



AUGUST 31, 2019

FOR INTERNAL USE



	AUG. 31, 2019	JULY 31, 2019	AUG. 31, 2018
CURRENT ASSETS			
Cash in Banks	\$906	\$44,000	\$106,436
Acc. Rec. Sales	\$134,256	\$114,767	\$150,483
Acc. Rec. Agency Revenue	\$192,083	\$137,853	\$263,683
Inventories	\$25,556	\$27,528	\$31,942
Prepaid Expenses	\$70,816	\$68,422	\$78,137
Total Current Assets	\$423,617	\$392,571	\$630,681
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,362,225	\$2,310,256	\$2,300,981
Property & Equipment	\$1,697,038	\$1,697,038	\$1,794,501
Total Prop & Equip	\$4,098,054	\$4,046,085	\$4,134,274
Less:Acc. Depr. P & E	\$1,954,482	\$1,934,588	\$1,923,882
Net Book Value	\$2,143,573	\$2,111,498	\$2,210,392
OTHER ASSETS			
Savings	\$1,165,630	\$1,176,972	\$901,466
Savings-Laundry Fund	\$36,433	\$36,419	\$42,209
Total Other Assets	\$1,202,064	\$1,213,391	\$943,675
TOTAL ASSETS	\$3,769,254	\$3,717,460	\$3,784,748
CURRENT LIABILITIES			
Accounts Payable-Trade	\$74,761	\$26,991	\$19,054
Accrued Salaries	\$123,475	\$130,321	\$127,110
Accrued Payroll Taxes	\$10,752	\$6,727	\$11,208
Notes Payable-Current	\$9,500	\$0	\$0
Total Current Liab.	\$218,488	\$164,039	\$157,372
LONG TERM LIABILITIES			
Mortgage Payable	\$468,042	\$471,554	\$508,437
Total Long Term Liab.	\$468,042	\$471,554	\$508,437
NET ASSETS			
Unrestricted	\$3,082,724	\$3,081,867	\$3,118,939
Total Net Assets	\$3,082,724	\$3,081,867	\$3,118,939
TOTAL LIABILITY & NET ASSETS	\$3,769,254	\$3,717,460	\$3,784,748



	STATEMENT OF ACTIVITIES FOR EIGHT MONTHS ENDING:				AUGUST 31, 2019			
	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	\$3,589	\$500	618%	A	\$11,692	\$9,500	23%	\$10,372
United Way	\$0	\$0	0%		\$6,000	\$7,500	-20%	\$0
Golf Tournament	\$1,617	\$1,898	-15%		\$42,500	\$46,851	-9%	\$45,664
Grants-Special Projects	\$3,500	\$60,000	-94%		\$11,500	\$76,000	-85%	\$70,711
Special Events	\$0	\$82	-100%		\$8,800	\$10,774	-18%	\$13,075
TOTAL DEVELOPMENT INCOME	\$8,706	\$62,480	-86%		\$80,492	\$150,625	-47%	\$139,822
Development/Public Relations Expenses	\$1,611	\$2,344	-31%		\$26,529	\$23,407	13%	\$25,423
NET DEVELOPMENT	\$7,095	\$60,136	-88%		\$53,963	\$127,218	-58%	\$114,399
SALES								
Workshop Sales	\$103,878	\$114,631	-9%		\$790,212	\$885,786	-11%	\$826,507
Cost of Materials	\$3,777	\$5,560	-32%		\$33,807	\$42,964	-21%	\$39,192
SALES LESS MATERIALS	\$100,101	\$109,071	-8%		\$756,406	\$842,822	-10%	\$787,315
AGENCY REVENUE								
Case Service	\$3,740	\$4,167	-10%		\$30,064	\$33,336	-10%	\$44,730
DEED CBE	\$3,014	\$3,741	-19%		\$23,650	\$30,823	-23%	\$30,125
DEED SE/CE	\$26,214	\$26,149	0%		\$262,514	\$215,422	22%	\$247,419
DEED NEXT STEP/IPS GRANT	\$7,160	\$6,616	8%		\$54,510	\$54,503	0%	\$53,296
Winona County Support	\$27,814	\$24,510	13%		\$221,844	\$201,915	10%	\$217,846
Other County Support	\$8,392	\$3,154	166%		\$51,370	\$25,981	98%	\$27,655
Transportation	\$11,738	\$10,476	12%		\$87,963	\$81,051	9%	\$80,142
Other Revenue	\$865	\$833	4%		\$53,106	\$6,664	697%	\$23,055
D T & H, Career Options	\$53,456	\$62,683	-15%		\$411,994	\$484,955	-15%	\$423,045
TOTAL AGENCY REVENUE	\$142,394	\$142,329	0%		\$1,197,014	\$1,134,650	5%	\$1,147,313
TOTAL REVENUE	\$249,591	\$311,536	-20%		\$2,007,383	\$2,104,690	-5%	\$2,049,027
LESS: OPERATING EXPENSES	\$248,734	\$248,064	0%		\$1,983,867	\$2,068,680	-4%	\$2,033,726
NET INCOME/LOSS	\$857	\$63,472	-99%		\$23,516	\$36,010	-35%	\$15,301
DEPRECIATION EXPENSE	\$19,894	\$19,167	4%		\$157,537	\$153,336	3%	\$155,104
NET INCOME/LOSS FROM OPERATIONS	\$20,751	\$82,639	-75%		\$181,053	\$189,346	-4%	\$170,405

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



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

AUGUST 31, 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	\$49,613	\$57,192	-13%		\$401,630	\$447,811	-10%	\$410,986
Staff Salaries	\$110,329	\$102,845	7%		\$858,472	\$863,244	-1%	\$874,937
Workers' Compensation Expense	\$4,900	\$6,001	-18%		\$36,435	\$49,164	-26%	\$46,927
Employer Payroll Taxes	\$12,227	\$11,699	5%		\$93,438	\$95,839	-3%	\$93,881
Employer U/C Expense	\$485	\$500	-3%		\$3,831	\$4,000	-4%	\$3,879
Health/Life/LTDI Expense	\$14,763	\$16,667	-11%		\$101,472	\$133,336	-24%	\$129,524
Retirement Plan, 401K - Employer Contribution & Fees	\$1,239	\$1,667	-26%		\$10,402	\$13,654	-24%	\$13,343
Vehicle Expense	\$7,233	\$6,833	6%		\$58,592	\$52,802	11%	\$58,194
Repair & Maintenance	\$2,611	\$3,401	-23%		\$39,422	\$37,592	5%	\$33,901
Utilities	\$6,593	\$8,287	-20%		\$64,115	\$68,272	-6%	\$69,235
Safety Supplies	\$297	\$157	89%		\$2,730	\$1,360	101%	\$1,354
Professional Services	\$1,804	\$1,353	33%		\$49,181	\$49,725	-1%	\$47,054
Office Supplies	\$188	\$917	-80%		\$5,387	\$7,084	-24%	\$6,522
Continuing Education	\$2,250	\$1,210	86%		\$13,600	\$9,660	41%	\$14,075
Staff Expense	\$6,774	\$3,217	111%	B	\$25,992	\$24,858	5%	\$24,080
Telephone	\$259	\$375	-31%		\$2,171	\$3,000	-28%	\$2,902
Postage	\$0	\$0	0%		\$1,256	\$1,700	-26%	\$1,416
Dues & Subscriptions	\$1,230	\$1,208	2%		\$9,552	\$9,664	-1%	\$8,081
Depreciation	\$19,894	\$19,167	4%		\$157,537	\$153,336	3%	\$155,104
Interest Expense	\$2,083	\$2,077	0%		\$16,665	\$16,281	2%	\$13,566
Worker Transportation	\$2,128	\$1,750	22%		\$20,501	\$14,000	46%	\$13,830
Insurance	\$1,212	\$1,350	-10%		\$9,696	\$10,800	-10%	\$9,696
Misc. Expenses	\$623	\$191	226%		\$1,789	\$1,498	19%	\$1,239
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$248,734	\$248,064	0%		\$1,983,867	\$2,068,680	-4%	\$2,033,726

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

SALES BY CUSTOMER

FOR EIGHT MONTHS ENDING:

AUGUST 31, 2019

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

of Customers

Month	2019 YTD	2018 YTD	2017 YTD	2016 YTD	2015 YTD
\$914	\$5,725	\$6,076	\$2,146	\$1,750	\$5,391
\$0	\$0	\$4,583	\$30,334	\$7,147	\$5,746
\$0	\$0	\$0	\$0	\$18,050	\$6,951
\$5,916	\$52,538	\$65,863	\$98,399	\$89,779	\$63,399
\$1,368	\$8,081	\$33,620	\$24,018	\$44,441	\$47,886
\$8,033	\$38,043	\$56,034	\$61,289	\$49,468	\$72,764
\$291	\$2,063	\$1,327	\$2,074	\$1,367	\$2,122
\$0	\$504	\$210	\$248	\$439	\$1,427
\$2,693	\$20,536	\$19,177	\$15,080	\$14,443	\$14,423
\$0	\$701	\$3,831	\$2,828	\$6,018	\$9,631
\$19,213	\$128,190	\$190,721	\$236,416	\$232,902	\$229,739

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35 are Shredding Customers



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

#of Customers

Month	2019 YTD	2018 YTD	2017 YTD	2016 YTD	2015 YTD
\$0	\$0	\$0	\$4,518	\$22,009	\$26,331
\$1,166	\$9,540	\$12,106	\$23,141	\$8,020	\$8,890
\$0	\$0	\$0	\$0	\$3,869	\$3,538
\$0	\$19,917	\$19,000	\$19,190	\$10,530	\$10,322
\$1,936	\$14,784	\$14,707	\$14,620	\$9,649	\$9,634
\$2,746	\$15,187	\$11,653	\$15,820	\$15,089	\$12,055
\$0	\$0	\$1,253	\$1,994	\$1,458	\$2,284
\$0	\$0	\$0	\$19,711	\$14,299	\$13,811
\$861	\$7,320	\$5,805	\$6,068	\$5,780	\$8,473
\$10,340	\$82,250	\$74,000	\$74,000	\$55,149	\$55,440
\$0	\$0	\$0	\$0	\$66,896	\$66,224
\$740	\$5,180	\$5,632	\$4,769	\$0	\$176
\$9,240	\$71,610	\$70,103	\$69,517	\$35,491	\$35,195
\$0	\$0	\$8,881	\$10,367	\$52,644	\$4,508
\$16,478	\$128,360	\$107,384	\$92,976	\$77,570	\$71,587
\$8,701	\$68,282	\$69,608	\$69,608	\$87,960	\$87,168
\$0	\$4,107	\$8,549	\$3,811	\$4,835	\$57,767
\$3,125	\$19,665	\$11,078	\$13,404	\$15,547	\$21,924
\$55,334	\$446,202	\$419,759	\$443,514	\$486,795	\$495,327

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Laundry Department

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

of Customers

Month	2019 YTD	2018 YTD	2017 YTD	2016 YTD	2015 YTD
\$16,947	\$124,662	\$129,773	\$137,434	\$136,175	\$127,319
\$2,505	\$20,605	\$20,230	\$16,805	\$19,043	\$0
\$1,132	\$7,929	\$8,456	\$7,654	\$7,670	\$7,413
\$6,640	\$47,531	\$44,148	\$18,601	\$0	\$0
\$2,107	\$15,092	\$13,420	\$15,050	\$10,235	\$8,605
\$29,331	\$215,819	\$216,027	\$195,544	\$173,123	\$143,337

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Total Sales

\$103,878 \$790,212 \$826,507 \$875,474 \$892,820 \$868,402



Notes to Financial Statement

Accounts Receivable - Sales			
	7/31/2019	7/31/2019	6/30/2019
Balance At:	\$134,256	\$114,767	\$144,812
Current:	\$131,102	\$94,199	\$134,093
30-60 Days	\$2,766	\$20,543	\$8,865
Over 60 Days	\$388	\$25	\$1,854
Over 90 Days	\$0	\$0	\$0
Sub Total over 30 Days	\$3,154	\$20,568	\$10,719

Accounts Receivable - Agency Revenue			
	7/31/2019	7/31/2019	6/30/2019
Balance At:	\$192,083	\$137,853	\$157,426
Current:	\$149,995	\$133,704	\$157,426
30-60 Days	\$41,956	\$4,149	\$0
Over 60 Days	\$132	\$0	\$0
Over 90 Days	\$0	\$0	\$0
Sub Total over 30 Days	\$42,088	\$4,149	\$0

Accounts Payable			
	7/31/2019	7/31/2019	6/30/2019
Balance At:	\$74,761	\$26,991	\$15,702
Current:	\$74,761	\$26,991	\$15,702
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:	\$9,500	\$0
Current Balance: 9/19/2019	\$0	\$0

Notes to Financial Statement



Notes:

A General Contributions

Received **\$3,589** in contributions. Thank you to: Audio Desings, Mary Nix, Richaqrđ & Denise Pflughoeft, Lynn Theurer, Mike Leaf Memorial and Geraldine Taylor.

B Staff Expense

Over budget \$3,577 - 111% for the month. Over budget \$1,134 - 5% for the year. Job ads, \$1,428. CARF training, \$1,874.