

MARCH 31, 2014

FOR INTERNAL USE



CURRENT AS	SSET	rs		
	Cas	h in E	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,	FEB. 28,	MAR. 31,
2014	2014	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
#c04 000	CCOE 404	6045 247
\$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
		1212/12/22/12/22/22

\$3,643,118 \$3,745,066 \$3,020,873

STATEMENT OF ACTIVITIES FOR THREE MONTHS ENDING:

10 Bro v.	:	STATEMENT OF ACTIVITIES					
a de de la	1	FOR THREE I	MONTHS ENDI	NG:	MARCH 31, 201	4	
8 2 m 3							
		ORIGINAL			REVISED		
	CURRENT	BUDGET	VARIANCE	CURRENT	BUDGET	VARIANCE	PRIOR
	YEAR TO	YEAR TO	TO BUDGET	YEAR TO	YEAR TO	TO BUDGET	YEAR TO
	DATE	DATE	%	DATE	DATE	%	DATE
ANNONA ORO							
DEVELOPMENT NOUSTRIES. INC.	1200000		0.000			000	
Contributions	\$4,321	\$7,000	-38%	\$4,321	\$4,321	0%	\$3,207
United Way of the Greater Winona Area	\$0	\$0	0%	\$0	\$0	0%	\$0
Golf Tournament	\$3,048	\$3,000	2%	\$3,048	\$3,048	0%	\$3,027
Grants-Special Projects	\$4,147	\$15,322	-73%	\$4,147	\$4,147	0%	\$0
Special Events	\$2,077	\$0	0%	\$2,077	\$2,077	0%	\$0
TOTAL DEVELOPMENT INCOME	\$13,593	\$25,322	-46%	\$13,593	\$13,593	0%	\$6,234
Development/Public Relations Expenses	\$8,316	\$5,954	40%	\$8,316	\$8,316	0%	\$2,527
NET DEVELOPMENT	\$5,277	\$19,368	-73%	\$5,277	\$5,277		\$3,707
	17.4964.8500.04.90	STANTAL OF STANFOR	031680190890 // I	0.04018813.00000	70.0 m. 180.0 m. 180.	Makean	***************************************
SALES							
Workshop Sales	\$280,392	\$306,753	-9%	\$280,392	\$280,392	0%	\$239,719
Cost of Materials	\$21,415	\$10,494	104%	\$21,415	\$21,415	0%	\$9,243
SALES LESS MATERIALS	\$258,976	\$296,259	-13%	\$258,976	\$258,976	0%	\$230,476
AGENCY REVENUE							
Case Service	\$18,945	\$23,250	-19%	\$18,945	\$18,945	0%	\$5,900
DEED CBE	\$19,680	\$24,717		\$19,680	\$19,680	1 10 10 10 10 10	\$20,807
DEED SE/CE	\$83,846	\$99,993		\$83,846	\$83,846	25095	\$96,221
DEED NEXT STEP/ISP GRANT	\$27,967	\$26,040		\$27,967	\$27,967		\$12,551
Winona County Support	\$104,614	\$127,104	53385	\$104,614	\$104,614	0751-255551	\$124,476
Other County Support	\$11,192	\$127,104		\$11,192		H SHARE	\$12,036
Welfare to Work			N. P. C.		\$11,192		
Transportation	\$10,407	\$12,414		\$10,407	\$10,407		\$21,663
Other Revenue	\$41,063	\$39,383	51	\$41,063	\$41,063	6 NG 15574	\$44,828
	\$1,698	\$6,230	0.000	\$1,698	\$1,698		\$16,781
D T & H, Career Options	\$133,905	\$129,400		\$133,905	\$133,905		\$140,850
TOTAL AGENCY REVENUE	\$453,317	\$500,527	-9%	\$453,317	\$453,317	0%	\$496,113
TOTAL REVENUE	\$717,571	\$816,154	-12%	\$717,571	\$717,571	0%	\$730,296
LESS: OPERATING EXPENSES	\$816,443	\$841,403	-3%	\$801,589	\$801,589	0%	\$702,682
NET INCOME/LOSS	-\$98,872	-\$25,249	292%	-\$84,018	-\$84,018		\$27,614
LEWISTON VILLA EXPENSES	\$0			\$14,854	£		

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

STATEMENT OF ACTIVITIES FOR THREE MONTHS ENDING:

MARCH 31, 2014

Worker Wages	NONA OP
Staff Salaries	OUSTRIES.
Otali Galarios	
Workers' Compensation Expense	
Employer Payroll Taxes	
Employer U/C Expense	
Health/Life/LTDI Expense	
Retirement Plan, 403B - Employer Cont	tribution
Vehicle Expense	
Repair & Maintenance	
Utilities	
Safety Supplies	
Professional Services	
Office Supplies	
Continuing Education	
Staff Travel	
Telephone	
Postage	
Dues & Subscriptions	
Depreciation	
Mat, Mop & Uniform Expense	
Interest Expense	
Client Transportation	
Insurance	
Misc. Expenses	
Bad Dept Expense	
TOTAL OPERATING EXPENSES	
TOTAL OF LIVATING EXPENSES	

	ORIGINAL	YTD	0.00000.0000000000000000000000000000000	REVISED	2000 No. 2000 No. 200	And an exercise
CURRENT	BUDGET	VARIANCE	CURRENT	BUDGET	VARIANCE	PRIOR
YEAR TO	YEAR TO	TO BUDGET	YEAR TO	YEAR TO	TO BUDGET	YEAR TO
DATE	DATE	%	DATE	DATE	%	DATE
				2002 102		21.12.212
\$152,076	\$169,451	-10%	\$152,076	\$152,076	0%	\$146,518
\$374,378	\$363,892	3%	\$374,378	\$374,378	0%	\$330,917
\$30,029	\$30,613	-2%	\$30,029	\$30,029	0%	\$23,282
\$38,061	\$40,801	-7%	\$38,061	\$38,061	0%	\$34,900
\$9,249	\$8,688	6%	\$9,249	\$9,249	0%	\$11,770
\$58,365	\$48,171	21%	\$58,365	\$58,365	0%	\$41,324
\$4,583	\$4,693	-2%	\$4,583	\$4,583	0%	\$4,384
\$17,983	\$21,747	-17%	\$17,983	\$17,983	0%	\$20,510
\$12,149	\$8,717	39%	\$12,149	\$12,149	0%	\$11,739
\$34,499	\$19,734	75%	\$19,645	\$19,645	0%	\$11,375
\$1,309	\$1,393	-6%	\$1,309	\$1,309	0%	\$555
\$325	\$18,532	-98%	\$325	\$325	0%	\$352
\$3,341	\$5,000	-33%	\$3,341	\$3,341	0%	\$3,749
\$11,231	\$10,974	2%	\$11,231	\$11,231	0%	\$4,459
\$13,134	\$16,300	-19%	\$13,134	\$13,134	0%	\$16,734
\$1,503	\$1,625	-7%	\$1,503	\$1,503	0%	\$1,013
\$1,149	\$750	53%	\$1,149	\$1,149	0%	\$511
\$2,237	\$2,385	-6%	\$2,237	\$2,237	0%	\$2,335
\$31,222	\$48,249	-35%	\$31,222	\$31,222	0%	\$22,335
\$2,316	\$1,945	19%	\$2,316	\$2,316	0%	\$698
\$7,186	\$7,002	3%	\$7,186	\$7,186	0%	\$2,923
\$6,132	\$6,501	-6%	\$6,132	\$6,132	0%	\$6,401
\$3,300	\$3,624		\$3,300	\$3,300	0%	\$3,300
\$687	\$616	12%	\$687	\$687	0%	\$598
\$0	\$0	0%	\$0	\$0	0%	\$0
\$816,443	\$841,403	17.00	\$801,589	\$801,589	0%	\$702,682

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

Community Services
Behrens
Benchmark
Bluff City Properties
Bluffview Montessori Schoo
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

Laundry De	partment
# of Custome	ers

Total Sales

\$4,235	\$10,204	\$0	\$0	\$0	\$0
15					
\$89,492	\$280,393	\$239,725	\$206,990	\$216,586	\$182,586

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COST CENTER SUMMARY FOR ONE MONTH ENDING:

MARCH 31, 2014



Total Direct Worker Wages Total Direct Payroll Costs **Total Administration Cost** Administration Distribution Total Indirect Cost **Total Direct & Indirect Costs**

Total Income Net Income or (Loss)

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.

Cemer Based	OT&H	Wellaro C. W.	Placement & M	S rear S	Administration	Pred Costs	Tansportation (Community So.	Operation Services	Komey	Tonal
\$422	\$2,658	\$51	\$311	\$0	\$2,123		\$0	\$32,222	\$10,686	\$1,305	\$49,779
\$6,255	\$23,881	\$1,510	\$7,310	\$6,853			\$12,181	\$77,045	\$31,497	\$6,907	\$217,253
\$13,596	\$9,943	\$121	\$262	\$6,847	300000000000000000000000000000000000000	\$20,018	\$0				\$50,788
\$879	\$136	\$2	\$6,512	\$24	ll	\$18,292	\$7,792	\$2,280	\$639	\$3,814	\$47,344
\$20,730	\$33,961	\$1,633	\$14,084	\$13,724	\$0	\$38,310	\$19,973	\$79,325	\$32,136	\$10,722	\$264,597
\$15,324	\$45,665	\$4,003	\$36,770	\$40,329	\$452	\$0	\$14,034	\$58,051	\$25,138	\$1,529	\$241,294
-\$5,407	\$11,704	\$2,370	\$22,687	\$26,604	\$452	-\$38,310	-\$5,939	-\$21,274	-\$6,998	-\$9,193	-\$28,272
	DT & H			\$11,704	Distribution Co Distribution of (\$26,604	-\$5,407		\$26,604 -\$5,407
	Welfare to Wo	ork		\$2,370	0 Income or (Loss)			\$5,330	-\$12,405		-\$7,074
	Placement & I	Next Step		\$22,687	37 Distribution Program Profit/Loss			-\$4,710	-\$1,964	-\$362	-\$7,036
	Administratio	n		\$452	Net Income or (Loss)		\$620	-\$14,369	-\$9,555	-\$23,303
1	Fixed Costs Transportatio	n		-\$38,310 -\$5,939	Direct Payroll C			139.11% 7.08%	194.74% 5.98%		
	Net Income or	r (Loss) Prog	jam	-\$7,036	Total Overhead Agency Return		rect Labor	146.18% 67.95%	200.73% -68.97%		

Total Direct Worker Wages Total Direct Payroll Costs **Total Administration Cost** Administration Distribution **Total Indirect Cost Total Direct & Indirect Costs**

Total Income Net Income or (Loss)

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.

COST CENTER SUMMARY FOR THREE MONTHS ENDING:

MARCH 31, 2014

_	Center Based E	OT&H POOL	Wellare to W.	Piacement & M.	Community	Administration,	Fireo Costs	Transportation of the second	Community Son.	Operation Services	Koune	Tolay
	\$1,314	\$7,872	\$144	\$363	\$0	\$6,090		\$0	\$95,904	\$36,753	\$3,635	\$152,075
	\$19,061	\$72,520	\$4,595	\$21,679	\$20,850	\$134,214 \$153,111		\$31,787	\$238,476	\$102,821	\$20,737	\$666,740
	\$40,329	\$28,634	\$326	\$1,306	\$22,750	e-setate administra	\$59,766	\$0				\$153,111
- 1	\$2,474	\$1,200	\$11	\$6,045	\$561		\$52,944	\$33,926	\$9,930	\$7,411	\$9,766	\$143,165
-	\$61,863	\$102,355	\$4,932	\$29,030	\$44,161	\$0	\$112,709	\$65,713	\$248,406	\$110,232	\$30,503	\$809,905
	\$49,161	\$134,113	\$10,407	\$101,244	\$117,197	\$10,407	\$0	\$41,063	\$176,579	\$84,621	\$1,095	\$725,887
	-\$12,702	\$31,758	\$5,475	\$72,214	\$73,036		-\$112,709	-\$24,650	-\$71,827	-\$25,611	-\$29,408	-\$97,438
	DT & H				\$31,758	Distribution Community Based - EE \$31,758 Distribution of Center Based Emp.				-\$12,702		\$73,036 -\$12,702
	Welfare to Work				\$5,475 Income or (Loss)				\$1,208	-\$38,313		-\$37,105
23	Placement & Next Step					\$72,214 Distribution Program Profit/Loss				-\$5,333	-\$752	-\$17,505
						7 Net Income or (Loss)			-\$10,212	-\$43,646	-\$30,160	-\$84,018
	Fixed Costs				-\$112,709				440.000	470 700		
	Transportation					Direct Payroll Overhead			148.66% 10.35%	179.76% 20.16%	- 1	
	Net Income or (Loss) Progam				-\$17,505 Total Overhead			159.02%	199.93%	- 1		
		vet moonie of	(L033) F109	am		Agency Return		ect Labor	64.25%	-49.07%		