

JUNE 30, 2019 FOR INTERNAL USE



	JUNE 30, 2019	MAY 31, 2019	JUNE 30, 2018
CURRENT ASSETS			
Cash in Banks	\$31,843	\$25,932	\$111,405
Acc. Rec. Sales	\$144,812	\$145,241	\$171,578
Acc. Rec. Agency Revenue	\$157,426	\$158,258	\$168,886
Inventories	\$27,738	\$26,705	\$34,094
Prepaid Expenses	\$33,970	\$37,534	\$45,425
Total Current Assets	\$395,788	\$393,670	\$531,388
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,310,256	\$2,310,256	\$2,300,981
Property & Equipment	\$1,687,117	\$1,687,117	\$1,794,501
Total Prop & Equip	\$4,036,165	\$4,036,165	\$4,134,274
Less:Acc. Depr. P & E	\$1,914,694	\$1,894,800	\$1,885,106
Net Book Value	\$2,121,472	\$2,141,366	\$2,249,168
OTHER ASSETS			
Savings	\$1,159,703	\$1,147,535	\$899,477
Savings-Laundry Fund	\$36,406	\$36,396	\$42,189
Total Other Assets	\$1,196,109	\$1,183,931	\$941,666
TOTAL ASSETS	\$3,713,369	\$3,718,966	\$3,722,222
CURRENT LIABILITIES			
Accounts Payable-Trade	\$15,702	\$12,971	\$21,644
Accrued Salaries	\$109,798	\$111,830	\$122,856
Accrued Payroll Taxes	\$18,221	\$15,453	\$21,217
Notes Payable-Current	\$0	\$0	\$0
Total Current Liab.	\$143,721	\$140,254	\$165,717
LONG TERM LIABILITIES			
Mortgage Payable	\$474,980	\$478,463	\$515,970
Total Long Term Liab.	\$474,980	\$478,463	\$515,970
NET ASSETS			
Unrestricted	\$3.094.668	\$3,100,250	\$3,040,535
Total Net Assets	\$3,094,668	\$3,100,250	\$3,040,535
TOTAL LIABILITY & NET ASSETS	\$3,713,369	\$3,718,966	\$3,722,222

DEVELOPMENT MOUSE AND THE PROPERTY OF THE PROP		STATEMENT (FOR SIX MON' BUDGET CURRENT MONTH	OF ACTIVITIES THS ENDING: VARIANCE TO BUDGET %	Notes	JUNE 30, 2019 CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT Contributions	\$1.025	\$1.000	3%	Α	\$7.513	\$8,500	-12%	\$8,125
United Wav	\$1,025	\$1,000	0%	Α	\$6.000	\$7,500	-20%	\$0,125 \$0
Golf Tournament	\$8,485	\$10,345	-18%		\$25,675	\$39,510	-35%	\$32,904
Grants-Special Projects	\$500	\$7.500	-93%		\$3.000	\$16.000	-81%	\$9.640
Special Events	\$2,900	\$2,225	30%		\$7,900	\$8,240	-4%	\$10,000
TOTAL DEVELOPMENT INCOME	\$12,910	\$21,070	-39%		\$50,088	\$79,750	-37%	\$60,669
Development/Public Relations Expenses	\$1,320	\$4,647	-72%		\$18,501	\$14,513	27%	\$15,762
NET DEVELOPMENT	\$11,590	\$16,423	-29%		\$31,587	\$65,237	-52%	\$44,907
	,	* ,			***,	****,=**		*,
SALES								
Workshop Sales	\$84,544	\$104,210	-19%		\$591,391	\$656,524	-10%	\$616,941
Cost of Materials	\$4,115	\$5,055	-19%		\$25,204	\$31,844	-21%	\$29,665
SALES LESS MATERIALS	\$80,429	\$99,155	-19%	В	\$566,187	\$624,680	-9%	\$587,276
AGENCY REVENUE								
Case Service	\$7,590	\$4,167	82%		\$22,464	\$25,002	-10%	\$30,300
DEED CBE	\$2,445	\$3,920	-38%		\$17,830	\$22,984	-22%	\$22,665
DEED SE/CE	\$22,496	\$27,395	-18%		\$217,896	\$160,633	36%	\$156,935
DEED NEXT STEP/IPS GRANT	\$6,090	\$6,931	-12%		\$40,110	\$40,641	-1%	\$39,694
Winona County Support	\$26,480	\$25,677	3%		\$166,372	\$150,561	11%	\$162,901
Other County Support	\$6,960	\$3,304	111%		\$35,728	\$19,373	84%	\$20,849
Transportation	\$11,273	\$9,524	18%		\$64,936	\$60,000	8%	\$58,907
Other Revenue	\$704	\$833	-16%		\$51,146	\$4,998	923%	\$21,268
D T & H, Career Options	\$51,879	\$56,984	-9%		\$302,156	\$359,000	-16%	\$315,429
TOTAL AGENCY REVENUE	\$135,918	\$138,735	-2%		\$918,639	\$843,192	9%	\$828,948
TOTAL REVENUE	\$227,937	\$254,313	-10%		\$1,516,413	\$1,533,109	-1%	\$1,461,131
LESS: OPERATING EXPENSES NET INCOME/LOSS	\$233,519 -\$5,582	\$261,667 -\$7,354	-11% -24%		\$1,480,953 \$35,461	\$1,554,073 -\$20,964	-5% -269%	\$1,524,234 -\$63,103
DEPRECIATION EXPENSE	\$19,894	\$19,167	4%		\$117,749	\$115,002	2%	\$116,328
NET INCOME/LOSS FROM OPERATIONS	\$14,312	\$11,813	21%		\$153,210	\$94,038	63%	\$53,225

STATEMENT OF EXPENSE ACTIVITIES

Reople are "Mongo			OF EXPENSE A	CTIVITIES				
Resorte are "Work"		FOR SIX MON	THS ENDING: MONTH		JUNE 30, 2019		YTD	
		BUDGET	VARIANCE		CURRENT	BUDGET	VARIANCE	PRIOR
7 7 1	CURRENT	CURRENT	TO BUDGET		YEAR TO	YEAR TO	TO BUDGET	YEAR TO
	MONTH	MONTH	%	Notes	DATE	DATE	%	DATE
Worker Wages	\$40,106	\$53,937	-26%		\$303,354	\$335,815	-10%	\$311,226
Staff Salaries	\$96,347	\$107,742	-11%		\$635,360	\$647,760	-2%	\$654,605
Workers' Compensation Expense	\$3,576	\$6,063	-41%		\$27,747	\$36,884	-25%	\$35,860
Employer Payroll Taxes	\$10,149	\$11,819	-14%		\$68,868	\$71,900	-4%	\$69,933
Employer U/C Expense	\$485	\$500	-3%		\$2,861	\$3,000	-5%	\$2,910
Health/Life/LTDI Expense	\$12,783	\$16,667	-23%		\$75,646	\$100,002	-24%	\$91,493
Retirement Plan, 401K - Employer Contribution & Fees	\$1,726	\$1,684	2%		\$7,419	\$10,243	-28%	\$9,708
Vehicle Expense	\$10,651	\$6,212	71%	С	\$44,556	\$39,136	14%	\$42,942
Repair & Maintenance	\$5,055	\$3,495	45%	D	\$31,601	\$32,143	-2%	\$28,783
Utilities	\$6,705	\$8,682	-23%		\$50,349	\$50,908	-1%	\$52,571
Safety Supplies	\$168	\$150	12%		\$1,931	\$1,139	70%	\$1,134
Professional Services	\$12,347	\$13,004	-5%		\$37,218	\$36,319	2%	\$33,069
Office Supplies	\$1,559	\$833	87%		\$4,687	\$5,250	-11%	\$4,970
Continuing Education	\$1,585	\$1,210	31%		\$8,937	\$7,240	23%	\$11,394
Staff Expense	\$3,117	\$2,924	7%		\$16,177	\$18,424	-12%	\$19,921
Telephone	\$340	\$375	-9%		\$1,659	\$2,250	-26%	\$2,431
Postage	\$0	\$700	-100%		\$1,099	\$1,550	-29%	\$1,464
Dues & Subscriptions	\$1,262	\$1,208	4%		\$7,221	\$7,248	0%	\$5,103
Depreciation	\$19,894	\$19,167	4%		\$117,749	\$115,002	2%	\$116,328
Interest Expense	\$2,017	\$2,010	0%		\$12,507	\$12,144	3%	\$10,100
Worker Transportation	\$2,267	\$1,750	30%		\$15,713	\$10,500	50%	\$10,278
Insurance	\$1,212	\$1,350	-10%		\$7,272	\$8,100	-10%	\$7,272
Misc. Expenses	\$166	\$185	-10%		\$1,021	\$1,116	-9%	\$739
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$233,519	\$261,667	-11%		\$1,480,953	\$1,554,073	-5%	\$1,524,234

SALES BY CUSTOMER

FOR SIX MONTHS ENDING:

JUNE 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
Total
of Customers

Month	2019 YTD	2018 YTD	2017 YTD	2016 YTD	2015 YTD
\$1,050	\$4,257	\$4,856	\$1,347	\$575	\$2,841
\$0	\$0	\$3,863	\$29,652	\$6,358	\$5,746
\$0	\$0	\$0	\$0	\$18,050	\$5,906
\$3,706	\$42,536	\$50,778	\$72,408	\$70,569	\$40,767
\$774	\$6,464	\$25,729	\$19,238	\$25,481	\$34,356
\$1,017	\$22,384	\$41,265	\$43,942	\$36,084	\$55,309
\$0	\$1,772	\$1,017	\$1,930	\$933	\$1,756
\$100	\$504	\$210	\$248	\$439	\$1,407
\$2,721	\$15,849	\$13,645	\$10,950	\$11,847	\$9,284
\$181	\$701	\$1,336	\$2,828	\$2,517	\$3,965
\$9,549	\$94,466	\$142,699	\$182,543	\$172,853	\$161,336
42			,		



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	\$16,431	\$18,748
\$997	\$7,120	\$8,737	\$17,194	\$6,436	\$6,648
\$0	\$0	\$0	\$0	\$2,874	\$2,543
\$848	\$19,917	\$19,000	\$18,620	\$10,530	\$10,218
\$1,760	\$10,912	\$10,987	\$10,987	\$7,209	\$7,194
\$0	\$12,441	\$9,164	\$13,498	\$12,037	\$10,413
\$0	\$0	\$1,253	\$1,934	\$1,363	\$2,189
\$0	\$0	\$0	\$18,498	\$13,347	\$12,876
\$861	\$5,382	\$4,288	\$4,462	\$4,335	\$7,028
\$10,340	\$61,570	\$55,500	\$55,500	\$39,342	\$42,326
\$0	\$0	\$0	\$0	\$50,386	\$50,038
\$592	\$3,848	\$4,076	\$3,436	\$0	\$176
\$8,400	\$53,130	\$52,724	\$51,940	\$26,447	\$26,240
\$0	\$0	\$6,441	\$10,367	\$38,773	\$4,508
\$15,241	\$96,362	\$75,862	\$72,130	\$57,758	\$53,614
\$8,701	\$50,880	\$52,206	\$52,206	\$65,320	\$65,376
\$232	\$4,107	\$8,549	\$2,252	\$3,350	\$41,497
\$2,502	\$13,592	\$7,701	\$10,080	\$11,263	\$15,106
\$50,474	\$339,261	\$316,488	\$347,622	\$367,201	\$376,738

20

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

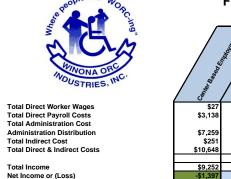
of Customers

	Month	2019 YTD	2018 YTD	2017 YTD	2016 YTD	2015 YTD
	\$14,048	\$91,705	\$96,902	\$104,637	\$101,086	\$95,536
	\$2,191	\$15,388	\$14,779	\$12,402	\$14,117	\$0
	\$894	\$5,591	\$6,119	\$5,902	\$5,763	\$5,261
	\$5,521	\$34,727	\$31,096	\$13,491	\$0	\$0
	\$1,866	\$10,251	\$8,856	\$9,896	\$6,383	\$5,861
L	\$24,520	\$157,662	\$157,752	\$146,328	\$127,349	\$106,658
	18					

Total Sales \$84,543 \$591,390 \$616,939 \$676,493 \$667,403 \$644,731

COST CENTER SUMMARY FOR ONE MONTH ENDING:

JUNE 30, 2019



Placement & IPS net income will be used to cover the indirect cost

centers.
Indirect cost centers consist of:
Administration, Fixed Costs and

_	Comp. Passon F.	D7&H	Pieconom, & Inc.	Community 8se	Administration of Et	W See See See See See See See See See Se	ignerology (c)	Community	Seymon Company	Segui.) Oran
	\$27	\$1	\$0	\$0	\$2,228		\$0	\$25,161	\$5,006	\$7,683	\$40,106
	\$3,138	\$13,637	\$8,552	\$3,982	\$37,729 \$59,796		\$10,974		\$12,474	\$26,871	\$165,172
	\$7,259	\$19,959	\$1,347	\$4,038		\$27,193	\$0				\$59.796
	\$251	\$350	\$1,725			\$15,521	\$15,532		\$1,779	\$11.279	\$69,666
	\$10,648	\$33,947	\$11,624		\$0	\$42,715	\$26,505		\$14,253	\$38,150	\$234,838
	, .,.	1 - 7		1-7			, ,,,,,,		, , ,	, , , ,	, ,
	\$9,252	\$52,379	\$37,149	\$25,794	\$12.982	\$0	\$11,273	\$49,475	\$9,412	\$21,541	\$229,256
	-\$1,397	\$18,433	\$25,524		\$12,982	-\$42,715	-\$15,232		-\$4,841	-\$16,609	-\$20,937
						ommunity Bas	ed - EE	\$17,759			\$17,759
					Distribution of	f Center Based	Emp.		-\$1,397		-\$1,397
		Welfare to Wo	ork	\$0	Income or (Lo	oss)	•	\$18,273	-\$6.238	-\$16.609	-\$4,574
				**	DT & H Distril			\$3,308	\$5,393	\$9,731	\$18,433
	Placement & Next Step \$25.524			4 Distribution Program Profit/Loss			-\$8,176	-\$4,847	-\$6,417	-\$19,440	
				Net Income o			\$13,405	-\$5,692	-\$13,295	-\$5,582	
				-\$42.715						·	
•		Transportatio	n		Direct Payroll	Overhead		90.03%	149.17%	249.76%	
	7.0,252			Indirect Overhead			4.56%	35.54%	146.81%		
		Program Prof	it/(Loss)	-\$19,440	Total Overhea	ad		94.59%	184.71%	396.57%	
		•			Agency Return on Worker Direct Labor			38.09%	-124.72%	-83.52%	

COST CENTER SUMMARY FOR SIX MONTHS ENDING:

JUNE 30, 2019



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)

Placement & IPS net income will be used to cover the indirect cost centers. Indirect cost centers consist of: Administration, Fixed Costs and Transportation.

	Control Base of E.	D7&H	Piecomon & Pis	Community Base	40minoraige	Sister Company	range of the second sec	Community	Operation Services	Seg. Kouney	lo _{sa} ,
	\$147	\$49	\$1,154	\$0	\$13,294		\$0	\$184,387	\$53,362	\$50,962	\$303,355
	\$20,338	\$119,614	\$55,092	\$30,832	\$261,102		\$70,867	\$331,699	\$100,229	\$131,484	\$1,121,258
					\$358,442			,		·	
	\$48,853	\$110,848	\$8,384	\$25,016		\$165,341	\$0				\$358,442
	\$1,553	\$1,954	\$9,884	\$94		\$101,532	\$74,113	\$6,873	\$5,989	\$78,861	\$378,194
	\$70,744	\$232,416	\$73,361	\$55,942	\$0	\$266,873	\$144,979	\$338,573	\$106,218	\$210,346	\$1,499,452
	\$67,320	\$302,657	\$257,511	\$182,359	\$93,944	\$0	\$64,936	\$337,097	\$92,204	\$136,885	\$1,534,913
	-\$3,424	\$70,241	\$184,150	\$126,417	\$93,944	-\$266,873	-\$80,043	-\$1,476	-\$14,014	-\$73,461	-\$88,950
1					Distribution C	ommunity Bas	ed - EE	\$126,417			\$126,417
		DT & H			Distribution o	f Center Based	Emp.		-\$3,424		-\$3,424
		Welfare to Wo	ork	\$0	Income or (Lo	ss)		\$124,942	-\$17,438	-\$73,461	\$34,043
	·				DT & H Distrib	oution/ product	ion hours	\$14,325	\$19,739	\$36,176	\$70,241
	Placement & Next Step \$184,15				Distribution P	rogram Profit/l	_oss	-\$30,053	-\$17,617	-\$21,153	-\$68,823
				\$93,944	Net Income or	r (Loss)		\$109,214	-\$15,316	-\$58,438	\$35,461
				-\$266,873							
	Transportation -\$80,043			-\$80,043	Direct Payroll	Overhead		79.89%	87.83%	158.00%	
	1				Indirect Overhead			3.73%	11.22%	154.75%	
	Net Income or	(Loss) Progam		-\$68,823	Total Overhea	ıd		83.62%	99.05%	312.75%	
					Agency Retur	n on Worker Di	irect Labor	52.26%	-39.43%	-41.51%	

Page 5



Notes to Financial Statement

Accounts Receivable - Sales			
	6/30/2019	5/31/2019	4/30/2019
Balance At:	\$144,812	\$145,241	\$146,551
Current:	\$134,093	\$104,891	\$99,733
30-60 Days	\$8,865	\$38,787	\$42,735
Over 60 Days	\$1,854	\$1,563	\$3,936
Over 90 Days	\$0	\$0	\$147
Sub Total over 30 Days	\$10,719	\$40,350	\$46,818

Accounts Receivable - Agency Revenue			
	6/30/2019	5/31/2019	4/30/2019
Balance At:	\$157,426	\$158,258	\$193,049
Current:	\$157,426	\$151,554	\$192,785
30-60 Days	\$0	\$3,842	\$264
Over 60 Days	\$0	\$2,862	\$0
Over 90 Days	\$0	\$0	\$0
Sub Total over 30 Days	\$0	\$6,704	\$264

Accounts Payable			
	6/30/2019	5/31/2019	4/30/2019
Balance At:	\$15,702	\$12,971	\$28,208
Current:	\$15,702	\$12,971	\$28,208
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:	7/23/2019	\$0	\$0

Notes to Financial Statement



Notes:

A General Contributions

Received \$1,025 in contributions. Thank you to: Rotary Club of Winona, Richard & Barbara Shields, Shannon Hanzel, Alyce Jo McGrath, Jean Knutzen, Thomas & Coleen Bremer, Alfred & Mary Lehmkuhl, Elaine Wieczorek, Donna Friesen, Helen Newell, Mary Schneider, Leon J. English, Michael & Anne Rompa Gale Goetzman-Stolpa, Charles & Judith Shepard, Ronald Wenzel, Ellen Zempel, Connie Trople, Renata Rislow and Valerie Aliano.

B Sales less Materials

Under budget \$18,726 - 19% for the month. Under budget \$58,493 - 9% for the year. Majority down on the production floor, Peerless, Watkins and Wincraft.

C Vehicle Expense

Over budget \$4,439 - 71% for the month. Over budget \$5,420 - 14% for the year. Brakes on 2017 bus \$1,691. Brakes on GMC delivery truck \$1,202. Fuel pump issues on the 2014B bus \$1659.

D Repair & Maintenance

Over budget \$1,560 - 45% for the month. In line for year to date.