



SEPTEMBER 30, 2020

FOR INTERNAL USE



	SEPTEMBER 30 2020	AUGUST 31 2020	SEPTEMBER 30 2019
CURRENT ASSETS			
Cash in Banks	\$74,554	\$45,494	\$5,445
Acc. Rec. Sales	\$92,785	\$83,324	\$155,279
Acc. Rec. Agency Revenue	\$42,564	\$23,987	\$190,845
Acc. Rec. Other	\$6,544	\$6,550	\$0
Inventories	\$30,882	\$33,023	\$25,907
Prepaid Expenses	\$46,101	\$42,176	\$43,066
Total Current Assets	\$293,429	\$234,553	\$420,542
PROPERTY AND EQUIPMENT			
Land	\$38,792	\$38,792	\$38,792
Building & Improvements	\$2,369,017	\$2,369,017	\$2,363,490
Property & Equipment	\$1,867,683	\$1,867,683	\$1,697,038
Total Prop & Equip	\$4,275,492	\$4,275,492	\$4,099,320
Less:Acc. Depr. P & E	\$2,378,473	\$2,358,579	\$1,974,376
Net Book Value	\$1,897,019	\$1,916,913	\$2,124,944
OTHER ASSETS			
Savings	\$1,091,888	\$1,109,045	\$1,153,334
Intangibles	\$0	\$0	\$0
Other Assets	\$0	\$0	\$0
Pledge Receivables	\$0	\$0	\$0
Total Other Assets	\$1,091,888	\$1,109,045	\$1,153,334
TOTAL ASSETS	\$3,282,336	\$3,260,511	\$3,698,820
CURRENT LIABILITIES			
Accounts Payable-Trade	\$30,178	\$21,466	\$21,740
Accrued Salaries	\$132,882	\$127,920	\$135,357
Accrued Liabilities	\$28,685	\$22,775	\$13,452
Notes Payable-Current	\$29,104	\$27,941	\$0
Total Current Liab.	\$220,848	\$200,102	\$170,549
LONG TERM LIABILITIES			
Mortgage Payable	\$835,469	\$837,680	\$464,578
Total Long Term Liab.	\$835,469	\$837,680	\$464,578
NET ASSETS			
Unrestricted	\$2,226,019	\$2,222,729	\$3,063,692
Total Net Assets	\$2,226,019	\$2,222,729	\$3,063,692
TOTAL LIABILITY & NET ASSETS	\$3,282,336	\$3,260,511	\$3,698,819
	\$0		



	STATEMENT OF ACTIVITIES FOR THE ONE MONTH ENDING:				SEPTEMBER 30, 2020			
	CURRENT MONTH	BUDGET CURRENT MONTH	VARIANCE TO BUDGET %	Notes	CURRENT YEAR TO DATE	BUDGET YEAR TO DATE	VARIANCE TO BUDGET %	PRIOR YEAR TO DATE
DEVELOPMENT								
Contributions	\$641	\$500	28%	A	\$13,903	\$14,800	-6%	\$16,062
United Way	\$0	\$0	0%		\$0	\$0	0%	\$6,000
Golf Tournament	\$17,720	\$6,000	195%	B	\$37,020	\$30,000	23%	\$42,500
Grants-Special Projects	\$63,791	\$0	0%		\$158,998	\$75,000	112%	\$14,600
Special Events	\$0	\$0	0%		\$701	\$0	0%	\$8,880
TOTAL DEVELOPMENT INCOME	\$82,152	\$6,500	1164%		\$210,622	\$119,800	76%	\$88,042
Development/Public Relations Expenses	\$4,873	\$4,000	22%		\$15,709	\$15,700	0%	\$31,328
NET DEVELOPMENT	\$77,279	\$2,500	2991%		\$194,912	\$104,100	87%	\$56,714
SALES								
Workshop Sales	\$75,870	\$65,000	17%		\$713,114	\$711,000	0%	\$899,926
Cost of Materials	\$2,513	\$5,000	-50%		\$26,229	\$33,750	-22%	\$38,948
SALES LESS MATERIALS	\$73,357	\$60,000	22%		\$686,884	\$677,250	1%	\$860,978
AGENCY REVENUE								
Case Service	\$0	\$2,500	-100%		\$19,120	\$23,600	-19%	\$33,874
DEED CBE	\$1,690	\$500	238%		\$10,633	\$9,800	8%	\$25,771
DEED SE/CE	\$15,764	\$14,000	13%		\$199,256	\$174,000	15%	\$288,104
DEED NEXT STEP/IPS GRANT	\$3,758	\$6,500	-42%		\$55,213	\$63,400	-13%	\$61,359
Winona County Support	\$11,546	\$12,000	-4%		\$112,551	\$118,500	-5%	\$248,990
Other County Support	\$3,364	\$1,200	180%		\$24,085	\$4,600	424%	\$59,749
Transportation	\$1,736	\$0	0%		\$37,031	\$35,000	6%	\$99,947
Other Revenue	\$605	\$700	-14%	C	\$10,840	\$9,100	19%	\$53,919
D T & H, Career Options	\$10,362	\$1,600	548%		\$154,689	\$142,400	9%	\$463,013
TOTAL AGENCY REVENUE	\$48,825	\$39,000	25%		\$623,418	\$580,400	7%	\$1,334,726
TOTAL REVENUE	\$199,462	\$101,500	97%		\$1,505,214	\$1,361,750	11%	\$2,252,418
LESS: OPERATING EXPENSES	\$196,172	\$201,175	-2%		\$2,172,449	\$2,120,250	2%	\$2,247,936
NET INCOME/LOSS	\$3,290	(\$99,675)	-103%		(\$667,235)	(\$758,500)	-12%	\$4,482
DEPRECIATION EXPENSE	\$19,894	\$18,375	8%		\$179,046	\$167,000	7%	\$177,431
NET INCOME/LOSS FROM OPERATIONS	\$23,184	(\$81,300)	-129%		(\$488,189)	(\$591,500)	-17%	\$181,913

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



STATEMENT OF EXPENSE ACTIVITIES
FOR THE ONE MONTH ENDING:

SEPTEMBER 30, 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	\$25,422	\$16,250	56%	D	\$316,567	\$304,250	4%	\$455,873
Staff Salaries	\$99,798	\$108,000	-8%	J	\$1,032,192	\$1,052,000	-2%	\$974,052
Workers' Compensation Expense	\$3,026	\$3,500	-14%		\$35,139	\$36,550	-4%	\$40,526
Employer Payroll Taxes	\$10,068	\$9,500	6%		\$99,533	\$98,500	1%	\$106,094
Employer U/C Expense	\$485	\$500	-3%		\$4,364	\$4,500	-3%	\$4,316
Health/Life/LTDI Expense	\$6,355	\$18,250	-65%		\$179,835	\$155,750	15%	\$118,332
Retirement Plan, 401K - Employer Contribution & Fees	\$1,938	\$2,000	-3%		\$18,590	\$19,025	-2%	\$12,216
Vehicle Expense	\$2,841	\$4,000	-29%		\$45,961	\$43,350	6%	\$66,857
Repair & Maintenance	\$4,699	\$4,250	11%	E	\$41,477	\$43,775	-5%	\$43,004
Utilities	\$6,596	\$7,000	-6%		\$66,619	\$68,650	-3%	\$70,719
Safety Supplies	\$644	\$1,200	-46%	F	\$15,060	\$8,100	86%	\$2,853
Professional Services	\$5,659	\$0	0%	G	\$39,264	\$18,250	115%	\$51,853
Office Supplies	\$1,071	\$1,250	-14%	H	\$10,442	\$13,600	-23%	\$7,487
Continuing Education	\$242	\$0	0%		\$10,189	\$9,150	11%	\$15,405
Staff Expense	\$2,602	\$1,300	100%		\$22,266	\$19,850	12%	\$31,104
Telephone	\$264	\$0	0%		\$2,128	\$1,925	11%	\$2,699
Postage	\$0	\$650	-100%		\$2,644	\$2,625	1%	\$1,256
Dues & Subscriptions	\$1,123	\$1,200	-6%		\$10,752	\$11,200	-4%	\$10,679
Depreciation	\$19,894	\$18,375	8%		\$179,046	\$167,000	7%	\$177,431
Interest Expense	\$1,801	\$1,900	-5%		\$18,137	\$19,500	-7%	\$18,760
Worker Transportation	\$0	\$250	-100%		\$8,907	\$8,750	2%	\$23,585
Insurance	\$1,212	\$1,400	-13%		\$12,120	\$12,000	1%	\$10,908
Misc. Expenses	\$431	\$400	8%		\$1,220	\$1,950	-37%	\$1,927
Bad Dept Expense	\$0	\$0	0%		\$0	\$0	0%	\$0
TOTAL OPERATING EXPENSES	\$196,172	\$201,175	-2%		\$2,172,449	\$2,120,250	2%	\$2,247,936

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

SALES BY CUSTOMER

FOR THE ONE MONTH ENDING:

SEPTEMBER 30, 2020

Operation Services

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

Month	2020 YTD	2019 YTD	2018 YTD	2017 YTD	2016 YTD
\$0	\$0	\$6,640	\$6,708	\$3,538	\$1,750
\$0	\$0	\$0	\$4,583	\$30,334	\$7,147
\$0	\$0	\$0	\$0	\$0	\$18,050
\$1,300	\$2,600	\$0	\$0	\$0	\$0
\$5,908	\$31,083	\$59,503	\$73,042	\$109,766	\$99,654
\$3,226	\$13,011	\$8,992	\$35,972	\$26,210	\$51,989
\$2,079	\$19,666	\$46,053	\$63,894	\$69,128	\$57,301
\$132	\$1,347	\$2,063	\$1,565	\$2,278	\$1,648
\$0	\$15	\$504	\$6,858	\$248	\$439
\$1,762	\$19,772	\$23,285	\$21,152	\$16,392	\$16,320
\$0	\$361	\$701	\$3,830	\$3,128	\$6,018
\$14,408	\$87,855	\$147,740	\$217,604	\$261,022	\$260,316

of Customers

42

37 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	\$24,624
\$423	\$6,865	\$10,754	\$13,333	\$26,163	\$8,827
\$0	\$0	\$0	\$0	\$0	\$4,311
\$2,966	\$15,256	\$23,943	\$23,026	\$22,800	\$12,615
\$0	\$4,990	\$16,544	\$16,351	\$16,478	\$10,841
\$0	\$7,342	\$20,263	\$16,020	\$18,445	\$21,237
\$0	\$0	\$0	\$1,253	\$2,234	\$1,648
\$0	\$0	\$0	\$0	\$22,451	\$17,401
\$5,925	\$54,420	\$4,559	\$0	\$0	\$0
\$904	\$8,663	\$8,181	\$6,430	\$6,739	\$6,630
\$480	\$480	\$0	\$0	\$0	\$0
\$0	\$66,099	\$92,590	\$83,250	\$83,933	\$64,399
\$0	\$0	\$0	\$0	\$0	\$74,921
\$0	\$0	\$5,772	\$6,336	\$5,884	\$96
\$7,938	\$81,386	\$80,010	\$79,121	\$78,238	\$39,864
\$0	\$0	\$0	\$9,217	\$10,367	\$60,044
\$13,423	\$108,229	\$143,420	\$121,483	\$102,299	\$88,206
\$925	\$26,683	\$76,983	\$78,309	\$78,309	\$99,020
\$0	\$2,270	\$5,084	\$8,549	\$4,504	\$5,495
\$982	\$15,022	\$22,393	\$12,179	\$15,245	\$17,336
\$33,966	\$397,705	\$510,496	\$474,857	\$498,607	\$557,515

#of Customers

12

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
\$17,685	\$143,515	\$139,992	\$144,121	\$152,919	\$154,566
\$1,914	\$19,325	\$22,971	\$22,585	\$18,731	\$21,415
\$703	\$6,024	\$9,020	\$9,341	\$8,632	\$8,613
\$5,380	\$51,244	\$53,290	\$49,271	\$20,912	\$2,642
\$1,892	\$13,386	\$16,416	\$14,573	\$16,758	\$11,480
\$27,573	\$233,494	\$241,689	\$239,891	\$217,952	\$198,716

of Customers

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Notes to Financial Statement

Accounts Receivable - Sales				
	9/30/2020	8/31/2020	7/31/2020	
Balance At:	\$92,785	\$83,324	\$64,120	
Current:	\$91,805	\$53,258	\$32,907	
30-60 Days	-\$839	\$28,637	\$29,564	
Over 60 Days	\$1,611	\$994	\$1,214	
Over 90 Days	\$208	\$435	\$435	
Sub Total over 30 Days	\$980	\$30,066	\$31,213	

Accounts Receivable - Agency Revenue				
	9/30/2020	8/31/2020	7/31/2020	
Balance At:	\$42,564	\$27,129	\$19,075	
Current:	\$37,938	\$22,559	\$18,567	
30-60 Days	\$0	\$4,062	\$0	
Over 60 Days	\$2,847	\$0	\$0	
Over 90 Days	\$1,779	\$508	\$508	
Sub Total over 30 Days	\$4,626	\$4,570	\$508	

Accounts Payable				
	9/30/2020	8/31/2020	7/31/2020	
Balance At:	\$30,178	\$21,466	\$26,476	
Current:	\$30,178	\$21,466	\$26,476	
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:	\$0	\$1,258
	\$0	\$0

Notes to Financial Statement



Year to Date Notes:

A General Contributions

Received \$1,245 in contributions.

B Golf Tournament

Received \$3,650 from Sponsors to be applied to the golf tournament

C Other Revenue

\$4,243 as a credit from the Unemployment Trust

Received \$33,764 from insurance company for settlement recorded 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. We still have approximately \$24,000 in restricted funds for bus purchases

D Worker Wages

Wages paid during closure \$77,574, while no clients were working

E Repairs & Maintenance

Railing for Laundry \$834, Replaced toilet, \$494, Paint & floor while clients away \$1,705

G Safety Supplies

Extra masks, gloves, shields, and safety gloves, including 5,000 masks from China for \$4,700
Wipes & PPE are more expensive

H Professional Services

Includes \$2,205 to Clifton Larson Allen as an outside consultant in 2019

I Mortgage Payable

Added PPP Loan to the books \$438,700 - Expect this to be a grant
Mortgage at Merchants \$426,825

Current Portion Long Term Debt

\$27,845

J Staff Salaries

\$2,417 in wages paid as FMLA due to COVID-19 since closure

Grants

Bus Grant - \$58,966

Vern ^ Carla Schmidt Fdn - \$5,000

Winona Fdn - \$500

Xcel - \$3,500

HHS - \$22,242

MN DHS - \$53,791

Winona Chamber of Commerce - \$10,000

Applied

Otto Bremer - \$60,000

Winona County \$65,000

Winona Chamber of Commerce - \$10,000

Pending

Public Health - \$200,000

