



MARCH 31, 2019

FOR INTERNAL USE



	MAR. 31, 2019	FEB. 28, 2019	MAR. 31, 2018
CURRENT ASSETS			
Cash in Banks	\$4,816	\$14,480	\$15,629
Acc. Rec. Sales	\$162,521	\$157,774	\$151,830
Acc. Rec. Agency Revenue	\$235,878	\$172,776	\$220,854
Inventories	\$27,852	\$30,365	\$35,846
Prepaid Expenses	\$47,018	\$49,438	\$66,036
Total Current Assets	\$478,085	\$424,832	\$490,195
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,300,981	\$2,300,981	\$2,300,981
Property & Equipment	\$1,830,497	\$1,835,556	\$1,787,393
Total Prop & Equip	\$4,170,270	\$4,175,329	\$4,127,166
Less:Acc. Depr. P & E	\$2,001,325	\$1,983,482	\$1,823,741
Net Book Value	\$2,168,945	\$2,191,847	\$2,303,425
OTHER ASSETS			
Savings	\$1,072,928	\$1,068,891	\$914,368
Savings-Laundry Fund	\$36,375	\$36,365	\$42,170
Total Other Assets	\$1,109,303	\$1,105,256	\$956,538
TOTAL ASSETS	\$3,756,334	\$3,721,935	\$3,750,158
CURRENT LIABILITIES			
Accounts Payable-Trade	\$21,783	\$13,260	\$35,104
Accrued Salaries	\$125,460	\$136,853	\$121,186
Accrued Payroll Taxes	\$8,884	\$6,054	\$11,617
Notes Payable-Current	\$0	\$0	\$0
Total Current Liab.	\$156,127	\$156,167	\$167,907
LONG TERM LIABILITIES			
Mortgage Payable	\$485,370	\$488,721	\$527,147
Total Long Term Liab.	\$485,370	\$488,721	\$527,147
NET ASSETS			
Unrestricted	\$3,114,837	\$3,077,047	\$3,055,105
Total Net Assets	\$3,114,837	\$3,077,047	\$3,055,105
TOTAL LIABILITY & NET ASSETS	\$3,756,334	\$3,721,935	\$3,750,158



STATEMENT OF ACTIVITIES FOR THREE MONTHS ENDING:								
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	MARCH 31, 2019 CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT								
Contributions	\$450	\$1,500	-70%	A	\$6,088	\$7,000	-13%	\$5,530
United Way	\$0	\$0	0%		\$0	\$0	0%	\$0
Golf Tournament	\$3,750	\$3,000	25%		\$3,750	\$3,000	25%	\$0
Grants-Special Projects	\$0	\$0	0%		\$2,500	\$2,500	0%	\$1,800
Special Events	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL DEVELOPMENT INCOME	\$4,200	\$4,500	-7%		\$12,338	\$12,500	-1%	\$7,330
Development/Public Relations Expenses	\$3,858	\$1,805	114%	B	\$6,138	\$3,069	100%	\$3,333
NET DEVELOPMENT	\$342	\$2,695	-87%		\$6,200	\$9,431	-34%	\$3,997
SALES								
Workshop Sales	\$100,363	\$109,421	-8%		\$304,165	\$328,262	-7%	\$301,344
Cost of Materials	\$3,429	\$5,307	-35%		\$12,450	\$15,922	-22%	\$10,303
SALES LESS MATERIALS	\$96,934	\$104,114	-7%		\$291,714	\$312,340	-7%	\$291,041
AGENCY REVENUE								
Case Service	\$2,796	\$4,167	-33%		\$10,825	\$12,501	-13%	\$11,520
DEED CBE	\$2,535	\$3,920	-35%		\$9,373	\$11,403	-18%	\$11,549
DEED SE/CE	\$88,717	\$27,395	224%	C	\$139,876	\$79,694	76%	\$78,170
DEED NEXT STEP/IPS GRANT	\$6,583	\$6,931	-5%		\$19,834	\$20,163	-2%	\$19,534
Winona County Support	\$27,514	\$25,677	7%		\$82,977	\$74,697	11%	\$79,563
Other County Support	\$6,040	\$3,304	83%	D	\$14,903	\$9,611	55%	\$9,963
Transportation	\$10,368	\$10,000	4%		\$28,865	\$30,000	-4%	\$28,871
Other Revenue	\$905	\$833	9%		\$47,884	\$2,499	1816%	\$2,016
D T & H, Career Options	\$48,753	\$59,833	-19%	E	\$142,557	\$179,500	-21%	\$156,754
TOTAL AGENCY REVENUE	\$194,211	\$142,060	37%		\$497,095	\$420,068	18%	\$397,940
TOTAL REVENUE	\$291,487	\$248,869	17%		\$795,009	\$741,839	7%	\$692,978
LESS: OPERATING EXPENSES	\$253,698	\$261,835	-3%		\$747,507	\$780,144	-4%	\$768,475
NET INCOME/LOSS	\$37,790	-\$12,966	-391%		\$47,502	-\$38,305	-224%	-\$75,497
DEPRECIATION EXPENSE	\$19,727	\$19,167	3%		\$58,061	\$57,501	1%	\$58,911
NET INCOME/LOSS FROM OPERATIONS	\$57,517	\$6,201	828%		\$105,563	\$19,196	450%	-\$16,586

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



**STATEMENT OF EXPENSE ACTIVITIES
FOR THREE MONTHS ENDING: MARCH 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	\$51,571	\$58,384	-12%		\$154,846	\$165,870	-7%	\$154,356
Staff Salaries	\$103,121	\$107,742	-4%		\$323,953	\$329,431	-2%	\$328,268
Workers' Compensation Expense	\$5,701	\$6,230	-8%		\$15,270	\$18,574	-18%	\$18,218
Employer Payroll Taxes	\$11,328	\$12,144	-7%		\$34,992	\$36,207	-3%	\$34,816
Employer U/C Expense	\$485	\$500	-3%		\$1,406	\$1,500	-6%	\$1,455
Health/Life/LTDI Expense	\$13,868	\$16,667	-17%	F	\$41,566	\$50,001	-17%	\$50,935
Retirement Plan, 401K - Employer Contribution & Fees	\$1,699	\$1,730	-2%		\$1,670	\$5,158	-68%	\$3,280
Vehicle Expense	\$6,582	\$6,523	1%		\$17,236	\$19,568	-12%	\$19,333
Repair & Maintenance	\$9,977	\$6,865	45%	G	\$17,787	\$19,922	-11%	\$15,894
Utilities	\$9,772	\$8,682	13%		\$28,790	\$25,257	14%	\$27,788
Safety Supplies	\$599	\$169	254%		\$1,298	\$370	251%	\$368
Professional Services	\$6,730	\$4,254	58%	H	\$16,275	\$13,957	17%	\$13,792
Office Supplies	\$1,265	\$875	45%		\$1,915	\$2,625	-27%	\$2,819
Continuing Education	\$1,169	\$1,210	-3%		\$3,681	\$3,620	2%	\$7,214
Staff Travel	\$1,924	\$3,071	-37%	I	\$5,837	\$9,212	-37%	\$12,142
Telephone	\$258	\$375	-31%		\$812	\$1,125	-28%	\$1,423
Postage	\$728	\$700	4%		\$885	\$700	26%	\$403
Dues & Subscriptions	\$1,212	\$1,208	0%		\$3,513	\$3,624	-3%	\$2,384
Depreciation	\$19,727	\$19,167	3%		\$58,061	\$57,501	1%	\$58,911
Interest Expense	\$2,154	\$2,054	5%		\$6,324	\$6,067	4%	\$5,335
Worker Transportation	\$2,464	\$1,750	41%		\$7,262	\$5,250	38%	\$5,495
Insurance	\$1,212	\$1,350	-10%		\$3,636	\$4,050	-10%	\$3,636
Misc. Expenses	\$151	\$185	-19%		\$494	\$555	-11%	\$210
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$253,698	\$261,835	-3%		\$747,507	\$780,144	-4%	\$768,475

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

SALES BY CUSTOMER

FOR THREE MONTHS ENDING:

MARCH 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
\$580	\$1,504	\$2,533	\$0	\$575	\$1,382
\$0	\$0	\$1,865	\$10,490	\$1,603	\$4,307
\$0	\$0	\$0	\$0	\$0	\$4,856
\$6,264	\$23,036	\$28,768	\$34,824	\$33,842	\$12,782
\$1,159	\$3,253	\$15,036	\$11,660	\$14,758	\$18,035
\$5,850	\$18,761	\$18,218	\$21,604	\$19,424	\$23,545
\$126	\$1,591	\$330	\$1,310	\$303	\$429
\$0	\$336	\$180	\$248	\$399	\$1,339
\$1,903	\$6,580	\$5,909	\$4,670	\$4,709	\$3,504
\$0	\$124	\$115	\$908	\$703	\$769
\$15,881	\$55,184	\$72,954	\$85,714	\$76,316	\$70,947

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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

Total

#of Customers

Month	2019 YTD	2018 YTD	2017 YTD	2016 YTD	2015 YTD
\$0	\$0	\$0	\$4,518	\$8,433	\$9,618
\$1,102	\$3,488	\$5,055	\$9,226	\$3,132	\$2,819
\$0	\$0	\$0	\$0	\$1,437	\$1,106
\$3,390	\$10,170	\$10,260	\$10,070	\$5,734	\$5,839
\$1,848	\$5,368	\$5,450	\$5,537	\$3,576	\$3,575
\$2,490	\$7,721	\$6,072	\$10,633	\$6,981	\$6,523
\$0	\$0	\$720	\$1,394	\$935	\$1,761
\$0	\$0	\$0	\$11,120	\$7,567	\$7,504
\$861	\$2,691	\$2,231	\$2,231	\$2,210	\$4,903
\$10,340	\$30,550	\$27,750	\$27,750	\$19,671	\$21,327
\$0	\$0	\$0	\$0	\$24,968	\$25,498
\$592	\$1,924	\$2,260	\$1,511	\$0	\$176
\$8,820	\$26,670	\$25,772	\$26,168	\$13,119	\$13,120
\$0	\$0	\$0	\$10,367	\$14,604	\$4,508
\$16,767	\$48,662	\$30,727	\$37,562	\$27,472	\$26,987
\$8,701	\$24,777	\$26,103	\$26,103	\$32,660	\$32,688
\$654	\$2,003	\$4,920	\$0	\$0	\$0
\$2,534	\$5,667	\$3,861	\$5,460	\$7,508	\$24,933
\$58,100	\$169,691	\$151,181	\$189,650	\$180,007	\$192,885

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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
\$15,330	\$46,309	\$48,644	\$53,613	\$49,837	\$47,604
\$2,638	\$8,003	\$6,835	\$6,361	\$7,038	\$0
\$985	\$2,724	\$3,066	\$3,160	\$2,992	\$0
\$5,642	\$16,939	\$14,307	\$6,951	\$0	\$0
\$1,788	\$5,312	\$4,356	\$4,705	\$2,643	\$4,374
\$26,382	\$79,287	\$77,208	\$74,790	\$62,510	\$51,978

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Total Sales

\$100,363 \$304,163 \$301,343 \$350,154 \$318,833 \$315,809



Notes to Financial Statement

Accounts Receivable - Sales			
	3/31/2019	2/28/2019	1/31/2019
Balance At:	\$162,521	\$157,774	\$150,244
Current:	\$101,328	\$149,506	\$105,618
30-60 Days	\$54,255	\$8,098	\$43,016
Over 60 Days	\$6,939	\$170	\$1,600
Over 90 Days	\$0	\$0	\$10
Sub Total over 30 Days	\$61,193	\$8,268	\$44,626

Accounts Receivable - Agency Revenue			
	3/31/2019	2/28/2019	1/31/2019
Balance At:	\$235,878	\$172,776	\$176,095
Current:	\$203,407	\$168,478	\$137,784
30-60 Days	\$29,205	\$3,958	\$37,638
Over 60 Days	\$2,926	\$322	\$322
Over 90 Days	\$340	\$18	\$351
Sub Total over 30 Days	\$32,471	\$4,298	\$38,311

Accounts Payable			
	3/31/2019	2/28/2019	2/28/2019
Balance At:	\$21,783	\$13,260	\$17,393
Current:	\$21,783	\$13,260	\$17,393
30-60 Days	\$0	\$0	\$0
Over 60 Days	\$0	\$0	\$0
MBER 31 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: 4/16/2019	\$0	\$0

Notes to Financial Statement



Notes:

A General Contributions

Received **\$450** in contributions. Thank you to: Michael Hauser, Darci Arthur and David Gillespie.

B Development/Public Relations Expenses

Over budget \$2,053 - 114% for the month. Over budget \$3,069 - 100% for the year. Open House expenses \$2,781. Not included in the 2019 budget, expenditure approved by WORC board in February.

C DEED SE/CE

Over budget \$61,322 - 224% for the month. Over budget \$60,182 - 76% for the year. Received the Wage Incentive Grant SFY18, \$55,517.

D Other County Support

Over budget \$2,736 - 83% for the month. Over budget \$5,292 - 55% for the year. Increased rates and attendance.

E DT & H, Career Options (Waivered funding)

Under budget \$11,080 - 19% for the month. Under budget \$36,943 - 21% Authorizations down. Hopefully will level off through out the year.

F Health/Life/LTDI Expense

Under budget \$2,799 - 17% for the month. Under budget \$8,435 - 17% for the year. Fewer staff on the health plan.

G Repair & Maintenance

Over budget \$3,112 - 45% for the month. Under budget \$2,332 - 11% for the year. Preparation for Open House, floors & carpets \$2,278.

H Professional Services

Over budget \$2,476 for the month. Over budget \$2,318 - 17% for the year. 1095 processing \$840. Rebuild a computer and service to IPS laptop, \$1,032.

I Staff Travel

Under budget \$1,147 - 37% for the month. Under budget \$3,375 - 37% for the year. With the new vans, mileage expense is way down.