

Washington Poison Center
Profit & Loss
 August 2020

	<u>Aug 20</u>	<u>Aug 19</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4000 · Revenue and Other Support				
4001 · Government Funding				
4010 · State DOH Program	123,385.00	123,385.00	0.00	0.0%
4016 · WA Health Care Authority	162,000.58	162,000.58	0.00	0.0%
4020 · Federal Grant - Enhancement	36,272.00	32,874.58	3,397.42	10.33%
4022 · Public Health After Hrs Support	1,410.00	1,483.34	-73.34	-4.94%
4023 · Emergency Gov. Grants/Funding	17,199.80	0.00	17,199.80	100.0%
Total 4001 · Government Funding	<u>340,267.38</u>	<u>319,743.50</u>	<u>20,523.88</u>	<u>6.42%</u>
4140 · Gifts in kind - GAAP				
4141 · Gifts in kind - phone	2,000.00	2,000.00	0.00	0.0%
4143 · Gift In Kind - office space	416.66	416.66	0.00	0.0%
4145 · Software/Technical	0.00	400.00	-400.00	-100.0%
Total 4140 · Gifts in kind - GAAP	<u>2,416.66</u>	<u>2,816.66</u>	<u>-400.00</u>	<u>-14.2%</u>
4210 · Donations				
4236 · Donations-Employee	40.00	40.00	0.00	0.0%
4237 · Board Member Donations	0.00	150.00	-150.00	-100.0%
4238 · Individual Donations	336.77	54.00	282.77	523.65%
4239 · Corporate Donations	36.96	5.00	31.96	639.2%
4241 · Honorarium Donations	0.00	1,500.00	-1,500.00	-100.0%
4242 · Misc Donations	0.00	139.32	-139.32	-100.0%
Total 4210 · Donations	<u>413.73</u>	<u>1,888.32</u>	<u>-1,474.59</u>	<u>-78.09%</u>
4250 · Grants				
4251 · City Grants	6,000.00	0.00	6,000.00	100.0%
4252 · Program Related	0.00	7,250.00	-7,250.00	-100.0%
4260 · Education Related	6,000.00	0.00	6,000.00	100.0%
Total 4250 · Grants	<u>12,000.00</u>	<u>7,250.00</u>	<u>4,750.00</u>	<u>65.52%</u>
4300 · Education/Training				
4301 · Education Materials	0.00	0.00	0.00	0.0%
Total 4300 · Education/Training	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
4350 · Studies/Research				

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4351 · Studies	0.00	7,662.54	-7,662.54	-100.0%
4352 · Contract Service Fees	107.00	25.00	82.00	328.0%
Total 4350 · Studies/Research	107.00	7,687.54	-7,580.54	-98.61%
4380 · Sales and Services				
4381 · Data Sales	0.00	5,900.00	-5,900.00	-100.0%
4383 · Presentations	750.00	0.00	750.00	100.0%
Total 4380 · Sales and Services	750.00	5,900.00	-5,150.00	-87.29%
Total 4000 · Revenue and Other Support	355,954.77	345,286.02	10,668.75	3.09%
Total Income	355,954.77	345,286.02	10,668.75	3.09%
Cost of Goods Sold				
5000 · Cost of Goods Sold	189.10	0.00	189.10	100.0%
Total COGS	189.10	0.00	189.10	100.0%
Gross Profit	355,765.67	345,286.02	10,479.65	3.04%
Expense				
7200 · Salaries & Related Expenses				
7210 · Officers & Directors Salaries	21,576.92	27,764.34	-6,187.42	-22.29%
7220 · Salaries & Wages				
7225 · Fundraising - Development	787.55	459.00	328.55	71.58%
7226 · Health Education	12,733.69	14,312.14	-1,578.45	-11.03%
7227 · Administrative	33,777.49	13,837.37	19,940.12	144.1%
7229 · Call Center	147,378.29	165,566.57	-18,188.28	-10.99%
Total 7220 · Salaries & Wages	194,677.02	194,175.08	501.94	0.26%
7230 · Pension Plan Contributions				
7235 · Fundraising - Development	0.00	18.36	-18.36	-100.0%
7236 · Health Education	140.11	173.26	-33.15	-19.13%
7237 · Administrative	1,527.29	163.08	1,364.21	836.53%
7239 · Call Center	3,960.71	4,302.52	-341.81	-7.94%
Total 7230 · Pension Plan Contributions	5,628.11	4,657.22	970.89	20.85%
7240 · Employee Benefits - not pension				
7241 · Opt Out	200.00	0.00	200.00	100.0%
7245 · Fundraising - Development	65.69	48.44	17.25	35.61%
7246 · Health Education	1,365.67	480.93	884.74	183.96%

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7247 · Administrative	4,199.58	2,045.96	2,153.62	105.26%
7249 · Call Center	11,227.59	13,120.21	-1,892.62	-14.43%
Total 7240 · Employee Benefits - not pension	17,058.53	15,695.54	1,362.99	8.68%
7250 · Payroll taxes				
7255 · Fundraising - Development	64.92	36.75	28.17	76.65%
7256 · Health Education	1,075.70	1,265.82	-190.12	-15.02%
7257 · Administrative	2,892.28	840.28	2,052.00	244.2%
7259 · Call Center	11,438.30	13,586.23	-2,147.93	-15.81%
Total 7250 · Payroll taxes	15,471.20	15,729.08	-257.88	-1.64%
Total 7200 · Salaries & Related Expenses	254,411.78	258,021.26	-3,609.48	-1.4%
7300 · Contracted Medical Direction				
7301 · Contracted Medical Director(s)	4,000.00	5,990.00	-1,990.00	-33.22%
7302 · Contr. Consulting Toxicologists	5,167.00	2,800.00	2,367.00	84.54%
Total 7300 · Contracted Medical Direction	9,167.00	8,790.00	377.00	4.29%
7500 · Other Personnel Expenses				
7515 · Contractors				
7516 · Education	0.00	1,200.00	-1,200.00	-100.0%
Total 7515 · Contractors	0.00	1,200.00	-1,200.00	-100.0%
7560 · H/R Resources	936.22	1,139.83	-203.61	-17.86%
7570 · Staff Development				
7571 · Career Improvement Program	49.00	0.00	49.00	100.0%
7573 · Employee Meals/Events	0.00	1,110.41	-1,110.41	-100.0%
7574 · Employee training	0.00	161.99	-161.99	-100.0%
Total 7570 · Staff Development	49.00	1,272.40	-1,223.40	-96.15%
Total 7500 · Other Personnel Expenses	985.22	3,612.23	-2,627.01	-72.73%
8000 · Yuk Mobile				
8001 · Insurance	237.42	221.33	16.09	7.27%
8004 · Fuel	0.00	70.03	-70.03	-100.0%
Total 8000 · Yuk Mobile	237.42	291.36	-53.94	-18.51%
8100 · Operations & General Exp				
8110 · Supplies				
8111 · General Office Supplies	23.62	966.11	-942.49	-97.56%

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Total 8110 · Supplies	23.62	966.11	-942.49	-97.56%
8123 · Information Technology				
8124 · IT Hardware & Equip	0.00	364.00	-364.00	-100.0%
8125 · Maint. Agreements	0.00	6,937.00	-6,937.00	-100.0%
8126 · IT Services	130.76	54,150.79	-54,020.03	-99.76%
8127 · IT Supplies	0.00	282.98	-282.98	-100.0%
8128 · IT Software	44.00	0.00	44.00	100.0%
8129 · IT Licenses/subscriptions	208.62	541.77	-333.15	-61.49%
Total 8123 · Information Technology	<u>383.38</u>	<u>62,276.54</u>	<u>-61,893.16</u>	<u>-99.38%</u>
8130 · Telephone & telecommunications				
8131 · Cellphone reimbursement	20.33	0.00	20.33	100.0%
8132 · Program Tele-Communications	7,867.60	2,513.25	5,354.35	213.05%
8130 · Telephone & telecommunications - Other	0.00	0.00	0.00	0.0%
Total 8130 · Telephone & telecommunications	<u>7,887.93</u>	<u>2,513.25</u>	<u>5,374.68</u>	<u>213.85%</u>
8133 · Professional Services	0.00	39.00	-39.00	-100.0%
8135 · Database - References	0.00	7,790.10	-7,790.10	-100.0%
8140 · Postage, shipping, delivery	500.00	530.22	-30.22	-5.7%
8141 · Printing & copying	-1.57	215.61	-217.18	-100.73%
8142 · Books, Subscriptions, Reference	7,872.42	274.15	7,598.27	2,771.57%
8143 · Records Storage & Shredding	180.00	155.96	24.04	15.41%
8151 · Education & Outreach				
5500 · Education Materials	0.00	2,509.38	-2,509.38	-100.0%
8153 · Media/Social Media	23.50	0.00	23.50	100.0%
8154 · Grant's Exp	2,000.00	0.00	2,000.00	100.0%
Total 8151 · Education & Outreach	<u>2,023.50</u>	<u>2,509.38</u>	<u>-485.88</u>	<u>-19.36%</u>
8195 · Gifts in Kind - non-personnel				
4144 · Software/Programs	0.00	400.00	-400.00	-100.0%
8196 · Gifts In-Kind, Phone	2,000.00	2,000.00	0.00	0.0%
Total 8195 · Gifts in Kind - non-personnel	<u>2,000.00</u>	<u>2,400.00</u>	<u>-400.00</u>	<u>-16.67%</u>
Total 8100 · Operations & General Exp	<u>20,869.28</u>	<u>79,670.32</u>	<u>-58,801.04</u>	<u>-73.81%</u>
8200 · Occupancy expenses				
8201 · Lease - Occupancy	9,672.83	9,353.67	319.16	3.41%

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8202 · Office Maintenance	0.00	74.32	-74.32	-100.0%
8203 · Spokane Parking	65.72	63.81	1.91	2.99%
8205 · Donated facilities - GAAP	416.66	416.66	0.00	0.0%
Total 8200 · Occupancy expenses	10,155.21	9,908.46	246.75	2.49%
8300 · Travel & Conference				
8301 · Airfare/Travel Costs	0.00	981.39	-981.39	-100.0%
8302 · Registration/Booth Fees	1,690.00	2,095.00	-405.00	-19.33%
8304 · Parking	0.00	10.00	-10.00	-100.0%
8305 · Meals (while traveling)	0.00	80.14	-80.14	-100.0%
8306 · Mileage Reimbursement	0.00	83.98	-83.98	-100.0%
Total 8300 · Travel & Conference	1,690.00	3,250.51	-1,560.51	-48.01%
8400 · Depreciation & amortization exp				
8450 · Deprec & amort - allowable	7,998.05	10,173.77	-2,175.72	-21.39%
Total 8400 · Depreciation & amortization exp	7,998.05	10,173.77	-2,175.72	-21.39%
8500 · Other Business Expenses				
8503 · Insurance - Business	2,615.92	1,945.66	670.26	34.45%
8520 · Advertising & Marketing	0.00	3,033.97	-3,033.97	-100.0%
8530 · Promotional Events				
8532 · Education	0.00	400.00	-400.00	-100.0%
Total 8530 · Promotional Events	0.00	400.00	-400.00	-100.0%
8580 · Lobbying	3,000.00	0.00	3,000.00	100.0%
8596 · Bank Charges				
8597 · Credit Card Processing Charges	0.98	15.00	-14.02	-93.47%
8598 · Bank Service Charges	83.00	48.00	35.00	72.92%
Total 8596 · Bank Charges	83.98	63.00	20.98	33.3%
Total 8500 · Other Business Expenses	5,699.90	5,442.63	257.27	4.73%
8600 · Business Tax Expenses				
8615 · Interest Expense - General	30.96	53.79	-22.83	-42.44%
8620 · Sales Taxes	0.00	377.02	-377.02	-100.0%
8630 · UBI Taxes	600.60	393.44	207.16	52.65%
Total 8600 · Business Tax Expenses	631.56	824.25	-192.69	-23.38%
8700 · Board Expense				

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8710 · WAPC Board Expense	1.57	253.39	-251.82	-99.38%
Total 8700 · Board Expense	1.57	253.39	-251.82	-99.38%
Total Expense	311,846.99	380,238.18	-68,391.19	-17.99%
Net Ordinary Income	43,918.68	-34,952.16	78,870.84	225.65%
Other Income/Expense				
Other Income				
80100 · Interest Income	27.15	420.02	-392.87	-93.54%
Total Other Income	27.15	420.02	-392.87	-93.54%
Net Other Income	27.15	420.02	-392.87	-93.54%
Net Income	43,945.83	-34,532.14	78,477.97	227.26%

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	<u>Aug 31, 20</u>	<u>Aug 31, 19</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1010 · Marketplace Check 19033224 BUS	108,452.20	335,902.99	-227,450.79	-67.71%
1020 · Payroll check Acct 19033216	143,455.75	132,681.45	10,774.30	8.12%
1073 · Money Market Account 4861191908	1,872,735.62	1,522,365.21	350,370.41	23.02%
1074 · Operation Reserves	639,412.72	145,720.89	493,691.83	338.79%
1081 · CDs - Temp Restricted				
1088 · CD - Umpqua Bank 4861700377	103,875.06	102,886.35	988.71	0.96%
Total 1081 · CDs - Temp Restricted	<u>103,875.06</u>	<u>102,886.35</u>	<u>988.71</u>	<u>0.96%</u>
Total Checking/Savings	<u>2,867,931.35</u>	<u>2,239,556.89</u>	<u>628,374.46</u>	<u>28.06%</u>
Accounts Receivable				
1110 · Accounts receivable				
1111 · State Contract - A/R	669,232.01	422,462.01	246,770.00	58.41%
1115 · Studies - A/R	0.00	9,000.00	-9,000.00	-100.0%
1116 · Grant Misc. - A/R	6,000.00	0.00	6,000.00	100.0%
1122 · Data Sales-A/R	400.00	600.00	-200.00	-33.33%
1124 · Contracted Services	3,100.00	0.00	3,100.00	100.0%
1130 · After Hours Support - A/R	1,200.00	0.00	1,200.00	100.0%
1133 · Expert Services	107.00	6,243.00	-6,136.00	-98.29%
1135 · Presentations	750.00	0.00	750.00	100.0%
Total 1110 · Accounts receivable	<u>680,789.01</u>	<u>438,305.01</u>	<u>242,484.00</u>	<u>55.32%</u>
Total Accounts Receivable	<u>680,789.01</u>	<u>438,305.01</u>	<u>242,484.00</u>	<u>55.32%</u>
Other Current Assets				
1120 · Inventory Asset	17,170.97	22,861.95	-5,690.98	-24.89%
1299 · Undeposited Funds	-107.00	15,145.88	-15,252.88	-100.71%
1450 · Prepaid expenses	66,774.36	138,516.13	-71,741.77	-51.79%
1460 · Accrued Revenue	24,923.16	24,922.15	1.01	0.0%
Total Other Current Assets	<u>108,761.49</u>	<u>201,446.11</u>	<u>-92,684.62</u>	<u>-46.01%</u>
Total Current Assets	<u>3,657,481.85</u>	<u>2,879,308.01</u>	<u>778,173.84</u>	<u>27.03%</u>
Fixed Assets				
1601 · Mr Yuk Mobile - 1	27,880.20	27,880.20	0.00	0.0%

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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	371,412.08	300,876.75	70,535.33	23.44%
1624 · Telephone Equipment	15,935.51	15,935.51	0.00	0.0%
1627 · Accum deprec-Comp Equip FD	-26,502.88	-26,967.88	465.00	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, Fix, & Equipment	35,483.65	31,131.37	4,352.28	13.98%
1745 · Accum deprec- furn,fix,equip	-369,806.19	-303,845.19	-65,961.00	-21.71%
1750 · Accum. Deprec. Vehicle	-11,152.41	-5,111.37	-6,041.04	-118.19%
Total Fixed Assets	<u>326,816.06</u>	<u>323,465.49</u>	<u>3,350.57</u>	<u>1.04%</u>
TOTAL ASSETS	<u>3,984,297.91</u>	<u>3,202,773.50</u>	<u>781,524.41</u>	<u>24.4%</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2010 · Accounts payable	-4,125.43	38,604.52	-42,729.95	-110.69%
Total Accounts Payable	<u>-4,125.43</u>	<u>38,604.52</u>	<u>-42,729.95</u>	<u>-110.69%</u>
Credit Cards				
2050 · VISA Cardmember Services				
2053 · VISA - O'Connor-1426	0.00	2,516.81	-2,516.81	-100.0%
2055 · VISA - Binks-1387	0.00	3,239.64	-3,239.64	-100.0%
2056 · VISA - Liebelt - 3374	0.00	1,327.35	-1,327.35	-100.0%
2057 · VISA - Patel - 5402	0.00	1,870.65	-1,870.65	-100.0%
2058 · VISA - Von Derau - 5361	0.00	707.91	-707.91	-100.0%
2059 · VISA - Monteleone - 3988	0.00	46.08	-46.08	-100.0%
2060 · VISA - Ranier 4617	-431.29	443.88	-875.17	-197.16%
2061 · VISA - Russell-1616	0.00	165.11	-165.11	-100.0%
2062 · VISA - Piwen - 7031	0.00	102.68	-102.68	-100.0%
2063 · VISA - Sirotzki - 0974	450.00	305.30	144.70	47.4%
2064 · VISA - King - 7476	49.00	471.80	-422.80	-89.61%
2050 · VISA Cardmember Services - Other	0.98	-8,304.28	8,305.26	100.01%

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Total 2050 · VISA Cardmember Services	68.69	2,892.93	-2,824.24	-97.63%
Total Credit Cards	68.69	2,892.93	-2,824.24	-97.63%
Other Current Liabilities				
2111 · Accrued 125 Plan Withholding	1,569.52	-243.18	1,812.70	745.42%
2112 · Accrued FSA Employee Dep Med	4,666.97	1,060.43	3,606.54	340.1%
2117 · Accrued 401K Employer	0.89	0.27	0.62	229.63%
2119 · Employee Portion Med PPO	1,540.85	0.00	1,540.85	100.0%
2131 · Accrued payroll taxes - PFML	19.14	-168.93	188.07	111.33%
2132 · Accrued payroll taxes L&I EE	2,107.82	1,173.51	934.31	79.62%
2133 · Accrued payroll taxes L&I ER	1,140.51	0.00	1,140.51	100.0%
2140 · Accrued sales taxes	85.29	69.30	15.99	23.07%
2155 · Accrued Medical Contract Pmts	0.00	2,600.00	-2,600.00	-100.0%
2156 · Accrued Retainers				
2157 · Spokane Reg Health Dst Retainer	2,500.00	2,500.00	0.00	0.0%
Total 2156 · Accrued Retainers	2,500.00	2,500.00	0.00	0.0%
2160 · Vacation Accrual	241,983.02	195,618.00	46,365.02	23.7%
2165 · Deferred Lease Liability	79,646.64	91,877.64	-12,231.00	-13.31%
Total Other Current Liabilities	335,260.65	294,487.04	40,773.61	13.85%
Total Current Liabilities	331,203.91	335,984.49	-4,780.58	-1.42%
Long Term Liabilities				
2777 · FP Postage Meter Lease	0.00	263.12	-263.12	-100.0%
2778 · Copiers NW Copier Lease	2,823.54	8,040.83	-5,217.29	-64.89%
2779 · Trebron Lease-EquaLogic SAN #2	218.84	2,891.52	-2,672.68	-92.43%
Total Long Term Liabilities	3,042.38	11,195.47	-8,153.09	-72.83%
Total Liabilities	334,246.29	347,179.96	-12,933.67	-3.73%
Equity				
3001 · Opening Bal Equity	-1,166.67	613.18	-1,779.85	-290.27%
3010 · Unrestrict (retained earnings)	3,522,323.18	2,835,481.68	686,841.50	24.22%
Net Income	128,895.11	19,498.68	109,396.43	561.05%
Total Equity	3,650,051.62	2,855,593.54	794,458.08	27.82%
TOTAL LIABILITIES & EQUITY	3,984,297.91	3,202,773.50	781,524.41	24.4%