



**WINONA O.R.C. INDUSTRIES, INC.
WINONA, MINNESOTA
FINANCIAL STATEMENT VARIANCE REVIEW
FOR THE MONTH OF DECEMBER 2009**

ACCOUNTS RECEIVABLE SALES

	12/31/09	11/30/09	10/31/09
Balance at	\$225,469	\$245,281	\$258,607
Current:	\$164,805	\$170,620	\$186,409
30-60	\$43,283	\$59,039	\$61,982
Over 60	\$3,529	\$6,404	\$1,909
Over 90	\$13,852	\$9,218	\$8,307
 Sub total over 30 days	 \$60,664	 \$74,661	 \$72,198

ACCOUNTS RECEIVABLE AGENCY REVENUE

	12/31/09	11/30/09	10/31/09
Balance at	\$205,912	\$204,060	\$211,711
Current:	\$172,396	\$178,815	\$189,700
30-60	\$29,136	\$19,770	\$10,159
Over 60	\$3,734	\$2,125	\$6,015
Over 90	\$646	\$3,350	\$5,837
 Sub total over 30 days	 \$33,516	 \$25,245	 \$22,011

ACCOUNTS PAYABLE

	12/31/09	11/30/09	10/31/09
Balance at			
 Total:	 \$96,955	 \$88,883	 \$109,867
Current:	\$84,918	\$81,747	\$105,864
31-60	\$5,886	\$7,136	\$4,003
61-90	\$6,151	\$0	\$0
Over 90	\$0	\$0	\$0
 Sub total over 30 days	 \$12,037	 \$7,136	 \$4,003

NOTES PAYABLE-OPERATING NOTES

	Operating Note	Payroll Note
Balance at month end:	\$49,348	\$48,298
Current balance is:	\$49,348	\$49,162

NET INCOME/LOSS

Monthly net loss from operations excluding contributions: (\$16,224)
Monthly net loss from operations including contributions: (\$8,195)
Monthly budgeted net loss from operations excluding contributions: (\$15,232)
Monthly budgeted net profit from operations including contributions: \$10,550
YTD net profit from operations excluding contributions: \$26,269
YTD net profit from operations including contributions: \$62,590
YTD budgeted net loss excluding contributions: (\$1,413)
YTD budgeted net profit including contributions: \$73,587

CONTRIBUTIONS:

Contributions totaling \$8,029 for the month. **Thank you to:** Staff (Payroll Deductions)

Jim Pomeroy	Bryan Lande	Robert & Susanne Hoodechek
Blaine E. Krogh	Chad J. Anderson	Mary Bergin
Donald Blake	Rosemary Broughton	Chris Carroll D.M.D.
Cars-N-Credit	Gerry Cichanowski	Mike & Linda Cichanowski
Dr. L.J. English	Kent & Cathy Espe	Vernon Feine
Frankard Foundation	Jean Galewski	Greg Gaut & Marsha Neff
Robert & Erika Gilbertson	Gayle Goetzman	Helga Heise
Jo Hittner	Mandi Householder	Daniel & Dorothy Hoyt
Humbolt Lodge #24	Don & Janet Justin	Donna Kamann
Eric Christensen	Mary Kintzle	Knitcraft Corporation
Michael Kreiling	Bob Leaf	Robert Libera
William Lindquist	Mary Malloy	Christian & Mary Michener
Dr. John & Marlene Mulrooney	Donald & Donna Peterson	Duane & Patricia Peterson
Beatrice Petz	Bruce & Janice Petz	JC Pheiffer
Irene & Richard Renk	Betsy & John Rowekamp	Charlotte Rupprecht
Peter & Kim Schwab	Richard & Barbara Shields	David & Jean Skime
Alfred Waldorf	Roger & Margery Weichers	Thomas Wilmot
Winona Community Foundation	Frank & Diane Wohletz	Jim Yenish

WORKSHOP SALES

Over budget for the month by \$14,256 - 9%. Under budget for the year by \$378,805– 19 %.

COST OF MATERIALS

Over budget for the month by \$13,748 – 32%. Under budget for the year by \$89,737 – 16 %.

TOTAL AGENCY REVENUE

Over budget for the month by \$2,680 – 2%. Over budget for the year by \$87,254 – 5%.

TOTAL OPERATING EXPENSES

Over budget for the month by \$18,003 – 16%. Under budget for the year by \$75,936– 6%.

TOTAL ADMINISTRATIVE EXPENSES

Under budget for the month by \$13,824 – 8%. Under budget for the year by \$153,561 – 8 %.