

## Washington Poison Center Balance Sheet Prev Year Comparison As of June 30, 2020

	Jun 30, 20	Jun 30, 19	\$ Change	% Change	
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1010 · Marketplace Check 19033224 BUS	106,305.94	369,113.93	-262,807.99	-71.2%	
1020 · Payroll check Acct 19033216	150,830.80	41,758.90	109,071.90	261.19%	
1073 · Money Market Account 4861191908	1,931,774.88	1,728,259.60	203,515.28	11.78%	
1074 · Operation Reserves	639,358.42	103,479.14	535,879.28	517.86%	
1081 · CDs - Temp Restricted					
1088 · CD - Umpqua Bank 4861700377	103,875.06	102,600.33	1,274.73	1.24%	This CD has matured
<b>Total 1081 · CDs - Temp Restricted</b>	<b>103,875.06</b>	<b>102,600.33</b>	<b>1,274.73</b>	<b>1.24%</b>	
<b>Total Checking/Savings</b>	<b>2,932,145.10</b>	<b>2,345,211.90</b>	<b>586,933.20</b>	<b>25.03%</b>	W/ Current exp. 8 months operations W/Critical exp. 10 months operations
<b>Accounts Receivable</b>					
<b>1110 · Accounts receivable</b>					
1111 · State Contract - A/R	545,847.01	416,768.01	129,079.00	30.97%	
1114 · Education Materials - A/R	0.00	48.55	-48.55	-100.0%	
1115 · Studies - A/R	10,052.94	2,000.00	8,052.94	402.65%	
1116 · Grant Misc. - A/R	625.00	35,000.00	-34,375.00	-98.21%	
1122 · Data Sales-A/R	8,625.00	1,000.00	7,625.00	762.5%	
1124 · Contracted Services	3,100.00	0.00	3,100.00	100.0%	
1130 · After Hours Support - A/R	2,225.00	733.34	1,491.66	203.41%	
1133 · Expert Services	0.00	4,725.00	-4,725.00	-100.0%	
<b>Total 1110 · Accounts receivable</b>	<b>570,474.95</b>	<b>460,274.90</b>	<b>110,200.05</b>	<b>23.94%</b>	
1123 · Education	2,500.00	0.00	2,500.00	100.0%	
<b>Total Accounts Receivable</b>	<b>572,974.95</b>	<b>460,274.90</b>	<b>112,700.05</b>	<b>24.49%</b>	W/current exp. An additional 1.9 months W/critical exp. An additional 2.28 months
<b>Other Current Assets</b>					
1120 · Inventory Asset	18,760.52	21,249.05	-2,488.53	-11.71%	
1450 · Prepaid expenses	4,464.89	81,531.45	-77,066.56	-94.52%	
1460 · Accrued Revenue	0.00	-1.01	1.01	100.0%	
<b>Total Other Current Assets</b>	<b>23,225.41</b>	<b>102,779.49</b>	<b>-79,554.08</b>	<b>-77.4%</b>	
<b>Total Current Assets</b>	<b>3,528,345.46</b>	<b>2,908,266.29</b>	<b>620,079.17</b>	<b>21.32%</b>	
<b>Fixed Assets</b>					
1601 · Mr Yuk Mobile - 1	27,880.20	27,880.20	0.00	0.0%	

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	<u>Jun 30, 20</u>	<u>Jun 30, 19</u>	<u>\$ Change</u>	<u>% Change</u>	
1621 · Office Furniture	75,703.15	75,703.15	0.00	0.0%	
1622 · Office Equipment	79,936.73	79,936.73	0.00	0.0%	
1623 · Computer Assets	369,417.48	198,068.37	171,349.11	86.51%	Increase in computer assets as expected
1624 · Telephone Equipment	15,935.51	15,935.51	0.00	0.0%	
1627 · Accum deprec-Comp Equip FD	-27,432.55	-26,967.88	-464.67	-1.72%	
1628 · Computer & Phone Equipment - FD	26,967.91	26,967.91	0.00	0.0%	
1630 · LH Improvements	100,958.31	100,958.31	0.00	0.0%	
1640 · Furniture, fixtures, & equip	-65,959.59	50,549.53	-116,509.12	-230.49%	
1745 · Accum deprec- furn,fix,equip	-303,845.19	-303,845.19	0.00	0.0%	
1750 · Accum. Deprec. Vehicle	-9,293.40	-4,182.03	-5,111.37	-122.22%	
<b>Total Fixed Assets</b>	<u>290,268.56</u>	<u>241,004.61</u>	<u>49,263.95</u>	<u>20.44%</u>	
<b>TOTAL ASSETS</b>	<u><b>3,818,614.02</b></u>	<u><b>3,149,270.90</b></u>	<u><b>669,343.12</b></u>	<u><b>21.25%</b></u>	
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2010 · Accounts payable	4,866.50	996.57	3,869.93	388.33%	
<b>Total Accounts Payable</b>	<u>4,866.50</u>	<u>996.57</u>	<u>3,869.93</u>	<u>388.33%</u>	
<b>Credit Cards</b>					
<b>2050 · VISA Cardmember Services</b>					
2053 · VISA - O'Connor-1426	0.00	2,033.86	-2,033.86	-100.0%	
2055 · VISA - Binks-1387	0.00	3,239.64	-3,239.64	-100.0%	
2056 · VISA - Liebelt - 3374	10.75	1,705.05	-1,694.30	-99.37%	
2057 · VISA - Patel - 5402	0.00	1,870.65	-1,870.65	-100.0%	
2058 · VISA - Von Derau - 5361	0.00	844.90	-844.90	-100.0%	
2059 · VISA - Monteleone - 3988	0.00	46.08	-46.08	-100.0%	
2060 · VISA - Ranier 4617	116.70	374.69	-257.99	-68.85%	
2061 · VISA - Russell-1616	372.19	168.56	203.63	120.81%	
2062 · VISA - Piwen - 7031	58.95	0.00	58.95	100.0%	
2064 · VISA - King - 7476	40.23	0.00	40.23	100.0%	
2065 · VISA - Churchill - 5580	84.82	0.00	84.82	100.0%	
2050 · VISA Cardmember Services - Other	0.00	-8,304.28	8,304.28	100.0%	

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	<u>Jun 30, 20</u>	<u>Jun 30, 19</u>	<u>\$ Change</u>	<u>% Change</u>	
Total 2050 · VISA Cardmember Services	683.64	1,979.15	-1,295.51	-65.46%	
<b>Total Credit Cards</b>	<b>683.64</b>	<b>1,979.15</b>	<b>-1,295.51</b>	<b>-65.46%</b>	
<b>Other Current Liabilities</b>					
2111 · Accrued 125 Plan Withholding	744.87	0.00	744.87	100.0%	
2112 · Accrued FSA Employee Dep Med	5,515.91	1,725.23	3,790.68	219.72%	
2117 · Accrued 401K Employer	0.89	2,118.20	-2,117.31	-99.96%	
2119 · Employee Portion Med PPO	475.91	0.00	475.91	100.0%	
2131 · Accrued payroll taxes - PFML	19.14	328.86	-309.72	-94.18%	
2132 · Accrued payroll taxes L&I EE	1,610.12	1,555.79	54.33	3.49%	
2133 · Accrued payroll taxes L&I ER	2,486.81	0.00	2,486.81	100.0%	
2140 · Accrued sales taxes	85.29	69.30	15.99	23.07%	
2155 · Accrued Medical Contract Pmts	0.00	1,000.00	-1,000.00	-100.0%	
2156 · Accrued Retainers					
2157 · Spokane Reg Health Dst Retainer	2,500.00	2,500.00	0.00	0.0%	
<b>Total 2156 · Accrued Retainers</b>	<b>2,500.00</b>	<b>2,500.00</b>	<b>0.00</b>	<b>0.0%</b>	
2160 · Vacation Accrual	195,618.00	195,618.00	0.00	0.0%	This amount will be adjusted for the new fiscal year
2165 · Deferred Lease Liability	81,685.14	93,916.14	-12,231.00	-13.02%	
<b>Total Other Current Liabilities</b>	<b>290,742.08</b>	<b>298,831.52</b>	<b>-8,089.44</b>	<b>-2.71%</b>	
<b>Total Current Liabilities</b>	<b>296,292.22</b>	<b>301,807.24</b>	<b>-5,515.02</b>	<b>-1.83%</b>	
<b>Long Term Liabilities</b>					
2777 · FP Postage Meter Lease	0.00	500.00	-500.00	-100.0%	
2778 · Copiers NW Copier Lease	3,714.92	8,880.42	-5,165.50	-58.17%	
2779 · Trebron Lease-EquaLogic SAN #2	467.80	3,381.29	-2,913.49	-86.17%	
<b>Total Long Term Liabilities</b>	<b>4,182.72</b>	<b>12,761.71</b>	<b>-8,578.99</b>	<b>-67.22%</b>	
<b>Total Liabilities</b>	<b>300,474.94</b>	<b>314,568.95</b>	<b>-14,094.01</b>	<b>-4.48%</b>	
<b>Equity</b>					
3001 · Opening Bal Equity	613.18	0.00	613.18	100.0%	
3010 · Unrestrict (retained earnings)	2,835,481.68	2,352,120.62	483,361.06	20.55%	
<b>Net Income</b>	<b>682,044.22</b>	<b>482,581.33</b>	<b>199,462.89</b>	<b>41.33%</b>	
<b>Total Equity</b>	<b>3,518,139.08</b>	<b>2,834,701.95</b>	<b>683,437.13</b>	<b>24.11%</b>	
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>3,818,614.02</u></b>	<b><u>3,149,270.90</u></b>	<b><u>669,343.12</u></b>	<b><u>21.25%</u></b>	

Washington Poison Center  
Profit & Loss  
July 2019 through June 2020

	<u>Jul '19 - Jun 20</u>	<u>Jul '18 - Jun 19</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4000 · Revenue and Other Support				
4001 · Government Funding				
4010 · State DOH Program	1,480,620.00	1,046,089.00	434,531.00	41.54%
4013 · DOH Pass Through (PDEX)	10,000.00	0.00	10,000.00	100.0%
4014 · Dept. Of Commerce Direct	110,555.38	0.00	110,555.38	100.0% Capital Budget
4016 · WA Health Care Authority	1,944,008.01	1,794,012.00	149,996.01	8.36%
4017 · HB 1047 Survey	28,880.00	0.00	28,880.00	100.0%
4020 · Federal Grant - Enhancement	428,469.16	389,318.80	39,150.36	10.06%
4021 · Emergency Preparedness	194,967.00	94,517.94	100,449.06	106.28% Pandemic
4022 · Public Health After Hrs Support	22,650.15	5,816.78	16,833.37	289.39%
4023 · Emergency Gov. Grants/Funding	51,598.32	0.00	51,598.32	100.0% CARES Act
Total 4001 · Government Funding	4,271,748.02	3,329,754.52	941,993.50	28.29% significant increase
4140 · Gifts in kind - GAAP				
4141 · Gifts in kind - phone	24,000.00	25,068.68	-1,068.68	-4.26%
4143 · Gift In Kind - office space	4,999.92	4,999.92	0.00	0.0%
4145 · Software/Technical	19,500.00	3,600.00	15,900.00	441.67%
4140 · Gifts in kind - GAAP - Other	0.00	1,200.00	-1,200.00	-100.0%
Total 4140 · Gifts in kind - GAAP	48,499.92	34,868.60	13,631.32	39.09%
4210 · Donations				
4236 · Donations-Employee	3,020.00	610.00	2,410.00	395.08%
4237 · Board Member Donations	2,595.63	4,357.00	-1,761.37	-40.43%
4238 · Individual Donations	4,939.46	5,703.58	-764.12	-13.4%
4239 · Corporate Donations	2,225.32	0.00	2,225.32	100.0%
4241 · Honorarium Donations	1,601.00	2,996.56	-1,395.56	-46.57%
4242 · Misc Donations	470.03	287.45	182.58	63.52%
4210 · Donations - Other	0.00	12,851.27	-12,851.27	-100.0%
Total 4210 · Donations	14,851.44	26,805.86	-11,954.42	-44.6%
4250 · Grants				
4251 · City Grants	38,037.25	0.00	38,037.25	100.0%
4252 · Program Related	625.00	65,715.00	-65,090.00	-99.05%

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4260 · Education Related	7,000.00	35,000.00	-28,000.00	-80.0%	
<b>Total 4250 · Grants</b>	<b>45,662.25</b>	<b>100,715.00</b>	<b>-55,052.75</b>	<b>-54.66%</b>	Decrease due to last year's BOEING grant and Lead Shop
4270 · Fundraising					
4220 · Hospital Fair Share Program	443,750.00	460,250.00	-16,500.00	-3.59%	
<b>Total 4270 · Fundraising</b>	<b>443,750.00</b>	<b>460,250.00</b>	<b>-16,500.00</b>	<b>-3.59%</b>	
4300 · Education/Training					
4301 · Education Materials	183.80	1,183.14	-999.34	-84.47%	
4302 · Education Seminars	6,150.00	0.00	6,150.00	100.0%	
<b>Total 4300 · Education/Training</b>	<b>6,333.80</b>	<b>1,183.14</b>	<b>5,150.66</b>	<b>435.34%</b>	
4350 · Studies/Research					
4351 · Studies	82,393.50	72,987.62	9,405.88	12.89%	
4352 · Contract Service Fees	3,175.00	1,500.00	1,675.00	111.67%	
<b>Total 4350 · Studies/Research</b>	<b>85,568.50</b>	<b>74,487.62</b>	<b>11,080.88</b>	<b>14.88%</b>	
4380 · Sales and Services					
4381 · Data Sales	11,975.00	7,800.00	4,175.00	53.53%	
4382 · Expert Services	13,992.00	10,900.00	3,092.00	28.37%	
4383 · Presentations	1,950.00	600.00	1,350.00	225.0%	
<b>Total 4380 · Sales and Services</b>	<b>27,917.00</b>	<b>19,300.00</b>	<b>8,617.00</b>	<b>44.65%</b>	
4425 · Miscellaneous revenue	8,100.00	7,500.00	600.00	8.0%	
<b>Total 4000 · Revenue and Other Support</b>	<b>4,952,430.93</b>	<b>4,054,864.74</b>	<b>897,566.19</b>	<b>22.14%</b>	We expected an increase in revenue for this FY
<b>Total Income</b>	<b>4,952,430.93</b>	<b>4,054,864.74</b>	<b>897,566.19</b>	<b>22.14%</b>	
<b>Cost of Goods Sold</b>					
5000 · Cost of Goods Sold	0.00	15,364.51	-15,364.51	-100.0%	
<b>Total COGS</b>	<b>0.00</b>	<b>15,364.51</b>	<b>-15,364.51</b>	<b>-100.0%</b>	
<b>Gross Profit</b>	<b>4,952,430.93</b>	<b>4,039,500.23</b>	<b>912,930.70</b>	<b>22.6%</b>	
<b>Expense</b>					
18125 · Maintenance Remodel	0.00	0.00	0.00	0.0%	
66900 · Reconciliation Discrepancies	0.00	-0.39	0.39	100.0%	
7200 · Salaries & Related Expenses					
7210 · Officers & Directors Salaries	286,052.76	316,249.73	-30,196.97	-9.55%	
7220 · Salaries & Wages					
7225 · Fundraising - Development	11,144.71	86,955.56	-75,810.85	-87.18%	

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7226 · Health Education	167,525.96	121,733.45	45,792.51	37.62%	
7227 · Administrative	288,424.35	139,625.69	148,798.66	106.57%	
7228 · Per Diem	8,692.84	0.00	8,692.84	100.0%	
7229 · Call Center	2,055,654.46	1,577,587.61	478,066.85	30.3%	
<b>Total 7220 · Salaries &amp; Wages</b>	<b>2,531,442.32</b>	<b>1,925,902.31</b>	<b>605,540.01</b>	<b>31.44%</b>	<b>Increase expected</b>
<b>7230 · Pension Plan Contributions</b>					
7235 · Fundraising - Development	141.10	293.65	-152.55	-51.95%	
7236 · Health Education	1,515.16	5,448.94	-3,933.78	-72.19%	
7237 · Administrative	2,394.93	951.30	1,443.63	151.75%	
7239 · Call Center	49,677.27	51,505.13	-1,827.86	-3.55%	
<b>Total 7230 · Pension Plan Contributions</b>	<b>53,728.46</b>	<b>58,199.02</b>	<b>-4,470.56</b>	<b>-7.68%</b>	
<b>7240 · Employee Benefits - not pension</b>					
7245 · Fundraising - Development	1,116.75	7,380.12	-6,263.37	-84.87%	
7246 · Health Education	15,613.75	15,503.36	110.39	0.71%	
7247 · Administrative	30,549.83	24,736.24	5,813.59	23.5%	
7249 · Call Center	150,364.96	169,629.00	-19,264.04	-11.36%	
<b>Total 7240 · Employee Benefits - not pension</b>	<b>197,645.29</b>	<b>217,248.72</b>	<b>-19,603.43</b>	<b>-9.02%</b>	
<b>7250 · Payroll taxes</b>					
7255 · Fundraising - Development	907.55	9,464.90	-8,557.35	-90.41%	
7256 · Health Education	14,576.90	11,831.52	2,745.38	23.2%	
7257 · Administrative	24,448.50	10,907.69	13,540.81	124.14%	
7258 · Per Diem	852.60	0.00	852.60	100.0%	
7259 · Call Center	184,949.67	145,809.96	39,139.71	26.84%	
<b>Total 7250 · Payroll taxes</b>	<b>225,735.22</b>	<b>178,014.07</b>	<b>47,721.15</b>	<b>26.81%</b>	
<b>Total 7200 · Salaries &amp; Related Expenses</b>	<b>3,294,604.05</b>	<b>2,695,613.85</b>	<b>598,990.20</b>	<b>22.22%</b>	<b>Raises, new staff, ect..</b>
<b>7300 · Contracted Medical Direction</b>					
7301 · Contracted Medical Director(s)	54,024.00	49,641.33	4,382.67	8.83%	
7302 · Contr. Consulting Toxicologists	48,292.00	42,540.00	5,752.00	13.52%	
<b>Total 7300 · Contracted Medical Direction</b>	<b>102,316.00</b>	<b>92,181.33</b>	<b>10,134.67</b>	<b>10.99%</b>	
<b>7500 · Other Personnel Expenses</b>					
<b>7515 · Contractors</b>					
7516 · Education	4,240.67	0.00	4,240.67	100.0%	interim ed. Staff

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7518 · Call Center	55,001.00	6,045.00	48,956.00	809.86%	CSW program
<b>Total 7515 · Contractors</b>	59,241.67	6,045.00	53,196.67	880.01%	
7520 · Administrative Contracted Servi	0.00	400.00	-400.00	-100.0%	
7540 · Professional fees - HR	1,950.00	2,000.00	-50.00	-2.5%	
7550 · Temporary Help	0.00	6,000.00	-6,000.00	-100.0%	
7560 · H/R Resources	13,676.41	21,358.99	-7,682.58	-35.97%	
<b>7570 · Staff Development</b>					
7571 · Career Improvement Program	764.00	4,006.89	-3,242.89	-80.93%	
7572 · Employee Recognition	1,721.30	4,350.72	-2,629.42	-60.44%	
7573 · Employee Meals/Events	5,316.38	3,672.25	1,644.13	44.77%	
7574 · Employee training	1,949.34	963.68	985.66	102.28%	
7575 · Misc.	5.51	0.00	5.51	100.0%	
7570 · Staff Development - Other	0.00	350.00	-350.00	-100.0%	
<b>Total 7570 · Staff Development</b>	9,756.53	13,343.54	-3,587.01	-26.88%	
7500 · Other Personnel Expenses - Other	0.00	0.00	0.00	0.0%	
<b>Total 7500 · Other Personnel Expenses</b>	84,624.61	49,147.53	35,477.08	72.19%	
<b>8000 · Yuk Mobile</b>					
8001 · Insurance	4,426.96	-0.36	4,427.32	1,229,811.11%	
8002 · Parking	26.00	0.00	26.00	100.0%	
8003 · Taxes & Licensing	508.25	42.66	465.59	1,091.4%	
8004 · Fuel	437.58	406.85	30.73	7.55%	
8005 · Maintenance & Service	108.71	87.12	21.59	24.78%	
8006 · Misc.	30.00	4,696.31	-4,666.31	-99.36%	
<b>Total 8000 · Yuk Mobile</b>	5,537.50	5,232.58	304.92	5.83%	
<b>8100 · Operations &amp; General Exp</b>					
<b>8110 · Supplies</b>					
8111 · General Office Supplies	7,054.24	11,259.24	-4,205.00	-37.35%	
8112 · Education Dept Supplies	399.38	2,236.27	-1,836.89	-82.14%	
8113 · Furniture-Equip (non asset)	2,477.93	27,368.17	-24,890.24	-90.95%	
<b>Total 8110 · Supplies</b>	9,931.55	40,863.68	-30,932.13	-75.7%	
8115 · Meals - Poison Center	373.19	1,268.84	-895.65	-70.59%	
8123 · Information Technology					

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	<u>Jul '19 - Jun 20</u>	<u>Jul '18 - Jun 19</u>	<u>\$ Change</u>	<u>% Change</u>
8124 · IT Hardware & Equip	364.00	0.00	364.00	100.0%
8125 · Maint. Agreements	11,342.12	0.00	11,342.12	100.0%
8126 · IT Services	101,250.73	143,919.25	-42,668.52	-29.65%
8127 · IT Supplies	13,429.62	3,599.03	9,830.59	273.15%
8128 · IT Software	2,458.98	782.27	1,676.71	214.34%
8129 · IT Licenses/subscriptions	8,494.84	0.00	8,494.84	100.0%
8123 · Information Technology - Other	0.00	0.00	0.00	0.0%
<b>Total 8123 · Information Technology</b>	<b>137,340.29</b>	<b>148,300.55</b>	<b>-10,960.26</b>	<b>-7.39%</b>
<b>8130 · Telephone &amp; telecommunications</b>				
8131 · Cellphone reimbursement	390.36	0.00	390.36	100.0%
8132 · Program Tele-Communications	55,977.92	2,971.36	53,006.56	1,783.92%
8130 · Telephone & telecommunications	0.00	37,429.39	-37,429.39	-100.0%
<b>Total 8130 · Telephone &amp; telecommunications</b>	<b>56,368.28</b>	<b>40,400.75</b>	<b>15,967.53</b>	<b>39.52%</b>
8133 · Professional Services	312.00	4,909.00	-4,597.00	-93.64%
8135 · Database - References	93,481.19	91,482.52	1,998.67	2.19%
8140 · Postage, shipping, delivery	8,469.41	11,067.63	-2,598.22	-23.48%
8141 · Printing & copying	6,465.16	5,531.98	933.18	16.87%
8142 · Books, Subscriptions, Reference	4,352.13	4,435.85	-83.72	-1.89%
8143 · Records Storage & Shredding	1,717.12	2,216.33	-499.21	-22.52%
<b>8151 · Education &amp; Outreach</b>				
5500 · Education Materials	51,308.43	0.00	51,308.43	100.0%
<b>Total 8151 · Education &amp; Outreach</b>	<b>51,308.43</b>	<b>0.00</b>	<b>51,308.43</b>	<b>100.0%</b>
8185 · Licensing	222.05	1,513.20	-1,291.15	-85.33%
<b>8195 · Gifts in Kind - non-personnel</b>				
4144 · Software/Programs	19,100.00	3,600.00	15,500.00	430.56%
8196 · Gifts In-Kind, Phone	24,000.00	25,068.68	-1,068.68	-4.26%
8195 · Gifts in Kind - non-personnel - Other	400.00	1,200.00	-800.00	-66.67%
<b>Total 8195 · Gifts in Kind - non-personnel</b>	<b>43,500.00</b>	<b>29,868.68</b>	<b>13,631.32</b>	<b>45.64%</b>
<b>Total 8100 · Operations &amp; General Exp</b>	<b>413,840.80</b>	<b>381,859.01</b>	<b>31,981.79</b>	<b>8.38%</b>
<b>8200 · Occupancy expenses</b>				
8201 · Lease - Occupancy	114,797.32	113,530.85	1,266.47	1.12%
8202 · Office Maintenance	1,167.91	336.11	831.80	247.48%



Washington Poison Center  
Profit & Loss  
July 2019 through June 2020

	<u>Jul '19 - Jun 20</u>	<u>Jul '18 - Jun 19</u>	<u>\$ Change</u>	<u>% Change</u>
8203 · Spokane Parking	769.54	610.14	159.40	26.13%
8205 · Donated facilities - GAAP	4,999.92	4,999.92	0.00	0.0%
<b>Total 8200 · Occupancy expenses</b>	<b>121,734.69</b>	<b>119,477.02</b>	<b>2,257.67</b>	<b>1.89%</b>
<b>8300 · Travel &amp; Conference</b>				
8301 · Airfare/Travel Costs	6,976.66	10,362.00	-3,385.34	-32.67%
8302 · Registration/Booth Fees	8,049.00	9,089.00	-1,040.00	-11.44%
8303 · Hotel	9,219.58	10,638.09	-1,418.51	-13.33%
8304 · Parking	265.36	512.10	-246.74	-48.18%
8305 · Meals (while traveling)	2,575.31	5,351.33	-2,776.02	-51.88%
8306 · Mileage Reimbursement	3,809.20	6,461.03	-2,651.83	-41.04%
<b>Total 8300 · Travel &amp; Conference</b>	<b>30,895.11</b>	<b>42,413.55</b>	<b>-11,518.44</b>	<b>-27.16%</b>
<b>8400 · Depreciation &amp; amortization exp</b>				
8450 · Deprec & amort - allowable	122,085.16	47,157.00	74,928.16	158.89%
<b>Total 8400 · Depreciation &amp; amortization exp</b>	<b>122,085.16</b>	<b>47,157.00</b>	<b>74,928.16</b>	<b>158.89%</b>
<b>8500 · Other Business Expenses</b>				
8501 · Consulting Fees	0.00	153.45	-153.45	-100.0%
8502 · Professional Fees	0.00	17,033.91	-17,033.91	-100.0%
8503 · Insurance - Business	23,347.93	25,033.83	-1,685.90	-6.73%
8504 · Membership Dues - Organization	8,661.02	9,032.60	-371.58	-4.11%
8505 · Fundraising	0.00	1,900.00	-1,900.00	-100.0%
8506 · Accounting Fees	18,308.24	17,907.82	400.42	2.24%
8507 · Legal Fees	585.00	4,859.75	-4,274.75	-87.96%
8520 · Advertising & Marketing	8,464.57	14,582.50	-6,117.93	-41.95%
<b>8530 · Promotional Events</b>				
8532 · Education	850.00	0.00	850.00	100.0%
8530 · Promotional Events - Other	0.00	6,789.88	-6,789.88	-100.0%
<b>Total 8530 · Promotional Events</b>	<b>850.00</b>	<b>6,789.88</b>	<b>-5,939.88</b>	<b>-87.48%</b>
8580 · Lobbying	27,074.64	19,045.00	8,029.64	42.16%
<b>8585 · Donation Processing Fees</b>				
8586 · Network for Good	0.00	129.25	-129.25	-100.0%
8585 · Donation Processing Fees - Other	0.00	62.00	-62.00	-100.0%
<b>Total 8585 · Donation Processing Fees</b>	<b>0.00</b>	<b>191.25</b>	<b>-191.25</b>	<b>-100.0%</b>

Washington Poison Center  
Profit & Loss  
July 2019 through June 2020

	<u>Jul '19 - Jun 20</u>	<u>Jul '18 - Jun 19</u>	<u>\$ Change</u>	<u>% Change</u>
8590 · Other Expenses	722.99	1,640.00	-917.01	-55.92%
8596 · Bank Charges				
8597 · Credit Card Processing Charges	15.00	89.10	-74.10	-83.17%
8598 · Bank Service Charges	675.00	484.39	190.61	39.35%
<b>Total 8596 · Bank Charges</b>	<u>690.00</u>	<u>573.49</u>	<u>116.51</u>	<u>20.32%</u>
<b>Total 8500 · Other Business Expenses</b>	<u>88,704.39</u>	<u>118,743.48</u>	<u>-30,039.09</u>	<u>-25.3%</u>
8600 · Business Tax Expenses				
8601 · State & County Tax	10.00	146.50	-136.50	-93.17%
8615 · Interest Expense - General	467.29	887.08	-419.79	-47.32%
8620 · Sales Taxes	6,813.02	6,881.19	-68.17	-0.99%
8630 · UBI Taxes	1,236.51	2,704.45	-1,467.94	-54.28%
<b>Total 8600 · Business Tax Expenses</b>	<u>8,526.82</u>	<u>10,619.22</u>	<u>-2,092.40</u>	<u>-19.7%</u>
8700 · Board Expense				
8710 · WAPC Board Expense	1,895.58	508.80	1,386.78	272.56%
<b>Total 8700 · Board Expense</b>	<u>1,895.58</u>	<u>508.80</u>	<u>1,386.78</u>	<u>272.56%</u>
<b>Total Expense</b>	<u>4,274,764.71</u>	<u>3,562,952.98</u>	<u>711,811.73</u>	<u>19.98%</u>
<b>Net Ordinary Income</b>	<u>677,666.22</u>	<u>476,547.25</u>	<u>201,118.97</u>	<u>42.2%</u>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
80100 · Interest Income	4,378.00	6,034.08	-1,656.08	-27.45%
<b>Total Other Income</b>	<u>4,378.00</u>	<u>6,034.08</u>	<u>-1,656.08</u>	<u>-27.45%</u>
<b>Other Expense</b>				
10100 · Remodel				
10203 · Permits	0.00	0.00	0.00	0.0%
10210 · Sales Tax	0.00	0.00	0.00	0.0%
10100 · Remodel - Other	0.00	0.00	0.00	0.0%
<b>Total 10100 · Remodel</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>Total Other Expense</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>Net Other Income</b>	<u>4,378.00</u>	<u>6,034.08</u>	<u>-1,656.08</u>	<u>-27.45%</u>
<b>Net Income</b>	<u><u>682,044.22</u></u>	<u><u>482,581.33</u></u>	<u><u>199,462.89</u></u>	<u><u>41.33%</u></u>
80% of net income to deposit into Reser	<b>545,635.38</b>			

## Washington Poison Center Profit & Loss Budget vs. Actual July 2019 through June 2020

Bu

	Jul '19 - Jun 20	Budget	\$ Over Budget	% of Budget	
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>4000 · Revenue and Other Support</b>					
<b>4001 · Government Funding</b>					
4010 · State DOH Program	1,480,620.00	1,480,620.00	0.00	100.0%	
4013 · DOH Pass Through (PDEX)	10,000.00	58,000.00	-48,000.00	17.24%	
4014 · Dept. Of Commerce Direct	110,555.38	147,000.00	-36,444.62	75.21%	Capital Budget
4016 · WA Health Care Authority	1,944,008.01	1,944,016.00	-7.99	100.0%	
4017 · HB 1047 Survey	28,880.00	93,000.00	-64,120.00	31.05%	
4020 · Federal Grant - Enhancement	428,469.16	435,264.00	-6,794.84	98.44%	
4021 · Emergency Preparedness	194,967.00	0.00	194,967.00	100.0%	This is income we can't predict
4022 · Public Health After Hrs Support	22,650.15	20,000.00	2,650.15	113.25%	
4023 · Emergency Gov. Grants/Funding	51,598.32				CARES Act. Didn't predict
<b>Total 4001 · Government Funding</b>	<b>4,271,748.02</b>	<b>4,177,900.00</b>	<b>93,848.02</b>	<b>102.25%</b>	<b>Pandemic</b>
<b>4140 · Gifts in kind - GAAP</b>					
4141 · Gifts in kind - phone	24,000.00	24,000.00	0.00	100.0%	
4143 · Gift In Kind - office space	4,999.92	5,000.00	-0.08	100.0%	
4145 · Software/Technical	19,500.00	4,800.00	14,700.00	406.25%	
4140 · Gifts in kind - GAAP - Other	0.00	0.00	0.00	0.0%	
<b>Total 4140 · Gifts in kind - GAAP</b>	<b>48,499.92</b>	<b>33,800.00</b>	<b>14,699.92</b>	<b>143.49%</b>	
<b>4210 · Donations</b>					
4230 · Foundation & Trust Donations	0.00	0.00	0.00	0.0%	
4235 · General Donations	0.00	0.00	0.00	0.0%	
4236 · Donations-Employee	3,020.00	500.00	2,520.00	604.0%	
4237 · Board Member Donations	2,595.63				
4238 · Individual Donations	4,939.46	10,000.00	-5,060.54	49.4%	
4239 · Corporate Donations	2,225.32				
4241 · Honorarium Donations	1,601.00	1,000.00	601.00	160.1%	
4242 · Misc Donations	470.03	4,000.00	-3,529.97	11.75%	
4210 · Donations - Other	0.00	1,000.00	-1,000.00	0.0%	
<b>Total 4210 · Donations</b>	<b>14,851.44</b>	<b>16,500.00</b>	<b>-1,648.56</b>	<b>90.01%</b>	
<b>4250 · Grants</b>					

## Washington Poison Center Profit & Loss Budget vs. Actual July 2019 through June 2020

Bu

	Jul '19 - Jun 20	Budget	\$ Over Budget	% of Budget	
4251 · City Grants	38,037.25				
4252 · Program Related	625.00	25,000.00	-24,375.00	2.5%	
4260 · Education Related	7,000.00	50,000.00	-43,000.00	14.0%	
<b>Total 4250 · Grants</b>	<b>45,662.25</b>	<b>75,000.00</b>	<b>-29,337.75</b>	<b>60.88%</b>	<b>Underestimated grant funds</b>
<b>4270 · Fundraising</b>					
4220 · Hospital Fair Share Program	443,750.00	375,000.00	68,750.00	118.33%	
4270 · Fundraising - Other	0.00	0.00	0.00	0.0%	
<b>Total 4270 · Fundraising</b>	<b>443,750.00</b>	<b>375,000.00</b>	<b>68,750.00</b>	<b>118.33%</b>	
<b>4300 · Education/Training</b>					
4301 · Education Materials	183.80	500.00	-316.20	36.76%	
4302 · Education Seminars	6,150.00				
<b>Total 4300 · Education/Training</b>	<b>6,333.80</b>	<b>500.00</b>	<b>5,833.80</b>	<b>1,266.76%</b>	
<b>4350 · Studies/Research</b>					
4351 · Studies	82,393.50	70,000.00	12,393.50	117.71%	
4352 · Contract Service Fees	3,175.00	2,000.00	1,175.00	158.75%	
<b>Total 4350 · Studies/Research</b>	<b>85,568.50</b>	<b>72,000.00</b>	<b>13,568.50</b>	<b>118.85%</b>	
<b>4380 · Sales and Services</b>					
4381 · Data Sales	11,975.00	2,000.00	9,975.00	598.75%	
4382 · Expert Services	13,992.00	5,000.00	8,992.00	279.84%	
4383 · Presentations	1,950.00				
<b>Total 4380 · Sales and Services</b>	<b>27,917.00</b>	<b>7,000.00</b>	<b>20,917.00</b>	<b>398.81%</b>	
4410 · Uncategorized Income	0.00	850.00	-850.00	0.0%	
4425 · Miscellaneous revenue	8,100.00	1,000.00	7,100.00	810.0%	<b>AAPCC surplus</b>
<b>Total 4000 · Revenue and Other Support</b>	<b>4,952,430.93</b>	<b>4,759,550.00</b>	<b>192,880.93</b>	<b>104.05%</b>	
<b>Total Income</b>	<b>4,952,430.93</b>	<b>4,759,550.00</b>	<b>192,880.93</b>	<b>104.05%</b>	<b>Cares act, HFS, Emergency preparedness</b>
<b>Cost of Goods Sold</b>					
5000 · Cost of Goods Sold	0.00	0.00	0.00	0.0%	
<b>Total COGS</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	
<b>Gross Profit</b>	<b>4,952,430.93</b>	<b>4,759,550.00</b>	<b>192,880.93</b>	<b>104.05%</b>	
<b>Expense</b>					
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.0%	
7200 · Salaries & Related Expenses					

## Washington Poison Center Profit & Loss Budget vs. Actual July 2019 through June 2020

Bu

	Jul '19 - Jun 20	Budget	\$ Over Budget	% of Budget	
<b>7201 · Bonuses</b>					
7202 · Health Education	0.00	8,000.00	-8,000.00	0.0%	
7203 · Administrative	0.00	40,000.00	-40,000.00	0.0%	
7204 · Call Center	0.00	50,000.00	-50,000.00	0.0%	
<b>Total 7201 · Bonuses</b>	0.00	98,000.00	-98,000.00	0.0%	
<b>7210 · Officers &amp; Directors Salaries</b>	286,052.76	281,049.00	5,003.76	101.78%	Last FY vac. Payout
<b>7220 · Salaries &amp; Wages</b>					
7225 · Fundraising - Development	11,144.71	0.00	11,144.71	100.0%	
7226 · Health Education	167,525.96	164,228.00	3,297.96	102.01%	
7227 · Administrative	288,424.35	400,149.00	-111,724.65	72.08%	
7228 · Per Diem	8,692.84	18,210.00	-9,517.16	47.74%	
7229 · Call Center	2,055,654.46	1,730,445.60	325,208.86	118.79%	
<b>Total 7220 · Salaries &amp; Wages</b>	2,531,442.32	2,313,032.60	218,409.72	109.44%	Did not budget for adj., vac pay OT.
<b>7230 · Pension Plan Contributions</b>					
7235 · Fundraising - Development	141.10	0.00	141.10	100.0%	
7236 · Health Education	1,515.16	1,538.78	-23.62	98.47%	
7237 · Administrative	2,394.93	21,065.72	-18,670.79	11.37%	
7239 · Call Center	49,677.27	37,113.70	12,563.57	133.85%	
<b>Total 7230 · Pension Plan Contributions</b>	53,728.46	59,718.20	-5,989.74	89.97%	
<b>7240 · Employee Benefits - not pension</b>					
7245 · Fundraising - Development	1,116.75	0.00	1,116.75	100.0%	
7246 · Health Education	15,613.75	20,845.47	-5,231.72	74.9%	
7247 · Administrative	30,549.83	54,565.20	-24,015.37	55.99%	
7249 · Call Center	150,364.96	130,556.90	19,808.06	115.17%	
<b>Total 7240 · Employee Benefits - not pension</b>	197,645.29	205,967.57	-8,322.28	95.96%	
<b>7250 · Payroll taxes</b>					
7255 · Fundraising - Development	907.55	0.00	907.55	100.0%	
7256 · Health Education	14,576.90	13,611.80	965.10	107.09%	
7257 · Administrative	24,448.50	42,573.00	-18,124.50	57.43%	
7258 · Per Diem	852.60	5,000.00	-4,147.40	17.05%	
7259 · Call Center	184,949.67	138,416.29	46,533.38	133.62%	
<b>Total 7250 · Payroll taxes</b>	225,735.22	199,601.09	26,134.13	113.09%	

## Washington Poison Center Profit & Loss Budget vs. Actual July 2019 through June 2020

Bu

	Jul '19 - Jun 20	Budget	\$ Over Budget	% of Budget
<b>Total 7200 · Salaries &amp; Related Expenses</b>	3,294,604.05	3,157,368.46	137,235.59	104.35%
<b>7300 · Contracted Medical Direction</b>				
<b>7301 · Contracted Medical Director(s)</b>	54,024.00	56,000.00	-1,976.00	96.47%
<b>7302 · Contr. Consulting Toxicologists</b>	48,292.00	63,000.00	-14,708.00	76.65%
<b>Total 7300 · Contracted Medical Direction</b>	102,316.00	119,000.00	-16,684.00	85.98%
<b>7500 · Other Personnel Expenses</b>				
<b>7515 · Contractors</b>				
<b>7516 · Education</b>	4,240.67	8,800.00	-4,559.33	48.19%
<b>7517 · Administrative</b>	0.00	5,000.00	-5,000.00	0.0%
<b>7518 · Call Center</b>	55,001.00	45,000.00	10,001.00	122.22% CSW program
<b>7519 · Misc. Staff</b>	0.00	4,000.00	-4,000.00	0.0%
<b>Total 7515 · Contractors</b>	59,241.67	62,800.00	-3,558.33	94.33%
<b>7540 · Professional fees - HR</b>	1,950.00	2,000.00	-50.00	97.5% 401k Contract fees
<b>7550 · Temporary Help</b>	0.00	0.00	0.00	0.0%
<b>7560 · H/R Resources</b>	13,676.41	15,800.00	-2,123.59	86.56% Payroll processing fees
<b>7570 · Staff Development</b>				
<b>7571 · Career Improvement Program</b>	764.00	10,000.00	-9,236.00	7.64%
<b>7572 · Employee Recognition</b>	1,721.30	1,650.00	71.30	104.32%
<b>7573 · Employee Meals/Events</b>	5,316.38	8,600.00	-3,283.62	61.82%
<b>7574 · Employee training</b>	1,949.34	16,800.00	-14,850.66	11.6%
<b>7575 · Misc.</b>	5.51	3,500.00	-3,494.49	0.16%
<b>7570 · Staff Development - Other</b>	0.00	0.00	0.00	0.0%
<b>Total 7570 · Staff Development</b>	9,756.53	40,550.00	-30,793.47	24.06%
<b>7590 · Gifts In-Kind, Personnel</b>	0.00	0.00	0.00	0.0%
<b>7500 · Other Personnel Expenses - Other</b>	0.00			
<b>Total 7500 · Other Personnel Expenses</b>	84,624.61	121,150.00	-36,525.39	69.85%
<b>8000 · Yuk Mobile</b>				
<b>8001 · Insurance</b>	4,426.96	4,500.00	-73.04	98.38%
<b>8002 · Parking</b>	26.00	200.00	-174.00	13.0%
<b>8003 · Taxes &amp; Licensing</b>	508.25	250.00	258.25	203.3%
<b>8004 · Fuel</b>	437.58	1,500.00	-1,062.42	29.17%
<b>8005 · Maintenance &amp; Service</b>	108.71	250.00	-141.29	43.48%

**Washington Poison Center**  
**Profit & Loss Budget vs. Actual**  
July 2019 through June 2020

Bu

	<u>Jul '19 - Jun 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
8006 · Misc.	30.00	500.00	-470.00	6.0%
<b>Total 8000 · Yuk Mobile</b>	<b>5,537.50</b>	<b>7,200.00</b>	<b>-1,662.50</b>	<b>76.91%</b>
<b>8100 · Operations &amp; General Exp</b>				
8110 · Supplies				
8111 · General Office Supplies	7,054.24	8,000.00	-945.76	88.18%
8112 · Education Dept Supplies	399.38	1,000.00	-600.62	39.94%
8113 · Furniture-Equip (non asset)	2,477.93			
8114 · Promotional Items	0.00	20,000.00	-20,000.00	0.0%
8110 · Supplies - Other	0.00	0.00	0.00	0.0%
<b>Total 8110 · Supplies</b>	<b>9,931.55</b>	<b>29,000.00</b>	<b>-19,068.45</b>	<b>34.25%</b>
8115 · Meals - Poison Center	373.19	1,200.00	-826.81	31.1%
<b>8123 · Information Technology</b>				
8124 · IT Hardware & Equip	364.00			
8125 · Maint. Agreements	11,342.12			
8126 · IT Services	101,250.73	166,190.00	-64,939.27	60.93%
8127 · IT Supplies	13,429.62	3,000.00	10,429.62	447.65%
8128 · IT Software	2,458.98	5,000.00	-2,541.02	49.18%
8129 · IT Licenses/subscriptions	8,494.84			
8123 · Information Technology - Other	0.00	0.00	0.00	0.0%
<b>Total 8123 · Information Technology</b>	<b>137,340.29</b>	<b>174,190.00</b>	<b>-36,849.71</b>	<b>78.85%</b>
<b>8130 · Telephone &amp; telecommunications</b>				
8131 · Cellphone reimbursement	390.36			
8132 · Program Tele-Communications	55,977.92	51,140.00	4,837.92	109.46%
8130 · Telephone & telecommunications - OI	0.00	0.00	0.00	0.0%
<b>Total 8130 · Telephone &amp; telecommunications</b>	<b>56,368.28</b>	<b>51,140.00</b>	<b>5,228.28</b>	<b>110.22%</b>
8133 · Professional Services	312.00	4,100.00	-3,788.00	7.61%
8135 · Database - References	93,481.19	98,000.00	-4,518.81	95.39%
8140 · Postage, shipping, delivery	8,469.41	7,000.00	1,469.41	120.99%
8141 · Printing & copying	6,465.16	6,800.00	-334.84	95.08%
8142 · Books, Subscriptions, Reference	4,352.13	7,200.00	-2,847.87	60.45%
8143 · Records Storage & Shredding	1,717.12	0.00	1,717.12	100.0%
8151 · Education & Outreach				

## Washington Poison Center Profit & Loss Budget vs. Actual July 2019 through June 2020

Bu

	Jul '19 - Jun 20	Budget	\$ Over Budget	% of Budget	
5500 · Education Materials	51,308.43	138,308.00	-86,999.57	37.1%	
<b>Total 8151 · Education &amp; Outreach</b>	<b>51,308.43</b>	<b>138,308.00</b>	<b>-86,999.57</b>	<b>37.1%</b>	
8185 · Licensing	222.05				
8195 · Gifts in Kind - non-personnel					
4144 · Software/Programs	19,100.00	4,800.00	14,300.00	397.92%	
8196 · Gifts In-Kind, Phone	24,000.00	24,000.00	0.00	100.0%	
8195 · Gifts in Kind - non-personnel - Other	400.00	0.00	400.00	100.0%	
<b>Total 8195 · Gifts in Kind - non-personnel</b>	<b>43,500.00</b>	<b>28,800.00</b>	<b>14,700.00</b>	<b>151.04%</b>	
<b>Total 8100 · Operations &amp; General Exp</b>	<b>413,840.80</b>	<b>545,738.00</b>	<b>-131,897.20</b>	<b>75.83%</b>	
8200 · Occupancy expenses					
8201 · Lease - Occupancy	114,797.32	137,190.32	-22,393.00	83.68%	
8202 · Office Maintenance	1,167.91	5,000.00	-3,832.09	23.36%	
8203 · Spokane Parking	769.54	700.00	69.54	109.93%	
8205 · Donated facilities - GAAP	4,999.92	5,000.00	-0.08	100.0%	
<b>Total 8200 · Occupancy expenses</b>	<b>121,734.69</b>	<b>147,890.32</b>	<b>-26,155.63</b>	<b>82.31%</b>	Please see balance sheet
8300 · Travel & Conference					
8301 · Airfare/Travel Costs	6,976.66	12,505.00	-5,528.34	55.79%	
8302 · Registration/Booth Fees	8,049.00	15,280.00	-7,231.00	52.68%	
8303 · Hotel	9,219.58	20,068.00	-10,848.42	45.94%	
8304 · Parking	265.36	1,768.00	-1,502.64	15.01%	
8305 · Meals (while traveling)	2,575.31	10,045.00	-7,469.69	25.64%	
8306 · Mileage Reimbursement	3,809.20	8,835.00	-5,025.80	43.12%	
8307 · Misc.	0.00	2,550.00	-2,550.00	0.0%	
8300 · Travel & Conference - Other	0.00	0.00	0.00	0.0%	
<b>Total 8300 · Travel &amp; Conference</b>	<b>30,895.11</b>	<b>71,051.00</b>	<b>-40,155.89</b>	<b>43.48%</b>	Due to pandemic
8400 · Depreciation & amortization exp					
8450 · Deprec & amort - allowable	122,085.16	122,085.20	-0.04	100.0%	
<b>Total 8400 · Depreciation &amp; amortization exp</b>	<b>122,085.16</b>	<b>122,085.20</b>	<b>-0.04</b>	<b>100.0%</b>	
8500 · Other Business Expenses					
8501 · Consulting Fees	0.00	1,000.00	-1,000.00	0.0%	
8502 · Professional Fees	0.00	1,500.00	-1,500.00	0.0%	
8503 · Insurance - Business	23,347.93	29,350.00	-6,002.07	79.55%	



## Washington Poison Center Profit & Loss Budget vs. Actual July 2019 through June 2020

Bu

	Jul '19 - Jun 20	Budget	\$ Over Budget	% of Budget	
8504 · Membership Dues - Organization	8,661.02	9,500.00	-838.98	91.17%	
8505 · Fundraising	0.00	13,000.00	-13,000.00	0.0%	
8506 · Accounting Fees	18,308.24	18,000.00	308.24	101.71%	
8507 · Legal Fees	585.00	7,500.00	-6,915.00	7.8%	
8520 · Advertising & Marketing	8,464.57	10,100.00	-1,635.43	83.81%	
8530 · Promotional Events					
8532 · Education	850.00				
8530 · Promotional Events - Other	0.00	13,700.00	-13,700.00	0.0%	
<b>Total 8530 · Promotional Events</b>	<b>850.00</b>	<b>13,700.00</b>	<b>-12,850.00</b>	<b>6.2%</b>	
8580 · Lobbying	27,074.64	30,000.00	-2,925.36	90.25%	
8585 · Donation Processing Fees	0.00	140.00	-140.00	0.0%	
8590 · Other Expenses	722.99	2,410.00	-1,687.01	30.0%	
8595 · Gifts in Kind -Business General	0.00	0.00	0.00	0.0%	
8596 · Bank Charges					
8597 · Credit Card Processing Charges	15.00	150.00	-135.00	10.0%	
8598 · Bank Service Charges	675.00	500.00	175.00	135.0%	
<b>Total 8596 · Bank Charges</b>	<b>690.00</b>	<b>650.00</b>	<b>40.00</b>	<b>106.15%</b>	
<b>Total 8500 · Other Business Expenses</b>	<b>88,704.39</b>	<b>136,850.00</b>	<b>-48,145.61</b>	<b>64.82%</b>	
8600 · Business Tax Expenses					
8601 · State & County Tax	10.00				
8615 · Interest Expense - General	467.29	1,100.00	-632.71	42.48%	
8620 · Sales Taxes	6,813.02	7,000.00	-186.98	97.33%	
8630 · UBI Taxes	1,236.51	3,000.00	-1,763.49	41.22%	
8650 · Taxes - Other	0.00	350.00	-350.00	0.0%	
<b>Total 8600 · Business Tax Expenses</b>	<b>8,526.82</b>	<b>11,450.00</b>	<b>-2,923.18</b>	<b>74.47%</b>	
8700 · Board Expense					
8710 · WAPC Board Expense	1,895.58	6,800.00	-4,904.42	27.88%	
<b>Total 8700 · Board Expense</b>	<b>1,895.58</b>	<b>6,800.00</b>	<b>-4,904.42</b>	<b>27.88%</b>	
<b>Total Expense</b>	<b>4,274,764.71</b>	<b>4,446,582.98</b>	<b>-171,818.27</b>	<b>96.14%</b>	<b>Under budget</b>
Net Ordinary Income	677,666.22	312,967.02	364,699.20	216.53%	
Other Income/Expense					
Other Income					

Washington Poison Center  
**Profit & Loss Budget vs. Actual**  
July 2019 through June 2020

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	<u>Jul '19 - Jun 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
80100 · Interest Income	4,378.00	5,000.00	-622.00	87.56%
Total Other Income	4,378.00	5,000.00	-622.00	87.56%
Net Other Income	4,378.00	5,000.00	-622.00	87.56%
Net Income	<u>682,044.22</u>	<u>317,967.02</u>	<u>364,077.20</u>	<u>214.5%</u>