

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

Annual Fundraising Goal	2,869,000
Year to Date Fundraising	2,761,998
Remaining Balance	107,002
Less Other Funding Deficiencies:	
Add Other Funding Overages	
Social Enterprise	369,386
Total Adjustments	(369,386)
Total Fundraising needs	(262,384)
Expenses	
Other Operating Expenses over budget	388,551
Capital payments made unfunded	83,962
Mortgage payments made	63,067
Capital lease payments	18,191
Total expenses	553,771
Net fundraising needed by 6/30/19	291,387

The Lord's Place
 Budget Comparison Report
 Current Period: 5/1/2019 - 5/31/2019
 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	2,972,646	2,825,389	147,258	Additional funding from CareerSource \$96K, Adopt A Family \$17K, Homeless Coalition \$9K, and Hospital Violence Intervention \$15K
Restricted Grants/Contributions	8,305,481	3,681,520	4,623,960	Over budget due to restricted revenues released in current year but recorded in prior year (\$1,984K) offset by donations for \$6,817K (including \$3,000K * unrestricted)
Program Income	210,379	160,516	49,864	Rent collections higher than expected
Special Events	842,182	661,771	180,411	EHB over \$59K, Summit (\$4K), OTED \$53K, SLPO \$107K, Findley \$90K, RORM (\$125K)
Social-Enterprises Revenues	1,558,362	1,150,821	407,541	Thrift Store under (\$94K), Catering over \$502K due to new contracts
Other Income	84,992	18,333	66,659	Dividends and Interest over budget
Unrealized (Gain)/Loss invest	(77,917)	0	(77,917)	Market fluctuations
In-Kind Contributions	37,336	23,211	14,125	Immaterial
Revenue	13,933,462	8,521,561	5,411,900	
Expenses				
Salaries & Related Costs	5,609,616	5,126,272	(483,344)	New positions and staff bonuses
Occupancy Costs	980,820	835,318	(145,502)	New rent at Duncan Center (\$39K) and Henrietta House (\$15K), non ad valorem taxes Burckle West (\$15K), internet services (\$11K), insurance (\$9K), building & equipment repairs (\$24K), security (\$16K), cleaning supplies (\$10K)
Transportation	167,676	147,458	(20,218)	Immaterial
Client Services	1,670,193	1,189,869	(480,324)	Over budget in food (\$228K) due to new contracts, transitional housing (\$44K), casual labor (\$38K), HUD rent (\$15k) and various client costs (\$110K) and stipends (\$25K)
Advancement Costs	272,462	191,469	(80,993)	Over budget for costs associated with the Reentry Summit (\$19K), Over the Edge payment (\$36K) and Catering (\$23K)
Professional Fees	34,812	29,792	(5,020)	Immaterial
Loan/Mortgage Interest	21,724	27,218	5,494	Immaterial
Other Operating Cost	509,971	412,089	(97,882)	Over budget in office expenses (\$27K), computer expenses (\$34K), advertising (\$8K) out of town travel (\$14K), and kitchen supplies (\$20K); under budget in meetings, seminars and training \$16K
Depreciation Expense	298,765	289,570	(9,195)	Immaterial
In-Kind Expenses	37,336	23,211	(14,125)	Immaterial
Admin Overhead Allocation	0	0	0	
Expenses	9,603,375	8,272,265	(1,331,109)	
Excess or (Deficiency) of Revenue Over Expenses	4,330,087	249,296	4,080,790	*

6,064,389

* Adjusted variance due to restricted revenue released from prior years

The Lord's Place
Balance Sheet Highlights

	May 2019	May 2018	Variance	Notes
Operating Cash	\$ 426,712	\$ 754,931	\$ (328,219)	Decrease due to Operations Activity
Money Market & CDs	\$ 1,024,911	\$ 497,232	\$ 527,679	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: (\$783K) Operations
UBS Investment Accounts	\$ 6,193,119	\$ 3,639,815	\$ 2,553,304	Increase in Investment Accounts in comparing 2019 to 2018 is due to the following: Transfers Into UBS: \$240K Operations to purchase CD, \$2,003K Bequest, \$1,000K Burckle donation Transfers From UBS: (\$700K) Operations Unrealized Value of Investment Activity: \$10K Increase
Increase(Decrease) in Investment Value for the period	\$ (87,440)	\$ 1,014,459	n/a	Net Investment activity for the month; prior year received Mann donation \$1,002K
Long-term Liabilities (Mortgages)	\$ 454,875	\$ 509,084	\$ (54,209)	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 \$44K (new vehicles for \$54K with reclass \$10K to short term) and vehicle amortization (\$23K)