



MAY 31, 2020

FOR INTERNAL USE



	MAY 31 2020	APR 30 2020	MAY 31 2019
CURRENT ASSETS			
Cash in Banks	\$14,096	\$60,918	\$25,932
Acc. Rec. Sales	\$77,676	\$98,374	\$145,241
Acc. Rec. Agency Revenue	\$34,161	\$36,096	\$158,258
Acc. Rec. Other	\$39,645	\$5,751	\$0
Inventories	\$35,085	\$39,428	\$26,705
Prepaid Expenses	\$33,543	\$39,116	\$37,534
Total Current Assets	\$234,206	\$279,684	\$393,670
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,367,522	\$2,363,490	\$2,310,256
Property & Equipment	\$1,783,285	\$1,746,080	\$1,687,117
Total Prop & Equip	\$4,189,598	\$4,148,361	\$4,036,165
Less: Acc. Depr. P & E	\$2,298,897	\$2,113,634	\$1,894,800
Net Book Value	\$1,890,701	\$2,034,728	\$2,141,366
OTHER ASSETS			
Savings	\$1,557,784	\$1,555,178	\$1,183,930
Intangibles	\$0	\$0	\$0
Other Assets	\$0	\$0	\$0
Pledge Receivables	\$0	\$0	\$0
Total Other Assets	\$1,557,784	\$1,555,178	\$1,183,930
TOTAL ASSETS	\$3,682,692	\$3,869,590	\$3,718,966
CURRENT LIABILITIES			
Accounts Payable-Trade	\$24,820	\$32,612	\$12,971
Accrued Salaries	\$108,839	\$173,836	\$111,830
Accrued Liabilities	\$33,929	\$16,251	\$15,453
Notes Payable-Current	\$187,806	\$85,368	\$0
Total Current Liab.	\$355,394	\$308,068	\$140,254
LONG TERM LIABILITIES			
Mortgage Payable	\$845,798	\$878,203	\$478,463
Total Long Term Liab.	\$845,798	\$878,203	\$478,463
NET ASSETS			
Unrestricted	\$2,481,500	\$2,683,319	\$3,100,250
Total Net Assets	\$2,481,500	\$2,683,319	\$3,100,250
TOTAL LIABILITY & NET ASSETS	\$3,682,692	\$3,869,590	\$3,718,966
	\$0		



STATEMENT OF ACTIVITIES FOR THE ONE MONTH ENDING:								
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	MAY 31, 2020 CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT								
Contributions	\$1,033	\$1,000	3%	A	\$4,975	\$5,100	-2%	\$6,488
United Way	\$0	\$0	0%		\$0	\$0	0%	\$6,000
Golf Tournament	\$4,600	\$5,000	-8%	B	\$9,600	\$10,000	-4%	\$17,190
Grants-Special Projects	\$5,000	\$5,000	0%		\$5,000	\$5,000	0%	\$2,500
Special Events	\$0	\$0	0%		\$0	\$0	0%	\$5,000
TOTAL DEVELOPMENT INCOME	\$10,633	\$11,000	-3%		\$19,575	\$20,100	-3%	\$37,178
Development/Public Relations Expenses	\$1,030	\$1,000	3%		\$7,056	\$7,000	1%	\$17,181
NET DEVELOPMENT	\$9,603	\$10,000	-4%		\$12,519	\$13,100	-4%	\$19,997
SALES								
Workshop Sales	\$61,477	\$65,000	-5%		\$430,145	\$436,000	-1%	\$506,848
Cost of Materials	\$1,974	\$2,000	-1%		\$13,300	\$13,750	-3%	\$21,089
SALES LESS MATERIALS	\$59,503	\$63,000	-6%		\$416,845	\$422,250	-1%	\$485,759
AGENCY REVENUE								
Case Service	\$1,270	\$1,300	-2%		\$15,320	\$14,800	4%	\$14,874
DEED CBE	\$0	\$0	0%		\$7,158	\$8,300	-14%	\$15,385
DEED SE/CE	\$12,527	\$13,000	-4%		\$116,993	\$115,000	2%	\$195,400
DEED NEXT STEP/IPS GRANT	\$6,355	\$7,000	-9%		\$33,589	\$34,900	-4%	\$34,020
Winona County Support	\$5,539	\$5,500	1%		\$71,380	\$76,500	-7%	\$139,892
Other County Support	-\$532	\$0	0%		\$16,858	\$500	3272%	\$28,768
Transportation	\$155	\$0	0%		\$34,773	\$35,000	-1%	\$53,663
Other Revenue	\$3	\$0	0%	C	\$41,048	\$7,000	486%	\$50,442
D T & H, Career Options	\$235	\$300	-22%		\$135,882	\$137,300	-1%	\$250,277
TOTAL AGENCY REVENUE	\$25,553	\$27,100	-6%		\$473,001	\$429,300	10%	\$782,721
TOTAL REVENUE	\$94,659	\$100,100	-5%		\$902,365	\$864,650	4%	\$1,288,477
LESS: OPERATING EXPENSES	\$197,449	\$213,975	-8%		\$1,314,118	\$1,294,500	2%	\$1,247,434
NET INCOME/LOSS	(\$102,791)	(\$113,875)	-10%		(\$411,753)	(\$429,850)	-4%	\$41,043
DEPRECIATION EXPENSE	\$19,894	\$20,000	-1%		\$99,470	\$93,500	6%	\$97,855
NET INCOME/LOSS FROM OPERATIONS	(\$82,897)	(\$93,875)	-12%		(\$312,283)	(\$336,350)	-7%	\$138,898

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

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STATEMENT OF EXPENSE ACTIVITIES
FOR THE ONE MONTH ENDING:

MAY 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	\$12,092	\$13,000	-7%	D	\$220,104	\$220,000	0%	\$263,248
Staff Salaries	\$111,942	\$120,000	-7%	J	\$607,255	\$613,000	-1%	\$539,014
Workers' Compensation Expense	\$4,910	\$5,000	-2%		\$22,629	\$22,550	0%	\$24,171
Employer Payroll Taxes	\$8,604	\$9,000	-4%		\$59,615	\$59,000	1%	\$58,719
Employer U/C Expense	\$485	\$500	-3%		\$2,425	\$2,500	-3%	\$2,376
Health/Life/LTDI Expense	\$14,133	\$15,000	-6%		\$103,331	\$85,000	22%	\$62,862
Retirement Plan, 401K - Employer Contribution & Fees	\$2,645	\$3,000	-12%		\$10,686	\$11,025	-3%	\$5,694
Vehicle Expense	\$2,670	\$3,000	-11%		\$29,244	\$28,350	3%	\$33,905
Repair & Maintenance	\$3,331	\$5,000	-33%	E	\$28,105	\$29,525	-5%	\$26,546
Utilities	\$6,153	\$7,000	-12%		\$39,391	\$40,650	-3%	\$43,643
Safety Supplies	\$1,135	\$775	46%	F	\$8,818	\$3,500	152%	\$1,763
Professional Services	\$1,832	\$2,000	-8%	G	\$16,045	\$16,250	-1%	\$24,871
Office Supplies	-\$2,572	\$0	0%	H	\$6,660	\$8,850	-25%	\$3,128
Continuing Education	\$592	\$600	-1%		\$9,737	\$9,050	8%	\$7,352
Staff Expense	\$4,133	\$4,500	-8%		\$15,289	\$14,950	2%	\$13,060
Telephone	\$319	\$300	6%		\$1,603	\$1,625	-1%	\$1,319
Postage	\$751	\$800	-6%		\$1,787	\$1,825	-2%	\$1,099
Dues & Subscriptions	\$1,123	\$1,200	-6%		\$6,072	\$6,300	-4%	\$5,959
Depreciation	\$19,894	\$20,000	-1%		\$99,470	\$93,500	6%	\$97,855
Interest Expense	\$1,952	\$2,000	-2%		\$10,634	\$11,800	-10%	\$10,490
Worker Transportation	\$99	\$0	0%		\$8,606	\$8,000	8%	\$13,446
Insurance	\$1,212	\$1,300	-7%		\$6,060	\$6,500	-7%	\$6,060
Misc. Expenses	\$15	\$0	0%		\$553	\$750	-26%	\$854
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$197,449	\$213,975	-8%		\$1,314,118	\$1,294,500	2%	\$1,247,434

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

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SALES BY CUSTOMER

FOR THE ONE MONTH ENDING:

MAY 31, 2020

Operation Services

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

of Customers

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
\$0	\$0	\$3,207	\$4,066	\$685	\$575
\$0	\$0	\$0	\$3,663	\$29,073	\$4,341
\$0	\$0	\$0	\$0	\$0	\$14,790
\$1,999	\$13,360	\$38,830	\$45,414	\$59,676	\$62,888
\$683	\$5,734	\$5,690	\$22,901	\$15,193	\$20,737
\$985	\$12,723	\$21,367	\$34,372	\$35,427	\$28,198
\$0	\$907	\$1,772	\$922	\$1,684	\$765
\$0	\$15	\$404	\$180	\$248	\$439
\$1,020	\$10,829	\$13,128	\$9,957	\$9,161	\$8,261
\$0	\$331	\$520	\$1,336	\$1,792	\$3,869
\$4,687	\$43,899	\$84,917	\$122,811	\$152,939	\$144,863

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18 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	\$13,691
\$0	\$3,961	\$6,123	\$7,241	\$13,356	\$5,190
\$0	\$0	\$0	\$0	\$0	\$2,321
\$0	\$12,290	\$19,069	\$17,860	\$17,480	\$9,800
\$0	\$4,990	\$9,152	\$9,170	\$9,084	\$5,960
\$0	\$7,342	\$12,441	\$8,933	\$13,123	\$12,037
\$0	\$0	\$0	\$1,253	\$1,934	\$1,363
\$0	\$0	\$0	\$0	\$18,498	\$13,347
\$5,824	\$30,214				
\$791	\$4,708	\$4,521	\$3,748	\$3,748	\$3,570
\$9,047	\$52,529	\$51,230	\$46,250	\$46,250	\$32,785
\$0	\$0	\$0	\$0	\$0	\$41,519
\$0	\$0	\$3,256	\$3,372	\$2,695	\$0
\$8,820	\$46,988	\$44,730	\$43,738	\$42,954	\$21,865
\$0	\$0	\$0	\$5,215	\$10,367	\$28,368
\$6,150	\$70,213	\$81,121	\$60,135	\$60,217	\$47,134
\$3,085	\$15,733	\$42,179	\$43,505	\$43,505	\$54,000
\$0	\$2,270	\$3,875	\$8,281	\$1,559	\$2,690
\$1,143	\$12,188	\$11,090	\$6,073	\$8,057	\$9,707
\$34,860	\$263,426	\$288,787	\$264,774	\$297,345	\$305,347

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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
\$14,165	\$75,302	\$77,657	\$81,714	\$87,346	\$83,497
\$1,489	\$11,520	\$13,197	\$12,126	\$10,469	\$11,650
\$531	\$3,438	\$4,697	\$5,007	\$5,135	\$4,850
\$5,069	\$29,769	\$29,206	\$25,464	\$11,261	\$0
\$676	\$8,505	\$8,385	\$7,185	\$7,911	\$5,002
\$21,930	\$128,534	\$133,142	\$131,496	\$122,122	\$104,999

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Total Sales

\$61,477 \$435,859 \$506,847 \$519,081 \$572,406 \$555,209

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