



MARCH 31, 2018

FOR INTERNAL USE



	MAR. 31, 2018	FEB. 28, 2018	MAR. 31, 2017
CURRENT ASSETS			
Cash in Banks	\$15,631	\$30,649	\$118,903
Acc. Rec. Sales	\$151,830	\$158,682	\$172,200
Acc. Rec. Agency Revenue	\$220,854	\$201,802	\$189,271
Inventories	\$35,846	\$36,611	\$38,934
Prepaid Expenses	\$66,036	\$65,575	\$98,219
Total Current Assets	\$490,196	\$493,320	\$617,527
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,300,981	\$2,289,599	\$2,272,672
Property & Equipment	\$1,787,393	\$1,761,934	\$1,766,109
Total Prop & Equip	\$4,127,166	\$4,090,325	\$4,077,573
Less:Acc. Depr. P & E	\$1,823,741	\$1,804,104	\$1,630,899
Net Book Value	\$2,303,425	\$2,286,221	\$2,446,674
OTHER ASSETS			
Savings	\$914,368	\$936,389	\$705,250
Savings-Laundry Fund	\$42,170	\$48,194	\$45,531
Total Other Assets	\$956,537	\$984,584	\$750,781
TOTAL ASSETS	\$3,750,159	\$3,764,125	\$3,814,982
CURRENT LIABILITIES			
Accounts Payable-Trade	\$35,104	\$17,376	\$16,555
Accrued Salaries	\$121,186	\$130,585	\$135,203
Accrued Payroll Taxes	\$11,617	\$7,563	\$13,176
Notes Payable-Current	\$0	\$0	\$0
Total Current Liab.	\$167,907	\$155,524	\$164,934
LONG TERM LIABILITIES			
Mortgage Payable	\$527,147	\$531,003	\$571,483
Total Long Term Liab.	\$527,147	\$531,003	\$571,483
NET ASSETS			
Unrestricted	\$3,055,105	\$3,077,598	\$3,078,565
Total Net Assets	\$3,055,105	\$3,077,598	\$3,078,565
TOTAL LIABILITY & NET ASSETS	\$3,750,159	\$3,764,125	\$3,814,982



	STATEMENT OF ACTIVITIES FOR THREE MONTHS ENDING:				MARCH 31, 2018		PRIOR YEAR TO DATE	
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	CURRENT YEAR TO DATE	BUDGET YEAR TO DATE		VARIANCE TO BUDGET %
DEVELOPMENT								
Contributions	\$2,000	\$826	142%	A	\$5,530	\$2,646	109%	\$4,040
United Way of the Greater Winona Area	\$0	\$0	0%		\$0	\$0	0%	\$9,600
Golf Tournament	\$0	\$0	0%		\$0	\$5,968	-100%	\$3,000
Grants-Special Projects	\$0	\$5,500	-100%		\$1,800	\$5,500	-67%	\$0
Special Events	\$0	\$59	-100%		\$0	\$421	-100%	\$380
TOTAL DEVELOPMENT INCOME	\$2,000	\$6,385	-69%		\$7,330	\$14,535	-50%	\$17,020
Development/Public Relations Expenses	\$1,960	\$2,320	-16%		\$3,333	\$3,182	5%	\$4,147
NET DEVELOPMENT	\$40	\$4,065	-99%		\$3,997	\$11,353	-65%	\$12,873
SALES								
Workshop Sales	\$102,242	\$120,825	-15%		\$301,344	\$338,581	-11%	\$350,155
Cost of Materials	\$3,122	\$6,248	-50%		\$10,303	\$17,143	-40%	\$18,615
SALES LESS MATERIALS	\$99,120	\$114,577	-13%		\$291,040	\$321,438	-9%	\$331,540
AGENCY REVENUE								
Case Service	\$2,800	\$3,333	-16%		\$11,520	\$9,999	15%	\$13,250
DEED CBE	\$3,954	\$4,824	-18%		\$11,549	\$14,033	-18%	\$13,127
DEED SE/CE	\$31,822	\$40,199	-21%	B	\$78,170	\$116,942	-33%	\$103,533
DEED NEXT STEP/IPS GRANT	\$6,740	\$7,107	-5%		\$19,534	\$21,325	-8%	\$20,339
Winona County Support	\$26,064	\$28,238	-8%		\$79,563	\$82,146	-3%	\$83,082
Other County Support	\$3,286	\$3,793	-13%		\$9,963	\$11,034	-10%	\$12,250
Transportation	\$9,593	\$10,115	-5%		\$28,871	\$29,425	-2%	\$32,767
Other Revenue	\$725	\$106	584%		\$2,016	\$278	625%	\$1,560
D T & H, Career Options	\$56,434	\$57,739	-2%		\$156,754	\$167,968	-7%	\$170,549
TOTAL AGENCY REVENUE	\$141,418	\$155,454	-9%		\$397,940	\$453,150	-12%	\$450,457
TOTAL REVENUE	\$240,578	\$274,096	-12%		\$692,977	\$785,941	-12%	\$794,870
LESS: OPERATING EXPENSES	\$262,982	\$268,356	-2%		\$768,475	\$786,821	-2%	\$759,642
NET INCOME/LOSS	-\$22,404	\$5,740	-490%		-\$75,498	-\$880	8479%	\$35,228
DEPRECIATION EXPENSE	\$19,637	\$19,637	0%		\$58,911	\$58,911	0%	\$57,744
NET INCOME/LOSS FROM OPERATIONS	-\$2,767	\$25,377	-111%		-\$16,587	\$58,031	-129%	\$92,972

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



**STATEMENT OF EXPENSE ACTIVITIES
FOR THREE MONTHS ENDING: MARCH 31, 2018**

	CURRENT MONTH	BUDGET CURRENT MONTH	MONTH VARIANCE TO BUDGET %		CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	YTD VARIANCE TO BUDGET %	PRIOR YEAR TO DATE	
Worker Wages	\$53,364	\$56,559	-6%		\$154,356	\$159,339	-3%	\$158,761	460,095
Staff Salaries	\$109,736	\$116,297	-6%		\$328,268	\$338,318	-3%	\$327,085	929,280
Workers' Compensation Expense	\$6,674	\$7,779	-14%		\$18,218	\$22,395	-19%	\$15,234	50,849
Employer Payroll Taxes	\$11,923	\$12,757	-7%		\$34,816	\$36,727	-5%	\$35,178	102,638
Employer U/C Expense	\$485	\$621	-22%		\$1,455	\$1,806	-19%	\$1,617	4,850
Health/Life/LTDI Expense	\$14,860	\$18,333	-19%		\$50,935	\$54,999	-7%	\$43,030	122,181
Retirement Plan, 403B - Employer Contribution	\$1,930	\$1,227	57%		\$3,280	\$3,532	-7%	\$2,451	9,944
Vehicle Expense	\$5,424	\$5,958	-9%		\$19,333	\$17,061	13%	\$17,465	56,023
Repair & Maintenance	\$6,448	\$2,876	124%	C	\$15,894	\$14,987	6%	\$18,755	51141
Utilities	\$13,120	\$8,008	64%		\$27,788	\$23,296	19%	\$26,510	70,766
Safety Supplies	\$168	\$66	154%		\$368	\$452	-19%	\$478	1,743
Professional Services	\$4,706	\$4,254	11%		\$13,792	\$13,957	-1%	\$17,634	63,345
Office Supplies	\$829	\$1,048	-21%		\$2,819	\$3,000	-6%	\$3,367	8,628
Continuing Education	\$2,811	\$1,458	93%	D	\$7,214	\$4,375	65%	\$3,775	12,790
Staff Travel	\$4,636	\$4,704	-1%		\$12,142	\$13,470	-10%	\$10,696	37,025
Telephone	\$510	\$775	-34%		\$1,423	\$1,575	-10%	\$1,221	4,327
Postage	\$0	\$75	-100%		\$403	\$925	-56%	\$597	1,991
Dues & Subscriptions	\$715	\$840	-15%		\$2,384	\$2,520	-5%	\$2,532	8,150
Depreciation	\$19,637	\$19,637	0%		\$58,911	\$58,911	0%	\$57,744	173,232
Interest Expense	\$1,607	\$1,774	-9%		\$5,335	\$5,246	2%	\$5,775	17,265
Client Transportation	\$2,002	\$1,833	9%		\$5,495	\$5,499	0%	\$5,748	16,337
Insurance	\$1,212	\$1,292	-6%		\$3,636	\$3,876	-6%	\$3,636	10,908
Misc. Expenses	\$185	\$185	0%		\$210	\$555	-62%	\$353	1,476
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0	
TOTAL OPERATING EXPENSES	\$262,982	\$268,356	-2%		\$768,475	\$786,821	-2%	\$759,642	2,214,984

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

SALES BY CUSTOMER

FOR THREE MONTHS ENDING:

MARCH 31, 2018

Operation Services

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

Month	2018 YTD	2017 YTD	2016 YTD	2015 YTD	2014 YTD
\$670	\$2,533	\$0	\$575	\$1,382	\$1,570
\$898	\$1,865	\$10,490	\$1,603	\$4,307	\$12,361
\$0	\$0	\$0	\$0	\$4,856	\$2,772
\$8,719	\$28,768	\$34,824	\$33,842	\$12,782	\$11,466
\$5,169	\$15,036	\$11,660	\$14,758	\$18,035	\$22,592
\$7,000	\$18,218	\$21,604	\$19,424	\$23,545	\$22,932
\$272	\$330	\$1,310	\$303	\$429	\$3,716
\$31	\$180	\$248	\$399	\$1,339	\$8,188
\$2,539	\$5,909	\$4,670	\$4,709	\$3,504	\$3,491
\$0	\$115	\$908	\$703	\$769	\$5,712
\$25,298	\$72,954	\$85,714	\$76,316	\$70,947	\$94,801

of Customers

41



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
Winona Area Public Schools
Other
Total

Month	2018 YTD	2017 YTD	2016 YTD	2015 YTD	2014 YTD
\$0	\$0	\$4,518	\$8,433	\$9,618	\$10,601
\$2,042	\$5,055	\$9,226	\$3,132	\$2,819	\$3,338
\$0	\$0	\$0	\$1,437	\$1,106	\$1,378
\$3,040	\$10,260	\$10,070	\$5,734	\$5,839	\$4,901
\$1,817	\$5,450	\$5,537	\$3,576	\$3,575	\$3,342
\$2,160	\$6,072	\$10,633	\$6,981	\$6,523	\$3,852
\$240	\$720	\$1,394	\$935	\$1,761	\$1,725
\$0	\$0	\$11,120	\$7,567	\$7,504	\$6,687
\$714	\$2,231	\$2,231	\$2,210	\$4,903	\$5,084
\$9,250	\$27,750	\$27,750	\$19,671	\$21,327	\$21,753
\$0	\$0	\$0	\$24,968	\$25,498	\$17,347
\$852	\$2,260	\$1,511	\$0	\$176	\$1,975
\$8,591	\$25,772	\$26,168	\$13,119	\$13,120	\$11,230
\$0	\$0	\$10,367	\$14,604	\$4,508	\$0
\$10,243	\$30,727	\$37,562	\$27,472	\$26,987	\$23,290
\$8,701	\$26,103	\$26,103	\$32,660	\$32,688	\$45,288
\$1,604	\$4,920	\$0	\$0	\$0	\$0
\$1,284	\$3,861	\$5,460	\$7,508	\$24,933	\$13,597
\$50,538	\$151,181	\$189,650	\$180,007	\$192,885	\$175,388

#of Customers

18

Laundry Department

Winona Health
Sauer Health Care
Winona County Jail
Saint Anne Healthcare
Other Laundry
Total

Month	2018 YTD	2017 YTD	2016 YTD	2015 YTD	2014 YTD
\$16,432	\$48,644	\$53,613	\$49,837	\$47,604	\$5,237
\$2,460	\$6,835	\$6,361	\$7,038	\$0	\$0
\$1,145	\$3,066	\$3,160	\$2,992	\$0	\$0
\$5,020	\$14,307	\$6,951	\$0	\$0	\$0
\$1,349	\$4,356	\$4,705	\$2,643	\$4,374	\$4,967
\$26,406	\$77,208	\$74,790	\$62,510	\$51,978	\$10,204

of Customers

18

Total Sales

\$102,242 \$301,343 \$350,154 \$318,833 \$315,809 \$280,393



**Notes to Financial Statement
MARCH 31, 2018**

Accounts Receivable - Sales	3/31/2018	2/28/2018	1/31/2018
Balance At:	\$151,830	\$158,682	\$148,969
Current:	\$103,752	\$144,047	\$105,316
30-60 Days	\$42,484	\$6,682	\$39,636
Over 60 Days	\$1,055	\$7,573	\$1,706
Over 90 Days	\$4,539	\$380	\$2,311
Sub Total over 30 Days	\$48,078	\$14,635	\$43,653

Accounts Receivable - Agency Revenue	3/31/2018	2/28/2018	1/31/2018
Balance At:	\$220,854	\$201,802	\$140,318
Current:	\$153,967	\$175,100	\$131,859
30-60 Days	\$65,370	\$26,702	\$8,055
Over 60 Days	\$1,517	\$0	\$369
Over 90 Days	\$0	\$0	\$35
Sub Total over 30 Days	\$66,887	\$26,702	\$8,459

Accounts Payable	3/31/2018	2/28/2018	1/31/2018
Balance At:	\$35,104	\$17,376	\$19,349
Current:	\$35,104	\$17,376	\$19,349
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: 4/20/2018	\$0	\$0

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Notes to Financial Statement
MARCH 31, 2018



Notes:

General Contributions

- A** Received \$2,000 in contributions, **Thank you to:** Thrivent Choice Program, Marie Kovcesi, Ronald & Diane Stevens, Carl & Bonnie Skime, James & Beth O'Dea, Deborah & Gene Pelowski, Rhea, Carl and Erik Iverson, Gayle Goetzman, Ellen Smith, James & Jeanne Danneker, David Trickett, Jean Galewski, Gary & Dorothy Ruppert & Michael Hauser.
- B DEED SE/CE**
Under budget \$8,377 - 21% for the month. Under budget \$38,772 - 33% for the year. Hours continue to be done in both categories.
- C Repair & Maintenance**
Over budget \$3,572 - 124% for the month. In line for year to date. Repaired Ironer, \$3,170.
- D Continuing Education**
Over budget \$1,353 - 93% for the month. CARF Training for Executive Director \$1,619.