

The Lord's Place, Inc.
OPERATING BUDGET
July 1, 2019 through June 30, 2020

REVENUE & EXPENSE SUMMARY COMPARISON TO PRIOR 12 MONTHS

	2019 - 2020 BUDGET	12 mo ACTUAL* Mar 2018 - Feb 2019	Variance last 12 mos to Budget	Notes
Revenue				
Grant & Contract Income	3,742,547	2,985,363	757,184	New HUD contract (Home First), new PATH contract, full year of DDA, new DDA, new HVIP
Restricted Grants/Contributions	2,138,001	4,919,409	(2,781,408)	Significant one-time donation and multi-year pledges recorded in current fiscal year
Contributions	1,840,000	4,047,160	(2,207,160)	Bequest Income
Program Income	215,191	223,663	(8,472)	Rent income
Special Events	715,897	840,380	(124,483)	No Reentry Summit in 2020 or Rappelling to End Homelessness
Social-Enterprises Revenues	3,109,250	1,542,836	1,566,414	Anticipated growth of food service contracts, catering, and thrift store sales
In-kind Services and Products	312,613	376,791	(64,178)	Conservative estimate for donated items and volunteer time
Other Income	20,000	68,557	(48,557)	Dividend and interest
TOTAL REVENUE	\$ 12,093,499	\$ 15,004,159	\$ (2,910,660)	
Expenses				
Salaries & Related Costs	7,496,484	5,800,623	1,695,861	Increase in staff positions, 5% health insurance
Occupancy Costs	1,321,456	984,185	337,271	Henrietta \$31,200, G&A \$40,000, 2THR \$116,535, Duncan \$46,975
Transportation	203,484	181,481	22,003	5 new vehicles (lease/insurance/gas)
Client Services	1,728,738	1,636,904	91,834	HUD rent
Advancement Costs	244,352	288,987	(44,635)	Reentry Summit / Rappelling to End Homelessness
Professional Fees	34,500	35,157	(657)	
Loan/Mortgage Interest	24,951	24,422	529	
Depreciation Expenses	372,008	319,291	52,717	Increase to property & equipment
In-kind Services and Products	312,613	376,791	(64,178)	Offset by Inkind Revenue
Other Operating Cost	557,594	500,834	56,760	Computer maintenance expense for new staff
TOTAL EXPENSES	\$ 12,296,180	\$ 10,148,675	\$ 2,147,505	
Excess (Deficiency) of Revenue Over Expenses	\$ (202,681)	\$ 4,855,484	\$ (5,058,165)	
Non Operating Items				
Depreciation Expenses	372,008	319,291		
Capital Expenses	(71,413)	(420,904)		
Mortgage and Auto payments	(97,914)	(68,037)		
Revised Excess (Deficiency) of Revenue Over Expenses	\$0	\$ 4,685,834 *		

* Please note: This budget does not represent the full 2018/2019 fiscal year in the ACTUAL column. Actuals reflect 8 months from this current fiscal year 2018/2019 and 4 months from Mar-June 2017/2018 fiscal year to give 12 full months of actual expenditures for comparison purposes.