

CROSSPOINT, INC.  
Income Statement  
For the Twelve Months Ending June 30, 2020

	Current Month		Year to Date		GLAC
<b>Revenues</b>					
<b>Residential Service Fees</b>					
Residential FBOP	\$ 3,515,413.09	49.32	\$ 3,515,413.09	49.32	
Residential RRC PTS	150,234.10	2.11	150,234.10	2.11	
Residential County	52,976.25	0.74	52,976.25	0.74	
Residential Veterans	807,701.09	11.33	807,701.09	11.33	
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<b>Total Residential Svc Fees</b>	<b>4,526,324.53</b>	<b>63.50</b>	<b>4,526,324.53</b>	<b>63.50</b>	
<b>Client Stipends</b>					
Stipends - FBOP	77,172.00	1.08	77,172.00	1.08	
Stipends RRC PTS	18,213.53	0.26	18,213.53	0.26	
Stipends - RSH	0.00	0.00	0.00	0.00	
Stipends - Alpha	0.00	0.00	0.00	0.00	
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<b>Total Client Stipends</b>	<b>95,385.53</b>	<b>1.34</b>	<b>95,385.53</b>	<b>1.34</b>	
<b>Contracts &amp; Grants</b>					
OPC COD	0.00	0.00	0.00	0.00	
OPC PSYC	141,575.71	1.99	141,575.71	1.99	
TDAT	0.00	0.00	0.00	0.00	
DOL	13,612.40	0.19	13,612.40	0.19	
Grants	2,058,323.01	28.88	2,058,323.01	28.88	
Temp Restricted	68,657.00	0.96	68,657.00	0.96	
Restricted Income	0.00	0.00	0.00	0.00	
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<b>Total Contracts &amp; Grants</b>	<b>2,282,168.12</b>	<b>32.02</b>	<b>2,282,168.12</b>	<b>32.02</b>	
<b>Other Income</b>					
Indiv Contributions	0.00	0.00	0.00	0.00	
Program Contributions	4,741.72	0.07	4,741.72	0.07	
Corporate Contributions	150.00	0.00	150.00	0.00	
Foundation Contributions	66,247.03	0.93	66,247.03	0.93	
Local Govt Contributions	0.00	0.00	0.00	0.00	
In-Kind Contributions	39,280.63	0.55	39,280.63	0.55	
Event Income	71,775.12	1.01	71,775.12	1.01	
United Way Support	17,200.00	0.24	17,200.00	0.24	
Investment Income	20,244.40	0.28	20,244.40	0.28	
Admin Fees	796.50	0.01	796.50	0.01	
Miscellaneous Income	3,229.02	0.05	3,229.02	0.05	
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<b>Total Other Income</b>	<b>223,664.42</b>	<b>3.14</b>	<b>223,664.42</b>	<b>3.14</b>	
<b>Total Revenue</b>	<b>7,127,542.60</b>	<b>100.00</b>	<b>7,127,542.60</b>	<b>100.00</b>	
<b>Expenses</b>					
<b>Labor Expenses</b>					
Salaries	3,464,102.57	48.60	3,464,102.57	48.60	
Medical Premiums	248,205.22	3.48	248,205.22	3.48	
Retirement	288,588.42	4.05	288,588.42	4.05	
Life & Disability	11,847.54	0.17	11,847.54	0.17	
Long Term Care	10,281.55	0.14	10,281.55	0.14	
Payroll Taxes	252,752.99	3.55	252,752.99	3.55	
Unemployment Taxes	0.00	0.00	0.00	0.00	
Workers Comp	29,763.92	0.42	29,763.92	0.42	
Payroll Processing Fees	39,198.64	0.55	39,198.64	0.55	
Employee Scholarship	1,000.00	0.01	1,000.00	0.01	
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<b>Total Labor Expenses</b>	<b>4,345,740.85</b>	<b>60.97</b>	<b>4,345,740.85</b>	<b>60.97</b>	
<b>Building Expenses</b>					
Property Insurance	33,413.60	0.47	33,413.60	0.47	

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Electricity & Gas	130,823.09	1.84	130,823.09	1.84
Water	68,069.52	0.96	68,069.52	0.96
Security Svc Cameras	13,779.84	0.19	13,779.84	0.19
Maint/Svc Contracts	222,354.76	3.12	222,354.76	3.12
Garbage Collection	15,243.23	0.21	15,243.23	0.21
Maintenance Supplies	31,448.78	0.44	31,448.78	0.44
Landscaping	0.00	0.00	0.00	0.00
Repair/Maint Proerty	0.00	0.00	0.00	0.00
<b>Total Building Expenses</b>	<b>515,132.82</b>	<b>7.23</b>	<b>515,132.82</b>	<b>7.23</b>
<b>Residential Expenses</b>				
Food & Beverages	659,844.87	9.26	659,844.87	9.26
Linen	41,649.24	0.58	41,649.24	0.58
Hskp Supplies	63,208.18	0.89	63,208.18	0.89
Program Supplies	17,517.35	0.25	17,517.35	0.25
First Aid Supplies	10,719.33	0.15	10,719.33	0.15
Cable TV	5,989.59	0.08	5,989.59	0.08
Specific Assistance	319.82	0.00	319.82	0.00
Drug Testing & Searches	51,392.48	0.72	51,392.48	0.72
Resident Medical Svcs	158,062.11	2.22	158,062.11	2.22
Resident Transportation	5,310.84	0.07	5,310.84	0.07
Accountabilty Fees	45,723.74	0.64	45,723.74	0.64
Gas Co Vehicle	5,645.66	0.08	5,645.66	0.08
Rep/Maint Co Vehicles	2,814.35	0.04	2,814.35	0.04
Lic/Permits Co Vehicles	760.01	0.01	760.01	0.01
Insurance Co Vehicles	20,145.24	0.28	20,145.24	0.28
Client Events	468.92	0.01	468.92	0.01
<b>Total Resident Expenses</b>	<b>1,089,571.73</b>	<b>15.29</b>	<b>1,089,571.73</b>	<b>15.29</b>
<b>Agency Wide Expenses</b>				
Office Supplies	26,057.00	0.37	26,057.00	0.37
Telephone	22,266.02	0.31	22,266.02	0.31
Internet	12,526.15	0.18	12,526.15	0.18
Postage & Shipping	1,787.27	0.03	1,787.27	0.03
Svc Agreements	12,434.64	0.17	12,434.64	0.17
Equip Purchase	5,975.79	0.08	5,975.79	0.08
Furn & Furnishings	13,546.21	0.19	13,546.21	0.19
IT Devices	88,494.11	1.24	88,494.11	1.24
Equip Lease	22,597.30	0.32	22,597.30	0.32
Printing	9,669.24	0.14	9,669.24	0.14
Newspaper	1,729.00	0.02	1,729.00	0.02
Periodical Subscription	264.06	0.00	264.06	0.00
Publication Purchases	519.72	0.01	519.72	0.01
Advertising	5,608.58	0.08	5,608.58	0.08
Interest & Finance Fees	337.05	0.00	337.05	0.00
Legal Fees	0.00	0.00	0.00	0.00
Professional Svcs	87,919.46	1.23	87,919.46	1.23
Accreditation Fees	3,376.78	0.05	3,376.78	0.05
Audit Expense	50,372.43	0.71	50,372.43	0.71
Organization Dues	5,748.06	0.08	5,748.06	0.08
Community Support	1,500.00	0.02	1,500.00	0.02
License & Permits	1,764.41	0.02	1,764.41	0.02
Liability Insurance	30,693.88	0.43	30,693.88	0.43
Director Liability Insurance	11,252.73	0.16	11,252.73	0.16
Keyman Life Insurance	3,423.75	0.05	3,423.75	0.05
Lease Vehicle	5,644.95	0.08	5,644.95	0.08
Agency Events	46,426.45	0.65	46,426.45	0.65
Development	43,526.75	0.61	43,526.75	0.61
Mileage Parking	11,027.01	0.15	11,027.01	0.15

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Meals/Lodge/Incid	13,885.76	0.19	13,885.76	0.19
Conferences/Seminars	7,261.36	0.10	7,261.36	0.10
Staff Development	443.00	0.01	443.00	0.01
Uncollectible A/R	0.00	0.00	0.00	0.00
Other Employee Expense	7,056.90	0.10	7,056.90	0.10
Miscellaneous Expense	354.90	0.00	354.90	0.00
Loss Disposal of Fixed Asset	2,168.00	0.03	2,168.00	0.03
Suspense	583.41	0.01	583.41	0.01
	<u>558,242.13</u>	<u>7.83</u>	<u>558,242.13</u>	<u>7.83</u>
<b>Total Agency Wide Expenses</b>				
	<u>6,508,687.53</u>	<u>91.32</u>	<u>6,508,687.53</u>	<u>91.32</u>
<b>Total Operating Expenses</b>				
	<u>618,855.07</u>	<u>8.68</u>	<u>618,855.07</u>	<u>8.68</u>
<b>Total Earnings Before Depreciation</b>				
<b>Depreciation Expense</b>				
Depreciation - Equip	72,319.00	1.01	72,319.00	1.01
Depreciation - Bldg	194,340.95	2.73	194,340.95	2.73
	<u>266,659.95</u>	<u>3.74</u>	<u>266,659.95</u>	<u>3.74</u>
<b>Total Depreciation Expense</b>				
<b>Net Income (Loss)</b>	<u>\$ 352,195.12</u>	<u>4.94</u>	<u>\$ 352,195.12</u>	<u>4.94</u>