



MARCH 31, 2020

FOR INTERNAL USE



	MAR 31 2020	FEB 29 2020	MAR 31 2019
CURRENT ASSETS			
Cash in Banks	\$41,773	\$56,691	\$4,816
Acc. Rec. Sales	\$152,382	\$147,620	\$162,521
Acc. Rec. Agency Revenue	\$119,162	\$145,190	\$235,878
Acc. Rec. Other	\$2,241	\$2,665	\$0
Inventories	\$37,198	\$29,447	\$27,852
Prepaid Expenses	\$43,561	\$50,978	\$47,018
Total Current Assets	\$396,316	\$432,591	\$478,085
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,363,490	\$2,363,490	\$2,300,981
Property & Equipment	\$1,741,480	\$1,697,038	\$1,830,497
Total Prop & Equip	\$4,143,761	\$4,099,319	\$4,170,270
Less: Acc. Depr. P & E	\$2,093,740	\$2,073,846	\$2,001,325
Net Book Value	\$2,050,022	\$2,025,474	\$2,168,945
OTHER ASSETS			
Savings	\$1,135,972	\$1,182,229	\$1,109,303
Intangibles	\$0	\$0	\$0
Other Assets	\$0	\$0	\$0
Pledge Receivables	\$0	\$0	\$0
Total Other Assets	\$1,135,972	\$1,182,229	\$1,109,303
TOTAL ASSETS	\$3,582,310	\$3,640,294	\$3,756,333
CURRENT LIABILITIES			
Accounts Payable-Trade	\$38,297	\$32,172	\$21,783
Accrued Salaries	\$148,084	\$131,199	\$125,460
Accrued Liabilities	\$16,507	\$10,531	\$8,884
Notes Payable-Current	\$85,500	\$85,500	\$0
Total Current Liab.	\$288,388	\$259,402	\$156,127
LONG TERM LIABILITIES			
Mortgage Payable	\$443,137	\$446,876	\$485,370
Total Long Term Liab.	\$443,137	\$446,876	\$485,370
NET ASSETS			
Unrestricted	\$2,850,786	\$2,934,015	\$3,114,837
Total Net Assets	\$2,850,786	\$2,934,015	\$3,114,837
TOTAL LIABILITY & NET ASSETS	\$3,582,310	\$3,640,294	\$3,756,334
	\$0		



STATEMENT OF ACTIVITIES FOR THE ONE MONTH ENDING:								
				Notes	MARCH 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	\$425	\$500	-15%	A	\$3,005	\$3,100	-3%	\$6,088
United Way	\$0	\$0	0%		\$0	\$0	0%	\$0
Golf Tournament	\$5,000	\$5,000	0%	B	\$5,000	\$5,000	0%	\$3,750
Grants-Special Projects	\$0	\$0	0%		\$0	\$0	0%	\$2,500
Special Events	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL DEVELOPMENT INCOME	\$5,425	\$5,500	-1%		\$8,005	\$8,100	-1%	\$12,338
Development/Public Relations Expenses	\$1,428	\$1,500	-5%		\$5,026	\$5,000	1%	\$6,138
NET DEVELOPMENT	\$3,997	\$4,000	0%		\$2,979	\$3,100	-4%	\$6,200
SALES								
Workshop Sales	\$91,116	\$90,000	1%		\$302,328	\$301,000	0%	\$304,165
Cost of Materials	\$3,980	\$4,000	0%		\$10,091	\$10,250	-2%	\$12,450
SALES LESS MATERIALS	\$87,136	\$86,000	1%		\$292,237	\$290,750	1%	\$291,715
AGENCY REVENUE								
Case Service	\$3,860	\$4,000	-4%		\$12,850	\$12,000	7%	\$10,825
DEED CBE	\$2,440	\$2,500	-2%		\$7,158	\$8,300	-14%	\$9,373
DEED SE/CE	\$23,959	\$25,000	-4%		\$84,922	\$82,000	4%	\$139,876
DEED NEXT STEP/IPS GRANT	\$6,649	\$7,000	-5%		\$21,009	\$20,900	1%	\$19,834
Winona County Support	\$19,451	\$20,000	-3%		\$65,241	\$70,000	-7%	\$82,977
Other County Support	\$3,885	\$0	0%		\$16,948	\$0	0%	\$14,903
Transportation	\$8,572	\$8,500	1%		\$32,205	\$32,500	-1%	\$28,865
Other Revenue	\$531	\$500	6%	C	\$36,558	\$2,000	1728%	\$47,884
D T & H, Career Options	\$30,934	\$30,000	3%		\$132,026	\$133,000	-1%	\$142,557
TOTAL AGENCY REVENUE	\$100,280	\$97,500	3%		\$408,916	\$360,700	13%	\$497,094
TOTAL REVENUE	\$191,413	\$187,500	2%		\$704,132	\$654,550	8%	\$795,009
LESS: OPERATING EXPENSES	\$274,643	\$273,400	0%		\$822,424	\$807,400	2%	\$747,509
NET INCOME/LOSS	(\$83,230)	(\$85,900)	-3%		(\$118,291)	(\$152,850)	-23%	\$47,500
DEPRECIATION EXPENSE	\$19,894	\$18,375	8%		\$59,682	\$55,125	8%	\$58,061
NET INCOME/LOSS FROM OPERATIONS	(\$63,336)	(\$67,525)	-6%		(\$58,609)	(\$97,725)	-40%	\$105,561

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

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STATEMENT OF EXPENSE ACTIVITIES
FOR THE ONE MONTH ENDING:

MARCH 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	\$49,148	\$50,000	-2%		\$150,229	\$147,000	2%	\$154,846
Staff Salaries	\$121,224	\$120,000	1%		\$376,115	\$373,000	1%	\$323,953
Workers' Compensation Expense	\$4,130	\$4,000	3%		\$13,610	\$13,550	0%	\$15,270
Employer Payroll Taxes	\$12,465	\$12,500	0%		\$38,179	\$37,000	3%	\$34,992
Employer U/C Expense	\$485	\$500	-3%		\$1,455	\$1,500	-3%	\$1,406
Health/Life/LTDI Expense	\$17,358	\$17,500	-1%		\$52,131	\$52,500	-1%	\$41,566
Retirement Plan, 401K - Employer Contribution & Fees	\$2,468	\$2,500	-1%		\$6,619	\$6,525	1%	\$1,670
Vehicle Expense	\$7,521	\$7,500	0%		\$24,188	\$22,850	6%	\$17,236
Repair & Maintenance	\$7,218	\$7,500	-4%		\$18,376	\$17,525	5%	\$17,787
Utilities	\$11,800	\$12,000	-2%		\$25,435	\$25,650	-1%	\$28,790
Safety Supplies	\$505	\$500	1%		\$1,733	\$1,725	0%	\$1,298
Professional Services	\$4,168	\$4,000	4%		\$9,465	\$9,250	2%	\$16,275
Office Supplies	\$2,520	\$2,500	1%		\$4,058	\$3,850	5%	\$1,915
Continuing Education	\$4,384	\$4,500	-3%		\$8,937	\$8,400	6%	\$3,681
Staff Expense	\$2,049	\$2,000	2%		\$8,306	\$7,450	11%	\$5,837
Telephone	\$282	\$300	-6%		\$991	\$1,025	-3%	\$812
Postage	\$24	\$25	-5%		\$880	\$875	1%	\$885
Dues & Subscriptions	\$1,123	\$1,200	-6%		\$3,428	\$3,600	-5%	\$3,513
Depreciation	\$19,894	\$18,375	8%		\$59,682	\$55,125	8%	\$58,061
Interest Expense	\$1,945	\$2,000	-3%		\$6,816	\$7,000	-3%	\$6,324
Worker Transportation	\$2,600	\$2,500	4%		\$7,681	\$7,500	2%	\$7,262
Insurance	\$1,212	\$1,300	-7%		\$3,636	\$3,900	-7%	\$3,636
Misc. Expenses	\$121	\$200	-39%		\$473	\$600	-21%	\$494
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$274,643	\$273,400	0%		\$822,424	\$807,400	2%	\$747,509

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

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SALES BY CUSTOMER

FOR THE ONE MONTH ENDING:

MARCH 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	\$1,504	\$2,533	\$0	\$575
\$0	\$0	\$0	\$1,865	\$10,490	\$1,603
\$0	\$0	\$0	\$0	\$0	\$0
\$1,091	\$8,180	\$23,036	\$28,768	\$34,824	\$33,842
\$940	\$5,051	\$3,253	\$15,036	\$11,660	\$14,758
\$1,832	\$11,417	\$18,761	\$18,218	\$21,604	\$19,424
\$414	\$736	\$1,591	\$330	\$1,310	\$303
\$0	\$15	\$336	\$180	\$248	\$399
\$1,924	\$8,788	\$6,580	\$5,909	\$4,670	\$4,709
\$58	\$194	\$124	\$115	\$908	\$703
\$6,259	\$34,381	\$55,185	\$72,954	\$85,714	\$76,316

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42 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	\$4,518	\$8,433
\$1,167	\$3,961	\$3,488	\$5,055	\$9,226	\$3,132
\$0	\$0	\$0	\$0	\$0	\$1,437
\$3,178	\$11,654	\$10,170	\$10,260	\$10,070	\$5,734
\$1,109	\$4,990	\$5,368	\$5,450	\$5,537	\$3,576
\$908	\$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
\$6,026	\$18,028				
\$1,017	\$2,825	\$2,691	\$2,231	\$2,231	\$2,210
\$11,874	\$32,554	\$30,550	\$27,750	\$27,750	\$19,671
\$0	\$0	\$0	\$0	\$0	\$24,968
\$0	\$0	\$1,924	\$2,260	\$1,511	\$0
\$9,702	\$28,224	\$26,670	\$25,772	\$26,168	\$13,119
\$0	\$0	\$0	\$0	\$10,367	\$14,604
\$14,165	\$56,015	\$48,662	\$30,727	\$37,562	\$27,472
\$3,393	\$9,409	\$24,777	\$26,103	\$26,103	\$32,660
\$204	\$2,270	\$2,003	\$4,920	\$0	\$0
\$3,708	\$8,518	\$5,667	\$3,861	\$5,460	\$7,508
\$56,451	\$185,790	\$169,691	\$151,181	\$189,650	\$180,007

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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
\$16,193	\$47,999	\$46,309	\$48,644	\$53,613	\$49,837
\$2,840	\$8,282	\$8,003	\$6,835	\$6,361	\$7,038
\$968	\$2,618	\$2,724	\$3,066	\$3,160	\$2,992
\$6,316	\$19,843	\$16,939	\$14,307	\$6,951	\$0
\$2,089	\$7,098	\$5,312	\$4,356	\$4,705	\$2,643
\$28,406	\$85,840	\$79,287	\$77,208	\$74,790	\$62,510

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Total Sales

\$91,116 \$306,011 \$304,163 \$301,343 \$350,154 \$318,833





Notes to Financial Statement

Accounts Receivable - Sales			
	2/29/2020	2/29/2020	1/31/2020
Balance At:	\$152,382	\$147,620	\$52,410
Current:	\$73,614	\$147,412	\$52,203
30-60 Days	\$77,670	\$1,951	\$178
Over 60 Days	\$915	\$0	\$30
Over 90 Days	\$183	\$30	\$0
Sub Total over 30 Days	\$78,768	\$208	\$208

Accounts Receivable - Agency Revenue			
	3/31/2020	2/29/2020	1/31/2020
Balance At:	\$108,031	\$136,408	\$145,482
Current:	\$67,038	\$129,572	\$102,307
30-60 Days	\$37,331	\$1,781	\$35,442
Over 60 Days	\$0	\$0	\$2,079
Over 90 Days	\$3,662	\$5,055	\$5,655
Sub Total over 30 Days	\$40,993	\$6,836	\$43,176

Accounts Payable			
	2/29/2020	2/29/2020	1/31/2020
Balance At:	\$38,297	\$32,172	\$11,146
Current:	\$38,297	\$32,172	\$11,146
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:	\$45,549	\$69,264
	\$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.

Grants

Received \$0 in grants. Thank you to:

N/A