

OCTOBER 31, 2019

FOR INTERNAL USE



	OCT. 31, 2019	SEPT. 30, 2019	OCT. 31, 2018
CURRENT ASSETS			
Cash in Banks	\$59,807	\$5,445	\$260,880
Acc. Rec. Sales	\$160,802	\$155,279	\$149,826
Acc. Rec. Agency Revenue	\$173,931	\$190,845	\$181,674
Inventories	\$26,826	\$25,907	\$33,482
Prepaid Expenses	\$39,710	\$43,066	\$63,185
Total Current Assets	\$461,076	\$420,542	\$689,047
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,363,490	\$2,363,490	\$2,300,981
Property & Equipment	\$1,697,038	\$1,697,038	\$1,736,959
Total Prop & Equip	\$4,099,319	\$4,099,319	\$4,076,732
Less:Acc. Depr. P & E	\$1,994,270	\$1,974,376	\$1,906,372
Net Book Value	\$2,105,049	\$2,124,944	\$2,170,360
OTHER ASSETS			
Savings	\$1,159,289	\$1,153,334	\$941,780
Total Other Assets	\$1,159,289	\$1,153,334	\$941,780
TOTAL ASSETS	\$3,725,414	\$3,698,820	\$3,801,187
CURRENT LIABILITIES			
Accounts Payable-Trade	\$22,702	\$21,740	\$24,421
Accrued Salaries	\$153,751	\$135,357	\$148,157
Accrued Payroll Taxes	\$10,177	\$13,452	\$8,469
Notes Payable-Current	\$0	\$0	\$0
Total Current Liab.	\$186,630	\$170,550	\$181,047
LONG TERM LIABILITIES			
Mortgage Payable	\$461,259	\$464,578	\$502,417
Total Long Term Liab.	\$461,259	\$464,578	\$502,417
NET ASSETS			
Unrestricted	\$3,077,525	\$3,063,692	\$3,117,724
Total Net Assets	\$3,077,525	\$3,063,692	\$3,117,724
TOTAL LIABILITY & NET ASSETS	\$3,725,414	\$3,698,820	\$3,801,187

WWOND ORC		-	DF ACTIVITIES NTHS ENDING: VARIANCE TO BUDGET %	Notes	OCTOBER 31, 2 CURRENT YEAR TO DATE	2019 BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT NOUSTRIES, INC.								
Contributions	\$625	\$1,500	-58%	Α	\$16,687	\$11,150	50%	\$13,862
United Way	\$0	\$0	0%		\$6,000	\$7,500	-20%	\$0
Golf Tournament	\$0	\$0	0%		\$42,500	\$48,000	-11%	\$46,784
Grants-Special Projects	\$5,000	\$1,000	400%	В	\$19,600	\$80,000	-76%	\$70,711
Special Events	\$1,054	\$1,291	-18%		\$9,934	\$13,416	-26%	\$16,282
TOTAL DEVELOPMENT INCOME	\$6,679	\$3,791	76%		\$94,720	\$160,066	-41%	\$147,639
Development/Public Relations Expenses	\$818	\$2,286	-64%		\$32,146	\$26,438	22%	\$28,714
NET DEVELOPMENT	\$5,861	\$1,505	289%		\$62,574	\$133,628	-53%	\$118,924
SALES								
Workshop Sales	\$119,022	\$119,842	-1%		\$1,018,949	\$1,109,838	-8%	\$1,046,359
Cost of Materials	\$3,620	\$5,813	-38%		\$42,568	\$53,832	-21%	\$53,632
SALES LESS MATERIALS	\$115,402	\$114,029	1%		\$976,380	\$1,056,006	-8%	\$992,727
AGENCY REVENUE								
Case Service	\$5,260	\$4,167	26%		\$39,134	\$41,670	-6%	\$56,250
DEED CBE	\$3,818	\$3,920	-3%		\$29,590	\$38,663	-23%	\$38,328
DEED SE/CE	\$36,413	\$27,395	33%		\$324,517	\$270,212	20%	\$305,199
DEED NEXT STEP/IPS GRANT	\$7,149	\$6,931	3%		\$68.508	\$68,365	0%	\$66,597
Winona County Support	\$29,073	\$25,677	13%		\$278.063	\$253,269	10%	\$271.485
Other County Support	\$8,255	\$3,304	150%		\$68,004	\$32,589	109%	\$37,594
Transportation	\$14,001	\$10,854	29%		\$113,948	\$101,429	12%	\$101,499
Other Revenue	\$680	\$833	-18%		\$54.629	\$8,330	556%	\$22,150
D T & H. Career Options	\$61,811	\$64,942	-5%		\$524.824	\$606,881	-14%	\$528,978
TOTAL AGENCY REVENUE	\$166,461	\$148,023	12%		\$1,501,218	\$1,421,408	6%	\$1,428,080
TOTAL REVENUE	\$287,724	\$263,557	9%		\$2,540,172	\$2,611,042	-3%	\$2,539,731
LESS: OPERATING EXPENSES	\$273,256	\$256,078	7%		\$2,521,271	\$2,576,951	-2%	\$2,525,645
NET INCOME/LOSS	\$14,468	\$7,479	93%		\$18,901	\$34,091	-45%	\$14,086
DEPRECIATION EXPENSE	\$19,894	\$19,167	4%		\$197,325	\$191,670	3%	\$193,880
NET INCOME/LOSS FROM OPERATIONS	\$34,362	\$26,646	29%		\$216,226	\$225,761	-4%	\$207,966

STATEMENT OF EXPENSE ACTIVITIES FOR TEN MONTHS ENDING:

e people are "WOAN,		-	OF EXPENSE AC	CTIVITIES				
a people are "WOAC		FOR IEN MON	NTHS ENDING: MONTH		OCTOBER 31, 2	2019	YTD	
		BUDGET	VARIANCE		CURRENT	BUDGET	VARIANCE	PRIOR
A CAM	CURRENT	CURRENT	TO BUDGET		YEAR TO	YEAR TO	TO BUDGET	YEAR TO
	MONTH	MONTH	%	Notes	DATE	DATE	%	DATE
Worker Wages WOUSTRIES, INC.	\$57.093	\$57,250	0%		\$512,966	\$556,036	-8%	\$516,428
Staff Salaries	\$122,385	\$107,742	14%		\$1,096,437	\$1,078,728	2%	\$1,083,316
Workers' Compensation Expense	\$4,276	\$6,187	-31%		\$44,802	\$61,303	-27%	\$56,202
Employer Payroll Taxes	\$13,517	\$12,061	12%		\$119,611	\$119,502	0%	\$116,910
Employer U/C Expense	\$485	\$500	-3%		\$4,801	\$5,000	-4%	\$4,849
Health/Life/LTDI Expense	\$15,836	\$16,667	-5%		\$134,167	\$166,670	-20%	\$151,905
Retirement Plan, 401K - Employer Contribution & Fees	\$1,845	\$1,718	7%		\$14,062	\$17,025	-17%	\$16,776
Vehicle Expense	\$5,347	\$7,144	-25%		\$72,234	\$66,158	9%	\$73,701
Repair & Maintenance	\$3,021	\$4,287	-30%		\$46,076	\$49,510	-7%	\$46,505
Utilities	\$6,585	\$8,682	-24%		\$77,304	\$85,636	-10%	\$84,159
Safety Supplies	\$237	\$188	26%		\$3,090	\$1,710	81%	\$1,702
Professional Services	\$3,911	\$1,353	189%	С	\$55,764	\$54,331	3%	\$56,175
Office Supplies	\$631	\$958	-34%		\$8,119	\$8,875	-9%	\$9,014
Continuing Education	\$3,431	\$1,210	184%	D	\$18,836	\$12,080	56%	\$18,022
Staff Expense	\$6,256	\$3,363	86%	E	\$37,360	\$31,145	20%	\$30,561
Telephone	\$253	\$375	-33%		\$2,951	\$3,750	-21%	\$3,362
Postage	\$880	\$650	35%		\$2,136	\$2,500	-15%	\$1,572
Dues & Subscriptions	\$1,113	\$1,208	-8%		\$11,792	\$12,080	-2%	\$10,953
Depreciation	\$19,894	\$19,167	4%		\$197,325	\$191,670	3%	\$193,880
Interest Expense	\$2,247	\$2,077	8%		\$21,008	\$20,368	3%	\$17,393
Worker Transportation	\$2,614	\$1,750	49%		\$26,198	\$17,500	50%	\$17,661
Insurance	\$1,212	\$1,350	-10%		\$12,120	\$13,500	-10%	\$12,120
Misc. Expenses	\$187	\$191	-2%		\$2,113	\$1,874	13%	\$2,479
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$273,256	\$256,078	7%		\$2,521,271	\$2,576,951	-2%	\$2,525,645

SALES BY CUSTOMER

FOR TEN MONTHS ENDING:

OCTOBER 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
\$1,470	\$8,110	\$7,785	\$4,541	\$3,087	\$7,330
\$0	\$0	\$4,783	\$32,967	\$8,381	\$9,662
\$0	\$0	\$0	\$0	\$18,050	\$6,951
\$8,799	\$68,302	\$82,236	\$119,962	\$111,989	\$83,310
\$3,070	\$12,062	\$39,905	\$30,090	\$57,167	\$61,175
\$6,456	\$52,509	\$70,962	\$76,614	\$65,985	\$86,333
\$305	\$2,368	\$1,867	\$2,278	\$1,956	\$2,122
\$646	\$1,150	\$6,960	\$248	\$1,598	\$2,237
\$2,643	\$25,928	\$23,105	\$18,433	\$17,693	\$17,435
\$0	\$701	\$5,631	\$3,230	\$7,403	\$11,868
\$23,389	\$171,130	\$243,234	\$288,363	\$293,309	\$288,422
43		38 are Shredd	ing Customers	s	

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Communit	y Services
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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

Month 2019 YTD			2018 YTD	2017 YTD	2016 YTD	2015 YTD
	\$0	\$0	\$0	\$4,518	\$27,240	\$33,868
	\$967	\$11,721	\$14,885	\$28,411	\$12,075	\$11,153
	\$0	\$0	\$0	\$0	\$4,753	\$4,533
	\$4,238	\$28,181	\$27,475	\$26,600	\$14,596	\$14,492
	\$2,024	\$18,568	\$18,341	\$18,381	\$12,033	\$12,074
	\$5,528	\$25,791	\$19,497	\$20,621	\$24,700	\$23,853
	\$0	\$0	\$1,253	\$2,534	\$1,886	\$2,664
	\$0	\$0	\$0	\$23,178	\$20,007	\$19,382
	\$969	\$9,150	\$7,323	\$7,542	\$7,395	\$9,833
	\$10,340	\$102,930	\$92,500	\$93,183	\$73,649	\$68,554
	\$0	\$0	\$0	\$0	\$83,173	\$83,766
	\$740	\$6,512	\$7,040	\$5,995	\$481	\$176
	\$9,660	\$89,670	\$88,502	\$87,224	\$47,496	\$44,150
	\$0	\$0	\$9,217	\$10,367	\$69,902	\$4,508
	\$18,001	\$161,421	\$139,375	\$113,183	\$97,917	\$89,934
	\$5,290	\$82,273	\$87,010	\$87,010	\$110,340	\$108,960
	\$1,027	\$6,111	\$8,549	\$5,370	\$6,320	\$70,382
	\$8,770	\$35,722	\$14,059	\$18,360	\$20,131	\$28,857
	\$67,554	\$578,050	\$535,026	\$552,477	\$634,094	\$631,139
	21					

Total

of Customers

Laundry Department

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

Month	2019 YTD	2018 YTD	2017 YTD	2016 YTD	2015 YTD
\$16,529	\$156,521	\$160,687	\$169,668	\$170,453	\$160,740
\$2,349	\$25,320	\$25,478	\$20,892	\$23,842	\$0
\$1,072	\$10,092	\$10,230	\$9,519	\$9,479	\$9,508
\$6,182	\$59,472	\$55,473	\$22,864	\$4,859	\$0
\$1,947	\$18,364	\$16,233	\$18,108	\$13,192	\$10,995
\$28.079	\$269.769	\$268,101	\$241.051	\$221.825	\$181.243

of Customers

Total Sales \$119,022 \$1,018,949 \$1,046,361 \$1,081,891 \$1,149,228 \$1,100,803



COST CENTER SUMMARY FOR ONE MONTH ENDING:

OCTOBER 31, 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

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\$3	\$125	\$55	\$0	\$2,059		\$0	\$36,416	\$9,754	\$8,680	\$57,093
\$3,509	\$15,450	\$9,839	\$4,925	\$50,345 \$67,663		\$12,055	\$68,807	\$19,944	\$30,564	\$215,437
\$9,070	\$20,767	\$1,402	\$4,260		\$32,164	\$0				\$67,663
\$297	\$987	\$1,791	\$15		\$15,164	\$11,266	\$1,540	\$621	\$9,637	\$58,636
\$12,876	\$37,203	\$13,032	\$9,200	\$0	\$47,328	\$23,321	\$70,347	\$20,564	\$40,202	\$274,073
\$11,482	\$66,811	\$48,209	\$30,591	\$2,045	\$0	\$14,001	\$67,453		\$24,087	\$288,541
-\$1,394	\$29,607	\$35,177	\$21,391	\$2,045	-\$47,328	-\$9,320	-\$2,894	\$3,298	-\$16,115	-\$15,711
					Community Bas		\$21,391			\$21,391
		_			of Center Based	Emp.		-\$1,394		-\$1,394
	Welfare to We	ork	\$0	Income or (Lo			\$18,498	\$1,903	-\$16,115	\$4,286
				DT & H Distril			\$6,164	\$7,698	\$15,746	\$29,607
					Program Profit/I	_oss	-\$8,566	-\$5,458	-\$5,401	-\$19,426
				Net Income o	r (LOSS)		\$16,095	\$4,143	-\$5,771	\$14,468
	Fixed Costs -\$47,32									
1	Transportation	on	-\$9,320	Direct Payroll			88.94%	104.46%	252.11%	
	D	#### \	040 400	Indirect Overl			4.23%	6.36%	111.03%	
	Program Pro	III/(LOSS)		Total Overhea		waat Labau	93.17%	110.82%	363.14%	
					n on Worker Di	rect Labor	35.22%	-70.25%	-62.23%	

COST CENTER SUMMARY FOR TEN MONTHS ENDING:

OCTOBER 31, 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.

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Canter Research	The Management of the Party of	Piaconian & Ing.	Community 88.	Administration 1-E	Sister Cooks	Tempoorein _o	Community	Chosenton Sen.	See Tumber	
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\$175	\$185	\$1,209	\$0	\$22,073		\$0	\$311,919	\$92,618	\$84,785	\$512,964
\$34,114	\$179,574	\$93,874	\$50,208	\$438,412		\$118,644	\$581,381	\$178,734	\$251,904	\$1,926,845
				\$611,781						
\$82,591	\$189,350	\$14,151	\$42,363		\$283,327	\$0				\$611,781
\$2,657	\$4,062	\$17,138	\$156		\$165,986	\$125,327	\$14,258	\$9,584	\$114,036	\$626,573
\$119,363	\$372,986	\$125,163	\$92,727	\$0	\$449,313	\$243,971	\$595,638	\$188,318	\$365,939	\$2,553,418
\$113,691	\$533,868	\$408,253	\$298,762	\$124,331	\$0	\$113,937	\$574,332	\$171,492	\$233,653	\$2,572,319
-\$5.672	\$160,882			\$124,331	-\$449.313	-\$130.034	-\$21,306	-\$16,826	-\$132,286	-\$170,419
\$0,0.2	\$100,002	\$200,000	\$200,000	. ,	community Bas		\$206,035	Ų10,0 <u>2</u> 0	\$102,200	\$206,035
	DT & H				f Center Based		4200,000	-\$5,672		-\$5,672
	Welfare to Wo	ork	\$0	Income or (Lo	ss)	•	\$184,729	-\$22,498	-\$132,286	\$29,944
				DT & H Distrib	oution/ product	ion hours	\$31,787	\$45,597	\$83,498	\$160,882
Placement & Next Step \$283,09					rogram Profit/L	oss	-\$73,216	-\$47,214	-\$51,495	-\$171,926
Administration \$124,33				Net Income or	r (Loss)		\$143,300	-\$24,116	-\$100,283	\$18,901
Fixed Costs -\$449,31										
	Transportation	on	-\$130,034	Direct Payroll			86.39%	92.98%	197.11%	
			44=4.000	Indirect Overl			4.57%	10.35%	134.50%	
Net Income or	(Loss) Progam	1		Total Overhea			90.96%	103.33%	331.61%	
				Agency Retur	n on Worker Di	rect Labor	42.58%	-57.10%	-60.74%	

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Notes to Financial Statement

Accounts Receivable - Sales			
	10/31/2019	9/30/2019	8/31/2019
Balance At:	\$160,802	\$155,279	\$134,256
Current:	\$118,081	\$110,533	\$131,102
30-60 Days	\$36,729	\$44,465	\$2,766
Over 60 Days	\$5,921	\$270	\$388
Over 90 Days	\$71	\$11	\$0
Sub Total over 30 Days	\$42,721	\$44,746	\$3,154

Accounts Receivable - Agency Revenue			
	10/31/2019	9/30/2019	8/31/2019
Balance At:	\$173,931	\$190,845	\$192,083
Current:	\$164,336	\$190,463	\$149,995
30-60 Days	\$5,105	\$0	\$41,956
Over 60 Days	\$4,001	\$250	\$132
Over 90 Days	\$489	\$132	\$0
Sub Total over 30 Days	\$9,595	\$382	\$42,088

Accounts Payable			
	10/31/2019	9/30/2019	8/31/2019
Balance At:	\$22,702	\$21,740	\$74,761
Current:	\$22,702	\$21,740	\$74,761
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

	Opera	Operating Note	
Balance at Month E	Balance at Month End:		\$0
Current Balance:	11/18/2019	\$0	\$0

Notes to Financial Statement



Notes:

A General Contributions

Received \$625 in contributions. Thank you to: Mike Leaf Memorial, Helen Zempel, Mike & Anne Rompa, Carl & Bonnie Troke, Nancy & Kevin Quinn Leon English, Bob & Donna Andraschko, Carl & Rhea Iverson, Ron Wenzel, Stan & Suzanne Ferguson, Robert Hoodechek, Frank Wohletz, Jean Galewski, John & Pat Laak, and John Milek

B Grants-Special Projects

Received \$5,000 from the Carl & Verna Schmidt Foundation

C Professional Services

Over budget \$2,558 - 189% for the month. Hawkins Ash 990 Prep \$1,450, Up 'N Running Network and Computer issues \$1,580.

D Continuing Education

Over budget \$2,221 - 184% for the month. Materials for the Raised garden beds for the SET Program \$815, MN SHRM Conference \$578, CALM II training for staff \$605, Red Cross cards \$330.

E Staff Expense

Over budget \$2,893 - 86% for the month. Job vacancy ads \$2,900.