



APRIL 30, 2019

FOR INTERNAL USE



	APR. 30, 2019	MAR. 31, 2019	APR. 30, 2018
CURRENT ASSETS			
Cash in Banks	\$32,443	\$4,816	\$68,811
Acc. Rec. Sales	\$146,551	\$162,521	\$160,361
Acc. Rec. Agency Revenue	\$193,049	\$235,878	\$179,556
Inventories	\$29,860	\$27,852	\$32,549
Prepaid Expenses	\$39,011	\$47,018	\$64,103
Total Current Assets	\$440,914	\$478,085	\$505,380
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,310,256	\$2,300,981	\$2,300,981
Property & Equipment	\$1,687,117	\$1,830,497	\$1,787,109
Total Prop & Equip	\$4,036,165	\$4,170,270	\$4,126,882
Less:Acc. Depr. P & E	\$1,874,906	\$2,001,325	\$1,842,382
Net Book Value	\$2,161,260	\$2,168,945	\$2,284,500
OTHER ASSETS			
Savings	\$1,112,249	\$1,072,928	\$914,940
Savings-Laundry Fund	\$36,385	\$36,375	\$42,176
Total Other Assets	\$1,148,634	\$1,109,303	\$957,116
TOTAL ASSETS	\$3,750,808	\$3,756,334	\$3,746,996
CURRENT LIABILITIES			
Accounts Payable-Trade	\$28,208	\$21,783	\$17,656
Accrued Salaries	\$137,616	\$125,460	\$133,015
Accrued Payroll Taxes	\$9,959	\$8,884	\$12,651
Notes Payable-Current	\$0	\$0	\$0
Total Current Liab.	\$175,783	\$156,127	\$163,322
LONG TERM LIABILITIES			
Mortgage Payable	\$481,917	\$485,370	\$523,453
Total Long Term Liab.	\$481,917	\$485,370	\$523,453
NET ASSETS			
Unrestricted	\$3,093,108	\$3,114,837	\$3,060,222
Total Net Assets	\$3,093,108	\$3,114,837	\$3,060,222
TOTAL LIABILITY & NET ASSETS	\$3,750,808	\$3,756,334	\$3,746,996



STATEMENT OF ACTIVITIES FOR FOUR MONTHS ENDING:								
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	APRIL 30, 2019 CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT								
Contributions	\$201	\$250	-20%	A	\$6,288	\$7,250	-13%	\$5,880
United Way	\$6,000	\$7,500	-20%	B	\$6,000	\$7,500	-20%	\$0
Golf Tournament	\$7,900	\$13,692	-42%	C	\$11,650	\$16,692	-30%	\$13,345
Grants-Special Projects	\$0	\$4,000	-100%		\$2,500	\$6,500	-62%	\$1,800
Special Events	\$0	\$824	-100%		\$0	\$824	-100%	\$1,000
TOTAL DEVELOPMENT INCOME	\$14,101	\$26,266	-46%		\$26,438	\$38,766	-32%	\$22,025
Development/Public Relations Expenses	\$8,158	\$6,368	28%	D	\$14,296	\$9,437	51%	\$10,250
NET DEVELOPMENT	\$5,943	\$19,898	-70%		\$12,143	\$29,329	-59%	\$11,775
SALES								
Workshop Sales	\$97,602	\$109,421	-11%		\$401,766	\$437,683	-8%	\$410,716
Cost of Materials	\$3,166	\$5,307	-40%		\$15,616	\$21,229	-26%	\$18,380
SALES LESS MATERIALS	\$94,435	\$104,114	-9%		\$386,150	\$416,454	-7%	\$392,336
AGENCY REVENUE								
Case Service	\$2,849	\$4,167	-32%		\$13,674	\$16,668	-18%	\$17,580
DEED CBE	\$2,880	\$3,920	-27%		\$12,254	\$15,323	-20%	\$15,275
DEED SE/CE	\$29,177	\$27,395	7%		\$169,053	\$107,089	58%	\$107,498
DEED NEXT STEP/IPS GRANT	\$6,954	\$6,931	0%		\$26,788	\$27,094	-1%	\$26,163
Winona County Support	\$26,339	\$25,677	3%		\$109,316	\$100,374	9%	\$107,935
Other County Support	\$5,910	\$3,304	79%	E	\$20,814	\$12,915	61%	\$13,156
Transportation	\$11,399	\$10,000	14%		\$40,265	\$40,000	1%	\$39,116
Other Revenue	\$1,636	\$833	96%		\$49,520	\$3,332	1386%	\$4,574
D T & H, Career Options	\$51,253	\$59,833	-14%	F	\$193,811	\$239,333	-19%	\$209,496
TOTAL AGENCY REVENUE	\$138,398	\$142,060	-3%		\$635,493	\$562,128	13%	\$540,793
TOTAL REVENUE	\$238,776	\$266,072	-10%		\$1,033,785	\$1,007,911	3%	\$944,904
LESS: OPERATING EXPENSES	\$252,378	\$256,482	-2%		\$999,885	\$1,036,626	-4%	\$1,015,285
NET INCOME/LOSS	-\$13,602	\$9,590	-242%		\$33,900	-\$28,715	-218%	-\$70,381
DEPRECIATION EXPENSE	\$19,900	\$19,167	4%		\$77,961	\$76,668	2%	\$77,552
NET INCOME/LOSS FROM OPERATIONS	\$6,298	\$28,757	-78%		\$111,861	\$47,953	133%	\$7,171

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



**STATEMENT OF EXPENSE ACTIVITIES
FOR FOUR MONTHS ENDING: APRIL 30, 2019**

	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	\$55,470	\$56,191	-1%		\$210,316	\$222,061	-5%	\$206,890
Staff Salaries	\$104,098	\$107,742	-3%		\$428,051	\$437,173	-2%	\$436,280
Workers' Compensation Expense	\$4,142	\$6,147	-33%		\$19,412	\$24,721	-21%	\$23,205
Employer Payroll Taxes	\$11,791	\$11,983	-2%		\$46,783	\$48,190	-3%	\$46,424
Employer U/C Expense	\$485	\$500	-3%		\$1,891	\$2,000	-5%	\$1,940
Health/Life/LTDI Expense	\$13,813	\$16,667	-17%		\$55,379	\$66,668	-17%	\$68,156
Retirement Plan, 401K - Employer Contribution & Fees	\$1,702	\$1,707	0%		\$3,372	\$6,865	-51%	\$4,693
Vehicle Expense	\$8,704	\$6,523	33%	G	\$25,940	\$26,091	-1%	\$24,057
Repair & Maintenance	\$2,753	\$3,725	-26%		\$20,540	\$23,647	-13%	\$19,393
Utilities	\$9,571	\$8,682	10%		\$38,361	\$33,939	13%	\$37,305
Safety Supplies	\$151	\$170	-11%		\$1,449	\$540	168%	\$537
Professional Services	\$4,252	\$5,104	-17%		\$20,527	\$19,061	8%	\$17,184
Office Supplies	\$472	\$875	-46%		\$2,388	\$3,500	-32%	\$3,544
Continuing Education	\$1,665	\$1,200	39%		\$5,346	\$4,820	11%	\$8,397
Staff Expense	\$4,935	\$3,071	61%	H	\$10,772	\$12,283	-12%	\$14,368
Telephone	\$247	\$375	-34%		\$1,059	\$1,500	-29%	\$1,914
Postage	\$214	\$150	43%		\$1,099	\$850	29%	\$403
Dues & Subscriptions	\$1,413	\$1,208	17%		\$4,926	\$4,832	2%	\$3,409
Depreciation	\$19,900	\$19,167	4%		\$77,961	\$76,668	2%	\$77,552
Interest Expense	\$2,117	\$2,010	5%		\$8,440	\$8,077	5%	\$7,143
Worker Transportation	\$3,074	\$1,750	76%	I	\$10,335	\$7,000	48%	\$7,245
Insurance	\$1,212	\$1,350	-10%		\$4,848	\$5,400	-10%	\$4,848
Misc. Expenses	\$196	\$185	6%		\$690	\$740	-7%	\$398
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$252,378	\$256,482	-2%		\$999,885	\$1,036,626	-4%	\$1,015,285

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

SALES BY CUSTOMER

FOR FOUR MONTHS ENDING:

APRIL 30, 2019

Operation Services

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

of Customers

Month	2019 YTD	2018 YTD	2017 YTD	2016 YTD	2015 YTD
\$788	\$2,292	\$3,222	\$174	\$575	\$1,382
\$0	\$0	\$2,709	\$20,465	\$2,827	\$5,746
\$0	\$0	\$0	\$0	\$0	\$5,906
\$5,912	\$28,948	\$37,684	\$44,519	\$49,640	\$20,607
\$1,919	\$5,172	\$19,502	\$13,638	\$19,312	\$25,804
-\$125	\$18,636	\$26,581	\$29,684	\$23,929	\$30,964
\$181	\$1,772	\$602	\$1,415	\$471	\$849
\$38	\$374	\$180	\$248	\$439	\$1,339
\$3,158	\$9,738	\$7,800	\$6,308	\$6,763	\$4,864
\$0	\$124	\$1,036	\$1,277	\$1,287	\$3,965
Total	\$11,871	\$67,055	\$99,316	\$105,243	\$101,425

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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
Winona Area Public Schools
Other

#of Customers

Month	2019 YTD	2018 YTD	2017 YTD	2016 YTD	2015 YTD
\$0	\$0	\$0	\$4,518	\$11,049	\$12,766
\$1,424	\$4,912	\$6,383	\$11,546	\$4,082	\$4,294
\$0	\$0	\$0	\$0	\$1,879	\$1,659
\$4,238	\$14,408	\$13,870	\$13,490	\$7,715	\$7,716
\$1,848	\$7,216	\$7,267	\$7,181	\$4,768	\$4,767
\$3,371	\$11,092	\$8,414	\$12,611	\$11,140	\$9,764
\$0	\$0	\$1,020	\$1,694	\$1,125	\$1,951
\$0	\$0	\$0	\$14,565	\$10,580	\$10,123
\$969	\$3,660	\$3,034	\$2,945	\$2,890	\$5,668
\$10,340	\$40,890	\$37,000	\$37,000	\$26,228	\$28,282
\$0	\$0	\$0	\$0	\$33,240	\$33,498
\$592	\$2,516	\$2,520	\$2,103	\$0	\$176
\$8,820	\$35,490	\$34,752	\$33,968	\$17,492	\$17,493
\$0	\$0	\$3,514	\$10,367	\$20,496	\$4,508
\$15,555	\$64,217	\$43,570	\$48,607	\$37,138	\$35,590
\$8,701	\$33,478	\$34,804	\$34,804	\$43,200	\$43,584
\$909	\$2,912	\$6,605	\$0	\$0	\$0
\$2,363	\$8,030	\$4,789	\$7,212	\$10,041	\$34,837
Total	\$59,130	\$228,821	\$207,542	\$243,063	\$256,676

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Laundry Department

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

of Customers

Month	2019 YTD	2018 YTD	2017 YTD	2016 YTD	2015 YTD
\$15,633	\$61,942	\$64,981	\$70,415	\$66,752	\$64,334
\$2,724	\$10,727	\$9,525	\$8,228	\$9,204	\$0
\$888	\$3,612	\$4,037	\$4,036	\$3,815	\$3,320
\$5,886	\$22,825	\$19,742	\$8,931	\$0	\$0
\$1,470	\$6,782	\$5,572	\$6,059	\$3,708	\$3,557
Total	\$26,601	\$103,857	\$97,669	\$83,479	\$71,211

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Total Sales

\$97,602 \$401,765 \$410,715 \$458,008 \$431,785 \$429,311



Notes to Financial Statement

Accounts Receivable - Sales				
	4/30/2019	3/31/2019	2/28/2019	
Balance At:	\$146,551	\$162,521	\$157,774	
Current:	\$99,733	\$101,328	\$149,506	
30-60 Days	\$42,735	\$54,255	\$8,098	
Over 60 Days	\$3,936	\$6,939	\$170	
Over 90 Days	\$147	\$0	\$0	
Sub Total over 30 Days	\$46,818	\$61,193	\$8,268	

Accounts Receivable - Agency Revenue				
	4/30/2019	3/31/2019	2/28/2019	
Balance At:	\$193,049	\$235,878	\$172,776	
Current:	\$192,785	\$203,407	\$168,478	
30-60 Days	\$264	\$29,205	\$3,958	
Over 60 Days	\$0	\$2,926	\$322	
Over 90 Days	\$0	\$340	\$18	
Sub Total over 30 Days	\$264	\$32,471	\$4,298	

Accounts Payable				
	4/30/2019	3/31/2019	2/28/2019	
Balance At:	\$28,208	\$21,783	\$13,260	
Current:	\$28,208	\$21,783	\$13,260	
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: 5/23/2019	\$0	\$0

Notes to Financial Statement



Notes:

A General Contributions

Received **\$201** in contributions. Thank you to: Kendell Lumber and Lion J. English.

B United Way

Under budget \$1,500. Estimated \$7,500 in the budget, it came in at \$6,000.

C Golf Tournament

Under budget \$5,792 - 42% for the month. Under budget \$5,042 - 30% for the year. Budget projectons based on prior year activity.

D Development/Public Relations Expenses

Over budget \$1,790 - 28 for the month. Over budget \$4,859 - 51% for the year. Hosting Ukrainian visit \$338. Web Site updates \$450.

E Other County Support

Over budget \$2,606 - 79% for the month. Over budget \$7,899 - 61% for the year. Increased rates and attendance. Funding improvements.

F DT & H, Career Options (Waivered funding)

Under budget \$8,580 - 14% for the month. Under budget \$45,522 - 19% Authorizations down. Hopefully will level off through out the year.

G Vehicle Expense

Over budget \$2,181 - 33% for the month. In line for year to date.

H Staff Expense

Over budget \$1,864 - 61% for the month. Under budget \$1,511 - 12% for the year. Job opening ads in April.

I Worker Transportation

Over budget \$1,324 - 76% for the month. Over budget \$3,335 - 48% for the year. Received back billings from Winona DAC for 3 months, \$976.