



## **FINANCIAL STATEMENT**

**SEPTEMBER 30, 2009**

**FOR INTERNAL USE**



**STATEMENT OF FINANCIAL POSITION**

	SEP. 30, 2009	AUG. 31, 2009	SEP. 30, 2008
<b>CURRENT ASSETS</b>			
Cash in Banks	-\$8,761	\$1,482	\$2,965
Acc. Rec. - Workshop Sales	\$236,474	\$225,840	\$288,345
Acc. Rec. - Agency Revenue	\$213,423	\$229,535	\$217,339
Inventories	\$32,876	\$38,582	\$17,954
Prepaid Expenses	\$49,686	\$64,442	\$26,149
Total Current Assets	\$523,698	\$559,881	\$552,752
<b>PROPERTY AND EQUIPMENT</b>			
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	\$1,931,532
Total Prop & Equip	\$3,585,343	\$3,585,343	\$3,552,589
Less:Acc. Depr. P & E	\$2,116,663	\$2,107,641	\$2,045,996
Net Book Value	\$1,468,680	\$1,477,702	\$1,506,593
<b>OTHER ASSETS</b>			
Savings-Fund Drive	\$18,326	\$44,808	\$10,457
Acc. Rec. Fund Drive Pledges	\$0	\$0	\$4,025
Total Other Assets	\$18,326	\$44,808	\$14,482
<b>TOTAL ASSETS</b>	<b>\$2,010,704</b>	<b>\$2,082,391</b>	<b>\$2,073,827</b>
<b>CURRENT LIABILITIES</b>			
Accounts Payable-Trade	\$100,591	\$195,784	\$127,613
Accrued Salaries	\$157,540	\$129,497	\$165,417
Accrued Payroll Taxes	\$8,564	\$9,360	\$21,550
Accrued Interest	\$0	\$0	\$0
Notes Payable-Current	\$56,136	\$81,351	\$88,975
Total Current Liab.	\$322,831	\$415,992	\$403,555
<b>LONG TERM LIABILITIES</b>			
Mortgage Payable	\$477,604	\$482,428	\$533,507
Building Project Loan	\$0	\$0	\$0
Notes Payable-Long Term	\$0	\$0	\$0
Total Long Term Liab.	\$477,604	\$482,428	\$533,507
<b>NET ASSETS</b>			
Unrestricted	\$1,210,269	\$1,183,971	\$1,136,765
Total Net Assets	\$1,210,269	\$1,183,971	\$1,136,765
<b>TOTAL LIABILITY &amp; NET ASSETS</b>	<b>\$2,010,704</b>	<b>\$2,082,392</b>	<b>\$2,073,827</b>



**STATEMENT OF ACTIVITIES  
FOR NINE MONTHS ENDING:**

**SEPTEMBER 30, 2009**

	<b>CURRENT MONTH</b>	<b>BUDGET CURRENT MONTH</b>	<b>VARIANCE TO BUDGET %</b>	<b>CURRENT YEAR TO DATE</b>	<b>BUDGET YEAR TO DATE</b>	<b>VARIANCE TO BUDGET %</b>	<b>PRIOR YEAR TO DATE</b>
<b>CONTRIBUTIONS</b>							
Contributions	\$4,201	\$369	1038%	\$23,565	\$33,594	-30%	\$37,175
<b>Total Contributions</b>	<b>\$4,201</b>	<b>\$369</b>	<b>1038%</b>	<b>\$23,565</b>	<b>\$33,594</b>	<b>-30%</b>	<b>\$37,175</b>
<b>SALES</b>							
Workshop Sales	\$157,517	\$227,652	-31%	\$1,122,588	\$1,501,983	-25%	\$1,434,107
Cost of Materials	\$50,042	\$64,702	-23%	\$318,036	\$426,884	-25%	\$413,222
<b>Net Sales</b>	<b>\$107,476</b>	<b>\$162,950</b>	<b>-34%</b>	<b>\$804,552</b>	<b>\$1,075,099</b>	<b>-25%</b>	<b>\$1,020,885</b>
<b>AGENCY REVENUE</b>							
RSB Case Service	\$668	\$1,822	-63%	\$9,061	\$3,517	158%	\$1,661
RSB CBE	\$11,345	\$11,929	-5%	\$83,517	\$114,753	-27%	\$110,243
RSB CE/SE	\$36,594	\$37,426	-2%	\$256,684	\$249,456	3%	\$238,816
County Support	\$31,546	\$32,059	-2%	\$286,670	\$287,007	0%	\$280,088
Other County Support	\$5,167	\$6,652	-22%	\$45,844	\$59,551	-23%	\$59,820
Trempealeau County	\$3,387	\$4,008	-16%	\$36,018	\$35,884	0%	\$31,623
Welfare to Work	\$9,050	\$7,137	27%	\$68,375	\$61,341	11%	\$60,375
Transportation	\$1,980	\$740	168%	\$11,467	\$6,910	66%	\$7,083
Other Revenue	\$23,582	\$1,215	1841%	\$68,340	\$48,314	41%	\$45,120
Grants/Next Step	\$3,691	\$5,747	-36%	\$84,690	\$50,249	69%	\$43,581
D T & H, Career Options	\$58,950	\$55,454	6%	\$533,224	\$496,448	7%	\$485,613
<b>TOTAL AGENCY REVENUE</b>	<b>\$185,958</b>	<b>\$164,189</b>	<b>13%</b>	<b>\$1,483,891</b>	<b>\$1,413,430</b>	<b>5%</b>	<b>\$1,364,023</b>
<b>TOTAL REVENUE</b>	<b>\$297,635</b>	<b>\$327,508</b>	<b>-9%</b>	<b>\$2,312,008</b>	<b>\$2,522,123</b>	<b>-8%</b>	<b>\$2,422,083</b>
<b>LESS: OPERATING EXPENSES</b>	<b>\$112,159</b>	<b>\$137,250</b>	<b>-18%</b>	<b>\$920,728</b>	<b>\$1,020,279</b>	<b>-10%</b>	<b>\$1,045,317</b>
<b>LESS: ADMIN. EXPENSES</b>	<b>\$159,178</b>	<b>\$162,421</b>	<b>-2%</b>	<b>\$1,351,322</b>	<b>\$1,467,379</b>	<b>-8%</b>	<b>\$1,414,734</b>
<b>NET INCOME/LOSS</b>	<b>\$26,298</b>	<b>\$27,837</b>	<b>-6%</b>	<b>\$39,958</b>	<b>\$34,465</b>	<b>16%</b>	<b>-\$37,968</b>



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

**SEPTEMBER 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 Worker Wages	\$3,280	\$11,150	-71%	\$21,122	\$73,565	-71%	\$92,933
Hourly Worker-Temporary	\$0		0%	\$0	\$0	0%	\$0
Hourly Worker Benefit Wages	\$138	\$308	-55%	\$2,262	\$4,761	-52%	\$7,222
Hourly Worker W/C, Health Insurance	\$460	\$2,045	-77%	\$4,574	\$13,980	-67%	\$17,877
Hourly Worker Payroll Taxes	\$268	\$746	-64%	\$1,726	\$5,936	-71%	\$7,950
Worker Wages	\$71,765	\$88,663	-19%	\$588,073	\$584,972	1%	\$583,963
Worker Benefit Wages	\$7,237	\$776	833%	\$59,262	\$54,006	10%	\$56,173
Worker Workers' Compensation	\$6,114	\$9,538	-36%	\$68,256	\$68,143	0%	\$67,981
Worker Payroll Taxes	\$5,490	\$6,943	-21%	\$45,058	\$49,602	-9%	\$48,922
Vehicle Expense	\$6,322	\$6,413	-1%	\$55,909	\$70,273	-20%	\$71,202
Repair & Maintenance	\$5,276	\$4,713	12%	\$24,839	\$37,244	-33%	\$35,055
Utilities	\$4,766	\$5,488	-13%	\$44,705	\$53,616	-17%	\$52,099
Safety Supplies	\$1,042	\$467	123%	\$4,942	\$4,181	18%	\$3,940
<b>TOTAL OPERATING EXPENSES</b>	<b>\$112,159</b>	<b>\$137,250</b>	<b>-18%</b>	<b>\$920,728</b>	<b>\$1,020,279</b>	<b>-10%</b>	<b>\$1,045,317</b>

ADMINISTRATIVE EXPENSES							
Staff Salaries	\$100,421	\$104,968	-4%	\$836,240	\$930,396	-10%	\$892,075
Staff Benefits	\$24,954	\$20,304	23%	\$182,847	\$179,968	2%	\$170,636
Staff Taxes	\$7,797	\$8,400	-7%	\$70,588	\$74,454	-5%	\$69,873
Retirement Plan, 403B	\$379	\$463	-18%	\$4,822	\$4,104	17%	\$4,169
Professional Services	\$700	\$300	133%	\$19,937	\$15,828	26%	\$15,463
Office Supplies	\$1,048	\$1,252	-16%	\$10,693	\$11,209	-5%	\$10,871
Educational/Next Step Grant	\$41	\$194	-79%	\$2,015	\$1,746	15%	\$1,425
Staff Travel	\$3,922	\$6,290	-38%	\$40,101	\$55,752	-28%	\$57,069
Telephone	\$421	\$578	-27%	\$3,917	\$5,202	-25%	\$4,752
Postage	\$8	\$0	0%	\$2,429	\$3,359	-28%	\$2,686
Public Relations	\$1,214	\$997	22%	\$18,701	\$18,289	2%	\$19,960
Dues & Subscriptions	\$554	\$856	-35%	\$5,691	\$7,704	-26%	\$7,380
Depreciation	\$10,222	\$10,057	2%	\$88,628	\$90,513	-2%	\$90,513
Janitorial, Uniforms	\$427	\$1,092	-61%	\$5,103	\$8,514	-40%	\$8,348
Interest Expense	\$3,636	\$3,499	4%	\$28,265	\$31,837	-11%	\$31,300
Client Transportation	\$2,191	\$1,653	33%	\$19,469	\$14,877	31%	\$14,584
Insurance	\$1,075	\$1,252	-14%	\$10,031	\$11,268	-11%	\$11,268
Misc. Expenses	\$166	\$266	-37%	\$1,843	\$2,359	-22%	\$2,362
Bad Dept Expense	\$0	\$0	0%	\$0	\$0	0%	\$0
<b>TOTAL ADMINISTRATIVE EXPENSES</b>	<b>\$159,178</b>	<b>\$162,421</b>	<b>-2%</b>	<b>\$1,351,322</b>	<b>\$1,467,379</b>	<b>-8%</b>	<b>\$1,414,734</b>



## SALES BY CUSTOMER

FOR NINE MONTHS ENDING:

SEPTEMBER 30, 2009

### Machining Department

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD	
American Valve & Hydrant	\$6,263	\$25,184	\$83,880	\$96,226	\$41,988
Badger Foundry	\$210	\$2,010	\$2,640	\$3,630	\$4,950
Fastenal Company			\$3,148	\$13,784	\$17,156
Waterous	\$15,837	\$111,118	\$198,791	\$342,697	\$369,466
Other	\$0	\$1,190	\$0	\$5,008	\$9,295
Total	\$22,310	\$139,502	\$288,459	\$461,345	\$442,855
# of Customers	3				

### Production Floor 1

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD	
Fastenal Company	\$0	\$42,093	\$116,525	\$112,314	\$122,170
Hal Leonard Corp.	\$1,329	\$20,689	\$38,292	\$28,759	\$43,534
Minnesota Mittens	\$7,716	\$35,268	\$18,396	\$19,441	\$11,750
Peerless Chain Company	\$161	\$3,658	\$6,502	\$22,020	\$0
Smurfit Stone Container	\$925	\$10,639	\$15,503	\$14,842	\$9,066
Watkins Inc.	\$1,203	\$20,378	\$15,579	\$14,749	\$22,388
Watlow Electric Mfg.	\$1,726	\$18,223	\$30,169	\$20,879	\$25,781
Wincraft	\$21,266	\$128,449	\$111,248	\$121,388	\$110,338
Other	\$1,924	\$28,853	\$21,387	\$27,626	\$37,078
Total	\$36,250	\$308,250	\$373,601	\$382,018	\$382,105
# of Customers	11				

### Production Floor 2

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD	
Peerless Chain Company	\$2,106	\$18,550	\$34,935	\$61,041	\$58,475
Smurfit Stone Container	\$62,780	\$370,207	\$447,844	\$461,194	\$651,430
Wincraft	\$2,584	\$10,746	\$10,164	\$10,523	\$12,100
Other			\$1,054	\$511	\$5,877
Total	\$67,470	\$399,503	\$493,997	\$533,269	\$727,882
# of Customers	3				



## SALES BY CUSTOMER

FOR NINE MONTHS ENDING:

SEPTEMBER 30, 2009

### CBS Sites

Month	2009 YTD	2008 YTD	2007 YTD	2006 YTD	
Benchmark	\$1,762	\$10,231			
Bluff City Properties	\$1,000	\$7,825			
Bluffview Montessori School	\$1,122	\$6,864	\$7,522	\$6,660	\$6,900
Bub's Brewing Co.	\$693	\$6,315	\$5,740	\$5,572	\$5,300
Chartwell	\$731	\$3,306	\$3,779	\$8,671	\$10,563
Cotter/Steak Shop Catering	\$2,157	\$12,281	\$14,599	\$17,274	\$10,377
Fastenal Company	\$4,913	\$51,733	\$38,033	\$44,525	\$34,180
Hal Leonard	\$1,507	\$5,924	\$3,774	\$4,470	\$2,178
Holiday Inn	\$0	\$0	\$7,790	\$7,515	\$9,905
Home & Community Options	\$0	\$2,112			
Peerless Chain Company	\$5,400	\$38,253			
Riverport Inn	\$2,057	\$17,038	\$16,709	\$16,163	\$17,172
Riverside Electronics	\$840	\$6,985	\$6,390	\$5,520	\$5,619
RTP Company	\$3,360	\$37,592	\$46,986	\$37,980	\$0
Schydes	\$0	\$3,314			
Watkins Inc.	\$0	\$951	\$32,802		
Wellingtons/Westgate Bowl	\$765	\$8,150	\$7,345	\$7,365	\$8,506
Westfield Golf Course	\$1,421	\$11,599	\$9,308	\$9,990	\$1,080
Wincraft	\$809	\$6,778	\$5,058	\$10,096	\$18,071
Other	\$2,950	\$38,082	\$72,571	\$75,054	\$57,021
<b>Total</b>	<b>\$31,487</b>	<b>\$275,333</b>	<b>\$278,406</b>	<b>\$256,855</b>	<b>\$186,872</b>
#of Customers	30				



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

**SEPTEMBER 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	\$170	\$3,005	\$0	\$0	\$0	\$0	\$1,211	\$3,506	\$3,632	\$31,713	\$22,358	\$5,611	\$3,839	\$75,045
Total Operation Cost	\$380	\$966	\$20	\$12	\$2	\$0	\$2,155	\$6,239	\$6,466	\$8,608	\$6,708	\$1,935	\$3,620	\$37,113
Total Staff Cost	\$5,854	\$16,079	\$2,068	\$2,733	\$2,999	\$5,854	\$34,115	\$2,669	\$3,847	\$34,754	\$10,974	\$2,831	\$8,775	\$133,553
Total Administration Cost	\$0	\$0	\$0	\$0	\$214	\$0	\$8,227	\$3,742	\$6,169	\$2,942	\$158	\$0	\$4,173	\$25,625
Administration Distribution	\$10,639	\$6,052	\$848	\$351	\$149	\$8,477		\$625		\$10,522	\$6,878	\$978	\$189	\$45,708
Production Distribution								\$0			\$17,321	\$2,582	\$211	\$20,115
Total Indirect Cost	\$16,874	\$23,097	\$2,936	\$3,096	\$3,364	\$14,331	\$45,708	\$13,276	\$20,115	\$56,825	\$42,040	\$8,327	\$16,968	\$262,114
Total Direct & Indirect Costs	\$17,044	\$26,102	\$2,936	\$3,096	\$3,364	\$14,331	\$45,708	\$16,782	\$20,115	\$88,538	\$64,398	\$13,938	\$20,807	\$271,336
Total Income	\$19,359	\$50,594	\$9,050	\$23,786	\$3,387	\$27,752	\$26,842	\$16,674	\$0	\$43,432	\$33,827	\$23,588	\$19,343	\$297,634
Net Income or (Loss)	\$2,315	\$24,492	\$6,114	\$20,690	\$22	\$13,421	\$26,842	-\$108	\$0	-\$45,106	-\$30,571	\$9,650	-\$1,464	\$26,298
Distribution Community Based - EE										\$13,421				\$13,421
Distribution Program Profit/Loss										\$45,545	\$29,773	\$4,232	\$818	\$80,367
Net Income or (Loss)										\$13,860	-\$798	\$13,882	-\$646	\$26,298
Overhead by Operation Department										179.19%	188.03%	148.40%	441.99%	349.28%
Agency Return on Worker Direct Labor										185.94%	137.26%	75.42%	66.75%	130.69%
Hourly worker Hours										73			188	261
Worker Hours	8,217	4,674	655	271	115	6,547		483		8,126	5,312	755	146	35,301



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

**SEPTEMBER 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	\$1,353	\$29,029	\$22	\$0	\$0	\$0	\$10,951	\$27,460	\$32,852	\$262,517	\$182,404	\$41,198	\$21,409	\$609,195
Total Operation Cost	\$1,987	\$9,361	\$103	\$57	\$12	\$0	\$19,217	\$60,001	\$57,650	\$78,391	\$57,579	\$14,921	\$12,255	\$311,533
Total Staff Cost	\$54,111	\$147,510	\$18,759	\$24,941	\$27,093	\$54,107	\$236,887	\$40,253	\$30,103	\$296,233	\$95,614	\$23,267	\$45,621	\$1,094,499
Total Administration Cost	\$0	\$0	\$0	\$0	\$4,789	\$0	\$98,184	\$30,058	\$54,738	\$30,076	\$1,422	\$0	\$37,557	\$256,823
Administration Distribution	\$88,161	\$53,280	\$6,763	\$22,122	\$695	\$61,021		\$4,565		\$75,190	\$47,215	\$5,623	\$606	\$365,239
Production Distribution								\$0			\$150,990	\$22,510	\$1,843	\$175,343
Total Indirect Cost	\$144,259	\$210,151	\$25,625	\$47,119	\$32,588	\$115,128	\$365,239	\$134,878	\$175,343	\$479,889	\$352,819	\$66,321	\$97,881	\$2,203,436
Total Direct & Indirect Costs	\$145,612	\$239,180	\$25,647	\$47,119	\$32,588	\$115,128	\$365,239	\$162,338	\$175,343	\$742,406	\$535,223	\$107,519	\$119,290	\$2,812,631
Total Income	\$156,779	\$458,152	\$68,375	\$125,108	\$36,018	\$272,551	\$91,075	\$182,780	\$0	\$383,666	\$315,887	\$106,113	\$115,505	\$2,312,008
Net Income or (Loss)	\$11,168	\$218,972	\$42,728	\$77,988	\$3,430	\$157,424	\$91,075	\$20,442	\$0	-\$358,741	-\$219,336	-\$1,406	-\$3,785	-\$500,623
Distribution Community Based - EE										\$157,424				\$157,424
Distribution Program Profit/Loss										\$272,276	\$170,973	\$20,362	\$2,193	\$465,803
Net Income or (Loss)										\$70,959	-\$48,364	\$18,955	-\$1,592	\$39,958
Overhead by Operation Department										182.80%	193.43%	160.98%	457.20%	361.70%
Agency Return on Worker Direct Labor										163.68%	95.91%	49.82%	46.13%	102.30%
Hourly worker Hours										74	29	1,240	1,343	
Worker Hours	76,418	46,183	5,862	19,175	602	52,893		3,957		65,175	40,926	4,874	525	316,590