



AUGUST 31, 2014

FOR INTERNAL USE



| | AUG. 31, 2014 | JUL. 31, 2014 | AUG. 31, 2013 |
|---|--------------------|--------------------|--------------------|
| CURRENT ASSETS | | | |
| Cash in Banks | \$31,613 | \$38,696 | \$87,495 |
| Acc. Rec. Sales | \$215,132 | \$193,431 | \$159,896 |
| Acc. Rec. Agency Revenue | \$314,250 | \$282,112 | \$248,062 |
| Inventories | \$59,402 | \$57,398 | \$66,837 |
| Prepaid Expenses | \$89,468 | \$90,005 | \$52,137 |
| Total Current Assets | \$709,865 | \$661,642 | \$614,427 |
| PROPERTY AND EQUIPMENT | | | |
| Land | \$38,792 | \$38,792 | \$38,792 |
| Building & Improvements | \$2,263,232 | \$2,263,232 | \$1,597,767 |
| Property & Equipment | \$1,285,781 | \$1,283,915 | \$1,552,446 |
| Total Prop & Equip | \$3,587,804 | \$3,585,938 | \$3,189,005 |
| Less:Acc. Depr. P & E | \$1,178,280 | \$1,167,569 | \$1,052,685 |
| Net Book Value | \$2,409,525 | \$2,418,370 | \$2,136,320 |
| OTHER ASSETS | | | |
| Savings | \$256,892 | \$256,680 | \$346,140 |
| Savings-Laundry Fund | \$225,363 | \$225,055 | \$276,973 |
| Pledge Receivable - Laundry | \$144,884 | \$144,984 | \$262,918 |
| Total Other Assets | \$627,139 | \$626,719 | \$886,031 |
| TOTAL ASSETS | \$3,746,529 | \$3,706,731 | \$3,636,778 |
| CURRENT LIABILITIES | | | |
| Accounts Payable-Trade | \$16,431 | \$17,969 | \$57,106 |
| Accrued Salaries | \$108,066 | \$143,595 | \$113,353 |
| Accrued Payroll Taxes | \$25,756 | \$9,608 | \$27,870 |
| Notes Payable-Current | \$34,098 | \$0 | \$0 |
| Total Current Liab. | \$184,352 | \$171,173 | \$198,329 |
| LONG TERM LIABILITIES | | | |
| Mortgage Payable | \$676,171 | \$679,268 | \$634,159 |
| Total Long Term Liab. | \$676,171 | \$679,268 | \$634,159 |
| NET ASSETS | | | |
| Unrestricted | \$2,886,007 | \$2,856,291 | \$2,804,290 |
| Total Net Assets | \$2,886,007 | \$2,856,291 | \$2,804,290 |
| TOTAL LIABILITY & NET ASSETS | \$3,746,529 | \$3,706,731 | \$3,636,778 |



| | STATEMENT OF ACTIVITIES FOR EIGHT MONTHS ENDING: | | | | AUGUST 31, 2014 | | | |
|--|---|----------------------------|----------------------------|-------|----------------------------|---------------------------|----------------------------|--------------------------|
| | CURRENT MONTH | BUDGET CURRENT MONTH | VARIANCE TO BUDGET % | Notes | CURRENT YEAR TO DATE | BUDGET YEAR TO DATE | VARIANCE TO BUDGET % | PRIOR YEAR TO DATE |
| DEVELOPMENT | | | | | | | | |
| Contributions | \$220 | \$500 | -56% | A | \$6,641 | \$10,821 | -39% | \$13,457 |
| United Way of the Greater Winona Area | \$0 | \$0 | 0% | | \$0 | \$7,000 | -100% | \$7,000 |
| Golf Tournament | \$4,150 | \$7,500 | -45% | B | \$40,066 | \$42,000 | -5% | \$40,600 |
| Grants-Special Projects | \$0 | \$0 | 0% | | \$13,310 | \$29,870 | -55% | \$6,500 |
| Special Events | \$451 | \$0 | 0% | | \$10,857 | \$14,000 | -22% | \$7,990 |
| TOTAL DEVELOPMENT INCOME | \$4,821 | \$8,000 | -40% | | \$70,875 | \$103,691 | -32% | \$75,547 |
| Development/Public Relations Expenses | \$186 | \$4,801 | -96% | C | \$16,587 | \$22,971 | -28% | \$15,711 |
| NET DEVELOPMENT | \$4,635 | \$3,199 | 45% | | \$54,287 | \$80,720 | -33% | \$59,836 |
| SALES | | | | | | | | |
| Workshop Sales | \$92,622 | \$115,846 | -20% | D | \$742,817 | \$865,139 | -14% | \$695,987 |
| Cost of Materials | \$763 | \$3,218 | -76% | D | \$31,668 | \$40,021 | -21% | \$22,589 |
| SALES LESS MATERIALS | \$91,859 | \$112,628 | -18% | | \$711,149 | \$825,118 | -14% | \$673,398 |
| AGENCY REVENUE | | | | | | | | |
| Case Service | \$8,975 | \$6,000 | 50% | E | \$59,420 | \$48,997 | 21% | \$22,630 |
| DEED CBE | \$4,022 | \$9,013 | -55% | F | \$40,383 | \$64,745 | -38% | \$85,976 |
| DEED SE/CE | \$35,333 | \$35,993 | -2% | | \$257,692 | \$263,811 | -2% | \$304,302 |
| DEED NEXT STEP/IPS GRANT | \$9,946 | \$8,466 | 17% | G | \$68,053 | \$70,297 | -3% | \$32,271 |
| Winona County Support | \$34,547 | \$32,821 | 5% | | \$281,275 | \$268,719 | 5% | \$326,189 |
| Other County Support | \$3,396 | \$4,312 | -21% | | \$26,444 | \$32,752 | -19% | \$33,690 |
| Welfare to Work | \$0 | \$3,288 | -100% | H | \$18,385 | \$26,847 | -32% | \$50,039 |
| Transportation | \$11,654 | \$14,882 | -22% | I | \$107,464 | \$115,473 | -7% | \$122,714 |
| Other Revenue | \$523 | \$2,478 | -79% | J | \$4,971 | \$14,088 | -65% | \$74,930 |
| D T & H, Career Options | \$50,247 | \$44,296 | 13% | K | \$373,014 | \$375,652 | -1% | \$376,090 |
| TOTAL AGENCY REVENUE | \$158,644 | \$161,549 | -2% | | \$1,237,102 | \$1,281,381 | -3% | \$1,428,831 |
| TOTAL REVENUE | \$255,137 | \$277,376 | -8% | | \$2,002,538 | \$2,187,219 | -8% | \$2,162,065 |
| LESS: OPERATING EXPENSES | \$226,738 | \$268,688 | -16% | | \$1,957,021 | \$2,211,887 | -12% | \$1,948,144 |
| NET INCOME/LOSS | \$28,400 | \$8,688 | 227% | | \$45,517 | -\$24,668 | -285% | \$213,921 |
| DEPRECIATION EXPENSE | \$10,711 | \$17,975 | -40% | | \$84,777 | \$121,097 | -30% | \$59,736 |
| NET INCOME/LOSS FROM OPERATIONS | \$39,111 | \$26,663 | 47% | | \$130,294 | \$96,429 | 35% | \$273,657 |
| LEWISTON VILLA EXPENSES | \$1,316 | | | | \$32,351 | | | |

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



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

AUGUST 31, 2014

| | CURRENT MONTH | BUDGET CURRENT MONTH | MONTH VARIANCE TO BUDGET % | Notes | CURRENT YEAR TO DATE | BUDGET YEAR TO DATE | YTD VARIANCE TO BUDGET % | PRIOR YEAR TO DATE |
|---|------------------|----------------------|----------------------------|-------|----------------------|---------------------|--------------------------|--------------------|
| Worker Wages | \$50,808 | \$64,860 | -22% | L | \$405,821 | \$479,464 | -15% | \$403,940 |
| Staff Salaries | \$100,717 | \$103,281 | -2% | M | \$897,574 | \$920,836 | -3% | \$918,518 |
| Workers' Compensation Expense | \$4,705 | \$5,515 | -15% | M | \$45,675 | \$58,691 | -22% | \$66,703 |
| Employer Payroll Taxes | \$11,413 | \$13,963 | -18% | M | \$95,987 | \$106,560 | -10% | \$96,593 |
| Employer U/C Expense | \$3,126 | \$4,197 | -26% | M | \$21,489 | \$23,636 | -9% | \$28,344 |
| Health/Life/LTDI Expense | \$13,112 | \$17,404 | -25% | N | \$128,375 | \$145,385 | -12% | \$111,960 |
| Retirement Plan, 403B - Employer Contribution | \$1,490 | \$1,728 | -14% | | \$10,562 | \$11,689 | -10% | \$11,435 |
| Vehicle Expense | \$6,681 | \$7,911 | -16% | O | \$48,236 | \$57,914 | -17% | \$65,812 |
| Repair & Maintenance | \$2,794 | \$2,849 | -2% | | \$28,122 | \$26,394 | 7% | \$36,283 |
| Utilities | \$7,298 | \$6,706 | 9% | | \$47,362 | \$53,494 | -11% | \$32,252 |
| Safety Supplies | \$180 | \$488 | -63% | | \$2,204 | \$3,965 | -44% | \$3,112 |
| Professional Services | \$245 | \$6,145 | -96% | P | \$13,890 | \$45,030 | -69% | \$14,437 |
| Office Supplies | \$1,595 | \$1,851 | -14% | | \$8,667 | \$12,596 | -31% | \$10,125 |
| Continuing Education | \$1,000 | \$750 | 33% | | \$27,175 | \$39,902 | -32% | \$5,957 |
| Staff Travel | \$3,757 | \$5,785 | -35% | Q | \$32,104 | \$42,334 | -24% | \$33,545 |
| Telephone | \$397 | \$555 | -28% | | \$3,489 | \$4,305 | -19% | \$3,682 |
| Postage | \$134 | \$0 | 0% | | \$2,623 | \$2,400 | 9% | \$1,770 |
| Dues & Subscriptions | \$743 | \$795 | -7% | | \$5,905 | \$6,212 | -5% | \$5,544 |
| Depreciation | \$10,711 | \$17,975 | -40% | R | \$84,777 | \$121,097 | -30% | \$59,736 |
| Mat, Mop & Uniform Expense | \$0 | \$0 | 0% | | \$2,446 | \$2,746 | -11% | \$4,009 |
| Interest Expense | \$2,425 | \$2,277 | 7% | | \$17,869 | \$18,853 | -5% | \$7,485 |
| Client Transportation | \$1,967 | \$2,208 | -11% | | \$16,018 | \$17,172 | -7% | \$16,888 |
| Insurance | \$1,324 | \$1,244 | 6% | | \$9,024 | \$9,520 | -5% | \$8,800 |
| Misc. Expenses | \$118 | \$201 | -41% | | \$1,627 | \$1,692 | -4% | \$1,214 |
| Bad Dept Expense | \$0 | \$0 | 0% | | \$0 | \$0 | 0% | \$0 |
| TOTAL OPERATING EXPENSES | \$226,738 | \$268,688 | -16% | | \$1,957,021 | \$2,211,887 | -12% | \$1,948,144 |

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

SALES BY CUSTOMER

FOR EIGHT MONTHS ENDING: AUGUST 31, 2014

Operation Services

| | Month | 2014 YTD | 2013 YTD | 2012 YTD | 2011 YTD | 2010 YTD |
|------------------------|-----------------|------------------|------------------|------------------|------------------|------------------|
| Brian's Toys | \$910 | \$5,254 | \$3,861 | \$8,152 | \$5,138 | \$0 |
| Fastenal Company | \$2,581 | \$20,159 | \$50,656 | \$4,359 | \$1,078 | \$4,273 |
| Hal Leonard Corp. | \$0 | \$7,647 | \$13,758 | \$9,911 | \$41,941 | \$32,575 |
| Peerless Chain Company | \$3,922 | \$35,275 | \$25,237 | \$39,588 | \$37,727 | \$33,943 |
| Watkins Inc. | \$3,035 | \$43,073 | \$21,404 | \$68,875 | \$37,895 | \$10,427 |
| Wincraft | \$16,118 | \$89,849 | \$103,137 | \$108,706 | \$100,404 | \$136,411 |
| Winona Lighting | \$532 | \$8,155 | \$1,841 | \$0 | \$0 | \$0 |
| Winona Knits & Mitts | \$0 | \$11,142 | \$2,376 | \$4,335 | \$0 | \$0 |
| Winona Shredding | \$1,128 | \$9,416 | \$8,171 | \$0 | \$0 | \$0 |
| Other | \$574 | \$10,978 | \$10,627 | \$19,389 | \$27,093 | \$30,266 |
| Total | \$28,800 | \$240,949 | \$241,068 | \$263,315 | \$251,276 | \$247,895 |
| # of Customers | | 29 | | | | |



Community Services

| | Month | 2014 YTD | 2013 YTD | 2012 YTD | 2011 YTD | 2010 YTD |
|-----------------------------|-----------------|------------------|------------------|------------------|------------------|------------------|
| Behrens | \$3,789 | \$29,714 | \$30,734 | \$19,323 | \$16,390 | \$0 |
| Benchmark | \$1,108 | \$8,896 | \$5,891 | \$13,459 | \$21,297 | \$17,587 |
| Bluff City Properties | \$442 | \$3,304 | \$3,508 | \$3,708 | \$4,200 | \$6,200 |
| Bluffview Montessori School | \$313 | \$8,844 | \$8,714 | \$9,620 | \$8,448 | \$0 |
| Bub's Brewing Co. | \$1,192 | \$9,043 | \$8,755 | \$8,809 | \$8,450 | \$8,450 |
| Chartwell | \$691 | \$6,475 | \$10,192 | \$8,963 | \$5,722 | \$3,573 |
| Cotter Schools | \$95 | \$2,221 | \$2,243 | \$2,528 | \$7,901 | \$1,250 |
| Cotter/Steak Shop Catering | \$742 | \$13,088 | \$12,411 | \$11,015 | \$12,964 | \$9,463 |
| Fastenal Company | \$0 | \$8,084 | \$55,943 | \$34,046 | \$33,277 | \$66,643 |
| Peerless Chain Company | \$7,088 | \$57,588 | \$58,010 | \$58,334 | \$55,070 | \$47,740 |
| Riverside Electronics | \$6,531 | \$46,615 | \$47,609 | \$0 | \$0 | \$0 |
| Riverstar | \$792 | \$5,453 | \$480 | \$7,154 | \$13,187 | \$810 |
| RTP Company | \$3,743 | \$30,124 | \$29,418 | \$29,591 | \$28,224 | \$28,224 |
| Watkins Inc. | \$0 | \$0 | \$1,017 | \$26,084 | \$9,566 | \$0 |
| Watlow Controls | \$8,991 | \$67,209 | \$62,084 | \$63,374 | \$25,535 | \$16,544 |
| Winona County | \$15,096 | \$120,768 | \$82,131 | \$12,123 | \$0 | \$0 |
| Winona Health | \$5,396 | \$24,463 | \$0 | \$0 | \$0 | \$0 |
| Other | \$3,786 | \$29,572 | \$32,841 | \$28,782 | \$28,443 | \$34,269 |
| Total | \$59,795 | \$471,461 | \$451,981 | \$336,913 | \$278,674 | \$240,753 |
| #of Customers | | 26 | | | | |

Laundry Department

| | Month | 2014 YTD | 2013 YTD | 2012 YTD | 2011 YTD | 2010 YTD |
|----------------|----------------|-----------------|------------|------------|------------|------------|
| Total | \$4,027 | \$30,410 | \$0 | \$0 | \$0 | \$0 |
| # of Customers | | 18 | | | | |

| | | | | | | |
|--------------------|-----------------|------------------|------------------|------------------|------------------|------------------|
| Total Sales | \$92,622 | \$742,820 | \$693,049 | \$600,228 | \$529,950 | \$488,648 |
|--------------------|-----------------|------------------|------------------|------------------|------------------|------------------|



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

AUGUST 31, 2014

| | Center Based Emplo | DT & H | Welfare to Work | Placement & Next St | Community Based - | Administration | Fixed Costs | Transportation | Community Services | Operation Services | Laundry | Total | |
|--|-----------------------|----------|-----------------|---------------------|-------------------|--------------------------------------|-----------------------------------|----------------|--------------------|--------------------|----------|-----------|----------|
| Total Direct Worker Wages | \$15 | \$191 | \$0 | \$0 | \$0 | \$2,078 | | \$0 | \$34,799 | \$12,670 | \$1,054 | \$50,808 | |
| Total Direct Payroll Costs | \$4,641 | \$17,643 | \$1,456 | \$6,849 | \$5,635 | \$38,155 | | \$8,825 | \$68,831 | \$27,169 | \$6,168 | \$185,371 | |
| Total Administration Cost | | | | | | \$41,988 | | | | | | | |
| Administration Distribution | \$8,920 | \$8,539 | \$0 | \$107 | \$6,737 | | \$17,684 | \$0 | | | | \$41,988 | |
| Total Indirect Cost | \$342 | \$90 | \$0 | \$1,926 | \$37 | | \$19,124 | \$12,061 | \$1,292 | \$1,688 | \$1,161 | \$41,555 | |
| Total Direct & Indirect Costs | \$13,904 | \$26,272 | \$1,456 | \$8,882 | \$12,409 | \$0 | \$36,809 | \$20,886 | \$70,123 | \$28,857 | \$7,329 | \$226,926 | |
| Total Income | \$12,652 | \$50,247 | \$0 | \$43,753 | \$40,091 | \$5,071 | \$0 | \$11,654 | \$58,846 | \$30,228 | \$2,785 | \$255,326 | |
| Net Income or (Loss) | -\$1,252 | \$23,975 | -\$1,456 | \$34,870 | \$27,682 | \$5,071 | -\$36,809 | -\$9,232 | \$27,682 | \$1,371 | -\$4,544 | -\$9,906 | |
| DT & H, Welfare to Work, Placement & Next Step net income will be used to cover the indirect cost centers. Indirect cost centers consist of: Administration, Fixed Costs and Transportation. | DT & H | | | | | \$23,975 | Distribution Community Based - EE | | \$27,682 | | | \$27,682 | |
| | Welfare to Work | | | | | -\$1,456 | Distribution of Center Based Emp. | | | -\$1,252 | | | -\$1,252 |
| | Placement & Next Step | | | | | \$34,870 | Income or (Loss) | | \$16,405 | \$119 | | | \$16,524 |
| | Administration | | | | | \$5,071 | Distribution Program Profit/Loss | | \$9,848 | \$5,775 | | \$797 | \$16,420 |
| | Fixed Costs | | | | | -\$36,809 | Net Income or (Loss) | | \$26,254 | \$5,894 | | -\$3,748 | \$28,400 |
| | Transportation | | | | | -\$9,232 | Direct Payroll Overhead | | | 97.79% | 114.44% | | |
| Net Income or (Loss) Program | | | | | \$16,420 | Indirect Overhead | | | 3.71% | 13.32% | | | |
| | | | | | | Total Overhead | | | 101.51% | 127.76% | | | |
| | | | | | | Agency Return on Worker Direct Labor | | | 107.85% | 35.70% | | | |

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

AUGUST 31, 2014



| | Center Based Emplo | DT & H | Welfare to Work | Placement & Next St | Community Based - | Administration | Fixed Costs | Transportation | Community Services | Operation Services | Laundry | Total | |
|--|-----------------------|-----------|-----------------|---------------------|-------------------|--------------------------------------|-----------------------------------|----------------|--------------------|--------------------|-----------|-------------|-----------|
| Total Direct Worker Wages | \$2,082 | \$12,490 | \$183 | \$808 | \$0 | \$15,614 | | \$0 | \$269,407 | \$96,508 | \$8,729 | \$405,821 | |
| Total Direct Payroll Costs | \$46,838 | \$166,805 | \$11,522 | \$54,802 | \$49,303 | \$319,187 | | \$76,286 | \$590,059 | \$240,191 | \$50,494 | \$1,605,488 | |
| Total Administration Cost | | | | | | \$375,006 | | | | | | | |
| Administration Distribution | \$94,013 | \$71,445 | \$433 | \$1,774 | \$58,488 | | \$148,854 | \$0 | \$23,374 | \$15,325 | \$21,039 | \$375,006 | |
| Total Indirect Cost | \$7,790 | \$1,563 | \$5 | \$18,114 | \$596 | | \$132,204 | \$92,296 | \$168,583 | \$613,433 | \$255,516 | \$368,125 | |
| Total Direct & Indirect Costs | \$148,640 | \$239,812 | \$11,960 | \$74,691 | \$108,387 | \$0 | \$281,058 | \$168,583 | \$613,433 | \$255,516 | \$71,533 | \$1,973,613 | |
| Total Income | \$114,097 | \$373,221 | \$18,385 | \$280,713 | \$345,122 | \$60,399 | \$0 | \$107,465 | \$473,200 | \$229,653 | \$16,873 | \$2,019,129 | |
| Net Income or (Loss) | -\$34,543 | \$133,409 | \$6,425 | \$206,022 | \$236,735 | \$60,399 | -\$281,058 | -\$61,118 | -\$140,232 | -\$25,863 | -\$54,660 | -\$166,095 | |
| DT & H, Welfare to Work, Placement & Next Step net income will be used to cover the indirect cost centers. Indirect cost centers consist of: Administration, Fixed Costs and Transportation. | DT & H | | | | | \$133,409 | Distribution Community Based - EE | | \$236,735 | | | \$236,735 | |
| | Welfare to Work | | | | | \$6,425 | Distribution of Center Based Emp. | | | -\$34,543 | | | -\$34,543 |
| | Placement & Next Step | | | | | \$206,022 | Income or (Loss) | | \$96,503 | -\$60,406 | | | \$36,097 |
| | Administration | | | | | \$60,399 | Distribution Program Profit/Loss | | \$41,406 | \$19,890 | | \$2,784 | \$64,080 |
| | Fixed Costs | | | | | -\$281,058 | Net Income or (Loss) | | \$137,908 | -\$40,516 | | -\$51,876 | \$45,517 |
| | Transportation | | | | | -\$61,118 | Direct Payroll Overhead | | | 119.02% | 148.88% | | |
| Net Income or (Loss) Program | | | | | \$64,080 | Indirect Overhead | | | 8.68% | 15.88% | | | |
| | | | | | | Total Overhead | | | 127.70% | 164.76% | | | |
| | | | | | | Agency Return on Worker Direct Labor | | | 103.24% | -15.18% | | | |



Notes to Financial Statement
AUGUST 31, 2014

| Accounts Receivable - Sales | 8/31/2014 | 7/31/2014 | 6/30/2014 |
|-----------------------------|-----------|-----------|-----------|
| Balance At: | \$215,132 | \$193,431 | \$177,477 |
| Current: | \$94,621 | \$94,356 | \$89,373 |
| 30-60 Days | \$88,688 | \$73,438 | \$67,368 |
| Over 60 Days | \$17,116 | \$9,521 | \$3,923 |
| Over 90 Days | \$14,707 | \$16,115 | \$16,813 |
| Sub Total over 30 Days | \$120,511 | \$88,104 | \$103,914 |

In September we received \$102,529 in payments

| Accounts Payable | 8/31/2014 | 7/31/2014 | 6/30/2014 |
|------------------------|-----------|-----------|-----------|
| Balance At: | \$16,431 | \$17,969 | \$16,002 |
| Current: | \$16,431 | \$17,969 | \$16,002 |
| 30-60 Days | \$0 | \$0 | \$0 |
| Over 60 Days | \$0 | \$0 | \$0 |
| Over 90 Days | \$0 | \$0 | \$0 |
| Sub Total over 30 Days | \$0 | \$0 | \$0 |

| Accounts Receivable - Agency Revenue | 8/31/2014 | 7/31/2014 | 6/30/2014 |
|--------------------------------------|-----------|-----------|-----------|
| Balance At: | \$314,250 | \$282,112 | \$312,702 |
| Current: | \$195,744 | \$183,811 | \$191,397 |
| 30-60 Days | \$41,666 | \$37,827 | \$79,535 |
| Over 60 Days | \$18,596 | \$25,459 | \$10,745 |
| Over 90 Days | \$58,244 | \$35,015 | \$31,025 |
| Sub Total over 30 Days | \$118,506 | \$98,301 | \$121,305 |

In September we received \$109,388 in payments

| | Operating Note | Payroll Note |
|----------------------------|----------------|--------------|
| Balance at Month End: | \$0 | \$34,098 |
| Current Balance: 9/19/2014 | \$0 | \$0 |

Notes to Financial Statement
AUGUST 31, 2014

Notes:

- A General Contributions**
Received \$220, thank you to : R.W. Martin Co., Jeffrey & Michelle Kohner.
- B Golf Tournament**
Under budget for the month, in line for the year. Budget based on prior year receipts.
- C Development/Public Relations Expense**
Under budget \$4,615 - 96% for the month. Under budget \$6,384 - 28% for the year. Banquet and golf expense came in under budget.
- D Sales, Cost of Materials**
Net sales under budget \$20,769 - 18% for the month in sales. Under budget \$113,969 - 14% for the year in sales. Low work continues. Cost of materials, gain for the month. Producing mittens, higher value in inventory once completed.
- E DEED Case Service**
Over budget \$2,975 - 50% for the month. Over budget \$10,423 - 21% for the year.
This funding will come in as the placements are made. This will be an ongoing variance through out the year. Levels of revenue will be dependent on referrals and placements.
- F DEED - CBE**
Under budget \$4,991 - 55%. Hours down with no school sites. Under budget \$24,362 - 38% for the year. Hours continue to be down.
- G DEED - Next Step/IPS Grant**
Over budget \$1,480 - 17% for the month. In line for the year.
- H Welfare to Work**
No new referrals, no activity in this program for the month.
- I Transportation**
Funding for DT & H waived services has changed. In the past we had a separate rate for transportation and for daily services. The state has changed the system and now the transportation and daily service rate is combined.
- J Other Revenue**
Under budget \$9,117 - 65% for the year. Budget based on 2013 activity. Dependant on miscellaneous referrals.
- K D T & H, Career Options**
Over budget \$5,951 -13% for the month. Part of this is from the transportation and daily service rate being combined. In line for the year.
- L Worker Wages**
Continues to be under budget for the month and year. Low work, low hours.
- M Staff Salaries, Worker's Compensation & Employer Payroll Taxes**
Under budget for the month and year. Due to open positions in CBS and Rehabilitation departments.
- N Health/Life/LTDI Expense**
Under budget \$4,292 - 25% for the month. Under budget \$17,010 - 12% for the year. With the reduction in staff positions, health insurance premiums have been reduced. As we fill positions, this will increase.
- O Vehicle Expense**
Under budget \$1,230 - 16% for the month. Under budget \$9,978 - 17% for the year. With the two new busses, repair expense is down.
- P Professional Services**
Continues to be under budget for the year due to the Vertex programming. Only being billed a partial amount so far.
- Q Staff Travel**
Continues to be under budget, \$10,230 - 24% for the year. Using the vans for transporting has really cut down on the mileage reimbursements.
- R Depreciation Expense**
Under budget \$7,264 for the month. Budget based on Laundry equipment depreciation effective 01/01/14. After 2013 audit review, we will only be depreciating the building renovations for 2014. Currently running equipment at 10% compacity, equipment depreciation start date 1/01/15.

