



**FINANCIAL STATEMENT**  
**NOVEMBER 30, 2011**

**FOR INTERNAL USE**



**STATEMENT OF FINANCIAL POSITION**

	NOV. 30, 2011	OCT. 31, 2011	NOV. 30, 2010
<b>CURRENT ASSETS</b>			
Cash in Banks	\$48,295	\$49,012	\$70,838
Acc. Rec. Sales	\$157,075	\$140,350	\$223,686
Acc. Rec. Agency Revenue	\$190,572	\$192,911	\$184,494
Inventories	\$33,083	\$34,432	\$26,569
Prepaid Expenses	\$72,936	\$68,689	\$64,543
Total Current Assets	\$501,961	\$485,394	\$570,130
<b>PROPERTY AND EQUIPMENT</b>			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$1,580,431	\$1,580,431	\$1,578,347
Property & Equipment	\$508,752	\$585,769	\$1,076,522
Total Prop & Equip	\$2,127,975	\$2,204,992	\$2,693,661
Less:Acc. Depr. P & E	\$928,555	\$1,064,287	\$1,351,085
Net Book Value	\$1,199,420	\$1,140,705	\$1,342,576
<b>OTHER ASSETS</b>			
Savings	\$259,397	\$259,232	\$175,976
Savings-Laundry Fund	\$172,535	\$172,436	\$0
Total Other Assets	\$431,932	\$431,668	\$175,976
<b>TOTAL ASSETS</b>	<b>\$2,133,313</b>	<b>\$2,057,767</b>	<b>\$2,088,682</b>
<b>CURRENT LIABILITIES</b>			
Accounts Payable-Trade	\$57,043	\$28,121	\$80,411
Accrued Salaries	\$122,783	\$107,165	\$139,978
Accrued Payroll Taxes	-\$940	\$7,178	\$16,704
Laundry Fund Payable	\$172,394	\$172,349	\$0
Notes Payable-Current	\$0	\$0	\$0
Total Current Liab.	\$351,280	\$314,813	\$237,093
<b>LONG TERM LIABILITIES</b>			
Mortgage Payable	\$340,500	\$346,072	\$405,956
Total Long Term Liab.	\$340,500	\$346,072	\$405,956
<b>NET ASSETS</b>			
Unrestricted	\$1,441,533	\$1,396,882	\$1,445,633
Total Net Assets	\$1,441,533	\$1,396,882	\$1,445,633
<b>TOTAL LIABILITY &amp; NET ASSETS</b>	<b>\$2,133,313</b>	<b>\$2,057,767</b>	<b>\$2,088,682</b>



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

	<b>CURRENT MONTH</b>	<b>BUDGET CURRENT MONTH</b>	<b>VARIANCE TO BUDGET %</b>	<b>Notes</b>	<b>CURRENT YEAR TO DATE</b>	<b>BUDGET YEAR TO DATE</b>	<b>NOVEMBER 30, 2011 VARIANCE TO BUDGET %</b>	<b>PRIOR YEAR TO DATE</b>
<b>DEVELOPMENT</b>								
Contributions	\$29	\$4,660	-99%		\$6,223	\$22,358	-72%	\$28,826
United Way of the Greater Winona Area	\$0	\$0	0%		\$10,700	\$11,000	-3%	\$11,000
Golf Tournament	\$0	\$0	0%		\$48,545	\$30,000	62%	\$38,037
Grants-Special Projects	\$46,034	\$0	0%	A	\$58,534	\$20,000	193%	\$16,478
Special Events	\$0	\$0	0%		\$1,605	\$6,000	-73%	\$8,175
<b>TOTAL DEVELOPMENT INCOME</b>	<b>\$46,063</b>	<b>\$4,660</b>	<b>888%</b>		<b>\$125,607</b>	<b>\$89,358</b>	<b>41%</b>	<b>\$102,516</b>
Development/Public Relations Expenses	\$2,012	\$4,130	-51%		\$41,036	\$18,931	117%	\$19,779
<b>NET DEVELOPMENT</b>	<b>\$44,051</b>	<b>\$530</b>	<b>8212%</b>		<b>\$84,571</b>	<b>\$70,427</b>	<b>20%</b>	<b>\$82,737</b>
<b>SALES</b>								
Workshop Sales	\$110,957	\$118,921	-7%	B	\$1,063,574	\$1,373,543	-23%	\$1,647,556
Cost of Materials	\$23,296	\$41,077	-43%	B	\$231,963	\$474,441	-51%	\$513,753
<b>SALES LESS MATERIALS</b>	<b>\$87,661</b>	<b>\$77,844</b>	<b>13%</b>	B	<b>\$831,611</b>	<b>\$899,102</b>	<b>-8%</b>	<b>\$1,133,803</b>
<b>AGENCY REVENUE</b>								
Case Service	\$2,540	\$1,058	140%	C	\$17,668	\$8,972	97%	\$24,001
DEED CBE	\$8,309	\$14,153	-41%	D	\$103,065	\$113,920	-10%	\$119,923
DEED SE/CE	\$33,998	\$27,820	22%	D	\$316,790	\$339,207	-7%	\$327,264
DEED NEXT STEP	\$5,143	\$5,006	3%	D	\$48,709	\$47,625	2%	\$47,086
Winona County Support	\$26,886	\$25,935	4%		\$282,204	\$289,240	-2%	\$277,533
Other County Support	\$3,275	\$3,765	-13%		\$36,378	\$51,239	-29%	\$51,117
Wisconsin Programs	\$623	\$1,975	-68%	E	\$15,634	\$42,296	-63%	\$54,327
Welfare to Work	\$9,903	\$7,413	34%	F	\$97,061	\$114,121	-15%	\$104,300
Transportation	\$15,027	\$15,936	-6%		\$166,903	\$184,063	-9%	\$162,861
Other Revenue	-\$298	\$518	-158%	G	\$34,037	\$5,984	469%	\$8,364
Grants - OSHA	\$0	\$0	0%		\$68,007	\$65,500	4%	\$0
Grants - Fastrac	\$0	\$0	0%		\$67,973	\$67,712	0%	\$63,332
D T & H, Career Options	\$45,158	\$50,199	-10%	H	\$537,330	\$579,799	-7%	\$563,490
<b>TOTAL AGENCY REVENUE</b>	<b>\$150,564</b>	<b>\$153,778</b>	<b>-2%</b>		<b>\$1,791,759</b>	<b>\$1,909,678</b>	<b>-6%</b>	<b>\$1,803,598</b>
<b>TOTAL REVENUE</b>	<b>\$282,276</b>	<b>\$232,152</b>	<b>22%</b>		<b>\$2,707,941</b>	<b>\$2,879,207</b>	<b>-6%</b>	<b>\$3,020,138</b>
<b>LESS: OPERATING EXPENSES</b>	<b>\$71,599</b>	<b>\$90,925</b>	<b>-21%</b>		<b>\$798,141</b>	<b>\$980,374</b>	<b>-19%</b>	<b>\$1,041,346</b>
<b>LESS: ADMIN. EXPENSES</b>	<b>\$166,025</b>	<b>\$168,810</b>	<b>-2%</b>		<b>\$1,744,441</b>	<b>\$1,867,896</b>	<b>-7%</b>	<b>\$1,717,170</b>
<b>NET INCOME/LOSS</b>	<b>\$44,652</b>	<b>-\$27,583</b>	<b>-262%</b>		<b>\$165,359</b>	<b>\$30,937</b>	<b>435%</b>	<b>\$261,622</b>
<b>DEPRECIATION EXPENSE</b>	<b>\$5,958</b>	<b>\$5,958</b>	<b>0%</b>		<b>\$65,538</b>	<b>\$65,538</b>	<b>0%</b>	<b>\$96,152</b>
<b>NET INCOME/LOSS FROM OPERATIONS</b>	<b>\$50,610</b>	<b>-\$21,625</b>	<b>-334%</b>		<b>\$230,897</b>	<b>\$96,475</b>	<b>139%</b>	<b>\$357,774</b>

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



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

**NOVEMBER 30, 2011**

	CURRENT MONTH	BUDGET CURRENT MONTH	MONTH VARIANCE TO BUDGET %	Notes	YTD			
					CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
<b>OPERATING EXPENSES</b>								
Worker Wages	\$45,103	\$56,410	-20%	I	\$509,132	\$651,538	-22%	\$683,880
Worker Benefit Wages	\$7,841	\$7,973	-2%	I	\$48,787	\$56,241	-13%	\$73,011
Worker Workers' Compensati	\$3,859	\$6,236	-38%	I	\$41,545	\$68,557	-39%	\$72,614
Worker Payroll Taxes	\$4,050	\$4,989	-19%		\$42,583	\$54,844	-22%	\$58,920
Vehicle Expense	\$4,887	\$8,368	-42%	J	\$73,711	\$61,380	20%	\$64,689
Repair & Maintenance Building & Equipment	\$2,202	\$3,118	-29%		\$33,894	\$28,798	18%	\$34,944
Utilities	\$3,055	\$3,682	-17%		\$43,596	\$54,853	-21%	\$50,082
Safety Supplies	\$602	\$149	304%		\$4,893	\$4,163	18%	\$3,206
<b>TOTAL OPERATING EXPENSES</b>	<b>\$71,599</b>	<b>\$90,925</b>	<b>-21%</b>		<b>\$798,141</b>	<b>\$980,374</b>	<b>-19%</b>	<b>\$1,041,346</b>
<b>ADMINISTRATIVE EXPENSES</b>								
Staff Salaries	\$102,317	\$110,813	-8%		\$1,097,493	\$1,193,758	-8%	\$1,072,515
Staff Benefits	\$21,777	\$23,719	-8%		\$222,835	\$255,519	-13%	\$226,578
Staff Taxes	\$13,160	\$12,484	5%		\$143,759	\$134,483	7%	\$121,685
Retirement Plan, 403B	\$504	\$499	1%		\$7,756	\$6,667	16%	\$6,040
Professional Services	\$5,174	\$300	1625%	K	\$31,591	\$25,700	23%	\$26,428
Office Supplies	\$1,249	\$1,594	-22%		\$15,713	\$18,408	-15%	\$15,719
Continuing Education	\$3,905	\$1,000	291%	L	\$10,605	\$9,500	12%	\$8,022
Outside Services - Grants	\$576	\$0	0%		\$20,783	\$15,000	39%	\$4,633
Staff Expense	\$3,734	\$4,781	-22%	M	\$45,501	\$55,220	-18%	\$51,949
Telephone	\$338	\$416	-19%		\$5,416	\$4,586	18%	\$4,599
Postage	\$304	\$235	29%		\$3,642	\$4,765	-24%	\$4,059
Dues & Subscriptions	\$846	\$676	25%		\$9,105	\$8,316	9%	\$9,092
Depreciation	\$5,958	\$5,958	0%		\$65,538	\$65,538	0%	\$96,152
Uniform & Rug Rental	\$1,159	\$615	88%		\$9,303	\$7,227	29%	\$7,410
Interest Expense	\$1,733	\$1,973	-12%		\$21,037	\$21,961	-4%	\$25,313
Client Transportation - City Bus Pass	\$2,106	\$2,250	-6%		\$21,736	\$24,750	-12%	\$23,204
Insurance	\$1,168	\$1,250	-7%		\$11,652	\$13,750	-15%	\$11,628
Banking Fees / Miscellaneous Expense	\$17	\$247	-93%		\$976	\$2,748	-64%	\$2,144
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
<b>TOTAL ADMINISTRATIVE EXPENSES</b>	<b>\$166,025</b>	<b>\$168,810</b>	<b>-2%</b>		<b>\$1,744,441</b>	<b>\$1,867,896</b>	<b>-7%</b>	<b>\$1,717,170</b>

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

## SALES BY CUSTOMER

FOR ELEVEN MONTHS ENDING:

NOVEMBER 30, 2011

### Production Floor 1

	Month	2011 YTD	2010 YTD	2009 YTD	2008 YTD	2007 YTD
Brian's Toys	\$2,289	\$9,225	\$0	\$0	\$0	\$0
Fastenal Company	\$5,399	\$6,477	\$7,687	\$45,283	\$131,145	\$161,153
Hal Leonard Corp.	\$2,751	\$48,710	\$43,789	\$27,223	\$41,782	\$58,825
Peerless Chain Company	\$0	\$6,094	\$5,021	\$4,117	\$6,502	\$0
RockTenn	\$0	\$0	\$7,862	\$13,356	\$22,132	\$15,921
Thern	\$1,667	\$17,205	\$0	\$0	\$0	\$0
Watkins Inc.	\$6,134	\$57,058	\$84,756	\$40,141	\$27,039	\$23,258
Watlow Electric Mfg.	\$0	\$765	\$20,516	\$22,958	\$34,754	\$34,010
Wincraft	\$18,408	\$157,044	\$179,754	\$409,359	\$136,767	\$140,540
Winona Knits & Mitts	\$6,155	\$10,080	\$0	\$0	\$0	\$0
Winona Lighting	\$358	\$7,287	\$0	\$0	\$0	\$0
Other	\$1,156	\$19,117	\$22,825	\$31,500	\$29,697	\$79,172
Total	\$44,317	\$339,062	\$372,210	\$593,937	\$429,818	\$512,879
# of Customers	10					
Discontinued Customers			\$44,317	\$63,428	\$35,263	\$34,332

### Production Floor 2

	Month	2011 YTD	2010 YTD	2009 YTD	2008 YTD	2007 YTD
Peerless Chain Company	\$4,372	\$47,719	\$45,063	\$23,758	\$42,278	\$70,324
RockTenn	\$16,368	\$259,586	\$588,602	\$470,849	\$562,504	\$551,987
Other	\$0	\$0	\$0	\$365	\$1,054	\$908
Total	\$20,740	\$307,305	\$633,665	\$494,972	\$605,836	\$623,219
# of Customers	2					
Discontinued Customers			\$2,890	\$15,676	\$12,670	\$14,952



## SALES BY CUSTOMER

FOR ELEVEN MONTHS ENDING:

NOVEMBER 30, 2011

CBS Sites	Month	2011 YTD	2010 YTD	2009 YTD	2008 YTD	2007 YTD
Behrens	\$2,200	\$23,320	\$0	\$0	\$0	\$0
Benchmark	\$2,495	\$28,391	\$22,598	\$10,476	\$0	\$0
Bluff City Properties	\$500	\$5,500	\$8,800	\$9,425	\$0	\$0
Bluffview Montessori School	\$1,672	\$13,024	\$5,016	\$9,648	\$10,096	\$9,090
Bub's Brewing Co.	\$1,000	\$11,600	\$11,550	\$7,668	\$7,093	\$6,734
Chartwell	\$1,527	\$9,864	\$6,260	\$5,424	\$5,424	\$10,310
Cotter/Steak Shop Catering	\$2,197	\$19,797	\$16,498	\$16,678	\$19,289	\$22,629
Fastenal Company	\$1,769	\$42,173	\$79,437	\$64,835	\$54,120	\$64,670
Hal Leonard	\$1,026	\$7,798	\$9,061	\$7,887	\$4,708	\$5,002
Peerless Chain Company	\$6,790	\$75,940	\$65,560	\$49,053	\$0	\$0
Riverstar	\$2,853	\$18,750	\$0	\$0	\$0	\$0
RTP Company	\$3,360	\$38,808	\$38,640	\$44,152	\$57,072	\$48,190
Watkins Inc.	\$12,554	\$29,898	\$0	\$951	\$32,802	\$0
Watlow Controls	\$3,176	\$36,310	\$22,601	\$0	\$0	\$0
Wellingtons/Westgate Bowl	\$960	\$12,500	\$10,499	\$9,955	\$9,410	\$9,394
Wincraft	\$0	\$3,918	\$3,690	\$6,778	\$4,932	\$10,096
Other	\$1,820	\$27,107	\$29,618	\$69,593	\$116,635	\$117,221
Total	\$45,899	\$404,698	\$329,828	\$312,523	\$321,581	\$303,336
#of Customers	25					
Discontinued Customers			\$601	\$22,340	\$20,229	\$19,229





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

**NOVEMBER 30, 2011**

	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	\$362	\$1,149	\$253	\$57	\$136	\$0	\$773	\$0	\$2,320	\$23,652	\$13,333	\$3,068	\$0	\$45,103
Total Operation Cost	\$298	\$522	\$98	\$29	\$51	\$0	\$1,235	\$4,591	\$3,704	\$8,419	\$6,320	\$1,229	\$0	\$26,496
Total Staff Cost	\$4,057	\$20,938	\$232	\$5,835	\$0	\$6,683	\$37,187	\$8,679	\$0	\$34,209	\$17,736	\$2,203	\$0	\$137,758
Total Administration Cost	\$0	\$0	\$0	\$0	\$0	\$0	\$17,344	\$4,267	\$5,571	\$2,801	\$265	\$32	\$0	\$30,280
Administration Distribution	\$13,213	\$9,325	\$713	\$692	\$249	\$10,248	\$0	\$0	\$0	\$12,289	\$9,080	\$731	\$0	\$56,539
Production Distribution								\$0	\$0		\$10,732	\$864	\$0	\$11,595
Total Indirect Cost	\$17,568	\$30,785	\$1,042	\$6,556	\$299	\$16,931	\$56,539	\$17,537	\$11,595	\$57,718	\$44,132	\$5,058	\$0	\$262,669
Total Direct & Indirect Costs	\$17,930	\$31,934	\$1,295	\$40,877	\$435	\$16,931	\$56,539	\$17,537	\$11,595	\$81,370	\$57,465	\$0	\$0	\$239,637
Total Income	\$18,354	\$42,640	\$9,903	\$28,410	\$623	\$36,417	-\$1,459	\$61,061	\$0	\$45,265	\$35,526	\$7,548	\$0	\$284,289
Net Income or (Loss)	\$424	\$10,706	\$8,608	\$21,797	\$188	\$19,485	-\$1,459	\$43,524	\$0	-\$36,105	-\$21,939	-\$578	\$0	\$44,652
Distribution Community Based - EE										\$19,485				
Distribution Program Profit/Loss										\$41,571	\$30,714	\$2,471	\$0	
Distribution Welfare to Work										\$4,316	\$4,292	\$0	\$0	
Distribution of Center Based Employment										\$393	\$32	\$0	\$0	
Net Income or (Loss)									\$29,268	\$13,459	\$1,925	\$0	\$0	\$44,652



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

**NOVEMBER 30, 2011**

	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	\$20,243	\$24,659	\$3,730	\$2,850	\$1,182	\$0	\$10,344	\$4,437	\$31,874	\$238,670	\$135,352	\$34,646	\$1,145	\$509,132
Total Operation Cost	\$6,712	\$7,518	\$1,074	\$841	\$338	\$0	\$20,478	\$69,467	\$61,654	\$63,587	\$44,878	\$12,012	\$450	\$289,009
Total Staff Cost	\$51,503	\$196,833	\$18,119	\$51,022	\$14,420	\$74,895	\$375,920	\$102,427	\$32,502	\$365,342	\$126,401	\$46,911	\$15,548	\$1,471,843
Total Administration Cost	\$2,711	\$71	\$3,522	\$0	\$1,701	\$0	\$150,315	\$54,933	\$64,700	\$33,375	\$1,340	\$967	\$0	\$313,635
Administration Distribution	\$138,997	\$105,166	\$9,730	\$9,396	\$2,894	\$78,490		\$1,391		\$117,101	\$85,149	\$8,597	\$145	\$557,057
Production Distribution								\$0			\$172,868	\$17,454	\$408	\$190,729
Total Indirect Cost	\$199,923	\$309,588	\$32,445	\$61,258	\$19,353	\$153,385	\$557,057	\$228,218	\$190,729	\$579,406	\$430,636	\$85,941	\$16,552	\$2,822,274
Total Direct & Indirect Costs	\$220,166	\$334,247	\$36,175	\$64,108	\$20,535	\$153,385	\$557,057	\$232,655	\$190,729	\$818,076	\$565,988	\$120,587	\$17,696	\$2,583,619
Total Income	\$302,229	\$534,809	\$97,061	\$224,676	\$15,635	\$393,341	\$59,066	\$280,943	\$0	\$400,529	\$333,465	\$99,413	\$7,809	\$2,748,977
Net Income or (Loss)	\$82,063	\$200,562	\$60,886	\$160,568	-\$4,900	\$239,956	\$59,066	\$48,288	\$0	-\$417,547	-\$232,523	-\$21,174	-\$9,887	\$165,358
Distribution Community Based - EE										\$239,956				
Distribution Program Profit/Loss										\$257,284	\$187,082	\$18,889	\$328	
Distribution Welfare to Work										\$20,390	\$37,638	\$2,858		
Distribution of Center Based Employment										\$74,416	\$7,513	\$134		
Net Income or (Loss)										\$100,084	\$66,613	\$8,086	-\$9,425	\$165,358





Notes to Financial Statement  
NOVEMBER 30, 2011

Accounts Receivable - Sales	11/30/2011	10/31/2011	9/30/2011
Balance At:	\$157,075	\$140,350	\$135,674
Current:	\$106,656	\$94,320	\$87,722
30-60 Days	\$45,310	\$42,723	\$43,917
Over 60 Days	\$2,201	\$1,100	\$3,558
Over 90 Days	\$2,908	\$2,207	\$477
Sub Total over 30 Days	\$50,419	\$46,030	\$47,952

Accounts Receivable - Agency Revenue	10/31/2011	9/30/2011
Balance At:	\$190,572	\$192,911
Current:	\$160,110	\$159,756
30-60 Days	\$22,041	\$22,695
Over 60 Days	\$2,883	\$2,696
Over 90 Days	\$5,538	\$7,764
Sub Total over 30 Days	\$30,462	\$33,155

Accounts Payable	10/31/2011	9/30/2011
Balance At:	\$57,043	\$43,731
Current:	\$57,043	\$43,731
30-60 Days	\$0	\$0
DBER 31: Over 60 Days	\$0	\$0
Over 90 Days	\$0	\$0
Sub Total over 30 Days	\$0	\$0

	Operating Note	Payroll Note
Balance at Month End:	\$0	\$0
Current Balance: 12/21/2011	\$0	\$21,436

**Notes to Financial Statement**  
**NOVEMBER 30, 2011**

Note:

**Contributions:**

Received \$29, thank you to: Goodsearch

**A Grants-Special Projects**

Received the bus, \$46,063.

**B Net Sales**

Over budget \$9,817 - 13% for the month. Sales good in all three departments.

**C Case Service**

Over budget \$1,482 - 140% for the month. Over budget \$8,696 - 97% for the year. Excellent referrals from Work Force Center.

**D DEED CBE, SE/CE, Next Step**

Over budget \$471 for the month. Under budget \$32,188 - 6% for the year. Wage incentive grants received earlier in the year.

**E Wisconsin Programs**

We will continue to see small dollars from Wisconsin for 1 individual participating in our In-house program. All services provided in Wisconsin have ended.

**F Welfare to Work**

Over budget \$2,490 - 34% for the month. Under budget \$17,060 - 15% for the year. Referrals down.

**G Other Revenue**

Reflecting a negative of \$298, sold the two oldest busses, small loss on sale of fixed assets.

**H D T & H, Career Options**

Under budget \$5,041 - 10% for the month. Under budget \$42,469 - 7% for the year. Down one person for the month, plus 2 holidays, no funding.

**I Client Wages, Benefits & Tax**

Under budget \$14,755 - 20% for the month. Under budget \$189,133 - 23% for the year. Hours down, time studies wage determinations timely.

**J Vehicle Expense**

Under budget \$3,481 - 42%. Over budget \$12,331 - 20% for the year. Budget based on activity from 2010.

**K Professional Services**

Over budget \$4,874 - 1625% for the month. Received the SFY EE audit billing. Budgeted for October. Budget based on 2010 activity.

**L Continuing Education**

Over budget \$2,905 - 291% for the month. Over budget \$1,105 - 12% for the year. Non Profit management classes for 3 directors.

**M Staff Expense**

Under budget \$1,047 - 22% for the month. Under budget \$9,719 - 18% for the year. Transporting more clients on the busses and vans.

