



STATEMENT OF ACTIVITIES  
FOR THE ONE MONTH ENDING:

	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	DECEMBER 31, 2020 CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
<b>DEVELOPMENT</b>								
Contributions	\$17,892	\$500	3478%	A	\$33,605	\$16,300	106%	\$31,545
United Way	\$0	\$0	0%		\$0	\$0	0%	\$6,000
Golf Tournament	\$525	\$0	0%	B	\$37,545	\$30,000	25%	\$42,500
Grants-Special Projects	\$0	\$60,000	-100%		\$368,998	\$135,000	173%	\$20,100
Special Events	\$0	\$0	0%		\$701	\$0	0%	\$11,244
<b>TOTAL DEVELOPMENT INCOME</b>	<b>\$18,417</b>	<b>\$60,500</b>	<b>-70%</b>		<b>\$440,849</b>	<b>\$181,300</b>	<b>143%</b>	<b>\$111,389</b>
Development/Public Relations Expenses	\$1,000	\$1,000	0%		\$19,802	\$18,700	6%	\$34,829
<b>NET DEVELOPMENT</b>	<b>\$17,417</b>	<b>\$59,500</b>	<b>-71%</b>		<b>\$421,047</b>	<b>\$162,600</b>	<b>159%</b>	<b>\$76,560</b>
<b>SALES</b>								
Workshop Sales	\$68,919	\$65,000	6%		\$919,984	\$906,000	2%	\$1,212,197
Cost of Materials	\$10,641	\$5,000	113%		\$49,578	\$48,750	-11%	\$50,240
<b>SALES LESS MATERIALS</b>	<b>\$58,278</b>	<b>\$60,000</b>	<b>-3%</b>		<b>\$876,415</b>	<b>\$857,250</b>	<b>2%</b>	<b>\$1,161,957</b>
<b>AGENCY REVENUE</b>								
Case Service	\$0	\$2,500	-100%		\$19,120	\$31,100	-39%	\$42,682
DEED CBE	\$1,670	\$500	234%		\$15,152	\$11,300	34%	\$32,279
DEED SE/CE	\$17,188	\$14,000	23%		\$261,269	\$216,000	21%	\$349,525
DEED NEXT STEP/IPS GRANT	\$0	\$6,500	-100%		\$55,213	\$82,900	-33%	\$79,777
Winona County Support	\$13,611	\$12,000	13%		\$149,663	\$154,500	-3%	\$324,802
Other County Support	\$2,581	\$1,250	115%		\$31,799	\$8,200	288%	\$81,355
Transportation	\$5,051	\$0	0%		\$48,361	\$35,000	38%	\$132,368
Other Revenue	\$610	\$700	-13%	C	\$12,607	\$11,200	13%	\$55,835
D T & H, Career Options	\$8,782	\$1,600	446%		\$179,217	\$147,200	22%	\$623,772
<b>TOTAL AGENCY REVENUE</b>	<b>\$49,444</b>	<b>\$39,000</b>	<b>27%</b>		<b>\$772,401</b>	<b>\$697,400</b>	<b>11%</b>	<b>\$1,722,395</b>
<b>TOTAL REVENUE</b>	<b>\$125,139</b>	<b>\$158,500</b>	<b>-21%</b>		<b>\$2,069,863</b>	<b>\$1,717,250</b>	<b>21%</b>	<b>\$2,960,912</b>
<b>LESS: OPERATING EXPENSES</b>	<b>\$227,676</b>	<b>\$200,450</b>	<b>14%</b>		<b>\$2,789,081</b>	<b>\$2,721,575</b>	<b>2%</b>	<b>\$3,042,527</b>
<b>NET INCOME/LOSS</b>	<b>(\$102,537)</b>	<b>(\$41,950)</b>	<b>144%</b>		<b>(\$719,219)</b>	<b>(\$1,004,325)</b>	<b>-28%</b>	<b>-\$81,615</b>
<b>DEPRECIATION EXPENSE</b>	<b>\$19,894</b>	<b>\$18,375</b>	<b>8%</b>		<b>\$238,728</b>	<b>\$222,125</b>	<b>7%</b>	<b>\$237,113</b>
<b>NET INCOME/LOSS FROM OPERATIONS</b>	<b>(\$82,643)</b>	<b>(\$23,575)</b>	<b>251%</b>		<b>(\$480,491)</b>	<b>(\$782,200)</b>	<b>-39%</b>	<b>\$155,498</b>

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



STATEMENT OF EXPENSE ACTIVITIES  
FOR THE ONE MONTH ENDING:

DECEMBER 31, 2020

	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	YTD VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
Worker Wages	\$27,466	\$16,250	69%	D	\$391,799	\$353,000	11%	\$618,273
Staff Salaries	\$109,491	\$108,000	1%	J	\$1,336,994	\$1,376,000	-3%	\$1,332,748
Workers' Compensation Expense	\$3,063	\$3,500	-12%		\$44,660	\$47,050	-5%	\$54,018
Employer Payroll Taxes	\$10,147	\$9,500	7%		\$127,497	\$127,000	0%	\$144,756
Employer U/C Expense	\$485	\$500	-3%		\$5,819	\$6,000	-3%	\$5,771
Health/Life/LTDI Expense	\$12,003	\$18,250	-34%		\$208,056	\$210,500	-1%	\$163,831
Retirement Plan, 401K - Employer Contribution & Fees	\$1,699	\$2,000	-15%		\$24,148	\$25,025	-4%	\$19,085
Vehicle Expense	\$4,130	\$4,000	3%		\$57,379	\$55,350	4%	\$85,162
Repair & Maintenance	\$4,910	\$4,250	16%	E	\$51,972	\$56,525	-8%	\$56,484
Utilities	\$5,228	\$7,000	-25%		\$83,883	\$89,650	-6%	\$83,210
Safety Supplies	\$781	\$1,200	-35%	F	\$16,077	\$11,700	37%	\$3,941
Professional Services	\$14,761	\$0	0%	G	\$59,246	\$18,250	225%	\$65,296
Office Supplies	\$652	\$1,250	-48%	H	\$13,582	\$17,350	-22%	\$9,817
Continuing Education	\$26	\$0	0%		\$10,739	\$9,150	17%	\$22,311
Staff Expense	\$7,488	\$1,300	476%	K	\$47,003	\$23,750	98%	\$47,111
Telephone	\$217	\$0	0%		\$2,929	\$1,925	52%	\$3,446
Postage	\$0	\$0	0%		\$2,808	\$2,625	7%	\$2,136
Dues & Subscriptions	\$1,363	\$1,100	24%		\$14,385	\$14,500	-1%	\$14,256
Depreciation	\$19,894	\$18,375	8%		\$238,728	\$222,125	7%	\$237,113
Interest Expense	\$2,052	\$1,900	8%		\$24,225	\$25,200	-4%	\$25,473
Worker Transportation	\$261	\$250	4%		\$9,502	\$9,500	0%	\$31,103
Insurance	\$1,212	\$1,400	-16%		\$15,756	\$16,200	-3%	\$14,544
Misc. Expenses	\$349	\$425	-18%		\$1,923	\$3,200	-40%	\$2,642
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
<b>TOTAL OPERATING EXPENSES</b>	<b>\$227,676</b>	<b>\$200,450</b>	<b>14%</b>		<b>\$2,789,081</b>	<b>\$2,721,575</b>	<b>2%</b>	<b>\$3,042,527</b>

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

## SALES BY CUSTOMER

FOR THE ONE MONTH ENDING:

DECEMBER 31, 2020

### Operation Services

Brian's Toys  
Fastenal Company  
Hal Leonard Corp.  
In8Tech  
Peerless Chain Company  
Watkins Inc.  
Wincraft  
Winona Lighting  
Winona Knits & Mitts  
Winona Shredding  
Other  
Total

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
\$0	\$0	\$9,330	\$9,363	\$6,141	\$3,087
\$0	\$0	\$0	\$4,983	\$40,863	\$17,414
\$0	\$0	\$0	\$0	\$0	\$18,050
\$1,300	\$7,800				
\$6,091	\$47,626	\$78,713	\$95,883	\$135,494	\$132,095
\$2,117	\$18,673	\$14,648	\$42,488	\$36,026	\$68,815
\$2,970	\$26,781	\$56,952	\$83,060	\$89,920	\$80,849
\$132	\$1,667	\$2,772	\$2,168	\$2,856	\$2,451
\$620	\$722	\$3,234	\$13,963	\$7,742	\$10,148
\$1,842	\$25,808	\$30,250	\$26,543	\$22,608	\$21,439
\$65	\$426	\$701	\$5,653	\$4,611	\$7,802
\$15,137	\$129,503	\$196,599	\$284,104	\$346,261	\$362,148

# of Customers

48

41 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  
HVMHC  
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	\$32,222
\$0	\$6,865	\$14,030	\$16,837	\$32,109	\$17,847
\$0	\$0	\$0	\$0	\$0	\$5,416
\$0	\$20,690	\$34,961	\$34,679	\$33,060	\$18,245
\$0	\$4,990	\$22,000	\$21,836	\$21,755	\$14,303
\$0	\$7,550	\$31,091	\$23,499	\$23,226	\$28,330
\$0	\$0	\$0	\$1,253	\$2,954	\$2,250
\$0	\$0	\$0	\$0	\$23,178	\$24,440
\$6,199	\$72,063	\$22,232	\$0	\$0	\$0
\$1,456	\$12,944	\$10,872	\$8,804	\$8,970	\$8,925
\$3,360	\$10,240				
\$0	\$66,099	\$123,610	\$111,683	\$111,683	\$92,149
\$0	\$0	\$0	\$0	\$0	\$97,901
\$0	\$0	\$7,252	\$8,648	\$7,551	\$1,347
\$5,683	\$97,242	\$106,050	\$105,074	\$102,826	\$61,713
\$0	\$0	\$0	\$9,217	\$10,367	\$73,861
\$9,275	\$135,953	\$191,159	\$169,800	\$133,540	\$117,141
\$0	\$26,683	\$88,487	\$104,412	\$104,412	\$153,442
\$0	\$2,270	\$7,619	\$11,917	\$5,079	\$0
\$774	\$16,837	\$28,873	\$4,912	\$18,670	\$22,550
\$26,747	\$480,396	\$688,216	\$632,071	\$643,898	\$772,082

# of Customers

### 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
\$18,974	\$199,831	\$188,908	\$191,913	\$202,896	\$205,228
\$2,106	\$25,078	\$80,004	\$30,526	\$24,980	\$28,014
\$535	\$8,199	\$11,956	\$12,005	\$11,636	\$12,057
\$4,826	\$66,242	\$71,555	\$67,569	\$32,398	\$9,806
\$1,579	\$17,668	\$22,395	\$19,162	\$24,422	\$17,556
\$28,017	\$317,018	\$324,818	\$321,175	\$296,332	\$272,661

# of Customers

10

Total Sales

\$69,901    \$926,917    \$1,209,634    \$1,237,350    \$1,286,491    \$1,406,891

