



MARCH 31, 2014

FOR INTERNAL USE



#### CURRENT ASSETS

Cash in Banks	
Acc. Rec. Sales	
Acc. Rec. Agency Revenue	
Inventories	
Prepaid Expenses	
Total Current Assets	

#### PROPERTY AND EQUIPMENT

Land	
Building & Improvements	
Property & Equipment	
Total Prop & Equip	
Less: Acc. Depr. P & E	
Net Book Value	

#### OTHER ASSETS

Savings	
Savings-Laundry Fund	
Pledge Receivable - Laundry	
Total Other Assets	

#### TOTAL ASSETS

#### CURRENT LIABILITIES

Accounts Payable-Trade	
Accrued Salaries	
Accrued Payroll Taxes	
Notes Payable-Current	
Total Current Liab.	

#### LONG TERM LIABILITIES

Mortgage Payable	
Total Long Term Liab.	

#### NET ASSETS

Unrestricted	
Total Net Assets	

#### TOTAL LIABILITY & NET ASSETS

MAR. 31, 2014	FEB. 28, 2014	MAR. 31, 2013
\$1,750	-\$12,055	\$57,346
\$174,522	\$201,289	\$144,397
\$268,569	\$283,094	\$189,194
\$53,873	\$54,431	\$50,959
\$58,233	\$41,309	\$36,466
\$556,947	\$568,068	\$478,362
\$38,792	\$38,792	\$38,792
\$2,263,232	\$1,635,816	\$1,581,914
\$1,241,134	\$1,864,396	\$618,471
\$3,543,158	\$3,539,004	\$2,239,177
\$1,124,725	\$1,114,635	\$1,015,285
\$2,418,433	\$2,424,369	\$1,223,892
\$155,802	\$221,671	\$336,619
\$330,852	\$337,236	\$718,782
\$181,084	\$193,722	\$263,218
\$667,738	\$752,629	\$1,318,619
\$3,643,118	\$3,745,066	\$3,020,873
\$24,858	\$28,010	\$22,019
\$130,062	\$122,180	\$116,887
\$22,234	\$36,865	\$18,640
\$0	\$69,666	\$0
\$177,154	\$256,721	\$157,546
\$691,996	\$695,421	\$245,347
\$691,996	\$695,421	\$245,347
\$2,773,968	\$2,792,925	\$2,617,980
\$2,773,968	\$2,795,925	\$2,617,980
\$3,643,118	\$3,745,066	\$3,020,873



STATEMENT OF ACTIVITIES  
FOR THREE MONTHS ENDING:

MARCH 31, 2014

**DEVELOPMENT**

Contributions	\$4,321	\$7,000	-38%
United Way of the Greater Winona Area	\$0	\$0	0%
Golf Tournament	\$3,048	\$3,000	2%
Grants-Special Projects	\$4,147	\$15,322	-73%
Special Events	\$2,077	\$0	0%
<b>TOTAL DEVELOPMENT INCOME</b>	<b>\$13,593</b>	<b>\$25,322</b>	<b>-46%</b>
Development/Public Relations Expenses	\$8,316	\$5,954	40%
<b>NET DEVELOPMENT</b>	<b>\$5,277</b>	<b>\$19,368</b>	<b>-73%</b>

**SALES**

Workshop Sales	\$280,392	\$306,753	-9%
Cost of Materials	\$21,415	\$10,494	104%
<b>SALES LESS MATERIALS</b>	<b>\$258,976</b>	<b>\$296,259</b>	<b>-13%</b>

**AGENCY REVENUE**

Case Service	\$18,945	\$23,250	-19%
DEED CBE	\$19,680	\$24,717	-20%
DEED SE/CE	\$83,846	\$99,993	-16%
DEED NEXT STEP/ISP GRANT	\$27,967	\$26,040	7%
Winona County Support	\$104,614	\$127,104	-18%
Other County Support	\$11,192	\$11,996	-7%
Welfare to Work	\$10,407	\$12,414	-16%
Transportation	\$41,063	\$39,383	4%
Other Revenue	\$1,698	\$6,230	-73%
D T & H, Career Options	\$133,905	\$129,400	3%
<b>TOTAL AGENCY REVENUE</b>	<b>\$453,317</b>	<b>\$500,527</b>	<b>-9%</b>

**TOTAL REVENUE**

<b>LESS: OPERATING EXPENSES</b>	<b>\$816,443</b>	<b>\$841,403</b>	<b>-3%</b>
<b>NET INCOME/LOSS</b>	<b>-\$98,872</b>	<b>-\$25,249</b>	<b>292%</b>

**LEWISTON VILLA EXPENSES**

CURRENT YEAR TO DATE	ORIGINAL BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	CURRENT YEAR TO DATE	REVISED BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
\$4,321	\$7,000	-38%	\$4,321	\$4,321	0%	\$3,207
\$0	\$0	0%	\$0	\$0	0%	\$0
\$3,048	\$3,000	2%	\$3,048	\$3,048	0%	\$3,027
\$4,147	\$15,322	-73%	\$4,147	\$4,147	0%	\$0
\$2,077	\$0	0%	\$2,077	\$2,077	0%	\$0
<b>\$13,593</b>	<b>\$25,322</b>	<b>-46%</b>	<b>\$13,593</b>	<b>\$13,593</b>	<b>0%</b>	<b>\$6,234</b>
\$8,316	\$5,954	40%	\$8,316	\$8,316	0%	\$2,527
<b>\$5,277</b>	<b>\$19,368</b>	<b>-73%</b>	<b>\$5,277</b>	<b>\$5,277</b>	<b>0%</b>	<b>\$3,707</b>
\$280,392	\$306,753	-9%	\$280,392	\$280,392	0%	\$239,719
\$21,415	\$10,494	104%	\$21,415	\$21,415	0%	\$9,243
<b>\$258,976</b>	<b>\$296,259</b>	<b>-13%</b>	<b>\$258,976</b>	<b>\$258,976</b>	<b>0%</b>	<b>\$230,476</b>
\$18,945	\$23,250	-19%	\$18,945	\$18,945	0%	\$5,900
\$19,680	\$24,717	-20%	\$19,680	\$19,680	0%	\$20,807
\$83,846	\$99,993	-16%	\$83,846	\$83,846	0%	\$96,221
\$27,967	\$26,040	7%	\$27,967	\$27,967	0%	\$12,551
\$104,614	\$127,104	-18%	\$104,614	\$104,614	0%	\$124,476
\$11,192	\$11,996	-7%	\$11,192	\$11,192	0%	\$12,036
\$10,407	\$12,414	-16%	\$10,407	\$10,407	0%	\$21,663
\$41,063	\$39,383	4%	\$41,063	\$41,063	0%	\$44,828
\$1,698	\$6,230	-73%	\$1,698	\$1,698	0%	\$16,781
\$133,905	\$129,400	3%	\$133,905	\$133,905	0%	\$140,850
<b>\$453,317</b>	<b>\$500,527</b>	<b>-9%</b>	<b>\$453,317</b>	<b>\$453,317</b>	<b>0%</b>	<b>\$496,113</b>
<b>\$717,571</b>	<b>\$816,154</b>	<b>-12%</b>	<b>\$717,571</b>	<b>\$717,571</b>	<b>0%</b>	<b>\$730,296</b>
<b>\$816,443</b>	<b>\$841,403</b>	<b>-3%</b>	<b>\$801,589</b>	<b>\$801,589</b>	<b>0%</b>	<b>\$702,682</b>
<b>-\$98,872</b>	<b>-\$25,249</b>	<b>292%</b>	<b>-\$84,018</b>	<b>-\$84,018</b>	<b>0%</b>	<b>\$27,614</b>
<b>\$0</b>			<b>\$14,854</b>			

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



STATEMENT OF ACTIVITIES  
FOR THREE MONTHS ENDING:

MARCH 31, 2014

	CURRENT YEAR TO DATE	ORIGINAL BUDGET YEAR TO DATE	YTD VARIANCE TO BUDGET %	CURRENT YEAR TO DATE	REVISED BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
Worker Wages	\$152,076	\$169,451	-10%	\$152,076	\$152,076	0%	\$146,518
Staff Salaries	\$374,378	\$363,892	3%	\$374,378	\$374,378	0%	\$330,917
Workers' Compensation Expense	\$30,029	\$30,613	-2%	\$30,029	\$30,029	0%	\$23,282
Employer Payroll Taxes	\$38,061	\$40,801	-7%	\$38,061	\$38,061	0%	\$34,900
Employer U/C Expense	\$9,249	\$8,688	6%	\$9,249	\$9,249	0%	\$11,770
Health/Life/LTDI Expense	\$58,365	\$48,171	21%	\$58,365	\$58,365	0%	\$41,324
Retirement Plan, 403B - Employer Contribution	\$4,583	\$4,693	-2%	\$4,583	\$4,583	0%	\$4,384
Vehicle Expense	\$17,983	\$21,747	-17%	\$17,983	\$17,983	0%	\$20,510
Repair & Maintenance	\$12,149	\$8,717	39%	\$12,149	\$12,149	0%	\$11,739
Utilities	\$34,499	\$19,734	75%	\$19,645	\$19,645	0%	\$11,375
Safety Supplies	\$1,309	\$1,393	-6%	\$1,309	\$1,309	0%	\$555
Professional Services	\$325	\$18,532	-98%	\$325	\$325	0%	\$352
Office Supplies	\$3,341	\$5,000	-33%	\$3,341	\$3,341	0%	\$3,749
Continuing Education	\$11,231	\$10,974	2%	\$11,231	\$11,231	0%	\$4,459
Staff Travel	\$13,134	\$16,300	-19%	\$13,134	\$13,134	0%	\$16,734
Telephone	\$1,503	\$1,625	-7%	\$1,503	\$1,503	0%	\$1,013
Postage	\$1,149	\$750	53%	\$1,149	\$1,149	0%	\$511
Dues & Subscriptions	\$2,237	\$2,385	-6%	\$2,237	\$2,237	0%	\$2,335
Depreciation	\$31,222	\$48,249	-35%	\$31,222	\$31,222	0%	\$22,335
Mat, Mop & Uniform Expense	\$2,316	\$1,945	19%	\$2,316	\$2,316	0%	\$698
Interest Expense	\$7,186	\$7,002	3%	\$7,186	\$7,186	0%	\$2,923
Client Transportation	\$6,132	\$6,501	-6%	\$6,132	\$6,132	0%	\$6,401
Insurance	\$3,300	\$3,624	-9%	\$3,300	\$3,300	0%	\$3,300
Misc. Expenses	\$687	\$616	12%	\$687	\$687	0%	\$598
Bad Dept Expense	\$0	\$0	0%	\$0	\$0	0%	\$0
<b>TOTAL OPERATING EXPENSES</b>	<b>\$816,443</b>	<b>\$841,403</b>	<b>-3%</b>	<b>\$801,589</b>	<b>\$801,589</b>	<b>0%</b>	<b>\$702,682</b>

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



## SALES BY CUSTOMER

FOR THREE MONTHS ENDING:

MARCH 31, 2014

### Operation Services

Brian's Toys  
Fastenal Company  
Hal Leonard Corp.  
Peerless Chain Company  
Watkins Inc.  
Wincraft  
Winona Lighting  
Winona Knits & Mitts  
Winona Shredding  
Other  
Total  
# of Customers

Month	2014 YTD	2013 YTD	2012 YTD	2011 YTD	2010 YTD
\$750	\$1,570	\$1,428	\$3,287	\$0	\$0
\$1,914	\$12,361	\$14,598	\$2,397	\$1,083	\$1,153
\$0	\$2,772	\$2,006	\$0	\$31,153	\$30,722
\$4,844	\$11,466	\$8,232	\$16,107	\$16,377	\$14,198
\$2,939	\$22,592	\$8,833	\$21,093	\$16,246	\$1,866
\$10,435	\$22,932	\$30,698	\$32,684	\$35,159	\$41,371
\$867	\$3,716	\$396	\$0	\$0	\$0
\$267	\$8,188	\$2,221	\$2,727	\$0	\$0
\$1,581	\$3,491	\$2,934	\$0	\$0	\$0
\$2,570	\$5,712	\$3,400	\$7,380	\$7,912	\$9,999
\$26,167	\$94,801	\$74,746	\$85,675	\$107,930	\$99,309

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### Community Services

Behrens  
Benchmark  
Bluff City Properties  
Bluffview Montessori School  
Bub's Brewing Co.  
Chartwell  
Cotter Schools  
Cotter/Steak Shop Catering  
Fastenal Company  
Peerless Chain Company  
Riverside Electronics  
Riverstar  
RTP Company  
Watkins Inc.  
Watlow Controls  
Winona County  
Other  
Total  
#of Customers

Month	2014 YTD	2013 YTD	2012 YTD	2011 YTD	2010 YTD
\$2,619	\$10,601	\$12,097	\$7,232	\$4,730	\$0
\$1,187	\$3,338	\$253	\$6,487	\$8,581	\$7,973
\$424	\$1,378	\$1,242	\$1,339	\$2,000	\$2,300
\$1,724	\$4,901	\$4,629	\$5,082	\$5,368	\$0
\$1,114	\$3,342	\$3,193	\$3,297	\$3,150	\$3,100
\$1,366	\$3,852	\$5,693	\$5,907	\$3,990	\$2,333
\$223	\$1,725	\$1,854	\$2,096	\$5,338	\$1,250
\$2,189	\$6,687	\$6,624	\$6,261	\$7,569	\$4,188
\$0	\$5,084	\$19,626	\$12,767	\$14,985	\$5,937
\$7,251	\$21,753	\$22,011	\$22,079	\$19,870	\$17,820
\$5,497	\$17,347	\$17,490	\$0	\$0	\$0
\$632	\$1,975	\$0	\$5,854	\$7,115	\$0
\$3,743	\$11,230	\$10,729	\$11,075	\$10,416	\$10,584
\$0	\$0	\$0	\$3,940	\$0	\$0
\$8,870	\$23,290	\$23,040	\$19,930	\$6,722	\$0
\$15,096	\$45,288	\$27,651	\$0	\$0	\$0
\$7,155	\$13,597	\$8,847	\$7,969	\$8,822	\$27,792
\$59,090	\$175,388	\$164,979	\$121,315	\$108,656	\$83,277

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### Laundry Department

# of Customers

\$4,235	\$10,204	\$0	\$0	\$0	\$0
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### Total Sales

\$89,492    \$280,393    \$239,725    \$206,990    \$216,586    \$182,586



