

Washington Poison Center
Profit & Loss
 September 2020

	<u>Sep 20</u>	<u>Sep 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	162,265.00	-38,880.00	-23.96%
4016 · WA Health Care Authority	162,000.58	162,000.58	0.00	0.0%
4020 · Federal Grant - Enhancement	36,269.66	36,272.00	-2.34	-0.01%
4022 · Public Health After Hrs Support	1,468.34	958.34	510.00	53.22%
Total 4001 · Government Funding	323,123.58	361,495.92	-38,372.34	-10.62%
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	2,416.66	2,816.66	-400.00	-14.2%
4210 · Donations				
4236 · Donations-Employee	40.00	40.00	0.00	0.0%
4237 · Board Member Donations	0.00	20.00	-20.00	-100.0%
4238 · Individual Donations	318.75	147.92	170.83	115.49%
4239 · Corporate Donations	20.59	5.00	15.59	311.8%
4242 · Misc Donations	0.00	102.94	-102.94	-100.0%
Total 4210 · Donations	379.34	315.86	63.48	20.1%
4250 · Grants				
4252 · Program Related	625.00	625.00	0.00	0.0%
4260 · Education Related	0.00	5,000.00	-5,000.00	-100.0%
Total 4250 · Grants	625.00	5,625.00	-5,000.00	-88.89%
4270 · Fundraising				
4220 · Hospital Fair Share Program	0.00	2,500.00	-2,500.00	-100.0%
Total 4270 · Fundraising	0.00	2,500.00	-2,500.00	-100.0%
4300 · Education/Training				
4301 · Education Materials	257.32	0.00	257.32	100.0%
Total 4300 · Education/Training	257.32	0.00	257.32	100.0%
4350 · Studies/Research				

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4352 · Contract Service Fees	1,485.00	0.00	1,485.00	100.0%
Total 4350 · Studies/Research	1,485.00	0.00	1,485.00	100.0%
4380 · Sales and Services				
4381 · Data Sales	1,850.00	400.00	1,450.00	362.5%
4382 · Expert Services	750.00	0.00	750.00	100.0%
Total 4380 · Sales and Services	2,600.00	400.00	2,200.00	550.0%
4425 · Miscellaneous revenue	0.00	100.00	-100.00	-100.0%
Total 4000 · Revenue and Other Support	330,886.90	373,253.44	-42,366.54	-11.35%
Total Income	330,886.90	373,253.44	-42,366.54	-11.35%
Cost of Goods Sold				
5000 · Cost of Goods Sold	325.96	477.62	-151.66	-31.75%
Total COGS	325.96	477.62	-151.66	-31.75%
Gross Profit	330,560.94	372,775.82	-42,214.88	-11.32%
Expense				
7200 · Salaries & Related Expenses				
7205 · Vacation Payout	35,394.80	0.00	35,394.80	100.0%
7210 · Officers & Directors Salaries	21,576.92	21,365.38	211.54	0.99%
7220 · Salaries & Wages				
7225 · Fundraising - Development	358.96	381.49	-22.53	-5.91%
7226 · Health Education	13,520.61	13,955.04	-434.43	-3.11%
7227 · Administrative	33,419.14	15,944.42	17,474.72	109.6%
7229 · Call Center	154,220.96	141,993.75	12,227.21	8.61%
Total 7220 · Salaries & Wages	201,519.67	172,274.70	29,244.97	16.98%
7230 · Pension Plan Contributions				
7235 · Fundraising - Development	3.45	12.23	-8.78	-71.79%
7236 · Health Education	268.49	163.66	104.83	64.05%
7237 · Administrative	1,492.35	126.29	1,366.06	1,081.69%
7239 · Call Center	4,498.83	4,351.74	147.09	3.38%
Total 7230 · Pension Plan Contributions	6,263.12	4,653.92	1,609.20	34.58%
7240 · Employee Benefits - not pension				
7241 · Opt Out	300.00	0.00	300.00	100.0%
7245 · Fundraising - Development	41.51	71.54	-30.03	-41.98%

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7246 · Health Education	1,332.08	2,558.20	-1,226.12	-47.93%
7247 · Administrative	4,758.00	3,504.03	1,253.97	35.79%
7249 · Call Center	11,021.17	20,759.82	-9,738.65	-46.91%
Total 7240 · Employee Benefits - not pension	17,452.76	26,893.59	-9,440.83	-35.1%
7250 · Payroll taxes				
7255 · Fundraising - Development	29.67	31.79	-2.12	-6.67%
7256 · Health Education	1,090.19	1,230.11	-139.92	-11.38%
7257 · Administrative	3,750.48	1,137.81	2,612.67	229.62%
7259 · Call Center	13,427.17	11,539.21	1,887.96	16.36%
Total 7250 · Payroll taxes	18,297.51	13,938.92	4,358.59	31.27%
Total 7200 · Salaries & Related Expenses	300,504.78	239,126.51	61,378.27	25.67%
7300 · Contracted Medical Direction				
7301 · Contracted Medical Director(s)	5,000.00	5,500.00	-500.00	-9.09%
7302 · Contr. Consulting Toxicologists	3,251.00	1,800.00	1,451.00	80.61%
Total 7300 · Contracted Medical Direction	8,251.00	7,300.00	951.00	13.03%
7500 · Other Personnel Expenses				
7515 · Contractors				
7516 · Education	0.00	400.00	-400.00	-100.0%
Total 7515 · Contractors	0.00	400.00	-400.00	-100.0%
7560 · H/R Resources	1,023.29	1,568.39	-545.10	-34.76%
7570 · Staff Development				
7572 · Employee Recognition	0.00	255.49	-255.49	-100.0%
7573 · Employee Meals/Events	0.00	555.94	-555.94	-100.0%
7574 · Employee training	0.00	28.98	-28.98	-100.0%
7570 · Staff Development - Other	5.49	0.00	5.49	100.0%
Total 7570 · Staff Development	5.49	840.41	-834.92	-99.35%
7500 · Other Personnel Expenses - Other	4.39	0.00	4.39	100.0%
Total 7500 · Other Personnel Expenses	1,033.17	2,808.80	-1,775.63	-63.22%
8000 · Yuk Mobile				
8001 · Insurance	237.42	221.33	16.09	7.27%
8002 · Parking	0.00	6.00	-6.00	-100.0%
8003 · Taxes & Licensing	0.00	508.25	-508.25	-100.0%

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8004 · Fuel	0.00	69.25	-69.25	-100.0%
8005 · Maintenance & Service	950.00	57.15	892.85	1,562.29%
8006 · Misc.	60.55	0.00	60.55	100.0%
Total 8000 · Yuk Mobile	1,247.97	861.98	385.99	44.78%
8100 · Operations & General Exp				
8110 · Supplies				
8111 · General Office Supplies	20.31	393.54	-373.23	-94.84%
Total 8110 · Supplies	20.31	393.54	-373.23	-94.84%
8123 · Information Technology				
8126 · IT Services	130.76	11,977.04	-11,846.28	-98.91%
8127 · IT Supplies	0.00	34.87	-34.87	-100.0%
8128 · IT Software	228.00	0.00	228.00	100.0%
8129 · IT Licenses/subscriptions	244.46	323.77	-79.31	-24.5%
Total 8123 · Information Technology	603.22	12,335.68	-11,732.46	-95.11%
8130 · Telephone & telecommunications				
8132 · Program Tele-Communications	2,549.68	5,005.69	-2,456.01	-49.06%
8130 · Telephone & telecommunications - Other	0.00	0.00	0.00	0.0%
Total 8130 · Telephone & telecommunications	2,549.68	5,005.69	-2,456.01	-49.06%
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	221.95	46.09	175.86	381.56%
8141 · Printing & copying	245.61	679.60	-433.99	-63.86%
8142 · Books, Subscriptions, Reference	10,132.65	89.00	10,043.65	11,285.0%
8143 · Records Storage & Shredding	219.00	155.96	63.04	40.42%
8151 · Education & Outreach				
8153 · Media/Social Media	19.95	0.00	19.95	100.0%
Total 8151 · Education & Outreach	19.95	0.00	19.95	100.0%
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	2,000.00	2,400.00	-400.00	-16.67%
Total 8100 · Operations & General Exp	16,012.37	28,934.66	-12,922.29	-44.66%

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8200 · Occupancy expenses				
8201 · Lease - Occupancy	9,672.83	9,353.67	319.16	3.41%
8202 · Office Maintenance	445.91	0.00	445.91	100.0%
8203 · Spokane Parking	0.00	63.81	-63.81	-100.0%
8205 · Donated facilities - GAAP	416.66	416.66	0.00	0.0%
Total 8200 · Occupancy expenses	10,535.40	9,834.14	701.26	7.13%
8300 · Travel & Conference				
8301 · Airfare/Travel Costs	0.00	224.70	-224.70	-100.0%
8303 · Hotel	0.00	4,255.68	-4,255.68	-100.0%
8304 · Parking	0.00	104.00	-104.00	-100.0%
8305 · Meals (while traveling)	0.00	933.81	-933.81	-100.0%
8306 · Mileage Reimbursement	0.00	1,406.14	-1,406.14	-100.0%
Total 8300 · Travel & Conference	0.00	6,924.33	-6,924.33	-100.0%
8400 · Depreciation & amortization exp				
8450 · Deprec & amort - allowable	7,998.05	10,173.73	-2,175.68	-21.39%
Total 8400 · Depreciation & amortization exp	7,998.05	10,173.73	-2,175.68	-21.39%
8500 · Other Business Expenses				
8503 · Insurance - Business	2,592.68	1,945.66	647.02	33.26%
8504 · Membership Dues - Organization	0.00	1,426.02	-1,426.02	-100.0%
8506 · Accounting Fees	5,250.00	12,282.98	-7,032.98	-57.26%
8507 · Legal Fees	0.00	585.00	-585.00	-100.0%
8520 · Advertising & Marketing	1.05	29.73	-28.68	-96.47%
8580 · Lobbying	3,000.00	3,000.00	0.00	0.0%
8596 · Bank Charges				
8598 · Bank Service Charges	70.50	40.00	30.50	76.25%
Total 8596 · Bank Charges	70.50	40.00	30.50	76.25%
Total 8500 · Other Business Expenses	10,914.23	19,309.39	-8,395.16	-43.48%
8600 · Business Tax Expenses				
8615 · Interest Expense - General	12.14	50.26	-38.12	-75.85%
8620 · Sales Taxes	48.75	530.21	-481.46	-90.81%
8650 · Taxes - Other	25.00	0.00	25.00	100.0%
Total 8600 · Business Tax Expenses	85.89	580.47	-494.58	-85.2%

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8700 · Board Expense				
8710 · WAPC Board Expense	0.00	1,391.96	-1,391.96	-100.0%
Total 8700 · Board Expense	<u>0.00</u>	<u>1,391.96</u>	<u>-1,391.96</u>	<u>-100.0%</u>
Total Expense	<u>356,582.86</u>	<u>327,245.97</u>	<u>29,336.89</u>	<u>8.97%</u>
Net Ordinary Income	<u>-26,021.92</u>	<u>45,529.85</u>	<u>-71,551.77</u>	<u>-157.15%</u>
Other Income/Expense				
Other Income				
80100 · Interest Income	339.19	397.64	-58.45	-14.7%
Total Other Income	<u>339.19</u>	<u>397.64</u>	<u>-58.45</u>	<u>-14.7%</u>
Net Other Income	<u>339.19</u>	<u>397.64</u>	<u>-58.45</u>	<u>-14.7%</u>
Net Income	<u><u>-25,682.73</u></u>	<u><u>45,927.49</u></u>	<u><u>-71,610.22</u></u>	<u><u>-155.92%</u></u>

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ASSETS				
Current Assets				
Checking/Savings				
1010 · Marketplace Check 19033224 BUS	69,422.30	399,230.76	-329,808.46	-82.61%
1020 · Payroll check Acct 19033216	86,384.62	110,060.49	-23,675.87	-21.51%
1073 · Money Market Account 4861191908	1,737,255.57	1,387,447.13	349,808.44	25.21%
1074 · Operation Reserves	931,672.21	166,851.08	764,821.13	458.39%
1081 · CDs - Temp Restricted				
1088 · CD - Umpqua Bank 4861700377	103,875.06	103,025.03	850.03	0.83%
Total 1081 · CDs - Temp Restricted	103,875.06	103,025.03	850.03	0.83%
Total Checking/Savings	2,928,609.76	2,166,614.49	761,995.27	35.17%
Accounts Receivable				
1110 · Accounts receivable				
1111 · State Contract - A/R	572,001.01	610,881.01	-38,880.00	-6.37%
1114 · Education Materials - A/R	294.43	0.00	294.43	100.0%
1115 · Studies - A/R	0.00	250.00	-250.00	-100.0%
1116 · Grant Misc. - A/R	6,000.00	5,625.00	375.00	6.67%
1122 · Data Sales-A/R	1,850.00	400.00	1,450.00	362.5%
1124 · Contracted Services	3,100.00	0.00	3,100.00	100.0%
1130 · After Hours Support - A/R	1,050.00	0.00	1,050.00	100.0%
1133 · Expert Services	2,235.00	0.00	2,235.00	100.0%
Total 1110 · Accounts receivable	586,530.44	617,156.01	-30,625.57	-4.96%
Total Accounts Receivable	586,530.44	617,156.01	-30,625.57	-4.96%
Other Current Assets				
1120 · Inventory Asset	15,859.04	22,384.33	-6,525.29	-29.15%
1450 · Prepaid expenses	60,117.72	68,275.06	-8,157.34	-11.95%
1460 · Accrued Revenue	37,384.74	37,383.73	1.01	0.0%
Total Other Current Assets	113,361.50	128,043.12	-14,681.62	-11.47%
Total Current Assets	3,628,501.70	2,911,813.62	716,688.08	24.61%
Fixed Assets				
1601 · Mr Yuk Mobile - 1	27,880.20	27,880.20	0.00	0.0%
1621 · Office Furniture	75,703.15	75,703.15	0.00	0.0%

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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	27,950.27	21,422.31	6,527.96	30.47%
1745 · Accum deprec- furn,fix,equip	-369,806.19	-303,845.19	-65,961.00	-21.71%
1750 · Accum. Deprec. Vehicle	-11,617.08	-5,576.04	-6,041.04	-108.34%
Total Fixed Assets	318,818.01	313,291.76	5,526.25	1.76%
TOTAL ASSETS	3,947,319.71	3,225,105.38	722,214.33	22.39%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2010 · Accounts payable	-18,786.58	9,674.23	-28,460.81	-294.19%
Total Accounts Payable	-18,786.58	9,674.23	-28,460.81	-294.19%
Credit Cards				
2050 · VISA Cardmember Services				
2053 · VISA - O'Connor-1426	0.00	4,645.07	-4,645.07	-100.0%
2055 · VISA - Binks-1387	0.00	3,239.64	-3,239.64	-100.0%
2056 · VISA - Liebelt - 3374	4.39	3,369.46	-3,365.07	-99.87%
2057 · VISA - Patel - 5402	0.00	1,870.65	-1,870.65	-100.0%
2058 · VISA - Von Derau - 5361	2,162.24	2,278.74	-116.50	-5.11%
2059 · VISA - Monteleone - 3988	0.00	46.08	-46.08	-100.0%
2060 · VISA - Ranier 4617	1,596.22	2,079.48	-483.26	-23.24%
2061 · VISA - Russell-1616	63.06	1,843.88	-1,780.82	-96.58%
2062 · VISA - Piwen - 7031	1,709.07	353.83	1,355.24	383.02%
2063 · VISA - Sirotzki - 0974	450.00	400.72	49.28	12.3%
2064 · VISA - King - 7476	70.00	557.29	-487.29	-87.44%
2065 · VISA - Churchill - 5580	464.95	228.00	236.95	103.93%
2050 · VISA Cardmember Services - Other	0.98	-8,304.28	8,305.26	100.01%

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Total 2050 · VISA Cardmember Services	6,520.91	12,608.56	-6,087.65	-48.28%
Total Credit Cards	6,520.91	12,608.56	-6,087.65	-48.28%
Other Current Liabilities				
2111 · Accrued 125 Plan Withholding	-323.52	-299.72	-23.80	-7.94%
2112 · Accrued FSA Employee Dep Med	4,087.42	-2,671.71	6,759.13	252.99%
2117 · Accrued 401K Employer	0.86	0.27	0.59	218.52%
2119 · Employee Portion Med PPO	2,605.79	0.00	2,605.79	100.0%
2130 · Accrued payroll taxes	113.12	0.00	113.12	100.0%
2131 · Accrued payroll taxes - PFML	19.14	19.14	0.00	0.0%
2132 · Accrued payroll taxes L&I EE	2,352.31	1,392.33	959.98	68.95%
2133 · Accrued payroll taxes L&I ER	1,536.23	0.00	1,536.23	100.0%
2140 · Accrued sales taxes	107.35	69.30	38.05	54.91%
2155 · Accrued Medical Contract Pmts	0.00	3,400.00	-3,400.00	-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	78,627.39	90,858.39	-12,231.00	-13.46%
Total Other Current Liabilities	333,609.11	290,886.00	42,723.11	14.69%
Total Current Liabilities	321,343.44	313,168.79	8,174.65	2.61%
Long Term Liabilities				
2777 · FP Postage Meter Lease	0.00	144.02	-144.02	-100.0%
2778 · Copiers NW Copier Lease	2,374.51	7,617.88	-5,243.37	-68.83%
2779 · Trebron Lease-EquaLogic SAN #2	218.84	2,653.66	-2,434.82	-91.75%
Total Long Term Liabilities	2,593.35	10,415.56	-7,822.21	-75.1%
Total Liabilities	323,936.79	323,584.35	352.44	0.11%
Equity				
3001 · Opening Bal Equity	-2,152.64	613.18	-2,765.82	-451.06%
3010 · Unrestrict (retained earnings)	3,522,323.18	2,835,481.68	686,841.50	24.22%
Net Income	103,212.38	65,426.17	37,786.21	57.75%
Total Equity	3,623,382.92	2,901,521.03	721,861.89	24.88%
TOTAL LIABILITIES & EQUITY	3,947,319.71	3,225,105.38	722,214.33	22.39%