

APRIL 30, 2020 FOR INTERNAL USE



CURRENT ASSETS		APR 30 2020	MAR 31 2020	APR 30 2019
Acc. Rec. Sales \$98,374 \$152,382 \$146,551 Acc. Rec. Agency Revenue \$36,096 \$119,162 \$193,049 Acc. Rec. Other \$35,751 \$2,241 \$0 Inventories \$39,428 \$37,198 \$29,860 Prepaid Expenses \$39,416 \$43,561 \$39,011 Total Current Assets \$276,664 \$396,316 \$440,914 PROPERTY AND EQUIPMENT Land \$38,792	CURRENT ASSETS			
Acc. Rec. Agency Revenue	Cash in Banks	\$60,918	\$41,773	\$32,443
Acc, Re, Cither Inventories Inventories Prepaid Expenses \$39,428 \$37,198 \$29,886 \$29,806 Prepaid Expenses \$39,116 \$43,581 \$39,011 \$44,0914 \$39,011 \$44,0914 \$39,011 \$44,0914 \$39,011	Acc. Rec. Sales	\$98,374	\$152,382	\$146,551
Inventories	Acc. Rec. Agency Revenue	\$36,096	\$119,162	\$193,049
Prepaid Expenses	Acc, Rec. Other	\$5,751	\$2,241	\$0
Total Current Assets	Inventories	\$39,428	\$37,198	\$29,860
PROPERTY AND EQUIPMENT	Prepaid Expenses	\$39,116	\$43,561	\$39,011
Land	Total Current Assets	\$279,684	\$396,316	\$440,914
Building & Improvements \$2,363,490 \$2,310,256 Property & Equipment \$1,744,080 \$1,744,080 \$1,687,117 \$4,036,165 \$4,143,361 \$4,143,361 \$4,036,165 \$4,143,661 \$4,143,761 \$4,036,165 \$2,113,634 \$2,093,720 \$1,874,906 \$1,874,906 \$2,034,728 \$2,050,022 \$2,161,266 \$1,874,906 </td <td>PROPERTY AND EQUIPMENT</td> <td></td> <td></td> <td></td>	PROPERTY AND EQUIPMENT			
Property & Equipment			\$38,792	\$38,792
Total Prop & Equip Less'Acc. Depr. P & E Net Book Value OTHER ASSETS Savings Intangibles Other Assets Pledge Receivables Total Other Assets CURRENT LIABILITIES Accounts Payable-Trade Accrued Salaries Accrued Liabilities Notes Payable-Current Total Current Liab. LONG TERM LIABILITIES LONG TERM LIABILITIES LONG TERM LIABILITIES LONG TERM LIABILITIES Notes Payable I Total Long Term Liab. NET ASSETS Unrestricted Total Net Assets Unrestricted Total Net Assets Total Net Assets Total Net Assets Sa, 640,294 Sa, 750,808	Building & Improvements	\$2,363,490	\$2,363,490	\$2,310,256
Less:Acc. Depr. P & E \$2,113,634 \$2,033,740 \$1,874,906 Net Book Value \$2,050,022 \$2,050,022 \$2,151,260 OTHER ASSETS \$203,728 \$2,050,022 \$2,161,260 Savings \$1,555,178 \$1,135,972 \$1,148,634 Intangibles \$0 \$0 \$0 Other Assets \$0 \$0 \$0 Pledge Receivables \$0 \$0 \$0 Total Other Assets \$1,135,972 \$1,148,634 TOTAL ASSETS \$3,869,590 \$3,882,372 \$1,148,634 CURRENT LIABILITIES \$3,869,590 \$3,582,310 \$3,750,808 CURRENT LIABILITIES \$173,836 \$148,084 \$137,616 Accrued Salaries \$16,251 \$16,507 \$9,959 Notes Payable-Current \$85,368 \$85,500 \$0 Total Current Liab. \$878,203 \$443,137 \$481,917 NET ASSETS Unrestricted \$2,683,319 \$2,650,766 \$3,093,108 Total Net Assets \$3,690,90	Property & Equipment	\$1,746,080	\$1,741,480	\$1,687,117
OTHER ASSETS \$2,034,728 \$2,050,022 \$2,161,260 OTHER ASSETS \$1,555,178 \$1,135,972 \$1,148,634 Intangibles \$0 \$0 \$0 Other Assets \$0 \$0 \$0 Pledge Receivables \$0 \$0 \$0 TOTAL ASSETS \$3,869,590 \$3,582,310 \$3,750,808 CURRENT LIABILITIES Accounts Payable-Trade \$32,612 \$38,297 \$28,208 Accrued Salaries \$173,836 \$148,084 \$137,616 Accrued Liabilities \$16,507 \$9,959 Notes Payable-Current \$85,368 \$85,500 \$0 Total Current Liab. \$878,203 \$443,137 \$481,917 RONG TERM LIABILITIES \$878,203 \$443,137 \$481,917 Total Long Term Liab. \$878,203 \$443,137 \$481,917 Total Liability Separation \$2,683,319 \$2,850,786 \$3,093,108 Total Net Assets \$3,093,108 \$2,683,319 \$2,850,786 \$3,093,108 Total LI		\$4,148,361	\$4,143,761	\$4,036,165
OTHER ASSETS Savings Intangibles (Other Assets Intangibles (Other Assets Intangibles)	Less:Acc. Depr. P & E	\$2,113,634	\$2,093,740	\$1,874,906
Savings \$1,555,178 \$1,135,972 \$1,148,634 Intangibles \$0 \$0 \$0 Other Assets \$0 \$0 \$0 Pledge Receivables \$0 \$0 \$0 TOTAL ASSETS \$1,555,178 \$1,135,972 \$1,148,634 TOTAL ASSETS \$1,555,178 \$1,135,972 \$1,148,634 TOTAL ASSETS \$3,869,590 \$3,582,310 \$3,750,808 CURRENT LIABILITIES \$32,612 \$38,297 \$28,208 Accounts Payable-Trade \$32,612 \$38,297 \$28,208 Accounts Payable-Trade \$32,612 \$38,297 \$28,208 Accounts Payable-Trade \$173,836 \$148,084 \$137,616 Accured Salaries \$173,836 \$148,084 \$137,616 Accured Liabilities \$16,507 \$9,959 Notes Payable-Current \$385,368 \$855,000 \$0 Total Current Liab. \$878,203 \$443,137 \$481,917 Total Liabilitities \$2,683,		\$2,034,728	\$2,050,022	\$2,161,260
Intangibles	OTHER ASSETS			
Other Assets Pledge Receivables Pledge Receivables Total Other Assets \$0	Savings	\$1,555,178	\$1,135,972	\$1,148,634
Pledge Receivables		\$0	\$0	
Total Other Assets \$1,555,178 \$1,135,972 \$1,148,634 TOTAL ASSETS \$3,869,590 \$3,582,310 \$3,750,808 CURRENT LIABILITIES		\$0	\$0	\$0
TOTAL ASSETS \$3,869,590 \$3,582,310 \$3,750,808 CURRENT LIABILITIES Accounts Payable-Trade \$32,612 \$38,297 \$28,208 Accrued Salaries \$173,836 \$148,084 \$137,616 Accrued Liabilities \$16,251 \$16,507 \$9,959 Notes Payable-Current \$85,368 \$85,500 \$0 Total Current Liab. \$308,068 \$288,388 \$175,783 LONG TERM LIABILITIES \$878,203 \$443,137 \$481,917 Mortgage Payable I \$878,203 \$443,137 \$481,917 NET ASSETS \$2,683,319 \$2,850,786 \$3,093,108 Total Net Assets \$3,689,590 \$3,640,294 \$3,750,808		\$0		* -
CURRENT LIABILITIES	Total Other Assets	\$1,555,178	\$1,135,972	\$1,148,634
Accounts Payable-Trade	TOTAL ASSETS	\$3,869,590	\$3,582,310	\$3,750,808
Accrued Salaries \$173,836 \$144,084 \$137,616 Accrued Liabilities \$16,251 \$16,507 \$9,959 Notes Payable-Current \$85,368 \$85,500 \$0 \$0 Total Current Liab. \$308,068 \$288,388 \$175,783 \$100 \$100 \$100 \$100 \$100 \$100 \$100 \$10	CURRENT LIABILITIES			
Accrued Liabilities \$16,251 \$16,507 \$9,959 Notes Payable-Current \$85,368 \$85,500 \$0 \$0 Total Current Liab. \$308,068 \$288,388 \$175,783 \$	Accounts Payable-Trade	\$32,612	\$38,297	\$28,208
Accrued Liabilities \$16,251 \$16,507 \$9,959 Notes Payable-Current \$85,368 \$85,500 \$0 \$0 Total Current Liab. \$308,068 \$288,388 \$175,783 \$				
Notes Payable-Current Total Current Liab. \$85,368 \$85,500 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$10 \$	Accrued Liabilities	\$16,251	\$16,507	
Total Current Liab. \$308,068 \$288,388 \$175,783 LONG TERM LIABILITIES Mortgage Payable I \$878,203 \$443,137 \$481,917 70tal Long Term Liab. \$878,203 \$443,137 \$481,917 8878,203 \$443,137 \$481,917 8878,203 \$443,137 \$481,917 8878,203 \$2,850,786 \$3,093,108 \$2,683,319 \$2,850,786 \$3,093,108 \$2,683,319 \$2,850,786 \$3,093,108 \$2,683,319 \$2,850,786 \$3,093,108 \$2,683,319 \$2,850,786 \$3,093,108 \$2,850,786 \$2,	Notes Payable-Current			
Mortgage Payable I \$878,203 \$443,137 \$481,917 NET ASSETS Unrestricted \$2,683,319 \$2,850,786 \$3,093,108 TOTAL LIABILITY & NET ASSETS \$3,869,590 \$3,640,294 \$3,750,808				\$175,783
Mortgage Payable I \$878,203 \$443,137 \$481,917 NET ASSETS Unrestricted \$2,683,319 \$2,850,786 \$3,093,108 TOTAL LIABILITY & NET ASSETS \$3,869,590 \$3,640,294 \$3,750,808	LONG TERM LIABILITIES			
NET ASSETS \$2,683,319 \$2,850,786 \$3,093,108 TOTAL LIABILITY & NET ASSETS \$3,640,294 \$3,750,808		\$878 203	\$443 137	\$481 917
Unrestricted \$2,683,319 \$2,850,786 \$3,093,108 Total Net Assets \$2,683,319 \$2,850,786 \$3,093,108 \$2,850,786 \$3,093,108 \$3,				
Unrestricted \$2,683,319 \$2,850,786 \$3,093,108 Total Net Assets \$2,683,319 \$2,850,786 \$3,093,108 \$2,850,786 \$3,093,108 \$3,	NET ASSETS			
Total Net Assets \$2,683,319 \$2,850,786 \$3,093,108 TOTAL LIABILITY & NET ASSETS \$3,869,590 \$3,640,294 \$3,750,808		\$2 683 310	\$2 850 786	\$3,003,109
TOTAL LIABILITY & NET ASSETS \$3,669,590 \$3,640,294 \$3,750,808		. ,		
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\$0	TOTAL LIABILITY & NET ASSETS	\$3,869,590	\$3,640,294	\$3,750,808
		\$0		

DEVELOPMENT WORDS THE S. MC.			DF ACTIVITIES MONTH ENDIN VARIANCE TO BUDGET %	NG: Notes	APRIL 30, 2020 CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
Contributions	\$838	\$1,000	-16%	Α	\$3,843	\$4,100	-6%	\$6,288
United Way	\$0	\$0	0%	,,	\$0	\$0	0%	\$6,000
Golf Tournament	\$0	\$0	0%	В	\$5,000	\$5,000	0%	\$11,650
Grants-Special Projects	\$0	\$0	0%		\$0	\$0	0%	\$2,500
Special Events	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL DEVELOPMENT INCOME	\$838	\$1,000	-16%		\$8,843	\$9,100	-3%	\$26,438
Development/Public Relations Expenses	\$1,000	\$1,000	0%		\$6,026	\$6,000	0%	\$14,296
NET DEVELOPMENT	-\$163	\$0	0%		\$2,817	\$3,100	-9%	\$12,142
	•	•			,-,	,		,,
SALES								
Workshop Sales	\$66,340	\$70,000	-5%		\$368,668	\$371,000	-1%	\$401,766
Cost of Materials	\$1,235	\$1,500	-18%		\$11,327	\$11,750	-4%	\$15,616
SALES LESS MATERIALS	\$65,105	\$68,500	-5%		\$357,341	\$359,250	-1%	\$386,150
AGENCY REVENUE								
Case Service	\$1,200	\$1,500	-20%		\$14,050	\$13,500	4%	\$13,674
DEED CBE	\$0	\$0	0%		\$7,158	\$8,300	-14%	\$12,254
DEED SE/CE	\$19,544	\$20,000	-2%		\$104,465	\$102,000	2%	\$169,053
DEED NEXT STEP/IPS GRANT	\$6,225	\$7,000	-11%		\$27,234	\$27,900	-2%	\$26,788
Winona County Support	\$600	\$1,000	-40%		\$65,841	\$71,000	-7%	\$109,316
Other County Support	\$443	\$500	-11%		\$17,391	\$500	3378%	\$20,814
Transportation	\$2,413	\$2,500	-3%		\$34,618	\$35,000	-1%	\$40,265
Other Revenue	\$4,486	\$5,000	-10%	С	\$41,045	\$7,000	486%	\$49,520
DT&H, Career Options	\$3,621	\$4,000	-9%		\$135,647	\$137,000	-1%	\$193,811
TOTAL AGENCY REVENUE	\$38,532	\$41,500	-7%		\$447,448	\$402,200	11%	\$635,495
TOTAL REVENUE	\$103,474	\$110,000	-6%		\$807,606	\$764,550	6%	\$1,033,787
LESS: OPERATING EXPENSES	\$270,781	\$272,825	-1%		\$1,093,365	\$1,080,525	1%	\$999,885
NET INCOME/LOSS	(\$167,307)	(\$162,825)	3%		(\$285,758)	(\$315,975)	-10%	\$33,902
DEPRECIATION EXPENSE	\$19,894	\$18,375	8%		\$79,576	\$73,500	8%	\$77,961
NET INCOME/LOSS FROM OPERATIONS	(\$147,413)	(\$144,450)	2%		(\$206,182)	(\$242,475)	-15%	\$111,863

STATEMENT OF EXPENSE ACTIVITIES

FOR THE ONE MONTH ENDING: APRIL 30, 2020 MONTH YTD BUDGET VARIANCE CURRENT BUDGET VARIANCE PRIOR CURRENT CURRENT TO BUDGET YEAR TO YEAR TO TO BUDGET YEAR TO MONTH MONTH DATE DATE % Notes % DATE Worker Wages \$57,783 \$60,000 -4% D \$208,012 \$207,000 0% \$210,316 Staff Salaries \$119,197 \$120,000 -1% j \$495,313 \$493,000 0% \$428,051 Workers' Compensation Expense \$4,109 \$4,000 3% \$17,719 \$17,550 1% \$19,412 **Employer Payroll Taxes** \$12,832 \$13,000 -1% \$51,011 \$50,000 2% \$46,783 Employer U/C Expense \$485 \$500 -3% \$1,940 \$2,000 -3% \$1,891 Health/Life/LTDI Expense \$17,010 \$17,500 -3% \$69,141 \$70,000 -1% \$55,379 Retirement Plan, 401K - Employer Contribution & Fees \$1,422 \$1,500 -5% \$8,041 \$8,025 0% \$3,372 Vehicle Expense \$2,385 \$2,500 -5% \$26,573 \$25,350 5% \$25,940 Repair & Maintenance \$6,836 \$7,000 -2% Ε \$25,212 \$24,525 3% \$20,540 Utilities \$7,803 \$8,000 -2% \$33,238 \$33,650 -1% \$38,361 Safety Supplies \$5,950 \$1,000 495% F \$7,683 182% \$2,725 \$1,449 Professional Services \$4,748 \$5,000 -5% G \$14,213 \$14,250 0% \$20,527 Office Supplies \$1,082 \$5,000 -78% Н \$5,141 \$8,850 -42% \$2,388 Continuing Education \$49 \$50 -3% \$9,146 \$8,450 8% \$5,346 Staff Expense \$3,029 \$3,000 1% \$11,335 \$10,450 8% \$10,772 Telephone \$293 \$300 -2% \$1,285 \$1,325 -3% \$1,059 Postage \$157 \$150 4% \$1.037 \$1.025 1% \$1.099 **Dues & Subscriptions** \$1,521 \$1,500 1% \$4,949 \$5,100 -3% \$4,926 Depreciation \$19,894 \$79,576 \$18,375 8% \$73,500 8% \$77,961 Interest Expense \$2,033 \$2,000 2% \$8,848 \$9,800 -10% \$8,440 Worker Transportation \$826 \$8,507 \$1,000 -17% \$8,000 6% \$10,335 Insurance \$1,212 \$1,300 -7% \$4,848 \$5,200 -7% \$4,848 Misc. Expenses \$125 \$150 -17% \$598 \$750 -20% \$690 Bad Dept Expense \$0 \$0 0% \$0 \$0 0% \$0 TOTAL OPERATING EXPENSES \$270,781 \$272,825 -1% \$1,093,365 \$1,080,525 1% \$999,885

SALES BY CUSTOMER

FOR THE ONE MONTH ENDING:

APRIL 30, 2020

Operation Services
Brian's Toys
Fastenal Company
Hal Leonard Corp.
Peerless Chain Company
Watkins Inc.
Wincraft
Winona Lighting
Winona Knits & Mitts
Winona Shredding
Other
Total
of Customers

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
\$0	\$0	\$1,504	\$2,533	\$0	\$575
\$0	\$0	\$0	\$1,865	\$10,490	\$1,603
\$0	\$0	\$0	\$0	\$0	\$0
\$3,181	\$11,361	\$23,036	\$28,768	\$34,824	\$33,842
\$0	\$5,051	\$3,253	\$15,036	\$11,660	\$14,758
\$321	\$11,738	\$18,761	\$18,218	\$21,604	\$19,424
\$171	\$907	\$1,591	\$330	\$1,310	\$303
\$0	\$15	\$336	\$180	\$248	\$399
\$1,021	\$9,809	\$6,580	\$5,909	\$4,670	\$4,709
\$137	\$331	\$124	\$115	\$908	\$703
\$4,831	\$39,212	\$55,185	\$72,954	\$85,714	\$76,316
24		20 are Chrodd	na Customer	•	

20 are Shredding Customers

Community Services
Behrens
Benchmark
Bluff City Properties
Bluffview Montessori School
Bub's Brewing Co.
Chartwell
Cotter Schools
Cotter/Steak Shop Catering
Dahl Automotive
Fastenal Company
Peerless Chain Company
Riverside Electronics
Riverstar
RTP Company
Watkins Inc.
Watlow Controls
Winona County
Winona Area Public Schools
Other
Total

	Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
	\$0	\$0	\$0	\$0	\$4,518	\$8,433
	\$0	\$3,961	\$3,488	\$5,055	\$9,226	\$3,132
	\$0	\$0	\$0	\$0	\$0	\$1,437
	\$636	\$12,290	\$10,170	\$10,260	\$10,070	\$5,734
	\$0	\$4,990	\$5,368	\$5,450	\$5,537	\$3,576
	\$0	\$7,342	\$7,721	\$6,072	\$10,633	\$6,981
	\$0	\$0	\$0	\$720	\$1,394	\$935
	\$0	\$0	\$0	\$0	\$11,120	\$7,567
	\$6,362	\$24,390				
	\$1,092	\$3,917	\$2,691	\$2,231	\$2,231	\$2,210
	\$10,928	\$43,482	\$30,550	\$27,750	\$27,750	\$19,671
	\$0	\$0	\$0	\$0	\$0	\$24,968
	\$0	\$0	\$1,924	\$2,260	\$1,511	\$0
	\$9,944	\$38,168	\$26,670	\$25,772	\$26,168	\$13,119
	\$0	\$0	\$0	\$0	\$10,367	\$14,604
ĺ	\$8,048	\$64,063	\$48,662	\$30,727	\$37,562	\$27,472
	\$3,239	\$12,648	\$24,777	\$26,103	\$26,103	\$32,660
	\$0	\$2,270	\$2,003	\$4,920	\$0	\$0
	\$2,527	\$11,045	\$5,667	\$3,861	\$5,460	\$7,508
	\$42,776	\$228,566	\$169,691	\$151,181	\$189,650	\$180,007

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

#of Customers

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
\$13,138	\$61,137	\$46,309	\$48,644	\$53,613	\$49,837
\$1,749	\$10,031	\$8,003	\$6,835	\$6,361	\$7,038
\$289	\$2,907	\$2,724	\$3,066	\$3,160	\$2,992
\$4,857	\$24,700	\$16,939	\$14,307	\$6,951	\$0
\$731	\$7,829	\$5,312	\$4,356	\$4,705	\$2,643
\$20,764	\$106,604	\$79,287	\$77,208	\$74,790	\$62,510

\$301,343 \$350,154 \$318,833 Total Sales \$68,371 \$304,163 \$374,382 Page 4





Notes to Financial Statement

Accounts Receivable - Sales			
	4/30/2020	3/31/2020	2/29/2020
Balance At:	\$98,374	\$152,382	\$147,620
Current:	\$90,146	\$73,614	\$147,412
30-60 Days	\$2,740	\$77,670	\$1,951
Over 60 Days	\$5,418	\$915	\$0
Over 90 Days	\$70	\$183	\$30
Sub Total over 30 Days	\$8,228	\$78,768	\$208

Accounts Receivable - Agency Revenue			
	4/30/2020	3/31/2020	2/29/2020
Balance At:	\$36,096	\$108,031	\$136,408
Current:	\$28,019	\$67,038	\$129,572
30-60 Days	\$0	\$37,331	\$1,781
Over 60 Days	\$5,241	\$0	\$0
Over 90 Days	\$2,836	\$3,662	\$5,055
Sub Total over 30 Days	\$8,077	\$40,993	\$6,836

Accounts Payable			
	3/31/2020	3/31/2020	2/29/2020
Balance At:	\$32,612	\$38,297	\$32,172
Current:	\$32,612	\$38,297	\$32,172
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:	\$15,902	\$69,466
	\$0	\$0

Notes to Financial Statement



Notes:

A General Contributions

Received \$425 in contributions. Thank you to:

B Golf Tournament

Received \$5,000 from Peerless as a chain rebate to be applied to the golf tournament

C Other Revenue

Includes \$33,764 from insurance company for settlement in 12-31-19 accident totaling Bus 14A. Per Discussion with MN DOT we are allowed to keep the settlement if we apply it as our 20% match for future bus purchases.

\$4,243 as a credit from the Unemployment Trust

D Worker Wages

Reduced Client wages by 25%. Wages paid since closure \$42,018

E Repairs & Maintenance

Railing for Laundry \$834, Replaced toilet, \$494, Paint & floor while clients away \$1,705

G Safety Supplies

Extra masks, gloves, shields, and safety gloves, including 5,000 masks from China for \$4,700

H Professional Services

Includes \$2,205 to Clifton Larson Allen as an outside consultant in 2019

I Mortgage Payable

Added PPP Loan to the books \$438,700

J Staff Salaries

\$2,417 in wages paid as FMLA due to COVID-19 since closure

Grants

Received \$0 in grants. Thank you to: N/A