



## March - Statement Recap – 2020

Please note that due to the COVID 19 temporary closure of WACOSA, no budget has been entered due to the lack of business activity starting March 19, 2020. The financials will be reported on a comparative basis to 2019 for the 1<sup>st</sup> Quarter.

### Schedule of Revenues and Expenses

#### - Revenue Overview

- Program revenue for the first quarter of 2020 was down \$107,179 compared to the first quarter of 2019. The reason being was WACOSA temporarily closed March 19, 2020 and limited program services were available.
- March vocational revenue for the first quarter of 2020 was down \$126,077 compared to the first quarter of 2019. The reason being was the loss of Electrolux, smaller or reduced cleaning contracts and Thriftworks temporarily closing on March 19, 2020.
- March donation revenue for the first quarter of 2020 was \$150,820 more than the first quarter of 2019. The reason being was the receipt of a \$150,000 designated donation received in January 2020.
- March investment income for the first quarter of 2020 was down \$26,680 compared to first quarter of 2019. The reason being is the down turn in the market when COVID 19 hit.

#### - Expenses

- Staff wages and costs (includes health/life benefits) for the first quarter of 2020 was \$52,445 more than the first quarter of 2019. The reason for this increase was a \$1 wage increase of all DSP positions in May of 2019 and a 2% wage increase for all other positions in October 2019. When WACOSA temporarily closed on March 19, 2020, all staff were paid 60% of their wages and all benefits. Employees could supplement the rest of their income using PTO or working on production orders or shredding to make up the difference in pay.
- Health Insurance/Life Benefits for the first quarter of 2020 was \$10,925 more than the first quarter of 2019. The reason for this increase was that we paid for some outstanding medical expenses that occurred in 2019 and were paid in 2020.
- Client Wages and Cost for the first quarter of 2020 was down \$81,602 compared to the first quarter of 2019. The reason for the decrease was the temporarily closing of WACOSA in March, fewer jobs then what were available in the first quarter of 2019.
- Transportation costs for the first quarter of 2020 was down \$11,828 compared to the first quarter of 2019. The reason for the decrease was lower contracted transportation expense and lower fuel costs.

**WACOSA**  
Summarized Statement of Financial Position  
and Financial Activities  
As of March 31, 2020

**Statements of Financial Position - Balance Sheet**

	March 31, 2020	Last Year	Year-to-Date Increase (Decrease) Between Years
<b>ASSETS</b>			
Cash and Cash Equivalents	731,168.40	513,359.78	217,808.62
Investments	3,408,990.54	3,344,337.23	64,653.31
Accounts Receivable - Electrolux	0.00	335,389.12	(335,389.12)
Other Current Assets	1,317,727.53	1,094,358.33	223,369.20
Net Property, Equip. Financing	5,205,083.18	5,403,404.22	(198,321.04)
<b>Total Assets</b>	<b>10,662,969.65</b>	<b>10,690,848.68</b>	<b>(27,879.03)</b>
<b>LIABILITIES AND NET ASSETS</b>			
Current Maturities of Notes	105,507.03	103,184.53	2,322.50
Accounts Payable	104,637.68	86,042.01	18,595.67
Accounts Payable - Electrolux	0.00	371,233.57	(371,233.57)
Other Accrued Expenditures	619,405.50	599,894.22	19,511.28
Notes Payable, Net of Current	1,055,644.77	1,161,708.91	(106,064.14)
<b>Total Liabilities</b>	<b>1,885,194.98</b>	<b>2,322,063.24</b>	<b>(436,868.26)</b>
<b>NET ASSETS</b>			
Designated Funds	4,663,087.00	4,271,191.00	391,896.00
Unrestricted Fund Balance	3,601,161.29	3,815,858.85	(214,697.56)
Current Year Income	(60,050.59)	5,153.53	(65,204.12)
Restricted Assets	573,576.97	276,582.06	296,994.91
<b>Total Net Assets</b>	<b>8,777,774.67</b>	<b>8,368,785.44</b>	<b>408,989.23</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>10,662,969.65</b>	<b>10,690,848.68</b>	<b>(27,879.03)</b>

**Statement of Financial Activity - Income Statement**

	Year-to-Date Actual	Last Year At This Time	Increase (Decrease) Between Years
<b>REVENUE &amp; SUPPORT</b>			
Program Service Income	1,475,773.97	1,582,952.52	(107,178.55)
Vocational (Business) Income	334,106.76	460,183.82	(126,077.06)
Contributions	191,213.04	40,393.36	150,819.68
Investment Income	13,329.58	40,010.07	(26,680.49)
Miscellaneous Income	1,200.13	2,054.10	(853.97)
<b>Total Income</b>	<b>2,015,623.48</b>	<b>2,125,593.87</b>	<b>(109,970.39)</b>
<b>EXPENDITURES</b>			
Cost of Goods Sold	0.00	(1,897.86)	1,897.86
Staff Wages & Related Costs	1,504,156.95	1,451,711.61	52,445.34
Client Wages & Related Costs	184,438.70	266,040.28	(81,601.58)
Program & Office Supplies	18,749.54	22,527.24	(3,777.70)
Building & Equipment Costs	122,902.26	125,113.94	(2,211.68)
Advertising & Public Relations	7,904.20	9,744.43	(1,840.23)
Transportation Costs	101,848.39	113,676.68	(11,828.29)
Miscellaneous Other Expenses	29,544.95	36,464.72	(6,919.77)
Depreciation Expense	106,129.08	97,059.30	9,069.78
<b>Total Expenses</b>	<b>2,075,674.07</b>	<b>2,120,440.34</b>	<b>(44,766.27)</b>
<b>CHANGE IN NET ASSETS</b>	<b>(60,050.59)</b>	<b>5,153.53</b>	<b>(65,204.12)</b>

**WACOSA**  
Statement of Cash Flow  
For the Period(s) Then Ended

	Month Ended 3/31/2020	Current Year To-Date 3/31/2020	Prior Year 12/31/2019
<b>Cash Flow - Operating Activities</b>			
Change in Asset - Net Income (Loss)	\$ (263,592)	\$ (60,051)	\$ 474,194
Depreciation & Amortization	35,428	106,129	413,482
Net Unrealized (Gain) Loss on Investments	10,155	882	(25,315)
In-Kind Donations - Effecting Balance Sheet Only	-	-	-
Realized (Gain) Loss on Sale of Investments	3,659	6,944	(6,229)
(Gain) Loss on Sale of Property and Equipment	-	-	16,595
Property Taxes Paid with Financing	-	-	-
<b>(Increase) Decrease in</b>			
Accounts Receivable Program	173,815	106,931	(590,531)
Accounts Receivable Vocational, Net	33,102	43,935	(6,503)
Accounts Receivable Electrolux	-	2,824	347,717
Other Receivables	576	(675)	1,125
Inventory ( <i>majority is Electrolux activity</i> )	(1,056)	(1,783)	58,350
Prepaid Expenses	(5,050)	(5,943)	(29,573)
<b>Increase (Decrease) in</b>			
Accounts Payable	15,910	(33,601)	(33,231)
Accrued Expenses	-	-	-
Inventory Payable - Electrolux	-	(897)	(322,316)
Salaries and Related Benefits Payable ( <i>Including Accrued Vacation</i> )	39,835	(4,582)	16,792
Net Cash Provided (Used) by Operating Activities	<u>42,782</u>	<u>160,114</u>	<u>314,558</u>
<b>Cash Flows - Investing Activities</b>			
Purchase of Property and Equipment	-	(16,155)	(309,210)
Proceeds from Disposal of Property and Equipment	-	-	2,400
Change in Construction in Process Costs	-	-	65,854
Balance of Change in Construction In Process - Escrow Account	-	-	-
Balance of Change in Construction Payable	-	-	-
Change in Accrued Investment Interest	(612)	(1,276)	705
Reinvestments in Bremer Money Markets	(193)	(1,008)	(6,060)
Reinvestments in Investment Money Market	(7,347)	(22,980)	(64,859)
Proceeds from Sale of Investments	200,000	454,837	1,506,823
Purchase of Investments	(180,000)	(577,936)	(1,292,339)
Purchase of Investments - Reinvested Dividends	-	-	-
Change in Investment Money Market - Transfer (from)/to Operating	-	-	-
Change in Investment Money Market - For Sales Proceeds	(200,000)	(454,837)	(1,506,823)
Change in Investment Money Market - For Interest paid on Purchase of Bonds	612	1,276	(705)
Change in Investment Money Market - For Purchase of Investments	180,000	577,936	1,292,339
Change in Investments - For Investment Fee	948	2,832	11,130
Net Cash Provided (Used) by Investing Activities	<u>(6,592)</u>	<u>(37,311)</u>	<u>(300,746)</u>
<b>Cash Flows - Financing Activities</b>			
Repayment of Long Term Debt	(5,711)	(16,651)	(62,675)
Vehicle Lease Payable	(3,109)	(9,531)	(40,393)
Net Cash Provided (Used) by Financing Activities	<u>(8,820)</u>	<u>(26,182)</u>	<u>(103,068)</u>
Net Increase (Decrease) in Cash and Cash Equivalents	<u>27,370</u>	<u>96,622</u>	<u>(89,257)</u>
Cash and Cash Equivalents - Beginning of Period	<u>703,797</u>	<u>612,126</u>	<u>612,126</u>
Cash and Cash Equivalents - End of Period	<u>\$ 731,167</u>	<u>\$ 708,748</u>	<u>\$ 522,869</u>

**Additional Explanation:**

\*See narrative report for year's activity.

# WACOSA

## Summarized Statement of Programs and Vocational (Business) Activities As of March 31, 2020

	South Program		North Program	
	Year-to Date Actual	Last Year at This Time	Year-to Date Actual	Last Year at This Time
<b>REVENUE &amp; SUPPORT</b>				
Program Service Income	781,245.02	875,935.03	230,634.77	235,194.08
<b>Total Income</b>	<b>781,245.02</b>	<b>875,935.03</b>	<b>230,634.77</b>	<b>235,194.08</b>
<b>EXPENDITURES</b>				
Cost of Goods Sold	-	-	-	-
Staff Wages & Related Costs	655,275.95	627,690.01	201,574.84	187,340.48
Client Wages & Related Costs	10,526.17	11,685.12	72.86	62.53
Program & Office Supplies	3,358.59	3,230.88	695.51	1,552.77
Building & Equipment Costs	27,683.03	28,135.58	8,646.91	9,226.84
Advertising & Public Relations	44.10	153.46	15.44	53.72
Transportation Costs	62,437.49	69,289.54	20,210.86	22,425.76
Miscellaneous Other Expenses	170.50	165.50	52.06	43.81
Depr. & Amort. Expense	34,419.93	30,519.65	10,695.60	9,741.08
<b>Total Expenses</b>	<b>793,915.76</b>	<b>770,869.74</b>	<b>241,964.08</b>	<b>230,446.99</b>
<b>CHANGE IN NET ASSETS</b>	<b>(12,670.74)</b>	<b>105,065.29</b>	<b>(11,329.31)</b>	<b>4,747.09</b>
	Seniors Program		1st Ave Program	
	Year-to Date Actual	Last Year This Time	Year-to Date Actual	Last Year at This Time
<b>REVENUE &amp; SUPPORT</b>				
Program Service Income	81,282.58	93,184.05	189,443.65	134,777.82
<b>Total Income</b>	<b>81,282.58</b>	<b>93,184.05</b>	<b>189,443.65</b>	<b>134,777.82</b>
<b>EXPENDITURES</b>				
Cost of Goods Sold	-	-	-	-
Staff Wages & Related Costs	59,994.60	60,591.67	84,986.00	87,247.82
Client Wages & Related Costs	-	-	-	63.31
Program & Office Supplies	1,595.25	1,668.28	1,045.97	746.67
Building & Equipment Costs	3,647.65	2,689.29	6,229.30	6,543.19
Advertising & Public Relations	4.56	15.87	-	-
Transportation Costs	7,145.36	7,922.24	-	190.50
Miscellaneous Other Expenses	129.01	128.44	-	75.00
Depr. & Amort. Expense	2,540.91	2,147.20	61.26	61.26
<b>Total Expenses</b>	<b>75,057.34</b>	<b>75,162.99</b>	<b>92,322.53</b>	<b>94,927.75</b>
<b>CHANGE IN NET ASSETS</b>	<b>6,225.24</b>	<b>18,021.06</b>	<b>97,121.12</b>	<b>39,850.07</b>

Unaudited Internal Purposes Only

# WACOSA

## Summarized Statement of Programs and Vocational (Business) Activities As of March 31, 2020

	Sauk Centre DT&H Program		Sauk Centre EE Program	
	Year-to Date Actual	Last Year at This Time	Year-to Date Actual	Last Year at This Time
<b>REVENUE &amp; SUPPORT</b>				
Program Service Income	146,242.00	162,062.58	46,925.95	81,798.96
<b>Total Income</b>	<b>146,242.00</b>	<b>162,062.58</b>	<b>46,925.95</b>	<b>81,798.96</b>
<b>EXPENDITURES</b>				
Cost of Goods Sold	-	-	-	-
Staff Wages & Related Costs	97,096.26	89,622.40	32,574.47	35,153.01
Client Wages & Related Costs	930.44	1,181.90	542.96	493.97
Program & Office Supplies	376.06	492.40	137.55	180.10
Building & Equipment Costs	10,158.50	8,886.22	3,734.20	3,531.85
Advertising & Public Relations	5.66	19.70	3.16	11.01
Transportation Costs	9,005.87	10,239.29	-	0.00
Miscellaneous Other Expenses	30.05	28.94	61.80	61.13
Depr. & Amort. Expense	4,067.19	3,478.01	279.87	201.46
<b>Total Expenses</b>	<b>121,670.03</b>	<b>113,948.86</b>	<b>37,334.01</b>	<b>39,632.53</b>
<b>CHANGE IN NET ASSETS</b>	<b>24,571.97</b>	<b>48,113.72</b>	<b>9,591.94</b>	<b>42,166.43</b>

	Total Program Income	
	Year-to Date Actual	Last Year at This Time
<b>REVENUE &amp; SUPPORT</b>		
Program Service Income	1,475,773.97	1,582,952.52
<b>Total Income</b>	<b>1,475,773.97</b>	<b>1,582,952.52</b>
<b>EXPENDITURES</b>		
Cost of Goods Sold	0.00	0.00
Staff Wages & Related Costs	1,131,502.12	1,087,645.39
Client Wages & Related Costs	12,072.43	13,486.83
Program & Office Supplies	7,208.93	7,871.10
Building & Equipment Costs	60,099.59	59,012.97
Advertising & Public Relations	72.92	253.76
Transportation Costs	98,799.58	110,067.33
Miscellaneous Other Expenses	443.42	502.82
Depr. & Amort. Expense	52,064.76	46,148.66
<b>Total Expenses</b>	<b>1,362,263.75</b>	<b>1,324,988.86</b>
<b>CHANGE IN NET ASSETS</b>	<b>113,510.22</b>	<b>257,963.66</b>

	Community Crews		Production	
	Year-to Date Actual	Last Year at This Time	Year-to Date Actual	Last Year at This Time
<b>REVENUE &amp; SUPPORT</b>				
Vocational (Business) Income	132,352.92	165,279.07	51,136.26	138,516.54
<b>Total Income</b>	<b>132,352.92</b>	<b>165,279.07</b>	<b>51,136.26</b>	<b>138,516.54</b>

Unaudited Internal Purposes Only

<b>EXPENDITURES</b>				
Cost of Goods Sold	-	-	-	(1,897.86)

# WACOSA

## Summarized Statement of Programs and Vocational (Business) Activities

As of March 31, 2020

Staff Wages & Related Costs	15,909.37	10,643.62	34,002.25	44,348.58
Client Wages & Related Costs	92,308.48	119,660.09	34,873.81	86,839.30
Program & Office Supplies	1,245.40	1,848.36	1,685.67	6,558.78
Building & Equipment Costs	1,675.10	954.73	20,040.89	23,002.34
Advertising & Public Relations	1.87	6.52	163.72	861.38
Transportation Costs	-	-	2,216.41	2,464.91
Miscellaneous Other Expenses	49.81	-	32.84	37.45
Depr. & Amort. Expense	298.71	298.71	12,350.34	11,788.36
<b>Total Expenses</b>	<b>111,488.74</b>	<b>133,412.03</b>	<b>105,365.93</b>	<b>174,003.24</b>
<b>CHANGE IN NET ASSETS</b>	<b>20,864.18</b>	<b>31,867.04</b>	<b>(54,229.67)</b>	<b>(35,486.70)</b>

Unaudited Internal Purposes Only

# WACOSA

## Summarized Statement of Programs and Vocational (Business) Activities As of March 31, 2020

	ThriftWorks!		DocuShred	
	Year-to Date Actual	Last Year at This Time	Year-to Date Actual	Last Year at This Time
<b>REVENUE &amp; SUPPORT</b>				
Program Service Income	-	-	-	-
Vocational (Business) Income	81,923.50	89,792.82	68,694.08	66,595.39
Contributions	-	-	-	-
<b>Total Income</b>	<b>81,923.50</b>	<b>89,792.82</b>	<b>68,694.08</b>	<b>66,595.39</b>
<b>EXPENDITURES</b>				
Cost of Goods Sold	-	-	-	-
Staff Wages & Related Costs	65,060.27	53,812.75	22,207.90	14,886.74
Client Wages & Related Costs	13,139.44	14,041.83	32,044.54	32,012.23
Program & Office Supplies	811.29	883.95	2,286.47	565.75
Building & Equipment Costs	16,428.93	20,100.04	6,369.54	7,467.89
Advertising & Public Relations	4,237.61	4,584.51	400.69	166.49
Transportation Costs	-	-	832.40	1,144.44
Miscellaneous Other Expenses	1,917.70	1,880.09	2,398.43	1,980.00
Depr. & Amort. Expense	8,283.47	9,032.02	3,824.46	3,714.64
<b>Total Expenses</b>	<b>109,878.71</b>	<b>104,335.19</b>	<b>70,364.43</b>	<b>61,938.18</b>
<b>CHANGE IN NET ASSETS</b>	<b>(27,955.21)</b>	<b>(14,542.37)</b>	<b>(1,670.35)</b>	<b>4,657.21</b>

	Total Vocational (Business) Income		Administrative Expense & Fundraising	
	Year-to Date Actual	Last Year at This Time	Year-to Date Actual	Last Year at This Time
<b>REVENUE &amp; SUPPORT</b>				
Program Service Income	-	-	-	-
Vocational (Business) Income	334,106.76	460,183.82	-	-
Contributions	-	-	191,213.04	40,393.36
Investment Income	-	-	13,329.58	40,010.07
Miscellaneous Income	-	-	1,200.13	2,054.10
<b>Total Income</b>	<b>334,106.76</b>	<b>460,183.82</b>	<b>205,742.75</b>	<b>82,457.53</b>
<b>EXPENDITURES</b>				
Cost of Goods Sold	0.00	(1,897.86)	-	-
Staff Wages & Related Costs	137,179.79	123,691.69	235,475.04	240,374.53
Client Wages & Related Costs	172,366.27	252,553.45	-	-
Program & Office Supplies	6,028.83	9,856.84	5,511.78	4,799.30
Building & Equipment Costs	44,514.46	51,525.00	18,288.21	14,575.97
Advertising & Public Relations	4,803.89	5,618.90	3,027.39	3,871.77
Transportation Costs	3,048.81	3,609.35	-	-
Miscellaneous Other Expenses	4,398.78	3,897.54	24,702.75	32,064.36
Depr. & Amort. Expense	24,756.98	24,833.73	29,307.34	26,076.91
<b>Total Expenses</b>	<b>397,097.81</b>	<b>473,688.64</b>	<b>316,312.51</b>	<b>321,762.84</b>
<b>CHANGE IN NET ASSETS</b>	<b>(62,991.05)</b>	<b>(13,504.82)</b>	<b>(110,569.76)</b>	<b>(239,305.31)</b>

Unaudited Internal Purposes Only

# WACOSA

## Summarized Statement of Programs and Vocational (Business) Activities As of March 31, 2020

	Total Activity Year-to-Date	
	Year-to Date Actual	Last Year at This Time
REVENUE & SUPPORT		
Program Service Income	1,475,773.97	1,582,952.52
Vocational (Business) Income	334,106.76	460,183.82
Contributions	191,213.04	40,393.36
Investment Income	13,329.58	40,010.07
Miscellaneous Income	1,200.13	2,054.10
<b>Total Income</b>	<b>2,015,623.48</b>	<b>2,125,593.87</b>
EXPENDITURES		
Cost of Goods Sold	0.00	(1,897.86)
Staff Wages & Related Costs	1,504,156.95	1,451,711.61
Client Wages & Related Costs	184,438.70	266,040.28
Program & Office Supplies	18,749.54	22,527.24
Building & Equipment Costs	122,902.26	125,113.94
Advertising & Public Relations	7,904.20	9,744.43
Transportation Costs	101,848.39	113,676.68
Miscellaneous Other Expenses	29,544.95	36,464.72
Depr. & Amort. Expense	106,129.08	97,059.30
<b>Total Expenses</b>	<b>2,075,674.07</b>	<b>2,120,440.34</b>
<b>CHANGE IN NET ASSETS</b>	<b>(60,050.59)</b>	<b>5,153.53</b>

Unaudited Internal Purposes Only