



AUGUST 31, 2015

FOR INTERNAL USE



	AUG. 31, 2015	JULY 31, 2015	AUG. 31, 2014
CURRENT ASSETS			
Cash in Banks	\$175,878	\$101,344	\$31,613
Acc. Rec. Sales	\$164,474	\$176,291	\$215,132
Acc. Rec. Agency Revenue	\$271,512	\$345,055	\$314,250
Inventories	\$51,898	\$51,091	\$59,402
Prepaid Expenses	\$79,383	\$80,882	\$89,468
Total Current Assets	\$743,145	\$754,663	\$709,865
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,266,186	\$2,266,186	\$2,263,232
Property & Equipment	\$1,510,306	\$1,510,306	\$1,285,781
Total Prop & Equip	\$3,815,284	\$3,815,284	\$3,587,805
Less:Acc. Depr. P & E	\$1,353,002	\$1,335,394	\$1,178,280
Net Book Value	\$2,462,282	\$2,479,890	\$2,409,525
OTHER ASSETS			
Savings	\$377,336	\$376,245	\$256,892
Savings-Laundry Fund	\$35,951	\$35,946	\$225,363
Pledge Receivable - Laundry	\$108,484	\$108,484	\$144,884
Total Other Assets	\$521,771	\$520,675	\$627,139
TOTAL ASSETS	\$3,727,199	\$3,755,228	\$3,746,529
CURRENT LIABILITIES			
Accounts Payable-Trade	\$20,890	\$22,832	\$16,431
Accrued Salaries	\$128,654	\$121,489	\$108,066
Accrued Payroll Taxes	\$35,809	\$33,855	\$25,756
Notes Payable-Current	\$0	\$36,334	\$34,098
Total Current Liab.	\$185,353	\$214,509	\$184,351
LONG TERM LIABILITIES			
Mortgage Payable	\$636,658	\$639,964	\$676,171
Total Long Term Liab.	\$636,658	\$639,964	\$676,171
NET ASSETS			
Unrestricted	\$2,905,188	\$2,900,755	\$2,886,007
Total Net Assets	\$2,905,188	\$2,900,755	\$2,886,007
TOTAL LIABILITY & NET ASSETS	\$3,727,199	\$3,755,228	\$3,746,529



	STATEMENT OF ACTIVITIES FOR EIGHT MONTHS ENDING:				AUGUST 31, 2015			
	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	\$980	\$214	358%	A	\$7,115	\$6,451	10%	\$6,641
United Way of the Greater Winona Area	\$0	\$0	0%		\$7,000	\$7,000	0%	\$0
Golf Tournament	\$2,250	\$1,678	34%		\$46,753	\$40,339	16%	\$40,066
Grants-Special Projects	\$0	\$0	0%		\$35,245	\$36,500	-3%	\$13,310
Special Events	\$54	\$411	-87%		\$10,626	\$9,901	7%	\$10,857
TOTAL DEVELOPMENT INCOME	\$3,284	\$2,303	43%		\$106,739	\$100,191	7%	\$70,874
Development/Public Relations Expenses	\$35	\$180	-81%		\$17,434	\$16,058	9%	\$16,587
NET DEVELOPMENT	\$3,249	\$2,123	53%		\$89,305	\$84,133	6%	\$54,287
SALES								
Workshop Sales	\$113,607	\$122,296	-7%		\$868,405	\$915,933	-5%	\$742,817
Cost of Materials	\$5,443	\$5,680	-4%		\$35,182	\$40,796	-14%	\$31,668
SALES LESS MATERIALS	\$108,164	\$116,616	-7%		\$833,223	\$875,137	-5%	\$711,149
AGENCY REVENUE								
Case Service	\$5,000	\$6,083	-18%		\$35,810	\$48,664	-26%	\$59,420
DEED CBE	\$4,450	\$8,280	-46%	B	\$36,562	\$68,210	-46%	\$40,383
DEED SE/CE	\$29,832	\$33,496	-11%	B	\$265,949	\$275,943	-4%	\$257,692
DEED NEXT STEP/IPS GRANT	\$6,290	\$0	0%		\$50,392	\$42,643	18%	\$68,053
Winona County Support	\$34,074	\$34,195	0%	C	\$277,301	\$281,705	-2%	\$281,275
Other County Support	\$3,244	\$3,218	1%		\$27,497	\$26,514	4%	\$26,444
Welfare to Work	\$0	\$0	0%		\$1,892	\$0	0%	\$18,385
Transportation	\$10,312	\$11,017	-6%		\$80,070	\$81,783	-2%	\$107,464
Other Revenue	\$534	\$751	-29%		\$13,804	\$7,134	93%	\$4,971
D T & H, Career Options	\$50,680	\$55,083	-8%		\$419,687	\$408,912	3%	\$373,014
TOTAL AGENCY REVENUE	\$144,416	\$152,123	-5%		\$1,208,963	\$1,241,508	-3%	\$1,237,101
TOTAL REVENUE	\$255,828	\$270,862	-6%		\$2,131,492	\$2,200,778	-3%	\$2,002,537
LESS: OPERATING EXPENSES	\$250,453	\$264,312	-5%		\$2,077,523	\$2,172,763	-4%	\$1,957,021
NET INCOME/LOSS	\$5,375	\$6,550	-18%		\$53,969	\$28,015	93%	\$45,516
DEPRECIATION EXPENSE	\$17,608	\$16,250	8%		\$140,247	\$130,000	8%	\$84,777
NET INCOME/LOSS FROM OPERATIONS	\$22,983	\$22,800	1%		\$194,216	\$158,015	23%	\$130,293
LEWISTON VILLA EXPENSES	\$942				\$23,445			\$31,035

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



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

AUGUST 31, 2015

	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	\$61,011	\$64,509	-5%		\$469,650	\$492,417	-5%	\$405,821
Staff Salaries	\$99,961	\$110,403	-9%		\$867,255	\$909,514	-5%	\$897,574
Workers' Compensation Expense	\$4,584	\$4,990	-8%		\$35,757	\$39,998	-11%	\$45,675
Employer Payroll Taxes	\$12,288	\$13,381	-8%		\$98,495	\$107,249	-8%	\$95,987
Employer U/C Expense	\$2,234	\$2,040	10%		\$19,174	\$16,806	14%	\$21,489
Health/Life/LTDI Expense	\$14,966	\$16,667	-10%		\$117,740	\$133,336	-12%	\$128,375
Retirement Plan, 403B - Employer Contribution	\$727	\$1,303	-44%		\$7,700	\$10,441	-26%	\$10,562
Vehicle Expense	\$4,805	\$6,298	-24%	D	\$46,548	\$50,681	-8%	\$48,236
Repair & Maintenance	\$4,459	\$3,226	38%	E	\$25,216	\$32,478	-22%	\$28,122
Utilities	\$7,225	\$6,839	6%		\$59,551	\$56,341	6%	\$47,362
Safety Supplies	\$150	\$286	-48%		\$1,671	\$3,499	-52%	\$2,204
Professional Services	\$5,115	\$3,858	33%	F	\$43,279	\$49,873	-13%	\$13,890
Office Supplies	\$858	\$1,250	-31%		\$8,305	\$10,060	-17%	\$8,667
Continuing Education	\$1,834	\$1,000	83%		\$41,708	\$32,000	30%	\$27,175
Staff Travel	\$4,567	\$4,333	5%		\$35,357	\$34,873	1%	\$32,104
Telephone	\$533	\$530	1%		\$5,498	\$5,095	8%	\$3,489
Postage	\$897	\$150	498%		\$2,820	\$2,400	17%	\$2,623
Dues & Subscriptions	\$680	\$875	-22%		\$5,573	\$7,000	-20%	\$5,905
Depreciation	\$17,608	\$16,250	8%		\$140,247	\$130,000	8%	\$84,777
Uniform Expense	\$266	\$100	166%		\$742	\$950	-22%	\$2,446
Interest Expense	\$2,193	\$2,521	-13%		\$17,298	\$19,762	-12%	\$17,869
Client Transportation	\$2,173	\$2,083	4%		\$16,912	\$16,664	1%	\$16,018
Insurance	\$1,212	\$1,208	0%		\$9,696	\$9,664	0%	\$9,024
Misc. Expenses	\$107	\$212	-49%		\$1,331	\$1,662	-20%	\$1,627
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$250,453	\$264,312	-5%		\$2,077,523	\$2,172,763	-4%	\$1,957,021

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

SALES BY CUSTOMER

FOR EIGHT MONTHS ENDING: AUGUST 31, 2015

Operation Services

	Month	2015 YTD	2014 YTD	2013 YTD	2012 YTD	2011 YTD
Brian's Toys	\$1,218	\$5,391	\$5,254	\$3,861	\$8,152	\$5,138
Fastenal Company	\$0	\$5,746	\$20,159	\$50,656	\$4,359	\$1,078
Hal Leonard Corp.	\$0	\$6,951	\$7,647	\$13,758	\$9,911	\$41,941
Peerless Chain Company	\$14,576	\$63,399	\$35,275	\$25,237	\$39,588	\$37,727
Watkins Inc.	\$7,113	\$47,886	\$43,073	\$21,404	\$68,875	\$37,895
Wincraft	\$7,139	\$72,764	\$89,849	\$103,137	\$108,706	\$100,404
Winona Lighting	\$366	\$2,122	\$8,155	\$1,841	\$0	\$0
Winona Knits & Mitts	\$20	\$1,427	\$11,142	\$2,376	\$4,335	\$0
Winona Shredding	\$2,592	\$14,423	\$9,416	\$8,171	\$0	\$0
Other	\$4,072	\$9,631	\$10,978	\$10,627	\$19,389	\$27,093
Total	\$37,096	\$229,739	\$240,949	\$241,068	\$263,315	\$251,276

of Customers

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Community Services

	Month	2015 YTD	2014 YTD	2013 YTD	2012 YTD	2011 YTD
Behrens	\$3,684	\$26,331	\$29,714	\$30,734	\$19,323	\$16,390
Benchmark	\$1,156	\$8,890	\$8,896	\$5,891	\$13,459	\$21,297
Bluff City Properties	\$442	\$3,538	\$3,304	\$3,508	\$3,708	\$4,200
Bluffview Montessori School	\$104	\$10,322	\$8,844	\$8,714	\$9,620	\$8,448
Bub's Brewing Co.	\$1,192	\$9,634	\$9,043	\$8,755	\$8,809	\$8,450
Chartwell	\$1,642	\$12,055	\$6,475	\$10,192	\$8,963	\$5,722
Cotter Schools	\$95	\$2,284	\$2,221	\$2,243	\$2,528	\$7,901
Cotter/Steak Shop Catering	\$935	\$13,811	\$13,088	\$12,411	\$11,015	\$12,964
Fastenal Company	\$680	\$8,473	\$8,084	\$55,943	\$34,046	\$33,277
Peerless Chain Company	\$6,557	\$55,440	\$57,588	\$58,010	\$58,334	\$55,070
Riverside Electronics	\$7,284	\$66,224	\$46,615	\$47,609	\$0	\$0
Riverstar	\$0	\$176	\$5,453	\$480	\$7,154	\$13,187
RTP Company	\$4,373	\$35,195	\$30,124	\$29,418	\$29,591	\$28,224
Watkins Inc.	\$0	\$4,508	\$0	\$1,017	\$26,084	\$9,566
Watlow Controls	\$8,811	\$71,587	\$67,209	\$62,084	\$63,374	\$25,535
Winona County	\$10,896	\$87,168	\$120,768	\$82,131	\$12,123	\$0
Winona Health	\$7,938	\$57,767	\$24,463	\$0	\$0	\$0
Other	\$2,580	\$21,924	\$29,572	\$32,841	\$28,782	\$28,443
Total	\$58,369	\$495,327	\$471,461	\$451,981	\$336,913	\$278,674

#of Customers

24

Laundry Department

	Month	2015 YTD	2014 YTD	2013 YTD	2012 YTD	2011 YTD
Winona Health	\$15,756	\$127,319	\$14,254	\$0	\$0	\$0
Other Laundry	\$2,385	\$16,018	\$16,156	\$0	\$0	\$0
Total	\$18,141	\$143,337	\$30,410	\$0	\$0	\$0

of Customers

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Total Sales

\$113,607 \$868,402 \$742,820 \$693,049 \$600,228 \$529,950





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

AUGUST 31, 2015

	Center Based Employment	D T & H	Welfare to Work	Placement & IPS	Community Based - EE	Administration	Fixed Costs	Transportation	Community Services	Operation Services	Laundry	Total
Total Direct Worker Wages	\$15	\$836	\$0	\$0	\$0	\$1,524		\$0	\$36,800	\$16,507	\$5,329	\$61,011
Total Direct Payroll Costs	\$4,563	\$17,022	\$1,138	\$4,067	\$5,566	\$35,487		\$11,151	\$76,579	\$26,750	\$13,448	\$195,771
Total Administration Cost						\$46,980						
Administration Distribution	\$10,258	\$7,590	\$0	\$62	\$8,279		\$20,790	\$0				\$46,980
Total Indirect Cost	\$296	\$139	\$0	\$1,658	\$38		\$17,590	\$10,019	\$1,443	\$2,375	\$9,666	\$54,717
Total Direct & Indirect Costs	\$15,116	\$24,751	\$1,138	\$5,787	\$13,884	\$0	\$38,381	\$21,170	\$78,022	\$29,126	\$23,114	\$250,488
Total Income	\$13,654	\$50,680	\$0	\$32,656	\$36,998	\$3,400	\$0	\$10,312	\$57,902	\$35,566	\$14,695	\$255,863
Net Income or (Loss)	-\$1,462	\$25,929	-\$1,138	\$26,869	\$23,114	\$3,400	-\$38,381	-\$10,858	-\$20,119	\$6,440	-\$8,419	-\$13,679
									\$23,114			\$23,114
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			\$25,929	Distribution Community Based - EE				-\$1,462		-\$1,462
		Welfare to Work			-\$1,138	Distribution of Center Based Emp.				\$2,994	\$4,979	\$7,973
		Placement & Next Step			\$26,869	Income or (Loss)				\$3,163	\$1,834	\$5,821
		Administration			\$3,400	Distribution Program Profit/Loss				\$6,157	\$6,812	\$7,973
		Fixed Costs			-\$38,381	Net Income or (Loss)					-\$7,594	\$5,375
		Transportation			-\$10,858							
		Net Income or (Loss) Program			\$5,821	Direct Payroll Overhead			108.09%	62.06%		
						Indirect Overhead				3.92%	14.39%	
						Total Overhead			112.01%	76.45%		
						Agency Return on Worker Direct Labor			71.40%	2.25%		

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

AUGUST 31, 2015

	Center Based Employment	D T & H	Welfare to Work	Placement & IPS	Community Based - EE	Administration	Fixed Costs	Transportation	Community Services	Operation Services	Laundry	Total
Total Direct Worker Wages	\$149	\$3,977	\$0	\$275	\$0	\$12,488		\$0	\$307,861	\$109,738	\$35,162	\$469,650
Total Direct Payroll Costs	\$38,349	\$150,969	\$9,527	\$53,125	\$50,313	\$289,248		\$89,750	\$628,420	\$209,051	\$97,020	\$1,615,772
Total Administration Cost						\$399,142						
Administration Distribution	\$77,186	\$52,970	\$391	\$647	\$73,211		\$194,736	\$0				\$399,142
Total Indirect Cost	\$5,977	\$5,056	\$1,398	\$15,715	\$347		\$131,877	\$81,337	\$25,763	\$21,307	\$80,517	\$479,188
Total Direct & Indirect Costs	\$121,512	\$208,995	\$11,316	\$69,488	\$123,872	\$0	\$326,613	\$171,086	\$654,182	\$230,358	\$177,537	\$2,094,960
Total Income	\$111,466	\$431,068	\$1,893	\$261,725	\$323,388	\$88,953	\$0	\$81,106	\$505,663	\$221,204	\$122,463	\$2,148,929
Net Income or (Loss)	-\$10,046	\$222,073	-\$9,423	\$192,237	\$199,516	\$88,953	-\$326,613	-\$89,980	-\$148,519	-\$9,154	-\$55,074	-\$157,673
									\$199,516			\$199,516
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			\$222,073	Distribution Community Based - EE				-\$10,046		-\$10,046
		Welfare to Work			-\$9,423	Distribution of Center Based Emp.				\$50,997	-\$19,200	\$31,797
		Placement & Next Step			\$192,237	Income or (Loss)				\$43,621	\$21,568	\$77,246
		Administration			\$88,953	Distribution Program Profit/Loss				\$94,618	\$2,369	\$53,969
		Fixed Costs			-\$326,613	Net Income or (Loss)					-\$43,018	
		Transportation			-\$89,980							
		Net Income or (Loss) Program			\$77,246	Direct Payroll Overhead			104.12%	90.50%		
						Indirect Overhead				8.37%	19.42%	
						Total Overhead			112.49%	109.92%		
						Agency Return on Worker Direct Labor			78.98%	10.50%		



**Notes to Financial Statement
AUGUST 31, 2015**

Accounts Receivable - Sales	8/31/2015	7/31/2015	6/30/2015
Balance At:	\$164,474	\$176,291	\$181,439
Current:	\$113,851	\$104,929	\$112,442
30-60 Days	\$47,996	\$60,108	\$54,370
Over 60 Days	\$1,466	\$1,046	\$9,770
Over 90 Days	\$1,161	\$10,208	\$4,856
Sub Total over 30 Days	\$50,623	\$71,362	\$68,997

Accounts Receivable - Agency Revenue	8/31/2015	7/31/2015	6/30/2015
Balance At:	\$271,512	\$345,055	\$306,141
Current:	\$166,716	\$179,104	\$218,744
30-60 Days	\$78,616	\$77,925	\$30,815
Over 60 Days	\$15,654	\$34,590	\$42,665
Over 90 Days	\$10,526	\$53,435	\$13,916
Sub Total over 30 Days	\$104,796	\$165,951	\$87,397

Accounts Payable	8/31/2015	7/31/2015	6/30/2015
Balance At:	\$20,890	\$22,832	\$19,583
Current:	\$20,890	\$22,832	\$19,583
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

	Operating Note	Payroll Note
Balance at Month End:	\$0	\$0
Current Balance: 9/25/2015	\$0	\$0

Notes to Financial Statement
AUGUST 31, 2015



Notes:

A General Contributions

Received \$980 in contributions, Thank You to: Michael Hauser, Robert & Barbara DuFresne, Richard & Rose Marie Kowles, James & Jeanne Danneker, Jean Galewski, B.B. Sawyer, Marilyn Hansen, Blaine Krogh & Mary Grafton-Krogh, Nancy & Donald Schneider and Richard Baylon

B DEED-CBE & SE/CE

Under budget \$7,494 - 18% for the month. Under budget \$41,642 - 12% for the year.

C DEED IPS Grant

Original grant expired 06/30/15 with no guarantee of renewal. Funds were available, the grant was renewed through 06/13/16. Zero dollars in the budget for second half of the year.

D Vehicle Expense

Under budget \$1,493 - 24% for the month. Under budget \$4,133 - 8% for the year.

E Repair & Maintenance

Over budget \$1,223 - 38% for the month. Continues to be under budget for the year. Timing on repairs.

F Professional Services

Over budget \$1,257 - 33% for the month. Under budget \$6,594 - 13% for the year.