



JANUARY 31, 2020

FOR INTERNAL USE



	JAN 31 2020	DEC. 31 2019	JAN. 31 2019
CURRENT ASSETS			
Cash in Banks	\$14,027	\$40,129	\$235,429
Acc. Rec. Sales	\$134,652	\$157,455	\$128,197
Acc. Rec. Agency Revenue	\$171,997	\$135,121	\$159,364
Acc. Rec. Other	\$81	\$0	\$0
Inventories	\$31,142	\$26,409	\$23,187
Prepaid Expenses	\$54,921	\$39,366	\$62,953
Total Current Assets	\$406,819	\$398,480	\$609,130
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	\$1,620,326
Total Prop & Equip	\$4,099,319	\$4,099,320	\$3,960,099
Less:Acc. Depr. P & E	\$2,053,952	\$2,014,164	\$1,798,829
Net Book Value	\$2,045,368	\$2,085,156	\$2,161,270
OTHER ASSETS			
Savings	\$1,178,076	\$1,159,640	\$956,605
Intangibles	\$0		
Other Assets	\$0		
Pledge Receivables	\$0		
Total Other Assets	\$1,178,076	\$1,159,640	\$956,605
TOTAL ASSETS	\$3,630,263	\$3,643,276	\$3,727,005
CURRENT LIABILITIES			
Accounts Payable-Trade	\$31,051	\$16,781	\$36,533
Accrued Salaries	\$141,688	\$114,086	\$117,742
Accrued Liabilities	\$18,833	\$20,999	\$17,962
Notes Payable-Current	\$78,750	\$0	\$9
Total Current Liab.	\$270,322	\$151,866	\$172,246
LONG TERM LIABILITIES			
Mortgage Payable	\$450,479	\$457,943	\$495,553
Total Long Term Liab.	\$450,479	\$457,943	\$495,553
NET ASSETS			
Unrestricted	\$2,909,462	\$3,033,467	\$3,059,206
Total Net Assets	\$2,909,462	\$3,033,467	\$3,059,206
TOTAL LIABILITY & NET ASSETS	\$3,630,263	\$3,643,276	\$3,727,005
	\$0		



	STATEMENT OF ACTIVITIES FOR THE ONE MONTH ENDING:			Notes	JANUARY 31, 2020		VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %		CURRENT YEAR TO DATE	BUDGET YEAR TO DATE		
DEVELOPMENT								
Contributions	\$2,480	\$2,500	-1%		\$2,480	\$2,500	-1%	\$2,970
United Way	\$0	\$0	0%		\$0	\$0	0%	\$0
Golf Tournament	\$0	\$0	0%		\$0	\$0	0%	\$0
Grants-Special Projects	\$0	\$0	0%		\$0	\$0	0%	\$0
Special Events	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL DEVELOPMENT INCOME	\$2,480	\$2,500	-1%		\$2,480	\$2,500	-1%	\$2,970
Development/Public Relations Expenses	\$1,526	\$1,500	2%		\$1,526	\$1,500	2%	\$1,223
NET DEVELOPMENT	\$954	\$1,000	-5%		\$954	\$1,000	-5%	\$1,747
SALES								
Workshop Sales	\$110,740	\$110,000	1%		\$110,740	\$110,000	1%	\$105,558
Cost of Materials	\$1,860	\$2,000	-7%		\$1,860	\$2,000	-7%	\$10,121
SALES LESS MATERIALS	\$108,880	\$108,000	1%		\$108,880	\$108,000	1%	\$95,437
AGENCY REVENUE								
Case Service	\$5,260	\$4,000	32%		\$5,260	\$4,000	32%	\$6,168
DEED CBE	\$2,553	\$3,300	-23%		\$2,553	\$3,300	-23%	\$3,967
DEED SE/CE	\$33,495	\$29,000	16%		\$33,495	\$29,000	16%	\$25,338
DEED NEXT STEP/IPS GRANT	\$7,365	\$6,900	7%		\$7,365	\$6,900	7%	\$7,074
Winona County Support	\$20,960	\$25,000	-16%		\$20,960	\$25,000	-16%	\$29,037
Other County Support	\$5,785	\$0	0%		\$5,785	\$0	0%	\$5,486
Transportation	\$12,164	\$12,500	-3%		\$12,164	\$12,500	-3%	\$9,523
Other Revenue	\$1,614	\$1,000	61%		\$1,614	\$1,000	61%	\$46,578
D T & H, Career Options	\$53,476	\$55,000	-3%		\$53,476	\$55,000	-3%	\$51,155
TOTAL AGENCY REVENUE	\$142,672	\$136,700	4%		\$142,672	\$136,700	4%	\$184,326
TOTAL REVENUE	\$252,506	\$245,700	3%		\$252,506	\$245,700	3%	\$281,510
LESS: OPERATING EXPENSES	\$312,121	\$302,050	3%		\$312,121	\$302,050	3%	\$267,549
NET INCOME/LOSS	-\$59,616	-\$56,350	6%		-\$59,615	-\$56,350	6%	\$13,961
DEPRECIATION EXPENSE	\$19,894	\$18,375	8%		\$19,894	\$18,375	8%	\$19,167
NET INCOME/LOSS FROM OPERATIONS	-\$39,722	-\$37,975	5%		-\$39,721	-\$37,975	5%	\$33,128

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



**STATEMENT OF EXPENSE ACTIVITIES
FOR THE ONE MONTH ENDING:**

JANUARY 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	\$65,960	\$62,000	6%		\$65,960	\$62,000	6%	\$57,629
Staff Salaries	\$146,522	\$145,000	1%		\$146,522	\$145,000	1%	\$125,525
Workers' Compensation Expense	\$5,192	\$5,300	-2%		\$5,192	\$5,300	-2%	\$4,982
Employer Payroll Taxes	\$15,252	\$14,000	9%		\$15,252	\$14,000	9%	\$12,927
Employer U/C Expense	\$485	\$500	-3%		\$485	\$500	-3%	\$436
Health/Life/LTDI Expense	\$16,170	\$16,500	-2%		\$16,170	\$16,500	-2%	\$15,332
Retirement Plan, 401K - Employer Contribution & Fees	\$2,115	\$2,000	6%		\$2,115	\$2,000	6%	-\$1,718
Vehicle Expense	\$9,260	\$8,000	16%		\$9,260	\$8,000	16%	\$5,021
Repair & Maintenance	\$7,379	\$6,500	14%		\$7,379	\$6,500	14%	\$2,588
Utilities	\$7,975	\$8,000	0%		\$7,975	\$8,000	0%	\$9,487
Safety Supplies	\$699	\$700	0%		\$699	\$700	0%	\$290
Professional Services	\$2,549	\$2,500	2%		\$2,549	\$2,500	2%	\$4,533
Office Supplies	\$1,178	\$1,000	18%		\$1,178	\$1,000	18%	\$152
Continuing Education	\$30	\$50	-41%		\$30	\$50	-41%	\$1,373
Staff Expense	\$3,174	\$3,200	-1%		\$3,174	\$3,200	-1%	\$2,092
Telephone	\$360	\$375	-4%		\$360	\$375	-4%	\$291
Postage	\$857	\$850	1%		\$857	\$850	1%	\$157
Dues & Subscriptions	\$1,123	\$1,200	-6%		\$1,123	\$1,200	-6%	\$1,268
Depreciation	\$19,894	\$18,375	8%		\$19,894	\$18,375	8%	\$19,167
Interest Expense	\$2,004	\$2,000	0%		\$2,004	\$2,000	0%	\$2,092
Worker Transportation	\$2,566	\$2,500	3%		\$2,566	\$2,500	3%	\$2,555
Insurance	\$1,212	\$1,300	-7%		\$1,212	\$1,300	-7%	\$1,212
Misc. Expenses	\$166	\$200	-17%		\$166	\$200	-17%	\$158
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$312,121	\$302,050	3%		\$312,121	\$302,050	3%	\$267,549

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

SALES BY CUSTOMER

FOR THE ONE MONTH ENDING:

JANUARY 31, 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	\$345	\$1,071	\$0	\$355
\$0	\$0	\$0	\$0	\$202	\$789
\$0	\$0	\$0	\$0	\$0	\$0
\$3,090	\$3,090	\$11,302	\$11,244	\$11,623	\$9,546
\$1,887	\$1,887	\$983	\$5,894	\$5,882	\$2,925
\$5,346	\$5,346	\$6,825	\$4,921	\$7,000	\$5,630
\$190	\$190	\$366	\$29	\$204	\$303
\$15	\$15	\$213	\$149	\$155	\$399
\$4,008	\$4,008	\$2,035	\$2,137	\$1,371	\$1,834
\$136	\$136	\$124	\$115	\$628	\$399
\$14,672	\$14,672	\$22,192	\$25,560	\$27,065	\$22,180

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40 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

#of Customers

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
\$0	\$0	\$0	\$0	\$3,953	\$2,972
\$1,172	\$1,172	\$1,315	\$1,433	\$3,732	\$969
\$0	\$0	\$0	\$0	\$0	\$442
\$4,450	\$4,450	\$3,390	\$3,610	\$3,230	\$1,981
\$2,033	\$2,033	\$1,848	\$1,903	\$1,817	\$1,135
\$2,695	\$2,695	\$1,838	\$1,749	\$2,850	\$1,579
\$0	\$0	\$0	\$240	\$625	\$317
\$0	\$0	\$0	\$0	\$3,275	\$2,644
\$6,178	\$6,178				
\$904	\$904	\$969	\$803	\$714	\$680
\$14,023	\$14,023	\$10,105	\$9,250	\$9,250	\$6,557
\$0	\$0	\$0	\$0	\$0	\$8,194
\$0	\$0	\$740	\$704	\$385	\$0
\$9,702	\$9,702	\$9,240	\$8,986	\$8,591	\$4,165
\$0	\$0	\$0	\$0	\$2,076	\$6,869
\$21,864	\$21,864	\$17,240	\$10,888	\$12,380	\$9,214
\$3,085	\$3,085	\$7,770	\$8,701	\$8,701	\$10,540
\$1,058	\$1,058	\$659	\$1,653	\$0	\$0
\$2,559	\$2,559	\$1,197	\$1,400	\$1,762	\$2,042
\$69,723	\$69,723	\$56,311	\$51,320	\$63,341	\$60,300

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Laundry Department

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

of Customers

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
\$16,306	\$16,306	\$15,581	\$17,166	\$18,030	\$15,769
\$2,814	\$2,814	\$2,825	\$2,279	\$2,287	\$2,315
\$834	\$834	\$1,049	\$1,024	\$1,080	\$0
\$7,133	\$7,133	\$5,883	\$4,756	\$2,462	\$0
\$2,941	\$2,941	\$1,716	\$1,669	\$1,432	\$1,720
\$30,028	\$30,028	\$27,054	\$26,894	\$25,291	\$19,804

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Total Sales

\$114,423 \$114,423 \$105,558 \$103,774 \$115,697 \$102,284