

At The Crossroads
Fiscal Year 2020 Profit & Loss Statement
July 1, 2019 – June 30, 2020

	Final
REVENUE	
Individuals	\$264,091.94
Foundations	\$1,041,200.00
Corporations	\$188,272.64
Events	\$1,000.00
Other Revenue	\$299,628.59
TOTAL Revenue	\$1,794,193.17
 EXPENSES	
PERSONNEL	
Salaries & Wages	\$615,070.26
Employee Benefits & Taxes	\$167,439.73
Consultant & Contract Services	\$45,618.17
<i>Personnel Subtotal</i>	<i>\$828,128.16</i>
NON-PERSONNEL	
Rent & Building Costs	\$59,924.45
Youth Supplies	\$67,181.66
Insurances	\$21,925.39
Communications & Printing	\$19,297.41
Office Supplies & Technology	\$11,312.33
Staff, Board, & Volunteer Training & Support	\$2,360.03
Subscriptions & Fees	\$11,059.35
Transportation	\$8,107.03
Events	\$3,663.66
Taxes	\$2,634.76
<i>Non-Personnel Subtotal</i>	<i>\$207,466.07</i>
TOTAL Expenses	\$1,035,594.23
 SURPLUS / DEFICIT FOR PERIOD	 \$758,598.94

Notes:

- * *Each year, we give out over \$285,000 worth of donated or heavily discounted supplies. So while we only spent \$67K on Youth Supplies, we have actually distributed hundreds of thousands of dollars worth of food, clothing, and hygiene items.*
- * *Our FY20 Foundation revenue is high this year because we received a few multi-year grants from foundations that started this fiscal year. Due to our accrual-based accounting system, the full amount of these grants is booked in our FY20 records.*
- * *Our Other Revenue is higher than expected this year because we were awarded a two-year subcontract to provide case management services for clients who are part of the Coordinated Entry system in San Francisco.*
- * *Due to COVID-19, we had to cancel our first-annual gala which would have occurred in May 2020. Because of this, our Event Revenue is much lower than we budgeted for at the beginning of FY20.*