

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

Annual Fundraising Goal	2,869,000
Year to Date Fundraising	2,200,384
Remaining Balance	668,616
Less Other Funding Deficiencies:	
Add Other Funding Overages	
Social Enterprise	333,522
Total Adjustments	(333,522)
Total Fundraising needs	335,094
Expenses	
Other Operating Expenses over budget	31,790
Capital payments made	79,035
Mortgage payments made	51,378
Capital lease payments	13,696
Total expenses	175,899
Net fundraising needed by 6/30/19	510,993

The Lord's Place
 Budget Comparison Report
 Current Period: 3/1/2019 - 3/31/2019
 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	2,399,679	2,308,847	90,833	Additional funding from CareerSource \$80K
Restricted Grants/Contributions	7,841,251	3,284,758	4,556,492	Over budget due to restricted revenues released in current year but recorded in prior year (\$1,422K) offset by donations for \$6,043K (including \$3,000K unrestricted)
Program Income	166,447	131,332	35,116	Rent collections higher than expected
Special Events	585,952	490,563	95,389	EHB over \$56K, Summit \$10K, OTED \$50K, SLPO (\$27K), Findley \$100K, RORM (\$94K)
Social-Enterprises Revenues	1,263,387	929,865	333,522	Thrift Store under (\$81K), Catering over \$415K due to new contracts
Other Income	64,343	15,000	49,343	Dividends and Interest over budget
Unrealized (Gain)/Loss invest	(10,864)	0	(10,864)	Market fluctuations
In-Kind Contributions	24,846	18,991	5,855	Immaterial
Revenue	12,335,041	7,179,355	5,155,685	
Expenses				
Salaries & Related Costs	4,586,628	4,255,140	(331,488)	New positions and staff bonuses
Occupancy Costs	777,165	691,041	(86,124)	New rent at Duncan Center (\$31K) and Henrietta House (\$10K), non advalorem taxes Burckle West (\$13K), building & equipment repairs (\$15K), security (\$12K)
Transportation	137,232	120,278	(16,954)	Immaterial
Client Services	1,327,477	966,457	(361,020)	Over budget in food (\$172K) due to new contracts, transitional housing (\$35K), casual labor (\$37K), HUD rent (\$19k) and various client costs (\$89K)
Advancement Costs	242,138	163,816	(78,322)	Over budget for costs associated with the Reentry Summit (\$35K), Over the Edge payment (\$36K) and Catering (\$23K)
Professional Fees	34,395	24,375	(10,020)	Immaterial
Loan/Mortgage Interest	17,626	22,270	4,644	Immaterial
Other Operating Cost	384,402	337,381	(47,021)	Over budget in office expenses (\$20K), computer expenses (\$23K), out of town travel (\$4K), and kitchen supplies (\$16K); under budget in meetings, seminars and training \$17K
Depreciation Expense	241,990	236,921	(5,069)	Immaterial
In-Kind Expenses	24,846	18,991	(5,855)	Immaterial
Admin Overhead Allocation	0	0	0	
Expenses	7,773,898	6,836,669	(937,230)	
Excess or (Deficiency) of Revenue Over Expenses	4,561,143	342,686	4,218,456	*

5,640,565 * Adjusted variance due to restricted revenue released from prior years

The Lord's Place
Balance Sheet Highlights

	Mar 2019	Mar 2018	Variance	Notes
Operating Cash	\$ 770,797	\$ 574,379	\$ 196,418	Increase due to Operations Activity
Money Market & CDs	\$ 1,399,795	\$ 497,182	\$ 902,613	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	\$ 6,236,242	\$ 2,621,867	\$ 3,614,375	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: \$64K Increase
Increase(Decrease) in Investment Value for the period	\$ 13,672	\$ 473,632	n/a	Net Investment activity for the month
Long-term Liabilities (Mortgages)	\$ 447,489	\$ 506,404	\$ (58,915)	Decrease is due to a repayment and monthly amortization of mortgage for Burckle Place West for (\$42K) and monthly mortgage amortization for Thrift Store of (\$37K) and purchase new vehicles \$42K and vehicle amortization (\$20K)