



SCHOOL OF BUSINESS  
& ENTREPRENEURSHIP

# UNITED

in hope

## ANNUAL REPORT

2019 - 2020



# OUR FOUNDER & CHIEF EXECUTIVE OFFICER

Robert R. Staley

Rob Staley serves as the Chief Executive Officer of the Crossing School of Business & Entrepreneurship, an accredited, faith-based, high school in the state of Indiana whose focus is on developing entrepreneurs and building businesses with students.

After serving as a public school educator for 25 years, 20 years as an administrator with Concord Community Schools, Rob started the Crossing in December 2003. He always had a dream of running his own school, focused on the needs of students who have barriers in life which lead them to struggle in a traditional school environment.

As such, the Crossing takes a holistic approach to education, focusing on four core areas: Academics, Careers, Leadership and Character. The Crossing believes these 4 pillars comprise the essentials of a well-rounded education.

The Crossing currently has 15 facilities statewide, contracts with over 30 public school corporations, and anticipates serving over 1,000 students this school year.

# CHIEF OPERATING OFFICER

Ryan Hill



Ryan Hill has served in various positions in the field of education since 2008. He began as an art teacher in the public education system. He then transferred to the not-for-profit Crossing School of Business & Entrepreneurship where he felt he could best partner with and support public schools by meeting the needs of students that are not successful in a traditional environment. As a licensed Principal, Ryan has served in educational leadership positions at the Crossing for the past 8 years. He currently serves as the Chief Operating Officer for the Crossing's fifteen locations. Ryan's personal mission of empowering those around him, especially those who struggle, aligns with the Crossing's mission of empowering struggling students to become contributing members of their communities.

# UNITED...

High School Dropouts are  
**72% MORE LIKELY**  
to be  
**UNEMPLOYED**

**1.2 Million**

High School Students

**DROP OUT**

every year in the United States

**the solution**

**75% OF ALL CRIME**

Is COMMITTED by  
High School Dropouts

**80% of those incarcerated**  
**NEVER FINISHED**  
High School



# IN OUR MISSION:

Empowering struggling students  
to become contributing members  
of their communities through  
**academics, job training and  
faith-based character  
education**

## Our vision:

transforming lives **THROUGH**  
**EDUCATION** by focusing on the  
**HEART AND MIND**

# UNITED...



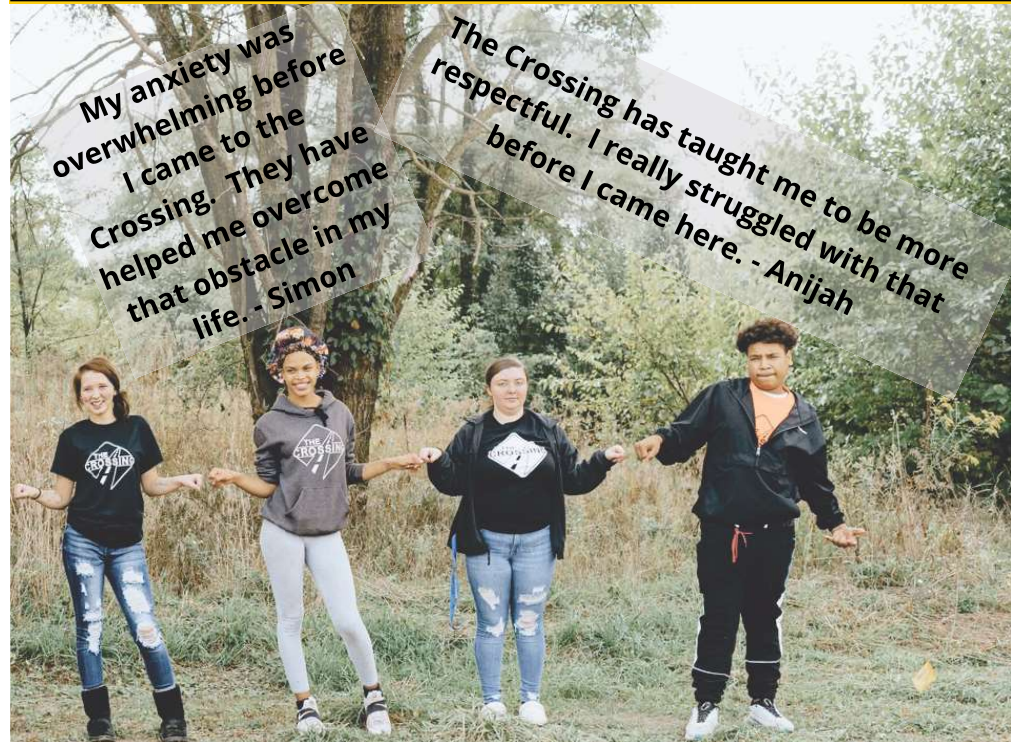
**2003** - First Crossing Campus Opens in Goshen with two teachers and six students

**2004** - First student to graduate from the Crossing

**2005** - Crossing becomes accredited by the Indiana Department of Education

**2010** - 7th Crossing Campus opens

# IN TRANSFORMING LIVES



**2011** - Started first job training program, the Xtreme Tree Service

**2012** - Graduated 100th student and hit 5,000 Service Learning Hours

**2013** - Hit credit earning milestone of 10,000 and opened first Entrepreneurial Training Center in Goshen

**2017** - Began embedding our schools into business and industry at-scale

**2019** - Became an official Career & Technical Education (CTE) eligible provider

# UNITED...

Thanks to our business partners, we are **LIFTING** children out of **POVERTY** by teaching them high wage/high demand **JOB SKILLS** through our micro-business and job training programs.

**LEARN  
BY  
DOING**

THE CROSSING  
**XTREME  
TREE SERVICE**

**Micro-business**

# IN ECONOMIC FREEDOM:

**DECO**  
COATINGS

Syndicate

**THOR**  
MOTOR COACH

**Master Spas**

**Jasper Plastics**

**MapleNet**  
**WIRELESS**

**Richey**

Grace Steel

**STOCKAMP  
VENTURES**

**HENRY  
POORN**  
More Than A  
LUMBER CO.

DC Coaters

**KR KirbyRisk**  
Since 1926

**JL JACK LAURIE  
GROUP**

MAKING SPACES BETTER PLACES



Community  
Hospital Anderson



Community  
Howard Regional Health



**2019-20 Business Partnerships**

# UNITED...

**68%** Less involved in criminal activity.

**58%** Less use of drugs/alcohol.

**46%** Less participation in sexual activity outside of marriage.

**58%** Act less often on feelings of anger or sadness in a way that hurts themselves or others.

**FAMILY  
TIME**

AN ESSENTIAL PART OF EACH DAY

**RELATIONSHIP**

**PRAYER**

**HOPE  
GOD  
TALK**

FELLOWSHIP AND TIME IN GOD'S WORD

"My Faith here has grown since I have been at the Crossing.  
Family time and God talks help me feel closer to God."

Janessa - Senior

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# IN FAITH

## CHURCH PARTNERS OFFER TREMENDOUS SUPPORT.....



From campus clean up, financial contributions, guest speakers for God Talk and Family time, to mentoring our youth, our church partners are an essential element to keeping our campuses thriving.

## Church Partners:

ADVANCING CHRIST'S KINGDOM  
APOSTOLIC CHRISTIAN CHURCH ELKHART  
ARGOS UNITED METHODIST CHURCH  
ATWOOD ALDERSGATE UNITED METHODIST CHURCH  
BELMONT MENNONITE CHURCH  
BETHEL BRETHREN CHURCH  
CHRISTIAN CENTER CHURCH  
CROSS COMMUNITY CHURCH OF BERNE  
CROSSROADS EVANGELICAL FREE CHURCH  
CROSSVIEW CHURCH  
DIVERSITY CHURCH  
DUNLAP UNITED METHODIST CHURCH  
FAITH FAMILY CHURCH  
FIRST BAPTIST CHURCH ANDERSON  
FIRST BAPTIST CHURCH ELKHART  
FIRST BRETHREN CHURCH  
FIRST CHURCH OF THE NAZARENE  
FIRST MENNONITE CHURCH BERNE  
FIRST MISSIONARY CHURCH  
FIRST PRESBYTERIAN CHURCH  
GOSPEL LIGHT MISSION CHURCH  
GRABILL MISSIONARY CHURCH  
GRACE BRETHREN CHURCH

GRACE CHURCH  
HARMONY BAPTIST CHURCH  
HARVEST CHAPEL  
ITOWN CHURCH  
KESSINGTON COMMUNITY CHURCH  
KILMORE UNITED METHODIST CHURCH  
LIFE TABERNACLE CHURCH  
MILL CREEK MISSIONARY CHURCH  
MONTEREY UNITED METHODIST CHURCH  
MOUNT GILEAD CHURCH  
NEW CITY CHURCH  
NEW COVENANT WORSHIP CENTER  
NEW HOPE CHURCH  
NEW LIFE CHURCH  
NORTHVIEW CHURCH  
PATHWAY ASSEMBLY OF GOD CHURCH  
PLYMOUTH COMMUNITY CHURCH  
RIVER OAKS COMMUNITY CHURCH  
RIVERSIDE CHURCH  
SUNRISE CHRISTIAN REFORMED CHURCH  
THAT CHURCH DOWNTOWN  
THE CHAPEL - FORT WAYNE  
THE CROSS CHURCH EAST CHICAGO  
WAKARUSA UNITED METHODIST CHURCH  
WHITE RIVER CHRISTIAN CHURCH

If your church would like to be a part of our mission, please contact us at  
574-226-0671 or email at [info@crossingcec.com](mailto:info@crossingcec.com)

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# UNITED...



Anderson Community Schools  
Argos Community Schools  
Baugo Community Schools  
Beech Grove City Schools  
Carroll Consolidated School Corporation  
Clinton Central School Corporation  
Clinton Prairie School Corporation  
Community Schools of Frankfort  
Concord Community Schools  
DeKalb County Eastern Community School District  
Delphi Community School Corporation  
Elkhart Community Schools  
Elwood Community School Corporation  
Gary Community Schools  
Goshen Community Schools  
Hamilton Heights School Corporation  
Irvington Community Schools  
Jay School Corporation  
John Glenn School Corporation  
Middlebury Community Schools  
Monroe-Gregg School District  
Mooresville Consolidated School Corporation  
Northwest Allen County Schools  
Penn-Harris-Madison School Corporation  
Plymouth Community School Corporation  
School City of Hammond  
School City of East Chicago  
Sheridan Community Schools  
South Adams Schools  
Southwest Allen County Schools  
Tippecanoe School Corporation  
Union-North Community School Corporation  
Wawasee Community School Corporation

# IN EDUCATION

## 33 School Partnerships across the State of Indiana

Some students struggle in traditional learning environments. That's why we are here for our school partners.

## Crossing Student Success

**80%** Graduates are contributing to the community (currently enrolled in higher-education, military and/or working)

**50%** Satellite graduates were hired full-time by satellite partners in the last 2 years

# THANKED...

## Our Donors Make All The Difference

RASHMI AGGARWAL AND SUDHISH CHANDRA  
JACOB ALLEGAR FAMILY  
BRIAN ANDERSON FAMILY  
RYAN AND MEGAN BAILEY FAMILY  
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WILLIAM BECKMAN FAMILY  
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SHAWN FINGERLE FAMILY  
LYLE AND LINDA FISEL FAMILY  
BRETT FISHER FAMILY  
GREGG AND NANCY FORE FAMILY  
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GLENDIA FREY FAMILY  
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DON AND MARGARET GOOD FAMILY

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ZACH AND MACKENZIE HILL FAMILY  
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NICK AND JULIE HOLT FAMILY  
LINDA AND SHANE HOOKS FAMILY  
ERIC HOOLEY FAMILY  
ZENON AND MONIQUE HORB FAMILY  
JAN HORNBER FAMILY  
JUSTIN HUNTER FAMILY  
MATT ISGER FAMILY  
MICHAEL AND REBECCA ISGRIGG FAMILY  
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FRAN JACOBY FAMILY  
JONATHAN JACOBY FAMILY  
JAMES JOHNSON FAMILY  
SHARIE JOHNSON FAMILY  
KATRINA JONES FAMILY  
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NATHAN AND TARA JUDD FAMILY  
DUSTIN KAHR FAMILY  
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TYLER AND JESSICA KEATON FAMILY  
KATHY KELLY FAMILY  
HANFEEA KHALIQ FAMILY  
JEFFREY AND SABRINA KIME FAMILY  
BRIAN AND CORINNE KING FAMILY  
SUZANNE KING FAMILY  
JANE KIVECY FAMILY  
PAUL KLAHN FAMILY  
DAVE AND MARILYN KNUTH FAMILY  
ARAW AND SHELLY KOTOKIAN FAMILY  
JONATHAN KRIDER FAMILY  
BRIAN KURTH FAMILY  
RACHEL AND STEPHEN KUSHER FAMILY  
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DENZEL MASSEY FAMILY  
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AMBER MCELHANEY FAMILY  
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PATIA MEISMER FAMILY  
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SHANE AND NICOLE MILLER FAMILY  
MARISSA MILLS FAMILY  
BETTY MITCHELL FAMILY  
DARRELL AND JACQUELINE MITCHELL FAMILY  
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ROBERT MOORE FAMILY  
RODNEY AND MONICA MOORE FAMILY  
KAREN MYERS FAMILY  
JAN MORGAN FAMILY  
JAN MORGAN FAMILY  
ANDREW AND JORDAN MORRIS FAMILY  
JUSTIN AND NICOLE MOYER FAMILY  
RANDY AND KAREN MOYER FAMILY  
DESIREE MULDER FAMILY  
CAROLE MUTURI FAMILY  
JANET MYERS FAMILY  
KAREN MYERS FAMILY  
THAD AND RACHELLE NAQUIN FAMILY  
MIKE NEAL FAMILY  
THOMAS NELSON FAMILY  
MARK AND MIKKI NETERER FAMILY  
TROY NICHOLS FAMILY  
PHILLIP AND LINDA NUSBAUM FAMILY  
CAROL NYE FAMILY  
ERIC AND AMY ORR FAMILY  
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BRAD AND SUSIE ROGERS FAMILY  
GLENN ROGERS FAMILY  
SHERRY ROUSSAREE FAMILY  
JOE AND SUSAN RUCH FAMILY

# THANK YOU

## WE THANK YOU

NEIL RUDDOCK FAMILY  
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VICKI AND RICK RUPPERT FAMILY  
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CURTIS YODER FAMILY  
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TODD AND MARTY ZELTWANGER FAMILY  
1ST SOURCE BANK ELKHART  
24/30 SURPLUS STORE  
ABC CINEMA  
ABC SUPPLY COMPANY INC

AMAZON SMILES PROGRAM  
AMC THEATERS  
AMSTUTZ CONSTRUCTION  
ARGOS UNITED METHODIST CHURCH  
ASSOCIATE ALPHA ETA CHAPTER OF TRI KAPPA  
ATWOOD ALDERSGATE UNITED METHODIST CHURCH  
AWNINGS UNLIMITED INC  
B ANTONIO'S PIZZA  
BACK 40 JUNCTION  
BACKBONE CHIROPRACTIC  
BENNETTS SWITCH COMMUNITY CHURCH  
BMO HARRIS BANK KOKOMO  
BOYS AND GIRLS CLUB OF BERNE  
BRILLIANCE INSURANCE GROUP  
BROTHERHOOD MUTUAL FOUNDATION  
CARPENTER MINISTRIES CORPORATION  
CARTER AND ASSOCIATES  
CENTER TOWNSHIP OF CLINTON COUNTY  
CHICK-FIL-A  
CHICK-FIL-A SOUTH BEND  
CINCINNATI REDS  
CITY OF WHITING INDIANA  
COMMUNITY FOUNDATION OF ELKHART COUNTY  
COMMUNITY HOSPITAL ANDERSON  
CROSS COMMUNITY CHURCH OF BERNE  
CSZ INDIANAPOLIS  
DAUGHTERS OF NOBIE EMBRACED  
DEBRAND FINE CHOCOLATES  
DEVON BUILDERS  
DIJ CONSTRUCTION COMPANY INC.  
EASTERN ILLINOIS UNIVERSITY  
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EICHORN JEWELRY INC  
ELKHART COUNTY SHERIFFS OFFICE  
ENCOMPASS CREDIT UNION OF FRANKFORT  
ESLINGER HOME FURNISHINGS INC.  
EXCHANGE CLUB OF ELKHART COUNTY  
FAITH BAPTIST CHURCH OF FRANKFORT  
FARMSTEAD INN  
FEDERATED MEDIA  
FIRST BANK OF BERNE  
FIRST BAPTIST CHURCH  
FIRST BAPTIST CHURCH OF ANDERSON  
FIRST EVANGELICAL PRESBYTERIAN CHURCH  
FIRST MISSIONARY CHURCH OF BERNE  
FLAGSHIP ENTERPRISE CENTER  
FRANKFORT FIRST CHURCH OF THE NAZARENE  
FRANKFORT KIWANIS CLUB  
FRIENDSHIP CLASS - FIRST BRETHREN CHURCH  
G3 SOLUTIONS INC  
GATES AUTOMOTIVE GROUP  
GATES VERLEE WORLD INC.  
GATES FUND AT COMMUNITY FOUNDATION OF ST. JOSEPH COUNTY  
GAYLOR ELECTRIC  
GM INVESTMENTS GENE MILLER  
GOSPEL LIGHT MUSIC MINISTRY  
GRABILL MISSIONARY CHURCH  
GRAMM HOLDING COMPANY LLC  
GRAND DESIGN RV  
GRANDSON TRUCKING COMPANY LLC  
HAMMOND INDIANA OFFICE OF THE CITY CONTROLLER  
HEADSIGHT INC.  
HERITAGE FINANCIAL GROUP  
HEROES CAMP  
HIGHER GROUND TREE CARE LLC  
HOCHSTEDLER FLOORCOVERING LLC  
HOLIDAY HOME  
HOWARD & HOWARD ATTORNEYS  
INDIANA TECH  
INDIANA WESLEYAN UNIVERSITY  
INDIANAPOLIS CHILDREN'S MUSEUM  
INDIANAPOLIS COLLEGE  
INSTITUTE FOR QUALITY EDUCATION  
INTENCITY CAPITAL LLC  
INVESTORS PROPERTY MANAGEMENT  
IRIGONS FOUNDATION

IU HEALTH ARNETT HOSPITAL  
J COX FAMILY FOUNDATION  
J ROBERT & JOANNE BAUR FOUNDATION  
KESSINGTON COMMUNITY CHURCH  
KIWANIS CLUB OF PLYMOUTH  
KOKOMO HERITAGE FEDERAL CREDIT UNION  
LEXUS OF MISHAWAKA  
LUCCHESA FAMILY  
LUKE 9:23 MINISTRIES INC  
MADISON COUNTY BOARD OF REALTORS  
MANLEY MEATS INC  
MAPLE LAKE FARM  
MARKET STREET DEVELOPMENT LLC  
MARSHALL COUNTY COMMUNITY FOUNDATION  
MARTIN'S SUPERMARKET  
MAX MYERS MOTORS  
MODERN DOOR CORP  
MONTEREY UNITED METHODIST CHURCH  
MUNCIE CHILDREN'S MUSEUM  
MUTUAL BANK OF ELKHART  
MUTUAL BANK OF MISHAWAKA  
MUTUAL BANK OF MUNCIE  
NATIONAL CHRISTIAN FOUNDATION INDIANA  
NEW HOPE CHURCH  
NEW LIFE ASSEMBLY OF GOD  
NICK'S CUSTOM BUILT HOMES INC.  
NINE MILE RESTAURANT  
NORTH CENTRAL HEALTH SERVICES INC  
NORTON CLIPS LLC  
OSI RESTAURANT PARTNERS LLC  
OUTBACK RESTAURANT  
PARKVIEW HEALTH  
PATHWAY CHURCH  
PATHWAY ASSEMBLY OF GOD  
PERFECT NORTH SLOPES  
PLYMOUTH COMMUNITY CHURCH  
PREMIER DESIGNS JEWELRY  
PURDUE UNIVERSITY  
RIVER DAKS COMMUNITY CHURCH OF ELKHART  
ROBERT WEED PLYWOOD CORP.  
ROOM TO ESCAPE  
SCIENCE CENTRAL  
SERVICE DOCTOR  
SHAKA SHACK  
SHERRY'S INDUSTRIAL SEWING LLC  
SHILOH UNITED METHODIST CHURCH  
SHIPSHEWANA TRADING PLACE AUCTION & FLEA MARKET  
SOLIDARITY COMMUNITY BANK  
SPRINGER DESIGN  
ST. PAUL'S EVANGELICAL LUTHERAN CHURCH  
SWEETWATER SOUND INC  
THE ANCILLA DOMINI SISTERS CONVENT  
THE FARMERS BANK  
THE FARMERS BANK OF FRANKFORT  
THE HILB GROUP OF INDIANA, LLC  
THE STANDARD LUTHERAN CHURCH  
THOR MOTOR COACH  
TIN CAPS  
TITAN LAFAYETTE REAL ESTATE  
TJ HOME IMPROVEMENT LLC  
TOWN AND COUNTRY BUILDERS  
TREASURER CLINTON COUNTY  
TREE CARE INDUSTRY FOUNDATION  
TRI CHI SORORITY  
TRINITY CALVARY TEMPLE CHURCH  
TRUE REALTY  
UNITED METHODIST CHURCH OF GRACE  
USBOURNE BOOKS  
VOTAM ELECTRIC INC.  
WAKARUSA UNITED METHODIST CHURCH  
WALMART ANDERSON  
WISE GUY MARKETING  
WOMEN WHO CARE MICHIANA NEI  
YODER OIL COMPANY  
YORK TOWNSHIP EXTENSION HOMEOWNERS CLUB  
YOUNG LIVING  
ZION TEMPLE MICHIANA

# UNITED...

# IN SUSTAINABILITY

**The Crossing National, Inc.**  
Elkhart, Indiana

**STATEMENT OF ACTIVITIES**  
For the Year Ended June 30, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
<b>PUBLIC SUPPORT AND REVENUE</b>			
Tuition and fees	4,765,930	0	4,765,930
Contributions and grants	1,235,380	149,071	1,384,251
Auxiliary revenue	396,649	0	396,649
Noncash contributions	62,248	0	62,248
Insurance recovery	28,488	0	28,488
Interest income	16,456	0	16,456
Gain on disposal of assets	6,468	0	6,498
Special event revenue	103,804	0	103,804
Less: costs of direct benefit to donors	(29,889)	0	(29,889)
Net revenues from special events	73,915	0	73,915
<b>Total Revenue</b>	<b>6,585,334</b>	<b>149,071</b>	<b>6,734,405</b>
Net assets released from restrictions:			
Satisfaction of restrictions	94,870	0	0
<b>EXPENSES</b>			
Educational programs	5,121,298	0	5,121,298
Supporting service:			
Management and general	1,536,098	0	1,536,098
Fundraising	62,580	0	62,580
<b>Total Expenses</b>	<b>6,719,976</b>	<b>0</b>	<b>6,719,976</b>
<b>CHANGE IN NET ASSETS</b>	<b>(39,772)</b>	<b>54,201</b>	<b>14,429</b>
<b>NET ASSETS, BEGINNING OF YEAR</b>	<b>2,116,694</b>	<b>73,111</b>	<b>2,189,805</b>
<b>NET ASSETS, END OF YEAR</b>	<b>2,076,922</b>	<b>127,312</b>	<b>2,204,234</b>

**The Crossing National, Inc.**  
Elkhart, Indiana

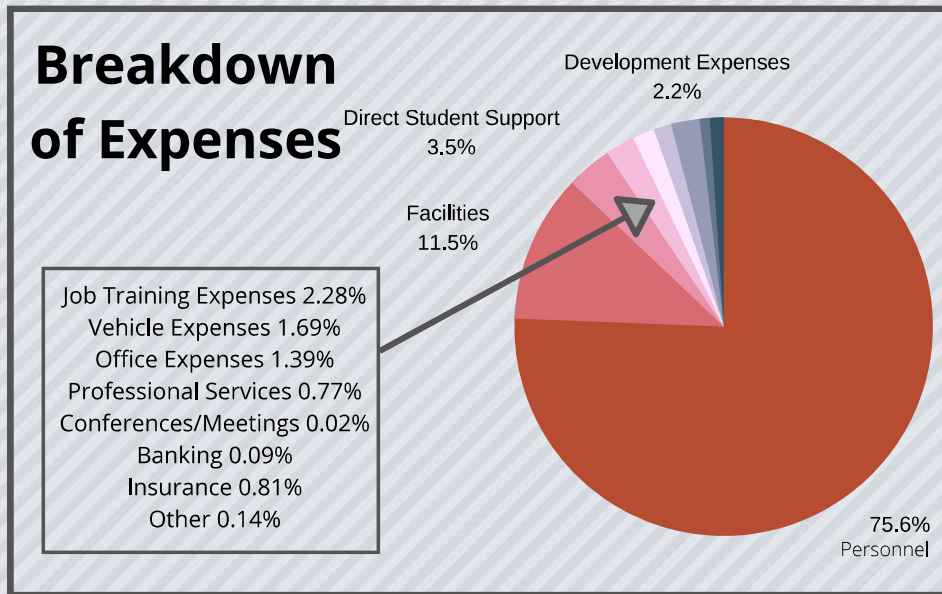
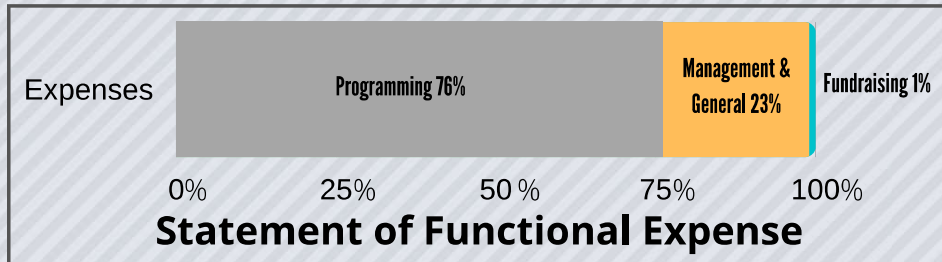
**STATEMENT OF FINANCIAL POSITION**  
June 30, 2019

	<u>ASSETS</u>
<b>CURRENT ASSETS</b>	
Cash	1,733,873
Accounts receivable, net	319,488
Prepaid Expenses	72,477
<b>Total Current Assets</b>	<b>2,125,838</b>
<b>PROPERTY AND EQUIPMENT</b>	
Equipment	223,448
Vehicles	376,635
Leasehold improvements	77,973
<b>Total</b>	<b>678,056</b>
<b>Accumulated Depreciation</b>	<b>410,042</b>
<b>Net Property and Equipment</b>	<b>268,014</b>
<b>TOTAL ASSETS</b>	<b>2,393,852</b>
	<u>LIABILITIES AND NET ASSETS</u>
<b>CURRENT LIABILITIES</b>	
Accounts payable	3,274
Accrued expenses	179,669
Deferred revenue	6,675
<b>Total Current Liabilities</b>	<b>189,618</b>
<b>TOTAL LIABILITIES</b>	<b>189,618</b>
<b>NET ASSETS</b>	
Without donor restrictions	2,076,922
With donor restrictions	127,312
<b>TOTAL NET ASSETS</b>	<b>2,204,234</b>
<b>TOTAL LIABILITIES AND ASSETS</b>	<b>2,393,852</b>

# FINANCIAL SUMMARIES



Fiscal Year Ending 06-30-2019



# NATIONAL BOARD OF DIRECTORS



**Dr. Paul Kaiser**  
(Chairman)  
Superintendent  
Beach Grove City Schools

**Rich Gramm**  
(Treasurer)  
Chief Executive Officer  
Headsight, Inc.

**Lyle Fisel**  
Retired CEO/Founder  
Fisel Investments

**Bart Fore**  
Regional Business Consultant  
Work One/Northern Indiana Workforce Development

**Tim Reece**  
President & Owner  
North American Pump Co.

**Dr. Jeffrey Stephens**  
Superintendent  
DeKalb Eastern Community School Corp.

## 2019-2020 Grants Received

From Chromebooks to heavy equipment and handicap accessible restrooms - the grants issued from our community foundations have made so many amazing things possible for us.



Teachers Credit Union



1ST SOURCE BANK  
ADAMS COUNTY COMMUNITY FOUNDATION  
BONTRAGER FAMILY FOUNDATION AT CFEC  
COMMUNITY FOUNDATION OF ELKHART COUNTY  
CHARLES W. KUHN CHARITABLE FOUNDATION  
MARSHALL COUNTY COMMUNITY FOUNDATION  
MORGAN COUNTY SUBSTANCE ABUSE COUNCIL  
NORTH CENTRAL HEALTH SERVICES  
TEACHER'S CREDIT UNION  
WALMART FOUNDATION





## SCHOOL OF BUSINESS & ENTREPRENEURSHIP



For more information about the Crossing School of Business & Entrepreneurship or for information on ways you can get involved, please contact our Corporate Office:

**515 South Main Street - Elkhart, IN 46516**

**[info@crossingcec.com](mailto:info@crossingcec.com) - 574.226.0671**

**[crossingeducation.com](http://crossingeducation.com)**

