



**FINANCIAL STATEMENT**

**OCTOBER 31, 2011**

**FOR INTERNAL USE**



**STATEMENT OF FINANCIAL POSITION**

	OCT. 31, 2011	SEP. 30, 2011	OCT. 31, 2010
<b>CURRENT ASSETS</b>			
Cash in Banks	\$49,012	\$13,208	\$44,714
Acc. Rec. Sales	\$140,350	\$135,674	\$273,742
Acc. Rec. Agency Revenue	\$192,911	\$228,539	\$200,419
Inventories	\$34,432	\$27,954	\$19,974
Prepaid Expenses	\$68,689	\$65,831	\$60,419
Total Current Assets	\$485,394	\$471,206	\$599,268
<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	\$585,769	\$585,769	\$1,069,397
Total Prop & Equip	\$2,204,992	\$2,204,992	\$2,686,536
Less:Acc. Depr. P & E	\$1,064,287	\$1,058,329	\$1,350,234
Net Book Value	\$1,140,705	\$1,146,663	\$1,336,302
<b>OTHER ASSETS</b>			
Savings	\$259,232	\$251,558	\$145,215
Savings-Laundry Fund	\$172,436	\$144,611	\$0
Total Other Assets	\$431,668	\$396,169	\$145,215
<b>TOTAL ASSETS</b>	<b>\$2,057,767</b>	<b>\$2,014,038</b>	<b>\$2,080,785</b>
<b>CURRENT LIABILITIES</b>			
Accounts Payable-Trade	\$28,121	\$43,731	\$91,095
Accrued Salaries	\$107,165	\$103,569	\$128,365
Accrued Payroll Taxes	\$7,178	\$2,293	\$10,445
Laundry Fund Payable	\$172,349	\$144,524	\$0
Notes Payable-Current	\$0	\$0	\$0
Total Current Liab.	\$314,813	\$294,117	\$229,905
<b>LONG TERM LIABILITIES</b>			
Mortgage Payable	\$346,072	\$351,666	\$411,194
Total Long Term Liab.	\$346,072	\$351,666	\$411,194
<b>NET ASSETS</b>			
Unrestricted	\$1,396,882	\$1,368,255	\$1,439,686
Total Net Assets	\$1,396,882	\$1,368,255	\$1,439,686
<b>TOTAL LIABILITY &amp; NET ASSETS</b>	<b>\$2,057,767</b>	<b>\$2,014,038</b>	<b>\$2,080,785</b>



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

	STATEMENT OF ACTIVITIES FOR TEN MONTHS ENDING:				OCTOBER 31, 2011		
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	PRIOR YEAR TO DATE
						VARIANCE TO BUDGET %	
<b>DEVELOPMENT</b>							
Contributions	\$0	\$338	-100%		\$6,194	\$17,698	\$22,818
United Way of the Greater Winona Area	\$0	\$0	0%		\$10,700	\$11,000	\$11,000
Golf Tournament	\$0	\$0	0%		\$48,545	\$30,000	\$38,037
Grants-Special Projects	\$7,500	\$5,000	50%	A	\$12,500	\$20,000	\$16,478
Special Events	\$0	\$0	0%		\$1,605	\$6,000	\$8,175
<b>TOTAL DEVELOPMENT INCOME</b>	<b>\$7,500</b>	<b>\$5,338</b>	<b>41%</b>		<b>\$79,544</b>	<b>\$84,698</b>	<b>\$96,508</b>
Development/Public Relations Expenses	\$1,497	\$877	71%		\$39,024	\$14,801	\$15,464
<b>NET DEVELOPMENT</b>	<b>\$6,003</b>	<b>\$4,461</b>	<b>35%</b>		<b>\$40,520</b>	<b>\$69,897</b>	<b>\$81,044</b>
<b>SALES</b>							
Workshop Sales	\$93,151	\$124,868	-25%	B	\$952,617	\$1,254,622	\$1,494,692
Cost of Materials	\$193	\$43,131	-100%	B	\$208,667	\$433,364	\$474,530
<b>SALES LESS MATERIALS</b>	<b>\$92,958</b>	<b>\$81,737</b>	<b>14%</b>	B	<b>\$743,950</b>	<b>\$821,258</b>	<b>\$1,020,162</b>
<b>AGENCY REVENUE</b>							
Case Service	\$445	\$982	-55%		\$15,128	\$7,914	\$21,172
DEED CBE	\$7,149	\$12,876	-44%	C	\$94,756	\$99,767	\$105,024
DEED SE/CE	\$32,588	\$27,577	18%	C	\$282,792	\$311,387	\$300,424
DEED NEXT STEP	\$4,541	\$3,761	21%		\$43,566	\$42,619	\$42,093
Winona County Support	\$27,613	\$25,780	7%		\$255,318	\$263,305	\$252,648
Other County Support	\$3,199	\$4,541	-30%	D	\$33,103	\$47,474	\$47,361
Wisconsin Programs	\$534	\$2,203	-76%	E	\$15,011	\$40,321	\$51,790
Welfare to Work	\$9,060	\$7,741	17%	F	\$87,158	\$106,708	\$97,525
Transportation	\$15,759	\$16,733	-6%		\$151,876	\$168,127	\$148,648
Other Revenue	\$641	\$544	18%		\$34,335	\$5,466	\$6,419
Grants - OSHA	\$0	\$0	0%		\$68,007	\$65,500	\$0
Grants - Fastrac	\$0	\$0	0%		\$67,973	\$67,712	\$57,921
D T & H, Career Options	\$49,702	\$52,709	-6%		\$492,172	\$529,600	\$514,135
<b>TOTAL AGENCY REVENUE</b>	<b>\$151,231</b>	<b>\$155,447</b>	<b>-3%</b>		<b>\$1,641,195</b>	<b>\$1,755,900</b>	<b>\$1,645,160</b>
<b>TOTAL REVENUE</b>	<b>\$250,192</b>	<b>\$241,645</b>	<b>4%</b>		<b>\$2,425,665</b>	<b>\$2,647,055</b>	<b>\$2,746,366</b>
<b>LESS: OPERATING EXPENSES</b>	<b>\$67,251</b>	<b>\$87,433</b>	<b>-23%</b>		<b>\$726,541</b>	<b>\$889,449</b>	<b>\$944,729</b>
<b>LESS: ADMIN. EXPENSES</b>	<b>\$154,317</b>	<b>\$168,475</b>	<b>-8%</b>		<b>\$1,578,412</b>	<b>\$1,699,086</b>	<b>\$1,545,963</b>
<b>NET INCOME/LOSS</b>	<b>\$28,624</b>	<b>-\$14,263</b>	<b>-301%</b>		<b>\$120,712</b>	<b>\$58,520</b>	<b>\$255,674</b>
<b>DEPRECIATION EXPENSE</b>	<b>\$5,958</b>	<b>\$5,958</b>	<b>0%</b>		<b>\$59,580</b>	<b>\$59,580</b>	<b>\$87,321</b>
<b>NET INCOME/LOSS FROM OPERATIONS</b>	<b>\$34,582</b>	<b>-\$8,305</b>	<b>-516%</b>		<b>\$180,292</b>	<b>\$118,100</b>	<b>\$342,995</b>

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



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

	MONTH			Notes	OCTOBER 31, 2011 YTD			PRIOR YEAR TO DATE
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %		CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	
<b>OPERATING EXPENSES</b>								
Worker Wages	\$45,187	\$59,231	-24%	G	\$464,029	\$595,128	-22%	\$624,961
Worker Benefit Wages	\$2,479	\$2,291	8%	G	\$40,946	\$48,268	-15%	\$62,637
Worker Workers' Compensation	\$4,007	\$5,959	-33%	G	\$37,685	\$62,321	-40%	\$66,904
Worker Payroll Taxes	\$3,646	\$4,767	-24%	G	\$38,532	\$49,855	-23%	\$53,385
Vehicle Expense	\$6,650	\$6,931	-4%		\$68,824	\$53,012	30%	\$55,870
Repair & Maintenance Building & Equipment	\$1,902	\$3,151	-40%	H	\$31,693	\$25,680	23%	\$31,161
Utilities	\$2,937	\$4,509	-35%	I	\$40,541	\$51,171	-21%	\$46,720
Safety Supplies	\$443	\$594	-25%		\$4,291	\$4,014	7%	\$3,091
<b>TOTAL OPERATING EXPENSES</b>	<b>\$67,251</b>	<b>\$87,433</b>	<b>-23%</b>		<b>\$726,541</b>	<b>\$889,449</b>	<b>-18%</b>	<b>\$944,729</b>
<b>ADMINISTRATIVE EXPENSES</b>								
Staff Salaries	\$100,014	\$105,776	-5%	J	\$995,176	\$1,082,945	-8%	\$960,400
Staff Benefits	\$19,320	\$22,641	-15%	J	\$201,057	\$231,800	-13%	\$203,950
Staff Taxes	\$12,848	\$11,916	8%	J	\$130,599	\$121,999	7%	\$108,986
Retirement Plan, 403B	\$900	\$830	8%		\$7,252	\$6,168	18%	\$5,281
Professional Services	\$694	\$5,000	-86%	K	\$26,417	\$25,400	4%	\$25,488
Office Supplies	\$1,704	\$1,673	2%		\$14,464	\$16,814	-14%	\$15,075
Continuing Education	\$1,410	\$500	182%		\$6,700	\$8,500	-21%	\$7,968
Outside Services - Grants	\$0	\$0	0%		\$20,207	\$15,000	35%	\$3,500
Staff Expense	\$3,288	\$5,020	-35%	L	\$41,766	\$50,439	-17%	\$48,592
Telephone	\$620	\$417	49%		\$5,077	\$4,170	22%	\$4,292
Postage	\$0	\$780	-100%		\$3,338	\$4,530	-26%	\$3,175
Dues & Subscriptions	\$1,706	\$1,556	10%		\$8,259	\$7,640	8%	\$8,474
Depreciation	\$5,958	\$5,958	0%		\$59,580	\$59,580	0%	\$87,321
Uniform & Rug Rental	\$793	\$615	29%		\$8,144	\$6,612	23%	\$6,582
Interest Expense	\$1,890	\$2,038	-7%		\$19,304	\$19,988	-3%	\$23,212
Client Transportation - City Bus Pass	\$1,898	\$2,250	-16%		\$19,629	\$22,500	-13%	\$20,991
Insurance	\$1,168	\$1,250	-7%		\$10,484	\$12,500	-16%	\$10,593
Banking Fees / Miscellaneous Expense	\$106	\$255	-58%		\$959	\$2,501	-62%	\$2,083
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
<b>TOTAL ADMINISTRATIVE EXPENSES</b>	<b>\$154,317</b>	<b>\$168,475</b>	<b>-8%</b>		<b>\$1,578,412</b>	<b>\$1,699,086</b>	<b>-7%</b>	<b>\$1,545,963</b>

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



## SALES BY CUSTOMER

FOR TEN MONTHS ENDING:

OCTOBER 31, 2011

### Production Floor 1

	Month	2011 YTD	2010 YTD	2009 YTD	2008 YTD	2007 YTD
Brian's Toys	\$903	\$6,936	\$0	\$0	\$0	\$0
Fastenal Company	\$0	\$1,078	\$5,724	\$42,918	\$126,676	\$118,491
Hal Leonard Corp.	\$2,218	\$45,959	\$39,016	\$27,223	\$41,303	\$41,320
Peerless Chain Company	\$0	\$6,094	\$4,320	\$4,117	\$6,502	\$22,020
Smurfit Stone Container	\$0	\$0	\$7,477	\$11,481	\$20,340	\$16,740
Thern	\$2,131	\$15,538	\$0	\$0	\$0	\$0
Watkins Inc.	\$7,705	\$50,924	\$56,812	\$31,741	\$24,010	\$15,298
Watlow Electric Mfg.	\$0	\$765	\$19,142	\$21,272	\$32,718	\$24,270
Wincraft	\$22,229	\$138,636	\$166,272	\$154,061	\$125,120	\$137,399
Winona Knits & Mitts	\$3,925	\$3,925	\$0	\$0	\$0	\$0
Winona Lighting	\$736	\$6,929	\$0	\$0	\$0	\$0
Other	\$2,297	\$17,961	\$19,630	\$30,459	\$25,335	\$29,759
Total	\$42,144	\$294,745	\$318,393	\$323,272	\$402,004	\$405,297
# of Customers	11					

### Production Floor 2

	Month	2011 YTD	2010 YTD	2009 YTD	2008 YTD	2007 YTD
Peerless Chain Company	\$5,245	\$43,347	\$40,926	\$21,747	\$39,038	\$66,012
RockTenn	\$1,400	\$243,218	\$540,007	\$413,506	\$511,145	\$507,774
Other	\$0	\$0	\$0	\$0	\$1,054	\$511
Total	\$6,645	\$286,565	\$580,933	\$435,253	\$551,237	\$574,297
# of Customers	2					
Discontinued Customers			\$2,890	\$13,343	\$12,180	\$12,207



## SALES BY CUSTOMER

FOR TEN MONTHS ENDING:

OCTOBER 31, 2011

### CBS Sites

	Month	2011 YTD	2010 YTD	2009 YTD	2008 YTD	2007 YTD
Behrens	\$2,310	\$21,120	\$0	\$0	\$0	\$0
Benchmark	\$1,411	\$25,896	\$19,574	\$10,231	\$0	\$0
Bluff City Properties	\$400	\$5,000	\$7,900	\$8,625	\$0	\$0
Bluffview Montessori School	\$1,672	\$11,352	\$3,344	\$8,460	\$8,842	\$7,920
Bub's Brewing Co.	\$1,050	\$10,600	\$10,550	\$7,041	\$6,499	\$6,174
Chartwell	\$1,463	\$8,337	\$5,163	\$4,745	\$4,742	\$9,479
Cotter/Steak Shop Catering	\$2,184	\$17,600	\$14,328	\$14,948	\$17,245	\$20,226
Fastenal Company	\$4,201	\$40,404	\$76,800	\$59,212	\$43,257	\$54,496
Hal Leonard	\$1,296	\$6,772	\$7,186	\$5,924	\$3,774	\$4,470
Peerless Chain Company	\$7,040	\$69,150	\$59,620	\$43,653	\$0	\$0
Riverstar	\$1,918	\$15,897	\$0	\$0	\$0	\$0
RTP Company	\$3,528	\$35,448	\$35,280	\$41,112	\$52,644	\$43,270
Watkins Inc.	\$9,766	\$19,332	\$0	\$951	\$32,802	\$0
Watlow Controls	\$2,898	\$33,134	\$20,716	\$0	\$0	\$0
Wellingtons/Westgate Bowl	\$1,040	\$11,540	\$9,444	\$8,940	\$8,430	\$8,379
Wincraft	\$0	\$3,918	\$3,690	\$6,778	\$4,932	\$10,096
Other	\$2,185	\$25,287	\$28,152	\$65,473	\$107,998	\$107,609
Total	\$44,362	\$360,787	\$301,747	\$286,093	\$291,165	\$272,119
#of Customers	28					
Discontinued Customers			\$601	\$20,943	\$18,137	\$17,459



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

**OCTOBER 31, 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	\$488	\$1,215	\$0	\$0	\$87	\$0	\$544	\$0	\$1,631	\$24,742	\$14,553	\$1,927	\$0	\$45,187
Total Operation Cost	\$219	\$370	\$5	\$3	\$21	\$0	\$1,226	\$5,980	\$3,677	\$5,669	\$4,123	\$772	\$0	\$22,064
Total Staff Cost	\$4,557	\$15,985	\$838	\$3,899	\$0	\$5,414	\$38,940	\$11,054	\$2,295	\$35,230	\$11,353	\$3,517	\$0	\$133,082
Total Administration Cost	\$885	\$0	\$0	\$0	\$0	\$0	\$9,726	\$3,483	\$5,531	\$2,991	\$85	\$32	\$0	\$22,732
Administration Distribution	\$10,350	\$9,272	\$503	\$297	\$143	\$8,447	\$0	\$0	\$0	\$11,483	\$9,510	\$429	\$0	\$50,435
Production Distribution								\$0	\$0		\$12,567	\$567	\$0	\$13,134
Total Indirect Cost	\$16,011	\$25,627	\$1,347	\$4,199	\$164	\$13,862	\$50,435	\$20,516	\$13,134	\$55,373	\$37,638	\$5,317	\$0	\$241,447
Total Direct & Indirect Costs	\$16,499	\$26,842	\$1,347	\$4,199	\$251	\$13,862	\$50,435	\$20,516	\$13,134	\$80,115	\$52,191	\$7,244	\$0	\$223,065
Total Income	\$14,654	\$49,702	\$9,060	\$27,059	\$534	\$34,104	\$6,840	\$15,759	\$0	\$44,022	\$44,934	\$5,021	\$0	\$251,689
Net Income or (Loss)	-\$1,845	\$22,860	\$7,713	\$22,860	\$283	\$20,242	\$6,840	-\$4,757	\$0	-\$36,093	-\$7,257	-\$2,223	\$0	\$28,624
Distribution Community Based - EE										\$20,242				
Distribution Program Profit/Loss										\$25,776	\$21,347	\$963	\$0	
Distribution Welfare to Work										\$4,586	\$3,127	\$0	\$0	
Distribution of Center Based Employment											-\$1,765	-\$80	\$0	
Net Income or (Loss)										\$14,511	\$15,453	-\$1,339	\$0	\$28,624



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

**OCTOBER 31, 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	\$19,881	\$23,510	\$3,477	\$2,793	\$1,046	\$0	\$9,571	\$4,437	\$29,554	\$215,018	\$122,019	\$31,578	\$1,145	\$464,029
Total Operation Cost	\$6,274	\$6,892	\$968	\$792	\$291	\$0	\$19,229	\$64,838	\$57,901	\$55,408	\$38,687	\$10,782	\$450	\$262,512
Total Staff Cost	\$47,443	\$175,905	\$17,881	\$45,191	\$14,414	\$68,210	\$338,740	\$93,744	\$32,489	\$331,132	\$108,690	\$44,699	\$15,548	\$1,334,084
Total Administration Cost	\$2,711	\$71	\$3,522	\$0	\$1,701	\$0	\$132,970	\$50,663	\$59,130	\$30,574	\$1,075	\$935	\$0	\$283,352
Administration Distribution	\$125,357	\$95,513	\$8,986	\$8,674	\$2,636	\$69,701		\$1,386		\$104,457	\$75,814	\$7,839	\$145	\$500,510
Production Distribution								\$0			\$161,922	\$16,743	\$408	\$179,074
Total Indirect Cost	\$181,785	\$278,382	\$31,357	\$54,657	\$19,042	\$137,911	\$500,510	\$210,631	\$179,074	\$521,571	\$386,189	\$80,999	\$16,552	\$2,559,532
Total Direct & Indirect Costs	\$201,666	\$301,892	\$34,834	\$57,450	\$20,088	\$137,911	\$500,510	\$215,068	\$179,074	\$736,589	\$508,208	\$112,577	\$17,696	\$2,343,977
Total Income	\$283,875	\$492,169	\$87,158	\$196,266	\$15,012	\$356,925	\$60,525	\$219,882	\$0	\$355,264	\$297,939	\$91,865	\$7,809	\$2,464,689
Net Income or (Loss)	\$82,209	\$190,277	\$52,324	\$138,816	-\$5,076	\$219,013	\$60,525	\$4,814	\$0	-\$381,325	-\$210,269	-\$20,712	-\$9,887	\$120,712
Distribution Community Based - EE										\$219,013				
Distribution Program Profit/Loss										\$216,027	\$156,790	\$16,213	\$328	
Distribution Welfare to Work										\$17,548	\$31,806	\$2,970		
Distribution of Center Based Employment											\$74,384	\$7,692	\$134	
Net Income or (Loss)										\$71,263	\$52,711	\$6,163	-\$9,425	\$120,712





**Notes to Financial Statement  
OCTOBER 31, 2011**

<b>Accounts Receivable - Sales</b>	<b>10/31/2011</b>	<b>9/30/2011</b>	<b>8/31/2011</b>
Balance At:	\$140,350	\$135,674	\$125,003
Current:	\$94,320	\$87,722	\$88,856
30-60 Days	\$42,723	\$43,917	\$28,822
Over 60 Days	\$1,100	\$3,558	\$5,995
Over 90 Days	\$2,207	\$477	\$1,330
<b>Sub Total over 30 Days</b>	<b>\$46,030</b>	<b>\$47,952</b>	<b>\$36,147</b>

<b>Accounts Receivable - Agency Revenue</b>	<b>10/31/2011</b>	<b>9/30/2011</b>	<b>8/31/2011</b>
Balance At:	\$192,911	\$228,539	\$228,621
Current:	\$159,756	\$200,854	\$218,237
30-60 Days	\$22,695	\$19,903	\$4,417
Over 60 Days	\$2,696	\$4,163	\$713
Over 90 Days	\$7,764	\$3,619	\$5,254
<b>Sub Total over 30 Days</b>	<b>\$33,155</b>	<b>\$27,685</b>	<b>\$10,384</b>

<b>Accounts Payable</b>	<b>10/31/2011</b>	<b>9/30/2011</b>	<b>8/31/2011</b>
Balance At:	\$28,121	\$43,731	\$48,312
Current:	\$28,121	\$43,731	\$48,312
30-60 Days	\$0	\$0	\$0
DBER 31: Over 60 Days	\$0	\$0	\$0
Over 90 Days	\$0	\$0	\$0
<b>Sub Total over 30 Days</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

<b>Notes Payable</b>	<b>Operating Note</b>	<b>Payroll Note</b>
Balance at Month End:	\$0	\$0
Current Balance: 11/22/2011	\$0	\$0

**Notes to Financial Statement**  
**OCTOBER 31, 2011**

Note:

**Contributions:**

All contributions were for the Laundry Project.

**A Grants-Special Projects**

Over budget \$2,500 - 50% for the month. Received a grant from Xcel Energy, \$7,500 for program expenses.

**B Net Sales**

Under budget \$31,717 - 25% for the month. Floor 2 sales low, RockTenn pallets.

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

Under budget \$154 for the month. Under budget \$32,659 - 7% for the year. Wage incentive grants received earlier in the year.

**D Other County**

Under budget \$1,342 - 30% for the month. Under budget \$14,371 - 30% for the year. Budget based on 2010 activity. Fewer people from other counties.

**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 \$1,319 - 17% for the month. Under budget \$19,550 - 18% for the year. Referrals down.

**G Client Wages, Benefits & Tax**

Under budget \$16,929 - 23% for the month. Under budget \$174,380 - 23% for the year. Sales down, hours down, time studies wage determinations timely.

**H Repair & Maintenance**

Under budget \$1,249 - 40%. Over budget \$6,013 - 23% for the year. Mainly due to machining clean up and electrical work.

**I Utilities**

Under budget \$1,572 - 35% for the month. Under budget \$10,630 - 21% for the year. Mainly due to machining department closing.

**J Staff Salaries, Benefits & Taxes**

Under budget \$8,081 - 6% for the month. Under budget \$108,828 - 6% for the year. Staff cuts, health insurance enrollment down and w/c expense down.

**K Professional Services**

Under budget \$4,306 - 86% for the month. Over budget \$1,017 - 4% for the year. Budget based on 2010 activity.

**L Staff Expense**

Under budget \$1,732 - 35% for the month. Under budget \$8,673 - 17% for the year. Transporting more clients on the busses and vans.

