



AUGUST 31, 2020

FOR INTERNAL USE



	AUGUST 31 2020	JULY 31 2020	AUGUST 31 2019
CURRENT ASSETS			
Cash in Banks	\$45,494	\$60,081	\$906
Acc. Rec. Sales	\$83,324	\$86,027	\$134,256
Acc. Rec. Agency Revenue	\$23,987	-\$3,832	\$192,083
Acc. Rec. Other	\$6,550	\$41,411	\$0
Inventories	\$33,023	\$31,117	\$22,556
Prepaid Expenses	\$42,176	\$49,258	\$70,816
Total Current Assets	\$234,553	\$264,062	\$423,617
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,369,017	\$2,369,017	\$2,362,225
Property & Equipment	\$1,867,683	\$1,865,985	\$1,697,038
Total Prop & Equip	\$4,275,492	\$4,273,794	\$4,098,054
Less: Acc. Depr. P & E	\$2,358,579	\$2,338,685	\$1,954,482
Net Book Value	\$1,916,913	\$1,935,109	\$2,143,573
OTHER ASSETS			
Savings	\$1,109,045	\$1,104,052	\$1,202,064
Intangibles	\$0	\$0	\$0
Other Assets	\$0	\$0	\$0
Pledge Receivables	\$0	\$0	\$0
Total Other Assets	\$1,109,045	\$1,104,052	\$1,202,064
TOTAL ASSETS	\$3,260,511	\$3,303,223	\$3,769,254
CURRENT LIABILITIES			
Accounts Payable-Trade	\$21,466	\$26,476	\$74,761
Accrued Salaries	\$127,920	\$123,211	\$123,475
Accrued Liabilities	\$22,775	\$18,555	\$10,752
Notes Payable-Current	\$27,941	-\$30,607	\$9,500
Total Current Liab.	\$200,102	\$137,635	\$218,488
LONG TERM LIABILITIES			
Mortgage Payable	\$837,680	\$839,882	\$468,042
Total Long Term Liab.	\$837,680	\$839,882	\$468,042
NET ASSETS			
Unrestricted	\$2,222,729	\$2,325,705	\$3,082,724
Total Net Assets	\$2,222,729	\$2,325,705	\$3,082,724
TOTAL LIABILITY & NET ASSETS	\$3,260,511	\$3,303,223	\$3,769,254
	\$0		



STATEMENT OF ACTIVITIES FOR THE ONE MONTH ENDING:								
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	AUGUST 31, 2020 CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT								
Contributions	\$1,245	\$2,000	-38%	A	\$13,261	\$14,300	-7%	\$11,692
United Way	\$0	\$0	0%		\$0	\$0	0%	\$6,000
Golf Tournament	\$3,650	\$8,000	-54%	B	\$24,300	\$24,000	1%	\$42,500
Grants-Special Projects	\$22,242	\$0	0%		\$90,208	\$75,000	20%	\$11,500
Special Events	\$686	\$0	0%		\$701	\$0	0%	\$8,800
TOTAL DEVELOPMENT INCOME	\$27,823	\$10,000	178%		\$128,470	\$113,300	13%	\$80,492
Development/Public Relations Expenses	\$1,041	\$2,000	-48%		\$10,837	\$11,700	-7%	\$26,529
NET DEVELOPMENT	\$26,782	\$8,000	235%		\$117,633	\$101,600	16%	\$53,963
SALES								
Workshop Sales	\$68,379	\$70,000	-2%		\$637,243	\$646,000	-1%	\$790,212
Cost of Materials	\$333	\$5,000	-93%		\$23,716	\$28,750	-18%	\$33,807
SALES LESS MATERIALS	\$68,046	\$65,000	5%		\$613,527	\$617,250	-1%	\$756,405
AGENCY REVENUE								
Case Service	\$0	\$2,500	-100%		\$19,120	\$21,100	-9%	\$30,064
DEED CBE	\$1,141	\$500	128%		\$8,943	\$9,300	-4%	\$23,650
DEED SE/CE	\$10,105	\$14,000	-28%		\$183,491	\$160,000	15%	\$262,514
DEED NEXT STEP/IPS GRANT	\$2,334	\$6,500	-64%		\$51,455	\$56,500	-9%	\$54,510
Winona County Support	\$12,158	\$12,000	1%		\$101,006	\$106,500	-5%	\$221,844
Other County Support	\$2,144	\$1,200	79%		\$20,721	\$3,400	509%	\$51,370
Transportation	\$1,072	\$0	0%		\$35,295	\$35,000	1%	\$87,963
Other Revenue	\$353	\$700	-50%	C	\$10,235	\$8,400	22%	\$53,106
D T & H, Career Options	\$6,439	\$1,600	302%		\$144,328	\$140,800	3%	\$411,994
TOTAL AGENCY REVENUE	\$35,745	\$39,000	-8%		\$574,592	\$541,400	6%	\$1,197,015
TOTAL REVENUE	\$130,573	\$112,000	17%		\$1,305,752	\$1,260,250	4%	\$2,007,383
LESS: OPERATING EXPENSES	\$219,485	\$200,525	9%		\$1,976,277	\$1,919,075	3%	\$1,983,866
NET INCOME/LOSS	(\$88,912)	(\$88,525)	0%		(\$670,525)	(\$658,825)	2%	\$23,517
DEPRECIATION EXPENSE	\$19,894	\$18,375	8%		\$159,152	\$148,625	7%	\$157,537
NET INCOME/LOSS FROM OPERATIONS	(\$69,018)	(\$70,150)	-2%		(\$511,373)	(\$510,200)	0%	\$181,054

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



STATEMENT OF EXPENSE ACTIVITIES
FOR THE ONE MONTH ENDING:

AUGUST 31, 2020

	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	\$19,343	\$16,250	19%	D	\$291,145	\$288,000	1%	\$401,630
Staff Salaries	\$102,708	\$108,000	-5%	J	\$932,394	\$944,000	-1%	\$858,472
Workers' Compensation Expense	\$2,759	\$3,500	-21%		\$32,113	\$33,050	-3%	\$36,435
Employer Payroll Taxes	\$9,457	\$9,500	0%		\$89,464	\$89,000	1%	\$93,438
Employer U/C Expense	\$485	\$500	-3%		\$3,879	\$4,000	-3%	\$3,831
Health/Life/LTDI Expense	\$35,722	\$18,250	96%		\$173,480	\$137,500	26%	\$101,472
Retirement Plan, 401K - Employer Contribution & Fees	\$2,041	\$2,000	2%		\$16,652	\$17,025	-2%	\$10,402
Vehicle Expense	\$3,098	\$4,000	-23%		\$43,120	\$39,350	10%	\$58,592
Repair & Maintenance	\$3,006	\$4,250	-29%	E	\$36,778	\$39,525	-7%	\$39,422
Utilities	\$7,106	\$7,000	2%		\$60,023	\$61,650	-3%	\$64,115
Safety Supplies	\$1,142	\$1,200	-5%	F	\$14,416	\$6,900	109%	\$2,730
Professional Services	\$5,000	\$0	0%	G	\$33,605	\$18,250	84%	\$49,181
Office Supplies	\$647	\$1,250	-48%	H	\$9,371	\$12,350	-24%	\$5,387
Continuing Education	\$114	\$0	0%		\$9,947	\$9,150	9%	\$13,600
Staff Expense	\$2,008	\$1,300	54%		\$19,664	\$18,550	6%	\$25,992
Telephone	\$0	\$0	0%		\$1,864	\$1,925	-3%	\$2,171
Postage	\$700	\$0	0%		\$2,644	\$1,975	34%	\$1,256
Dues & Subscriptions	\$1,123	\$1,200	-6%		\$9,629	\$10,000	-4%	\$9,552
Depreciation	\$19,894	\$18,375	8%		\$159,152	\$148,625	7%	\$157,537
Interest Expense	\$1,842	\$1,900	-3%		\$16,336	\$17,600	-7%	\$16,665
Worker Transportation	\$0	\$250	-100%		\$8,907	\$8,500	5%	\$20,501
Insurance	\$1,212	\$1,400	-13%		\$10,908	\$10,600	3%	\$9,696
Misc. Expenses	\$79	\$400	-80%		\$788	\$1,550	-49%	\$1,789
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$219,485	\$200,525	9%		\$1,976,277	\$1,919,075	3%	\$1,983,866

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

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SALES BY CUSTOMER

FOR THE ONE MONTH ENDING:

AUGUST 31, 2020

Operation Services

Brian's Toys
Fastenal Company
Hal Leonard Corp.
In*Tech
Peerless Chain Company
Watkins Inc.
Wincraft
Acuity Brands Lighting
Winona Knits & Mitts
Winona Shredding
Other
Total

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
\$0	\$0	\$4,811	\$5,508	\$2,146	\$1,108
\$0	\$0	\$0	\$4,063	\$29,652	\$7,147
\$0	\$0	\$0	\$0	\$0	\$18,050
\$1,300	\$1,300				
\$3,726	\$25,175	\$46,622	\$57,452	\$85,980	\$82,632
\$1,182	\$9,785	\$6,713	\$30,153	\$21,950	\$34,855
\$1,485	\$17,587	\$30,010	\$47,497	\$51,222	\$41,762
\$0	\$1,215	\$1,772	\$1,308	\$1,951	\$1,059
\$0	\$15	\$504	\$210	\$248	\$439
\$1,934	\$18,010	\$17,843	\$15,941	\$12,175	\$13,348
\$0	\$361	\$701	\$2,544	\$2,828	\$3,650
\$9,627	\$73,448	\$108,975	\$164,676	\$208,152	\$204,050

of Customers

43

39 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	\$18,976
\$1,005	\$6,442	\$8,374	\$10,437	\$20,239	\$7,475
\$0	\$0	\$0	\$0	\$0	\$3,316
\$0	\$12,290	\$19,917	\$19,000	\$18,620	\$10,530
\$0	\$4,990	\$12,848	\$12,804	\$12,631	\$8,344
\$0	\$7,342	\$12,441	\$9,562	\$13,735	\$12,337
\$0	\$0	\$0	\$1,253	\$1,934	\$1,363
\$0	\$0	\$0	\$0	\$18,498	\$13,347
\$6,077	\$48,495				
\$1,017	\$7,759	\$6,459	\$5,002	\$5,265	\$4,930
\$0	\$66,099	\$71,910	\$64,750	\$64,750	\$45,899
\$0	\$0	\$0	\$0	\$0	\$58,078
\$0	\$0	\$4,440	\$4,780	\$4,028	\$0
\$9,261	\$73,448	\$62,370	\$60,722	\$60,136	\$30,612
\$0	\$0	\$0	\$7,062	\$10,367	\$46,988
\$13,811	\$94,806	\$111,882	\$90,852	\$81,769	\$66,668
\$3,239	\$25,758	\$59,581	\$60,907	\$60,907	\$76,120
\$0	\$2,270	\$4,107	\$8,549	\$2,945	\$4,010
-\$788	\$14,040	\$16,540	\$9,268	\$11,804	\$13,793
\$33,622	\$363,739	\$390,869	\$364,948	\$392,146	\$422,786

#of Customers

10

Includes credit to Oakridge Construction & Women's Advocacy Ctr for over billing

Laundry Department

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

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
\$16,406	\$125,830	\$107,715	\$112,660	\$120,436	\$118,030
\$1,969	\$17,411	\$18,100	\$17,524	\$14,381	\$16,399
\$600	\$5,321	\$6,797	\$7,225	\$6,728	\$6,651
\$5,200	\$45,864	\$40,891	\$37,139	\$15,732	\$0
\$1,106	\$11,494	\$12,985	\$10,900	\$12,004	\$8,084
\$25,281	\$205,920	\$186,488	\$185,448	\$169,281	\$149,164

of Customers

11

Total Sales

\$68,530 \$643,107 \$686,333 \$715,072 \$769,579 \$776,000



Notes to Financial Statement

Accounts Receivable - Sales				
	8/31/2020	7/31/2020	6/30/2020	
Balance At:	\$83,324	\$64,120	\$84,619	
Current:	\$53,258	\$32,907	\$83,916	
30-60 Days	\$28,637	\$29,564	\$273	
Over 60 Days	\$994	\$1,214	\$268	
Over 90 Days	\$435	\$435	\$162	
Sub Total over 30 Days	\$30,066	\$31,213	\$703	

Accounts Receivable - Agency Revenue				
	8/31/2020	7/31/2020	6/30/2020	
Balance At:	\$27,129	\$19,075	\$10,895	
Current:	\$22,559	\$18,567	\$10,317	
30-60 Days	\$4,062	\$0	\$0	
Over 60 Days	\$0	\$0	\$43	
Over 90 Days	\$508	\$508	\$535	
Sub Total over 30 Days	\$4,570	\$508	\$578	

Accounts Payable				
	8/31/2020	7/31/2020	6/30/2020	
Balance At:	\$21,466	\$26,476	\$17,467	
Current:	\$21,466	\$26,476	\$17,467	
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	\$96
	\$0	\$0

Notes to Financial Statement



Notes:

A General Contributions

Received \$1,245 in contributions.

B Golf Tournament

Received \$3,650 from Sponsors to be applied to the golf tournament

C Other Revenue

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

Received \$33,764 from insurance company for settlement recorded 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. We still have approximately \$24,000 in restricted funds for bus purchases

D Worker Wages

Wages paid since closure \$77,574

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
Wipes & PPE are more expensive

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 - Expect this to be a grant
Mortgage at Merchants \$426,825

Current Portion Long Term Debt

\$27,845

J Staff Salaries

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

Grants

Bus Grant - \$58,966
Vern ^ Carla Schmidt Fdn - \$5,000
Winona Fdn - \$500
Xcel - \$3,500
HHS - \$22,242

Applied

Otto Bremer - \$60,000
Winona County \$65,000
MN SHIP - \$2,000

Pending

MN DHS - Approx. \$100,000
Winona Chamber of Commerce - \$10,000