

The Lord's Place, Inc.
Financial Snapshot
As of April 2019

Annual Fundraising Goal	2,869,000
Year to Date Fundraising	2,521,785
Remaining Balance	347,215
Less Other Funding Deficiencies:	
Add Other Funding Overages	
Social Enterprise	369,386
Total Adjustments	(369,386)
Total Fundraising needs	(22,171)
Expenses	
Other Operating Expenses over budget	83,446
Capital payments made	79,035
Mortgage payments made	57,104
Capital lease payments	15,720
Total expenses	235,305
Net fundraising needed by 6/30/19	213,134

The Lord's Place
 Budget Comparison Report
 Current Period: 4/1/2019 - 4/30/2019
 Budget Period: 7/1/2018 - 6/30/2019
 Acct Is Not In (804, 805.02)
 Rounding: Dollars
 Exclude Budget Revisions

	Year-to-Date Actual	Year-to-Date Budget	Year-to-Date Variance	Notes
Revenue				
Grant & Contract Income	2,701,355	2,567,118	134,238	Additional funding from CareerSource \$85K, Adopt A Family \$15K, Homeless Coalition \$7K, and Hospital Violence Intervention \$10K
Restricted Grants/Contributions	8,152,549	3,492,585	4,659,963	Over budget due to restricted revenues released in current year but recorded in prior year (\$1,819K) offset by donations for \$6,250K (including \$3,000K unrestricted)
Program Income	187,868	145,924	41,945	Rent collections higher than expected
Special Events	795,644	654,792	140,852	EHB over \$59K, Summit \$3K, OTED \$50K, SLPO \$63K, Findley \$90K, RORM (\$125K)
Social-Enterprises Revenues	1,418,832	1,049,446	369,386	Thrft Store under (\$88K), Catering over \$455K due to new contracts
Other Income	78,800	16,667	62,133	Dividends and Interest over budget
Unrealized (Gain)/Loss invest	15,548	0	15,548	Market fluctuations
In-Kind Contributions	30,406	21,101	9,305	Immaterial
Revenue	13,381,003	7,947,632	5,433,369	
Expenses				
Salaries & Related Costs	5,103,326	4,689,479	(413,847)	New positions and staff bonuses
Occupancy Costs	881,057	763,179	(117,878)	New rent at Duncan Center (\$35K) and Henrietta House (\$12K), non advalorem taxes Burckle West (\$14K), building & equipment repairs (\$21K), security (\$16K), cleaning supplies (\$8K)
Transportation	154,008	134,468	(19,540)	Immaterial
Client Services	1,488,171	1,080,363	(407,808)	Over budget in food (\$190K) due to new contracts, transitional housing (\$40K), casual labor (\$36K), HUD rent (\$17k) and various client costs (\$108K) and stipends (\$20K)
Advancement Costs	260,264	182,118	(78,146)	Over budget for costs associated with the Reentry Summit (\$19K), Over the Edge payment (\$36K) and Catering (\$23K)
Professional Fees	34,604	27,083	(7,521)	Immaterial
Loan/Mortgage Interest	19,702	24,744	5,042	Immaterial
Other Operating Cost	456,738	375,699	(81,039)	Over budget in office expenses (\$25K), computer expenses (\$28K), advertising (\$7K) out of town travel (\$12K), and kitchen supplies (\$18K); under budget in meetings, seminars and training \$16K
Depreciation Expense	270,275	263,246	(7,029)	Immaterial
In-Kind Expenses	30,406	21,101	(9,305)	Immaterial
Admin Overhead Allocation	0	0	0	
Expenses	8,698,551	7,561,479	(1,137,071)	
Excess or (Deficiency) of Revenue Over Expenses	4,682,452	386,153	4,296,299	*

6,115,542

* Adjusted variance due to restricted revenue released from prior years

The Lord's Place
Balance Sheet Highlights

	Apr 2019	Apr 2018	Variance	Notes
Operating Cash	\$ 476,659	\$ 852,312	\$ (375,653)	Decrease due to Operations Activity
Money Market & CDs	\$ 1,399,857	\$ 497,207	\$ 902,650	Increase in Money Market & CD's is due to the following transfers: Net Transfers Into the MMKT: \$644K Remmert bequest, \$667K Milton Brothers bequest Net Transfers From the MMKT: (\$90K) Operations, (\$78K) Mann Campus, (\$240K) to UBS for CD
UBS Investment Accounts	\$ 6,280,559	\$ 2,625,356	\$ 3,655,203	Increase in Investment Accounts in comparing 2019 to 2018 is due to the following: Transfers Into UBS: \$240K Operations to purchase CD; \$5K stock donation, \$1,002K Mann donation, \$2,003K Bequest, \$1,000K Burckle donation Transfers From UBS: (\$700K) Operations Unrealized Value of Investment Activity: \$105K Increase
Increase(Decrease) in Investment Value for the period	\$ 44,317	\$ 3,489	n/a	Net Investment activity for the month
Long-term Liabilities (Mortgages)	\$ 463,210	\$ 494,819	\$ (31,609)	Decrease is due to a repayment and monthly amortization of mortgage for Burckle Place West for (\$38K) and monthly mortgage amortization for Thrift Store of (\$37K) and purchase new vehicles \$65K (new vehicles for \$82K with reclass \$17K to short term) and vehicle amortization (\$22K)