



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



	STATEMENT OF ACTIVITIES FOR SIX MONTHS ENDING:				JUNE 30, 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	\$1,025	\$1,000	3%	A	\$7,513	\$8,500	-12%	\$8,125
United Way	\$0	\$0	0%		\$6,000	\$7,500	-20%	\$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%	B	\$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	\$233,519	\$261,667	-11%		\$1,480,953	\$1,554,073	-5%	\$1,524,234
NET INCOME/LOSS	-\$5,582	-\$7,354	-24%		\$35,461	-\$20,964	-269%	-\$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

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



**STATEMENT OF EXPENSE ACTIVITIES
FOR SIX MONTHS ENDING: JUNE 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	\$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%	C	\$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

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

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

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
Total	\$9,549	\$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

#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
Total	\$50,474	\$339,261	\$347,622	\$367,201	\$376,738

20

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
\$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
Total	\$24,520	\$157,662	\$146,328	\$127,349	\$106,658

18

Total Sales

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



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 Wiczorek, Donna Friesen, Helen Newell, Mary Schneider, Leon J. English, Michael & Anne Rompa, Gale Goetzman-Stolpa, Charles & Judith Shepard, Ronald Wenzel, Ellen Zempel, Connie Trole, 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.