

	A	B	I	J
1	<b>CROSSPOINT, INC.</b>			
2	<b>FY21 BUDGET</b>			
3	<b>APPROVED 06/25/20</b>			
4				
5		<b>GLAC</b>	<b>FY21 BUDGET</b>	<b>COMMENTS</b>
6	<b>Revenues</b>			
7	<b>Residential Service Fees(Govt)</b>			
8	Residential FBOP	5001	3,587,418	86% of contract; REVIEW AFTER BOP MTG. (Meeting with BOP for updated Referral Cap)
9	Residential US/PTS	5005	146,593	\$78.75 per diem @85% \$87.82 Eff 10.20
10	Residential County	5007	47,000	Veronica confirms no change; 06.16.20
11	Residential Veterans	5009	1,002,750	FY20 Per diem \$67.99; FY21 PER DIEM \$71.39; based on 95% of male pop and 6 females (Review
12	<b>Total Residential Revenues</b>		<b>4,783,761</b>	
13				
14	<b>Client Stipends (Govt)</b>			
15	Svc Fee Stipend FBOP	6201	100,000	Waivers & Furloughs
16	Stipend - RRC	6204	22,000	
17	<b>Total Client Stipend</b>		<b>122,000</b>	
18				
19	<b>Contracts &amp; Grants</b>			
20	CAREER PATHWAYS	4006	40,000	DOL/GW
21	OPC - Psyc Services	5030/35	135,556	annualized; Up for Renewal in Oct; need to consider admin costs; telepsych is more affordable
22	OPC CENTER		92,000	ECUMENICAL CENTER; Joe will send us the budget Form Q & Excel; Phase VI term date?
23	OPC - ROARS		46,738	UH SYSTEMS
24	OPC - ROARS PLUS		28,290	SAMHSA
25	OPC		70,000	LISC GRANT; TELEPSYCH \$71,500
26	Grant Income	4006		Review Grant Hub Report
27	BHTS		880,006	STRAC/MHM MALE 94%; \$466k agreement expires in Dec 2020(5yr plan)
28	BHTS		270,720	STRAC/UTH MALE CLINICAL @94%
29	WW CAMPUS AH; BHTS		342,071	STRAC/MHM FEMALE 10 Beds; Agreement \$364k @ 94% (\$99.70X365 DAYS)
30	WW CAMPUS AH; ESPERANZA			INCLUDED IN RESIDENTIAL SECTION ABOVE
31	WW CAMPUS AH; VETS			INCLUDED IN RESIDENTIAL SECTION ABOVE
32	BHTS		-	MUTUAL OF AMERICA BHTS \$100k
33	CASA MIA		100,000	BAPTIST \$100k
34	CASA MIA		-	IMPACT SA \$75k
35	CASA MIA		-	CAVALIER \$10k
36	CASA		-	SAAF RESILIANCY GRANT \$50K
37	CASA MIA (funds partnership Alpha Homes)		-	SAMHSA 5 YR GRANT W CNTY \$80k April ck w Chivis

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38	CASA MIA; Womens Wellness Center		-	SAMHSA Expansion for Drug Types \$500k
39	CASA MIA		200,000	UTH SON
40	CASA MIA			UTH SON \$200k Expansion
41	CASA MIA; Womens Wellness Campus - CONSTRUCTION			UTH SON \$680K
42	Sisters of the Holy Spirit TBD		5,000	Will request \$10k
43	Temp Restricted Income	3000	-	
44	DISTRIBUTE GRANT			
45	<b>Total Contracts &amp; Grants</b>		<b>2,210,381</b>	DEVELOPMENT PENDING \$822,500 @ 26% = \$206,500
46				
47	<b>Other Income</b>			
48	Indiv Contributions	4007	21,333	GOLDSMITH, OTHER INDIV CONTRIBUTIONS
49	Corporate Contributions	4008	35,000	Unrelated to Events; Follow up on Paint donation
50	Foundation Contributions	4009	25,000	FY20 Santikos \$50k; Misc one time grants/donations
51	Contributions Local Govt	4010	-	Specialty Courts OPC & BHTS Beds \$350k 5 treatment beds
52	In-Kind Contributions	4005	56,403	AKIN \$38653; AlamoTech \$17750
53	Event Income	6600	76,500	Need to offset w Maria Majestic ESTIMATED Validate with Myra
54	United Way Support	6990	17,203	this is actual
55	Investment Income	6500	2,400	Interest rate dropped due to COVID-19
56	Admin Fees		4,500	these are 5% co-pay and RX fees
57	Misc Income		-	
58	<b>Total Other Income</b>		<b>238,339</b>	
59	<b>Total Income</b>		<b>7,354,481</b>	
60				

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61	<b>Expenses</b>			
62	<b>Labor Expenses</b>			
63	Salaries	7008	3,961,468	<i>FY20 budget +3.5% merit; Updated with AH WWC staff reconfig (See TAB) added opc receptionist</i>
64	Medical Premiums	7013	327,278.82	Based on 90% of 74 BCBS participants + HSA @ \$1,200; CATTO suggested we plan for 10%
65	Retirement SCA	7104	198,266	Effective Date DOH; suggestion to 3% match regardless of SCA or not; approx 20 new EE's; Still a
66	Life & Disability	7105	10,212	approx \$111 per EE, per annum; 92 Ees
67	Long Term Care	7106	12,423.00	FY20 + 5%
68	Payroll Taxes	7201	262,095	
69	Unemployment Insurance	7202	3,414	FY20+5%COVID
70	Workers Comp	7203	19,973	ADDED 10% as per SANGER
71	Payroll Processing Fees	8009	34,739	3.8% increase
72	Employee Scholarship		2,000	no Change
73	<b>Total Labor Expenses</b>		<b>4,831,868</b>	WITH THE AH 11
74				
75	<b>Building Related Expenses</b>			
76	Property Insurance	8402	37,272	10% INCREASE
77	Electricity & Gas	8405	137,879	5% Increase
78	Water	8408	74,327	5% Increase
79	Security Cameras	8012	14,443	\$13,756 annualized + 5%
80	R&M UNDER CONTRACT & EMERGEN	8409	219,547	Based on Annualized thru March; SEE TAB 8409
81	Garbage Collection	8417	16,010	
82	Maintenance Supplies	8413	27,465	
83	<i>HSITORICAL LINE ITEM FOR SURPLUS ELIMINATED</i>			
84	<b>Total Building Expenses</b>		<b>526,944</b>	
85				
86	<b>Resident Expenses</b>			
87	Food & Beverages	8104	674,906	\$10.55 PER DAY * 365 days revenue census %; in addition to admin meals annualized at \$8,726.
88	Linen	8105	55,019	added \$12,376 for WWC
89	Hskp Supplies	8106	69,098	What was COVID costs? Back out in Aggregate \$5k over all programs
90	Program Supplies	8108	16,034	Casa Mia based on FY20; PY included the RSH DUE TO ph INCREASE IN CLIENT
91	First Aid Supplies	8112	4,607	BOP 1ST AID REQUIREMENTS
92	Cable TV	8417	6,249	5% increase

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93	Specific Assistance	8900	441	5% increase
94	Drug Test & Searches	8006	60,235	REDWOOD 3% INCREASE; used 5% as we are over budget
95	Resident Medical Svcs	8901	267,836	5460 PSYCH; EMPIRE RX; NP, SIMPSON & TELEPSYCH
96	Resident Transportation	8909	5,925	
97	Accountability Fees	8005	38,258	Secure Manage & Corrisoft Research monthly fees (Was this overestimated for FY20???)
98	Gas Co Vehicles	8702	6,998	5% increase
99	Rep/Maint Co Vehicles	8703	4,015	2002 Van cld be replaced
100	Lic & Permits Co Vehicles	8705	943	check coding
101	Insurance Co Vehicles	8704	20,652	10% INCREASE
102	Program Events	8110	2,500	ESTIMATE CFR, ESPERANZA, MOVIE NIGHT, CELEBRATION FOR CLIENTS
103	<b>Total Resident Related Expenses</b>		<b>1,233,717</b>	
104				
105	<b>Agency Wide Expenses</b>			
106	Facility Leases - CP Legacy	8010	101,593	Includes 3 key personnel(CEO,FM,DoF) offset w In-Kind after analysis of occ rate sq ft.
107	Equipt Leases - CP Legacy		-	Need to review capitalized equipment to transfer
108	Office Supplies	8107	28,640	Added 5%
109	Telephone	8200	23,681	Add 5%
110	Internet	8201	14,035	Add 10% for expanded capacity speed, bandwith
111	Postage/Shipping	8300	1,976	added 5%; may need more for bop daily mailings
112	Equip Purchase	8501	6,951	Historically we include equipt; fridges, microwaves
113	Furnishings	8503	31,322	ADDED \$30K FOR NEW FURNISHINGS FOR BOP F; Add 5%;
114	IT & Devices	8109	87,835	Website maint estimate; Alamotech behind in submitting billing. Avg of Budget & Annualize. Add
115	Equipment Leases	8504	48,653	<i>RECLASS FROM 8409 MAINT</i>
116	Printing Expense	8601	9,884	Add schedule TAB
117	Newspaper	8111	2,609	
118	Peridical & Subscriptions	8606	426	
119	PublicationPurchase	8607	200	
120	Advertising	8608	5,897	frequency of job posting and addl job boards
121	Interest & Finance Fees	8309	500	
122	Professional Svc Fees	8004	94,076	Consulting and advice; Reclassed Simpson to Client Medical; Consulting and advice; teleconference
123	Legal Fees	8003	10,000	Actual Lawsuits; judge cld backchg the clent
124	Accreditation Fees	8411	3,000	ACA PREPAID 3 yrs; AMORTIZATION; PREA 2022

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125	Audit Expense	8008	58,653	ADKF gave an In Kind to offset put in the exact amount
126	Organization Dues	9002	6,000	SEE TAB FOR SCHEDULE
127	Community Support	9407	3,500	should this be assigned by program or ADMIN only?
128	License & Permits	8412	1,096	\$996 Licensure Fees provided by Velma
129	Liability Insurance	8403	43,177	10% INCREASE
130	Director Liability Insurance	9403	12,252	ADDED 10% AS PER SANGER (\$4100 for CP Legacy)
131	Key Man Insurance	9405	4,520	ADDED 10% AS PER SANGER (Sent him an email)
132	Leased Vehicle	8706	5,280	
133	Agency Events	8801	45,700	Don't Annualize in SAGE; Two Events
134	Fundraising - Dev	9700	45,600	Wellcare @ \$3800 per month(approved to increase \$800 per month)
135	Mileage & Parking	8707	12,115	Mileage rate @ .57.5;
136	Meals/Lodg/Incidentals	8709	19,833	<b>use fy20budget +5% (BASED ON SUBMITTALS \$10000)</b>
137	Conferences & Seminars	8805	19,310	
138	Other Employee Expense	8807	10,460	Avg Annualized + budget; EE REFFERAL BONUSES, SMOKING, PROBATIONARY,
139	Misc Expense	9402	-	
140	SUSPENSE	9999	-	
141	Disposal of Fixed Assets	9406	3,180	Depends on purch of vehicle
142	<b>Total Agency Wide Expenses</b>		<b>761,953</b>	
143				
144	<b>Total Operating Expenses</b>		<b>7,354,482</b>	
145				
146	<b>Net Earnings Before Depreciation</b>		<b>(0)</b>	
147				
148	<b>Depreciation Expense</b>			
149				
150	Depr Equip Expense		67,029	Will be adjusted for facility equipment moved to CP Legacy. We should have a sinking fund to
151	Depr Vehicles		5,400	Estimate of the two new vehicles
152	Depr Building		-	moving to CP Legacy
153	<b>Total Depreciation</b>		<b>72,429</b>	
154				
155	<b>Net Income</b>		<b>(72,429)</b>	