30, 2009	OCT. 31, 2009	NOV. 30, 2008
CURRENT ASSETS			
Cash in Banks	\$20,441	\$9,987	\$33,525
Acc. Rec. - Workshop Sales	\$245,281	\$258,607	\$244,913
Acc. Rec. - Agency Revenue	\$204,060	\$211,711	\$231,002
Inventories	\$25,210	\$30,738	\$15,172
Prepaid Expenses	\$48,087	\$47,680	\$22,320
Total Current Assets	\$543,079	\$558,724	\$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	\$2,138,797	\$2,128,337	\$2,066,110
Net Book Value	\$1,446,546	\$1,457,006	\$1,488,819
OTHER ASSETS			
Savings-Fund Drive	\$18,958	\$18,952	\$11,104
Acc. Rec. Fund Drive Pledges	\$0	\$0	\$4,025
Total Other Assets	\$18,958	\$18,952	\$15,129
TOTAL ASSETS	\$2,008,583	\$2,034,682	\$2,050,880
CURRENT LIABILITIES			
Accounts Payable-Trade	\$88,883	\$109,867	\$85,952
Accrued Salaries	\$138,666	\$131,752	\$134,219
Accrued Payroll Taxes	\$22,852	\$21,164	\$21,367
Accrued Interest	\$0	\$0	\$0
Notes Payable-Current	\$47,961	\$82,802	\$87,370
Total Current Liab.	\$298,363	\$345,584	\$328,908
LONG TERM LIABILITIES			
Mortgage Payable	\$467,669	\$472,598	\$524,485
Building Project Loan	\$0	\$0	\$0
Notes Payable-Long Term	\$0	\$0	\$0
Total Long Term Liab.	\$467,669	\$472,598	\$524,485
NET ASSETS			
Unrestricted	\$1,242,552	\$1,216,499	\$1,197,487
Total Net Assets	\$1,242,552	\$1,216,499	\$1,197,487
TOTAL LIABILITY & NET ASSETS	\$2,008,583	\$2,034,682	\$2,050,880



STATEMENT OF ACTIVITIES
FOR ELEVEN MONTHS ENDING:

NOVEMBER 30, 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	\$3,876	\$14,737	-74%	\$28,292	\$49,217	-43%	\$37,842
Total Contributions	\$3,876	\$14,737	-74%	\$28,292	\$49,217	-43%	\$37,842
SALES							
Workshop Sales	\$171,110	\$161,334	6%	\$1,479,132	\$1,872,194	-21%	\$1,787,588
Cost of Materials	\$49,202	\$45,853	7%	\$428,618	\$532,103	-19%	\$520,684
Net Sales	\$121,908	\$115,481	6%	\$1,050,515	\$1,340,091	-22%	\$1,266,904
AGENCY REVENUE							
RS Case Service	\$553	\$1,271	-56%	\$10,272	\$6,228	65%	\$2,941
RS CBE	\$12,662	\$11,136	14%	\$108,746	\$140,218	-22%	\$176,437
RS CE/SE	\$34,122	\$34,904	-2%	\$328,397	\$320,642	2%	\$316,522
Winona County Support	\$32,499	\$29,006	12%	\$350,641	\$349,599	0%	\$342,179
Other County Support	\$4,185	\$6,018	-30%	\$54,927	\$72,538	-24%	\$72,076
Wisconsin Program	\$2,412	\$3,627	-33%	\$41,898	\$43,710	-4%	\$38,007
Welfare to Work	\$11,575	\$7,285	59%	\$91,175	\$76,602	19%	\$75,395
Transportation	\$2,387	\$828	188%	\$16,277	\$8,509	91%	\$8,722
Other Revenue	\$409	\$667	-39%	\$69,205	\$49,645	39%	\$46,363
Grants	\$8,176	\$7,506	9%	\$99,879	\$64,006	56%	\$53,314
D T & H, Career Options	\$53,876	\$50,173	7%	\$649,565	\$604,716	7%	\$599,891
TOTAL AGENCY REVENUE	\$162,858	\$152,421	7%	\$1,820,983	\$1,736,413	5%	\$1,731,847
TOTAL REVENUE	\$288,641	\$282,639	2%	\$2,899,790	\$3,125,721	-7%	\$3,036,593
LESS: OPERATING EXPENSES	\$118,437	\$113,154	5%	\$1,172,960	\$1,268,352	-8%	\$1,285,489
LESS: ADMIN. EXPENSES	\$144,151	\$156,749	-8%	\$1,654,589	\$1,794,323	-8%	\$1,728,346
NET INCOME/LOSS	\$26,053	\$12,736	105%	\$72,240	\$63,046	15%	\$22,758



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

NOVEMBER 30, 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	\$4,175	\$7,902	-47%	\$32,391	\$91,697	-65%	\$116,785
Hourly Employee-Temporary	\$0	\$0	0%	\$0	\$0	0%	\$0
Hourly Employee Benefit Wages	\$722	\$821	-12%	\$3,797	\$5,745	-34%	\$8,714
Hourly Employee W/C, Health Insurance	\$843	\$1,557	-46%	\$5,690	\$17,392	-67%	\$22,339
Hourly Employee Payroll Taxes	\$414	\$753	-45%	\$3,037	\$7,328	-59%	\$10,079
Worker Wages	\$71,881	\$62,834	14%	\$739,213	\$729,157	1%	\$716,330
Worker Benefit Wages	\$12,506	\$11,668	7%	\$75,156	\$70,907	6%	\$71,738
Worker Workers' Compensation	\$8,903	\$7,945	12%	\$87,017	\$85,321	2%	\$83,816
Worker Payroll Taxes	\$6,456	\$5,783	12%	\$62,370	\$62,106	0%	\$60,973
Vehicle Expense	\$5,689	\$4,364	30%	\$68,819	\$83,626	-18%	\$84,731
Repair & Maintenance	\$2,199	\$4,226	-48%	\$36,343	\$46,165	-21%	\$43,452
Utilities	\$4,277	\$4,878	-12%	\$53,507	\$63,815	-16%	\$62,010
Safety Supplies	\$374	\$423	-12%	\$5,621	\$5,093	10%	\$4,522
TOTAL OPERATING EXPENSES	\$118,437	\$113,154	5%	\$1,172,960	\$1,268,352	-8%	\$1,285,489

ADMINISTRATIVE EXPENSES							
	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
Staff Salaries	\$89,821	\$100,196	-10%	\$1,023,824	\$1,135,560	-10%	\$1,086,538
Staff Benefits	\$18,338	\$19,381	-5%	\$219,253	\$219,653	0%	\$208,484
Staff Taxes	\$7,585	\$8,018	-5%	\$86,533	\$90,872	-5%	\$86,369
Retirement Plan, 403B	\$355	\$442	-20%	\$5,747	\$5,009	15%	\$5,024
Professional Services	\$2,485	\$307	709%	\$28,577	\$23,771	20%	\$23,225
Office Supplies	\$1,297	\$1,133	14%	\$13,454	\$13,654	-1%	\$13,319
Educational/Next Step Grant	\$0	\$194	-100%	\$2,557	\$2,134	20%	\$1,907
Staff Travel	\$3,425	\$6,004	-43%	\$47,184	\$68,046	-31%	\$67,481
Telephone	\$316	\$578	-45%	\$4,720	\$6,358	-26%	\$6,305
Postage	\$120	\$1,115	-89%	\$3,422	\$4,474	-24%	\$3,585
Public Relations	\$2,066	\$937	121%	\$21,630	\$20,704	4%	\$22,596
Dues & Subscriptions	\$721	\$856	-16%	\$8,004	\$9,416	-15%	\$9,468
Depreciation	\$10,460	\$10,057	4%	\$110,762	\$110,627	0%	\$110,627
Janitorial, Uniforms	\$621	\$873	-29%	\$6,412	\$10,260	-38%	\$10,352
Interest Expense	\$2,740	\$3,499	-22%	\$33,705	\$38,951	-13%	\$38,149
Client Transportation	\$2,232	\$1,653	35%	\$23,891	\$18,183	31%	\$17,966
Insurance	\$1,075	\$1,252	-14%	\$12,182	\$13,772	-12%	\$13,772
Misc. Expenses	\$493	\$254	94%	\$2,732	\$2,879	-5%	\$3,179
Bad Dept Expense	\$0	\$0	0%	\$0	\$0	0%	\$0
TOTAL ADMINISTRATIVE EXPENSES	\$144,151	\$156,749	-8%	\$1,654,589	\$1,794,323	-8%	\$1,728,346



SALES BY CUSTOMER

FOR ELEVEN MONTHS ENDING:

NOVEMBER 30, 2009

Machining Department

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD	
American Valve & Hydrant	\$7,703	\$39,150	\$113,224	\$118,915	\$41,988
Badger Foundry	\$510	\$3,780	\$4,740	\$4,590	\$5,730
Fastenal Company			\$3,148	\$15,887	\$19,798
Waterous	\$23,618	\$162,333	\$241,375	\$420,751	\$446,656
Other	\$365	\$1,555	\$0	\$5,008	\$18,201
Total	\$32,196	\$206,818	\$362,487	\$565,151	\$532,373
# of Customers	3				

Production Floor 1

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD	
Fastenal Company	\$2,365	\$45,283	\$131,145	\$161,153	\$161,153
Hal Leonard Corp.	\$0	\$27,223	\$41,782	\$58,825	\$58,825
Minnesota Mittens	\$8,931	\$63,428	\$35,263	\$34,332	\$34,332
Peerless Chain Company	\$0	\$4,117	\$6,502	\$0	\$0
Smurfit Stone Container	\$1,875	\$13,356	\$22,132	\$15,921	\$15,921
Watkins Inc.	\$8,400	\$40,141	\$27,039	\$23,258	\$23,258
Watlow Electric Mfg.	\$1,686	\$22,958	\$34,754	\$34,010	\$34,010
Wincraft	\$24,781	\$178,842	\$136,767	\$140,540	\$140,540
Other	\$1,230	\$31,689	\$29,697	\$79,172	\$79,172
Total	\$49,268	\$427,037	\$465,081	\$547,211	\$547,211
# of Customers	8				

Production Floor 2

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD	
Peerless Chain Company	\$2,011	\$23,758	\$42,278	\$70,324	\$75,783
Smurfit Stone Container	\$57,344	\$470,849	\$562,504	\$551,987	\$779,261
Wincraft	\$2,333	\$15,676	\$12,670	\$14,952	\$14,794
Other			\$1,054	\$908	\$5,877
Total	\$61,688	\$510,283	\$618,506	\$638,171	\$875,715
# of Customers	4				



SALES BY CUSTOMER

FOR ELEVEN MONTHS ENDING:

NOVEMBER 30, 2009

CBS Sites

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD
Benchmark	\$245	\$10,476		
Bluff City Properties	\$800	\$9,425		
Bluffview Montessori School	\$1,188	\$9,648	\$10,096	\$9,090
Bub's Brewing Co.	\$627	\$7,668	\$7,093	\$6,734
Chartwell	\$679	\$5,424	\$5,424	\$10,310
Cotter/Steak Shop Catering	\$1,730	\$16,678	\$19,289	\$22,629
Fastenal Company	\$5,623	\$64,835	\$54,120	\$64,670
Hal Leonard	\$1,963	\$7,887	\$4,708	\$5,002
Holiday Inn	\$0	\$0	\$9,486	\$9,810
Home & Community Options	\$0	\$2,112		
Peerless Chain Company	\$5,400	\$49,053		
Riverport Inn	\$1,471	\$20,440	\$20,244	\$19,710
Riverside Electronics	\$760	\$8,585	\$8,030	\$6,765
RTP Company	\$3,040	\$44,152	\$57,072	\$48,190
Schydes	\$0	\$3,314		
Watkins Inc.	\$0	\$951	\$32,802	
Wellingtons/Westgate Bowl	\$1,015	\$9,955	\$9,410	\$9,394
Westfield Golf Course	\$637	\$13,755	\$12,199	\$12,464
Wincraft	\$0	\$6,778	\$4,932	\$10,096
Other	\$2,780	\$43,858	\$86,935	\$87,701
Total	\$27,958	\$334,994	\$341,840	\$322,565
#of Customers	29			



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

NOVEMBER 30, 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	\$52	\$2,067	\$0	\$0	\$0	\$0	\$1,314	\$3,809	\$3,942	\$24,812	\$27,114	\$6,239	\$6,707	\$76,056
Total Operation Cost	\$140	\$865	\$7	\$4	\$1	\$0	\$1,966	\$6,890	\$5,899	\$9,720	\$11,192	\$2,676	\$3,022	\$42,383
Total Staff Cost	\$5,054	\$15,084	\$1,855	\$2,418	\$3,675	\$5,054	\$28,108	\$3,764	\$2,749	\$26,274	\$10,379	\$2,323	\$9,362	\$116,099
Total Administration Cost	\$0	\$0	\$0	\$0	\$280	\$0	\$11,212	\$3,783	\$5,731	\$2,569	\$158	\$0	\$4,318	\$28,051
Administration Distribution	\$10,724	\$5,436	\$1,121	\$671	\$243	\$7,675	\$614	\$0	\$0	\$7,310	\$7,605	\$804	\$396	\$42,600
Production Distribution								\$0	\$0	\$0	\$15,777	\$2,352	\$193	\$18,322
Total Indirect Cost	\$15,918	\$21,385	\$2,983	\$3,094	\$4,199	\$12,729	\$42,600	\$15,050	\$18,322	\$45,873	\$45,111	\$8,155	\$17,291	\$247,455
Total Direct & Indirect Costs	\$15,970	\$23,452	\$2,983	\$3,094	\$4,199	\$12,729	\$42,600	\$18,859	\$18,322	\$70,685	\$72,225	\$14,394	\$23,998	\$262,589
Total Income	\$29,356	\$46,187	\$11,575	\$21,190	\$2,412	\$23,087	\$3,325	\$15,835	\$0	\$40,901	\$51,933	\$16,908	\$25,931	\$288,641
Net Income or (Loss)	\$13,385	\$22,735	\$8,592	\$18,096	-\$1,787	\$10,358	\$3,325	-\$3,024	\$0	-\$29,783	-\$20,292	\$2,514	\$1,933	\$26,052
Distribution Community Based - EE										\$10,358				\$10,358
Distribution Program Profit/Loss										\$27,817	\$28,938	\$3,061	\$1,508	\$61,323
Net Income or (Loss)										\$8,391	\$8,646	\$5,574	\$3,441	\$26,052
Overhead by Operation Department										184.88%	166.37%	130.72%	257.81%	325.36%
Agency Return on Worker Direct Labor										153.85%	109.06%	59.27%	36.02%	99.72%
Hourly worker Hours										73	96	284	453	453
Worker Hours	9,173	4,650	959	574	208	6,565		525		6,253	6,505	688	339	36,439

OCTOBER 31, 2009



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

NOVEMBER 30, 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	\$32,726	\$22	\$0	\$0	\$0	\$13,437	\$35,796	\$40,310	\$318,395	\$238,955	\$54,208	\$36,185	\$771,604
Total Operation Cost	\$2,285	\$10,898	\$116	\$65	\$13	\$0	\$23,780	\$74,359	\$71,338	\$98,252	\$77,681	\$20,018	\$22,552	\$401,357
Total Staff Cost	\$64,730	\$178,598	\$22,582	\$29,933	\$33,671	\$64,726	\$291,119	\$48,017	\$36,014	\$356,756	\$116,375	\$28,080	\$64,755	\$1,335,357
Total Administration Cost	\$0	\$0	\$0	\$0	\$5,069	\$0	\$125,906	\$37,582	\$67,501	\$35,388	\$1,738	\$0	\$46,048	\$319,232
Administration Distribution	\$109,610	\$64,992	\$8,896	\$23,596	\$1,070	\$74,791		\$5,951		\$91,766	\$64,557	\$7,340	\$1,674	\$454,242
Production Distribution								\$0			\$185,279	\$27,622	\$2,261	\$215,163
Total Indirect Cost	\$176,626	\$254,489	\$31,594	\$53,594	\$39,823	\$139,517	\$454,242	\$165,909	\$215,163	\$582,161	\$445,630	\$83,060	\$137,290	\$2,725,351
Total Direct & Indirect Costs	\$178,196	\$287,215	\$31,616	\$53,594	\$39,823	\$139,517	\$454,242	\$201,705	\$215,163	\$900,556	\$684,585	\$137,268	\$173,475	\$3,496,955
Total Income	\$210,509	\$557,667	\$91,175	\$172,326	\$41,897	\$321,438	\$94,533	\$216,245	\$0	\$468,294	\$423,866	\$131,675	\$170,166	\$2,899,790
Net Income or (Loss)	\$32,313	\$270,452	\$59,559	\$118,732	\$2,074	\$181,921	\$94,533	\$14,540	\$0	-\$432,262	-\$260,719	-\$5,593	-\$3,309	-\$597,164
Distribution Community Based - EE										\$181,921				\$181,921
Distribution Program Profit/Loss										\$328,688	\$231,230	\$26,290	\$5,994	\$592,202
Net Income or (Loss)										\$78,347	-\$29,489	\$20,697	\$2,685	\$72,240
Overhead by Operation Department										182.84%	186.49%	153.22%	379.41%	353.21%
Agency Return on Worker Direct Labor										160.37%	98.40%	50.93%	57.90%	100.33%
Hourly worker Hours										243	231	1,681	2,155	
Worker Hours	94,052	55,767	7,633	20,247	918	64,175		5,106		78,741	55,394	6,298	1,436	389,767