

**Northwest Youth Services**  
**Profit & Loss Budget Performance**  
**August 2022**

|   | Aug 22     | Budget     | \$ Over Budget | Jan - Aug 22 | YTD Budget   | \$ Over Budget | Annual Budget |
|---|------------|------------|----------------|--------------|--------------|----------------|---------------|
| <b>Ordinary Income/Expense</b>                    |            |            |                |              |              |                |               |
| <b>Income</b>                                     |            |            |                |              |              |                |               |
| <b>4000 · Donations</b>                           |            |            |                |              |              |                |               |
| <b>4010 · Donations - Individual</b>              | 8,773.81   | 25,290.00  | -16,516.19     | 257,768.41   | 325,052.00   | -67,283.59     | 671,712.00    |
| <b>4030 · Donations - In Kind</b>                 | 0.00       |            |                | 1,769.80     |              |                |               |
| <b>Total 4000 · Donations</b>                     | 8,773.81   | 25,290.00  | -16,516.19     | 259,538.21   | 325,052.00   | -65,513.79     | 671,712.00    |
| <b>4105 · 22 North Capital Revenue</b>            | 1,961.66   |            |                | 17,313.22    |              |                |               |
| <b>4200 · Fundraising Revenue</b>                 | 0.00       | 0.00       | 0.00           | 14,717.00    | 24,187.00    | -9,470.00      | 24,187.00     |
| <b>4500 · Grants</b>                              |            |            |                |              |              |                |               |
| <b>Total 4500 · Grants</b>                        | 296,275.72 | 302,122.00 | -5,846.28      | 671,074.54   | 718,710.00   | -47,635.46     | 1,031,698.00  |
| <b>4650 · Contracts</b>                           |            |            |                |              |              |                |               |
| <b>Total 4650 · Contracts</b>                     | 249,641.54 | 311,467.00 | -61,825.46     | 2,606,193.69 | 2,755,587.00 | -149,393.31    | 4,065,015.00  |
| <b>4910 · Interest Income</b>                     | 51.31      |            |                | 928.80       |              |                |               |
| <b>4950 · Miscellaneous Revenue</b>               | 12.68      |            |                | 12.68        |              |                |               |
| <b>4982 · Temp Restricted Revenues</b>            | -1,961.66  |            |                | -17,313.22   |              |                |               |
| <b>Total Income</b>                               | 554,755.06 | 638,879.00 | -84,123.94     | 3,552,464.92 | 3,823,536.00 | -271,071.08    | 5,792,612.00  |
| <b>Gross Profit</b>                               | 554,755.06 | 638,879.00 | -84,123.94     | 3,552,464.92 | 3,823,536.00 | -271,071.08    | 5,792,612.00  |
| <b>Expense</b>                                    |            |            |                |              |              |                |               |
| <b>5000 · Personnel Expense</b>                   |            |            |                |              |              |                |               |
| <b>5001 · Payroll Tax Expense</b>                 | 21,734.74  | 29,336.00  | -7,601.26      | 195,842.33   | 207,120.00   | -11,277.67     | 326,707.00    |
| <b>5010 · Salary &amp; Wages</b>                  | 244,820.04 | 308,014.00 | -63,193.96     | 1,999,180.92 | 2,089,674.00 | -90,493.08     | 3,347,164.00  |
| <b>5210 · Health Insurance</b>                    | 18,168.50  | 33,658.00  | -15,489.50     | 162,430.68   | 190,211.00   | -27,780.32     | 330,021.00    |
| <b>5310 · Retirement Match</b>                    | 1,584.40   | 4,544.00   | -2,959.60      | 14,805.93    | 20,968.00    | -6,162.07      | 39,305.00     |
| <b>5410 · CMS Wages &amp; Benefits Allocation</b> | 0.00       | 1.00       | -1.00          | 0.00         | -4.00        | 4.00           | 0.00          |
| <b>Total 5000 · Personnel Expense</b>             | 286,307.68 | 375,553.00 | -89,245.32     | 2,372,259.86 | 2,507,969.00 | -135,709.14    | 4,043,197.00  |
| <b>6000 · Operating Expense</b>                   |            |            |                |              |              |                |               |
| <b>6001 · In-Kind Expense</b>                     | 0.00       |            |                | 1,769.80     |              |                |               |
| <b>6100 · Client Expense</b>                      |            |            |                |              |              |                |               |
| <b>6150 · Direct Client Expense</b>               | 3,831.74   | 5,339.00   | -1,507.26      | 46,743.50    | 43,823.00    | 2,920.50       | 65,119.00     |
| <b>6250 · General Client Expense</b>              | 1,894.46   | 8,386.00   | -6,491.54      | 43,168.42    | 51,940.00    | -8,771.58      | 89,084.00     |
| <b>Total 6100 · Client Expense</b>                | 5,726.20   | 13,725.00  | -7,998.80      | 89,911.92    | 95,763.00    | -5,851.08      | 154,203.00    |
| <b>6600 · Youth Jobs Contracting</b>              | 1,602.13   | 854.00     | 748.13         | 9,329.19     | 8,587.00     | 742.19         | 12,003.00     |

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|   | <b>Aug 22</b>    | <b>Budget</b>    | <b>\$ Over Budget</b> | <b>Jan - Aug 22</b> | <b>YTD Budget</b> | <b>\$ Over Budget</b> | <b>Annual Budget</b> |
|---|------------------|------------------|-----------------------|---------------------|-------------------|-----------------------|----------------------|
| <b>6711 · Leasing Expense</b>                     |                  |                  |                       |                     |                   |                       |                      |
| <b>6740 · Leasing Expense - Offices</b>           | 12,273.00        | 12,496.00        | -223.00               | 95,320.10           | 95,652.00         | -331.90               | 145,636.00           |
| <b>6750 · Leasing Expense - Housing</b>           | 31,424.00        | 39,423.00        | -7,999.00             | 312,293.88          | 317,390.00        | -5,096.12             | 475,082.00           |
| <b>6840 · Utilities &amp; Occupancy - Offices</b> | 6,567.72         | 4,420.00         | 2,147.72              | 54,234.67           | 47,282.00         | 6,952.67              | 64,962.00            |
| <b>6850 · Utilities &amp; Occupancy - Housing</b> | 4,055.13         | 2,180.00         | 1,875.13              | 23,884.54           | 22,555.00         | 1,329.54              | 32,275.00            |
| <b>Total 6711 · Leasing Expense</b>               | <b>54,319.85</b> | <b>58,519.00</b> | <b>-4,199.15</b>      | <b>485,733.19</b>   | <b>482,879.00</b> | <b>2,854.19</b>       | <b>717,955.00</b>    |
| <b>7020 · Professional Services</b>               | 3,600.24         | 46,469.00        | -42,868.76            | 83,426.63           | 105,361.00        | -21,934.37            | 203,050.00           |
| <b>7030 · Legal Fees</b>                          | 7,931.00         | 3,417.00         | 4,514.00              | 14,706.00           | 12,212.00         | 2,494.00              | 25,880.00            |
| <b>7040 · Technical Services</b>                  | 9,167.25         | 10,850.00        | -1,682.75             | 77,668.75           | 81,315.00         | -3,646.25             | 125,365.00           |
| <b>7050 · Technology Supplies</b>                 | 3,414.91         | 2,100.00         | 1,314.91              | 24,976.12           | 18,554.00         | 6,422.12              | 35,554.00            |
| <b>7060 · Software and Subscriptions</b>          | 3,728.11         | 1,820.00         | 1,908.11              | 22,692.30           | 21,977.00         | 715.30                | 29,457.00            |
| <b>7110 · Office Supplies</b>                     | 1,549.07         | 365.00           | 1,184.07              | 5,245.14            | 3,498.00          | 1,747.14              | 4,958.00             |
| <b>7150 · Program Supplies</b>                    | 318.53           | 1,714.00         | -1,395.47             | 7,470.85            | 8,693.00          | -1,222.15             | 15,749.00            |
| <b>7160 · Small Tools &amp; Equipment</b>         | 771.68           | 543.00           | 228.68                | 2,514.26            | 2,834.00          | -319.74               | 9,361.00             |
| <b>7200 · Communications</b>                      | 5,164.44         | 3,363.00         | 1,801.44              | 33,708.02           | 30,657.00         | 3,051.02              | 44,109.00            |
| <b>7310 · Postage</b>                             | 15.50            | 255.00           | -239.50               | 247.36              | 762.00            | -514.64               | 2,032.00             |
| <b>7460 · Repair Expense</b>                      | 7,065.68         | 1,785.00         | 5,280.68              | 30,296.94           | 14,521.00         | 15,775.94             | 23,161.00            |
| <b>7600 · Vehicle Expense</b>                     | 1,289.03         | 1,269.00         | 20.03                 | 10,984.29           | 10,792.00         | 192.29                | 15,868.00            |
| <b>7710 · Mileage &amp; Parking</b>               | 976.43           | 1,340.00         | -363.57               | 5,508.74            | 7,052.00          | -1,543.26             | 13,012.00            |
| <b>7800 · Training Expense</b>                    | 1,875.51         | 1,330.00         | 545.51                | 12,678.40           | 12,792.00         | -113.60               | 38,557.00            |
| <b>7820 · Travel Expense</b>                      | 0.00             | 2,400.00         | -2,400.00             | 0.00                | 2,400.00          | -2,400.00             | 2,400.00             |
| <b>7850 · Meeting Expense</b>                     | 155.80           | 305.00           | -149.20               | 1,919.12            | 1,896.00          | 23.12                 | 3,606.00             |
| <b>7900 · Printing &amp; Copying</b>              | 1,140.62         | 2,334.00         | -1,193.38             | 9,401.91            | 12,858.00         | -3,456.09             | 22,234.00            |
| <b>8000 · Staff Recognition</b>                   | 233.58           | 190.00           | 43.58                 | 1,069.85            | 713.00            | 356.85                | 6,563.00             |
| <b>8020 · Donor Recognition</b>                   | 0.00             | 10.00            | -10.00                | 0.00                | 30.00             | -30.00                | 70.00                |
| <b>8050 · Fundraising Expense</b>                 | 799.80           | 7,500.00         | -6,700.20             | 14,172.27           | 17,571.00         | -3,398.73             | 28,171.00            |
| <b>8110 · Liability Insurance</b>                 | 5,768.40         | 5,268.00         | 500.40                | 38,184.39           | 37,986.00         | 198.39                | 62,058.00            |
| <b>8310 · Dues, Fees, Licenses</b>                | 96.00            | 300.00           | -204.00               | 7,479.51            | 1,820.00          | 5,659.51              | 3,020.00             |
| <b>8400 · Bank &amp; Other Fees</b>               | 272.73           | 550.00           | -277.27               | 3,207.47            | 3,194.00          | 13.47                 | 5,394.00             |
| <b>8500 · Miscellaneous Expense</b>               | -634.13          |                  |                       | -774.13             |                   |                       |                      |
| <b>8800 · Interest Expense</b>                    | 1,267.96         | 1,268.00         | -0.04                 | 10,143.68           | 10,144.00         | -0.32                 | 15,216.00            |
| <b>8901 · Suspense</b>                            | 0.00             |                  |                       | 2,206.00            |                   |                       |                      |

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|                                       | <b>Aug 22</b>     | <b>Budget</b>    | <b>\$ Over Budget</b> | <b>Jan - Aug 22</b> | <b>YTD Budget</b> | <b>\$ Over Budget</b> | <b>Annual Budget</b> |
|---------------------------------------|-------------------|------------------|-----------------------|---------------------|-------------------|-----------------------|----------------------|
| <b>Total 6000 · Operating Expense</b> | 117,616.32        | 169,843.00       | -52,226.68            | 1,005,877.97        | 1,006,861.00      | -983.03               | 1,619,006.00         |
| <b>Total Expense</b>                  | 403,924.00        | 545,396.00       | -141,472.00           | 3,378,137.83        | 3,514,830.00      | -136,692.17           | 5,662,203.00         |
| <b>Net Ordinary Income</b>            | 150,831.06        | 93,483.00        | 57,348.06             | 174,327.09          | 308,706.00        | -134,378.91           | 130,409.00           |
| <b>Net Income</b>                     | <b>150,831.06</b> | <b>93,483.00</b> | <b>57,348.06</b>      | <b>174,327.09</b>   | <b>308,706.00</b> | <b>-134,378.91</b>    | <b>130,409.00</b>    |

4010 Donations Individual - Donations received from SPIE and Mud Bay community businesses.

4500 Grants - Walton Foundation grant received, donor directed to Skagit services. Initial billing for new ACI 2022-2023 grant.

Group Health 3-year pledge of unrestricted funds, \$75k/yr, all 3 years of revenue must be recorded at time of pledge.

4650 Contracts - Dept of Commerce Behavioral Health and Outreach contracts active but not being used yet. HCA funding being spend down, question of rollover still in process. New Building Changes contract for \$134k finalized, waiting on revenue. HUD TLP funds not spent down completely by end of contract period with understaffing in Skagit.

6750 Leasing Expense Housing - Light on hotel stay costs this month for Skagit Hotel Shelter contract.

7030 Legal Fees - Legal costs for current lawsuits.

7050 Technology Supplies - Laptops for BH staff to spend down HCA funds.

7060 Software and Subscriptions - Annual Zoom subscription renewal.

7110 Office Supplies - Catching up on office maintenance supplies and replacing broken items.

7200 Communications - Equipment purchase costs for BH and Outreach staff.

7460 Repair Expense - GF window repair and capital project costs for PAD House.

7820 Travel Expense - RHYA conference travel expenses budgeted but not spent in Aug.