



JULY 31, 2020

FOR INTERNAL USE



	JULY 31 2020	JUNE 30 2020	JULY 31 2019
CURRENT ASSETS			
Cash in Banks	\$60,081	\$226,363	\$44,000
Acc. Rec. Sales	\$86,027	\$95,848	\$114,767
Acc. Rec. Agency Revenue	-\$3,832	-\$334	\$137,853
Acc. Rec. Other	\$41,411	\$40,765	\$0
Inventories	\$31,117	\$32,579	\$27,528
Prepaid Expenses	\$49,258	\$34,515	\$68,422
Total Current Assets	\$264,062	\$429,736	\$392,571
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,369,017	\$2,369,017	\$2,310,256
Property & Equipment	\$1,865,985	\$1,792,278	\$1,697,038
Total Prop & Equip	\$4,273,794	\$4,200,087	\$4,046,085
Less:Acc. Depr. P & E	\$2,338,685	\$2,318,791	\$1,934,588
Net Book Value	\$1,935,109	\$1,881,296	\$2,111,498
OTHER ASSETS			
Savings	\$1,104,052	\$1,082,658	\$1,213,391
Intangibles	\$0	\$0	\$0
Other Assets	\$0	\$0	\$0
Pledge Receivables	\$0	\$0	\$0
Total Other Assets	\$1,104,052	\$1,082,658	\$1,213,391
TOTAL ASSETS	\$3,303,223	\$3,393,690	\$3,717,460
CURRENT LIABILITIES			
Accounts Payable-Trade	\$26,476	\$17,467	\$26,991
Accrued Salaries	\$123,211	\$123,836	\$130,221
Accrued Liabilities	\$18,555	\$33,000	\$6,727
Notes Payable-Current	-\$30,607	\$20,945	\$0
Total Current Liab.	\$137,635	\$195,248	\$164,039
LONG TERM LIABILITIES			
Mortgage Payable	\$839,882	\$842,133	\$471,554
Total Long Term Liab.	\$839,882	\$842,133	\$474,980
NET ASSETS			
Unrestricted	\$2,325,705	\$2,356,309	\$3,081,867
Total Net Assets	\$2,325,705	\$2,356,309	\$3,081,867
TOTAL LIABILITY & NET ASSETS	\$3,303,223	\$3,393,690	\$3,717,460
	\$0		



STATEMENT OF ACTIVITIES FOR THE ONE MONTH ENDING:								
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	JULY 31, 2020 CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT								
Contributions	\$6,181	\$1,000	518%	A	\$12,016	\$5,100	136%	\$8,103
United Way	\$0	\$0	0%		\$0	\$0	0%	\$6,000
Golf Tournament	\$6,050	\$5,000	21%	B	\$15,650	\$10,000	57%	\$40,883
Grants-Special Projects	\$67,966	\$5,000	1259%		\$72,966	\$5,000	1359%	\$8,000
Special Events	\$0	\$0	0%		\$15	\$0	0%	\$8,800
TOTAL DEVELOPMENT INCOME	\$80,197	\$11,000	629%		\$100,647	\$20,100	401%	\$71,786
Development/Public Relations Expenses	\$1,700	\$1,000	70%		\$9,796	\$7,000	40%	\$24,918
NET DEVELOPMENT	\$78,497	\$10,000	685%		\$90,851	\$13,100	594%	\$46,868
SALES								
Workshop Sales	\$68,855	\$65,000	6%		\$568,864	\$436,000	30%	\$686,334
Cost of Materials	\$6,986	\$2,000	249%		\$23,383	\$13,750	70%	\$30,030
SALES LESS MATERIALS	\$61,869	\$63,000	-2%		\$545,481	\$422,250	29%	\$656,304
AGENCY REVENUE								
Case Service	\$2,530	\$1,300	95%		\$19,120	\$14,800	29%	\$26,324
DEED CBE	\$500	\$0	0%		\$7,802	\$8,300	-6%	\$20,636
DEED SE/CE	\$13,801	\$13,000	6%		\$148,387	\$115,000	29%	\$236,299
DEED NEXT STEP/IPS GRANT	\$6,466	\$7,000	-8%		\$49,121	\$34,900	41%	\$47,350
Winona County Support	\$11,641	\$5,500	112%		\$88,848	\$76,500	16%	\$194,029
Other County Support	\$1,186	\$0	0%		\$18,577	\$500	3615%	\$42,978
Transportation	-\$43	\$0	0%		\$34,714	\$35,000	-1%	\$76,225
Other Revenue	\$689	\$0	0%	C	\$43,645	\$7,000	524%	\$52,241
D T & H, Career Options	\$1,598	\$300	433%		\$137,889	\$137,300	0%	\$358,537
TOTAL AGENCY REVENUE	\$38,369	\$27,100	42%		\$548,102	\$429,300	28%	\$1,054,619
TOTAL REVENUE	\$178,735	\$100,100	79%		\$1,184,434	\$864,650	37%	\$1,757,791
LESS: OPERATING EXPENSES	\$209,339	\$213,975	-2%		\$1,751,983	\$1,294,500	35%	\$1,735,134
NET INCOME/LOSS	(\$30,604)	(\$113,875)	-73%		(\$567,549)	(\$429,850)	32%	\$22,657
DEPRECIATION EXPENSE	\$19,894	\$20,000	-1%		\$139,258	\$93,500	49%	\$137,643
NET INCOME/LOSS FROM OPERATIONS	(\$10,710)	(\$93,875)	-89%		(\$428,291)	(\$336,350)	27%	\$160,300

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



STATEMENT OF EXPENSE ACTIVITIES
FOR THE ONE MONTH ENDING:

JULY 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	\$16,142	\$13,000	24%	D	\$271,802	\$220,000	24%	\$352,017
Staff Salaries	\$107,068	\$120,000	-11%	J	\$829,686	\$613,000	35%	\$748,143
Workers' Compensation Expense	\$3,134	\$5,000	-37%		\$29,354	\$22,550	30%	\$31,535
Employer Payroll Taxes	\$9,425	\$9,000	5%		\$80,007	\$59,000	36%	\$81,211
Employer U/C Expense	\$485	\$500	-3%		\$3,394	\$2,500	36%	\$3,346
Health/Life/LTDI Expense	\$18,128	\$15,000	21%		\$137,758	\$85,000	62%	\$86,709
Retirement Plan, 401K - Employer Contribution & Fees	\$1,970	\$3,000	-34%		\$14,611	\$11,025	33%	\$9,163
Vehicle Expense	\$3,853	\$3,000	28%		\$36,425	\$28,350	28%	\$51,359
Repair & Maintenance	\$4,016	\$5,000	-20%	E	\$33,772	\$29,525	14%	\$36,811
Utilities	\$6,722	\$7,000	-4%		\$52,917	\$40,650	30%	\$57,523
Safety Supplies	\$1,151	\$775	48%	F	\$13,274	\$3,500	279%	\$2,433
Professional Services	\$10,382	\$2,000	419%	G	\$28,604	\$16,250	76%	\$47,377
Office Supplies	\$1,183	\$0	0%	H	\$8,724	\$8,850	-1%	\$5,199
Continuing Education	\$0	\$600	-100%		\$9,833	\$9,050	9%	\$11,350
Staff Expense	\$1,292	\$4,500	-71%		\$17,656	\$14,950	18%	\$19,218
Telephone	\$0	\$300	-100%		\$1,864	\$1,625	15%	\$1,913
Postage	\$157	\$800	-80%		\$1,944	\$1,825	7%	\$1,256
Dues & Subscriptions	\$1,123	\$1,200	-6%		\$8,506	\$6,300	35%	\$8,323
Depreciation	\$19,894	\$20,000	-1%		\$139,258	\$93,500	49%	\$137,643
Interest Expense	\$1,864	\$2,000	-7%		\$14,494	\$11,800	23%	\$14,582
Worker Transportation	\$99	\$0	0%		\$8,907	\$8,000	11%	\$18,373
Insurance	\$1,212	\$1,300	-7%		\$8,484	\$6,500	31%	\$8,484
Misc. Expenses	\$40	\$0	0%		\$709	\$750	-5%	\$1,166
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$209,339	\$213,975	-2%		\$1,751,983	\$1,294,500	35%	\$1,735,134

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

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SALES BY CUSTOMER

FOR THE ONE MONTH ENDING:

JULY 31, 2020

Operation Services

Brian's Toys
Fastenal Company
Hal Leonard Corp.
Peerless Chain Company
Watkins Inc.
Wincraft
Acuity Bramds 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
\$4,817	\$21,449	\$46,622	\$57,452	\$85,980	\$82,632
\$2,277	\$8,603	\$6,713	\$30,153	\$21,950	\$34,855
\$2,313	\$16,102	\$30,010	\$47,497	\$51,222	\$41,762
\$190	\$1,215	\$1,772	\$1,308	\$1,951	\$1,059
\$0	\$15	\$504	\$210	\$248	\$439
\$2,905	\$16,076	\$17,843	\$15,941	\$12,175	\$13,348
\$0	\$361	\$701	\$2,544	\$2,828	\$3,650
\$12,502	\$63,821	\$108,975	\$164,676	\$208,152	\$204,050

of Customers

44

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

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
\$0	\$0	\$0	\$0	\$4,518	\$18,976
\$1,476	\$5,437	\$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
\$6,026	\$42,418				
\$1,017	\$6,742	\$6,459	\$5,002	\$5,265	\$4,930
\$2,873	\$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
\$7,497	\$64,187	\$62,370	\$60,722	\$60,136	\$30,612
\$0	\$0	\$0	\$7,062	\$10,367	\$46,988
\$5,517	\$80,995	\$111,882	\$90,852	\$81,769	\$66,668
\$3,393	\$22,519	\$59,581	\$60,907	\$60,907	\$76,120
\$0	\$2,270	\$4,107	\$8,549	\$2,945	\$4,010
\$1,374	\$14,828	\$16,540	\$9,268	\$11,804	\$13,793
\$29,173	\$330,117	\$390,869	\$364,948	\$392,146	\$422,786

of Customers

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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
\$17,815	\$109,424	\$107,715	\$112,660	\$120,436	\$118,030
\$2,006	\$15,442	\$18,100	\$17,524	\$14,381	\$16,399
\$765	\$4,721	\$6,797	\$7,225	\$6,728	\$6,651
\$5,471	\$40,664	\$40,891	\$37,139	\$15,732	\$0
\$1,122	\$10,388	\$12,985	\$10,900	\$12,004	\$8,084
\$27,179	\$180,639	\$186,488	\$185,448	\$169,281	\$149,164

of Customers

10

Total Sales

\$68,854 \$574,577 \$686,333 \$715,072 \$769,579 \$776,000



