

# THE LORD'S PLACE

*Breaking the Cycle  
of Homelessness*

DATE: May 3, 2021

TO: The Lord's Place – Board of Directors

FROM: Bob Katzen, Board Treasurer

SUBJECT: Fiscal Year 2021 – 2022 Operating Budget

Has it only been twelve months since my last Operating Budget letter? It feels like it was years ago in another life. I know I speak for Diana, her staff, and many of you when I say this has been an extended period of high stress, unlike anything we have experienced. The outcome of the pandemic was the need for change.

So, where are we now? While some staff has left TLP for various reasons, many more have stepped up and excelled. Special thanks to Jan Philips and Laura Allianic in HR; Christina Lucier, Calvin Philips, and Val Stanley in Programs; Ray Morse in Grants; and of course, Anne Noble and her Advancement Team. As you know, Meredith Fontenot has been doing double duty the past six months in Advancement and Thrift Store operations. And before he left TLP, Gerald Cody worked with First Citizens Bank to have our Federal Triple P loan of \$1,273,000 forgiven. With the Finance Department experiencing the stress of COVID-19 and change in senior positions, Debbie Breen and the staff performed at an outstanding level under the circumstances. We salute all staff that has continued to provide services to our clients during these difficult months. They are the true heroes in our daily life.

Of course, none of these performances would have been possible without the tireless and omnipresent leadership of Diana Stanley, our fearless CEO.

Financially and operationally, we continue to deal with growing pains. The current year budget recognized the goals set for Social Enterprise were aggressive. Before COVID-19, we were dealing with many issues while ramping up under the expansion plan. Like most non-essential small businesses, our thrift store and catering entities were closed and crushed. Catering is only now beginning to reopen, though we see positive signs with new food service contracts and a food truck sponsored by our friends at GL Homes. The Thrift Stores reopening and existing obstacles have been well documented to both the Finance Committee and the Board, so I will not repeat them. We have learned valuable lessons for these businesses and believe we are on a good path forward.

I have attached the proposed Operating Budget for the fiscal year 2021-2022, submitted for your review and approval. The Finance Committee has reviewed and approved this budget at a meeting on April 28, 2021. In the packet, you will see two reports. The first is the final budget available for donors, prospective donors, or other interested parties. The second provides detailed budget-to-actuals for the past 12 months, which is exclusively available to the Board and Board Committees.



As a Board Member, it is your fiduciary responsibility to review and approve the budget. We want you to be as informed as possible to assist you in that responsibility. Should you have any questions, comments, and/or concerns regarding the budget or the budget process, you are encouraged to contact me, Diana Stanley, or Debbie Breen.

The budget, per our By-laws, will be presented for approval at the Annual Board Meeting scheduled for May 12, 2021. All Board Members must review and approve the budget. If you are not planning to attend the meeting, please plan to make arrangements to cast your vote through a Board Proxy in advance of the meeting.

### **EXECUTIVE SUMMARY**

Due to COVID-19, The Lord's Place is currently under budget for both revenue and expenses. This new budget reflects TLP adjusting to the "new normal." While the budget is increasing approximately 20% from the current fiscal year actuals, in reality, we are just getting back to where we expected to be without the pandemic. You will see under the Revenue discussion that we may need the Board to approve releasing up to \$440,000 in Unrestricted Funds (further discussed below in the Revenue section). This is by no means a certainty, but is included to balance our budget. Diana and her Executive Leadership Team are committed to ending the next fiscal year without needing this additional funding. There are several ways to accomplish this, so it is essential to let the year play out.

The proposed budget sets forth, with the information currently available to us, reflecting known and unknown operating revenues and expenses. We are planning to submit to the Board an amended budget in the Fall of 2021. The new budget will reflect the trends of COVID-19 and construction, if necessary. The budget is presented with revenues to be recognized or received in the fiscal year netted against the relative expenses for the same period. This fiscal year continues to be extremely difficult to navigate as both the short-term and long-term impacts of COVID-19 need to be better understood, as well as the capital construction impact to the organization. As in previous years, the budget is presented with depreciation expenses contained within the expenses and does not include expenditures for capital items.

Consequently, the overall deficiency of Revenues over Expenses results in a deficit of \$178,488. After factoring in non-operating items, accounting for the depreciation expense, and anticipated costs for capital expenditures not associated with construction, the revised Revenue over Expenses results in a Zero Balance Budget for the Fiscal Year 2021-2022.

The budget contains various pending grant renewals that will be confirmed in the fall. We are optimistic that the pending grants will be renewed. Additionally, in the fall, the Finance Committee and staff will review the pending revenues for confirmations and increase or decrease the projections.

The following are some highlights and detail for reference, comparing the 2021-2022 Operating budget to the actual Revenues and Expenses for the past 12 months (March 2020 through February 2021) and references in comparison to the previous fiscal year budget.

## REVENUES

The Revenues consist of 9 general areas. The areas are Grants & Contract Income, Restricted Grants/Contributions, Contributions, Program Income, Special Events, Social Enterprise, possible use of Unrestricted Funds, In-Kind, and Other Income. Revenues are projected to decrease by approximately 1.5% from the previous year's budget. Below we will review the specifics of those changes.

Grants & Contract Income is budgeted at \$5,995,736. This total is comprised of confirmed and pending grants. As with previous years, the majority of Grants and Contracts are expected to be renewed, and we can with a reasonable degree of confidence, expect to meet this budgeted goal. One of the new Grants increasing this line item is the CARES Act ESG Outreach and Rapid Rehousing contract, which will be increased to \$2.0 million from \$1.2 million (only partially implemented in FY 21).

As with Grants & Contract Income, we are relatively confident we can meet this revenue expectation for Restricted Grants/Contributions. This line item has decreased by 130% because the previous fiscal period has recorded donor-restricted funds of \$1.6 million in capital campaign pledges, Quantum grant, DeLuca Foundation grant, and COVID-19 funds.

Contributions increased from the prior year due to increases for non-construction-related capital expenses and merit increases. The 2021-2022 fiscal year budget is relatively similar to the previous fiscal year; therefore, revenue expectations for the agency are mostly unchanged. The Lord's Place Executive Team will follow this line item closely, make staffing changes, or other strategic moves to ensure the expenses do not exceed the revenues generated from this line item.

Program Income does not expect to have any significant changes from current actuals. The current inventory is not expected to change; however, rent income has areas that can be improved upon. Review of vacancies and rent delinquencies can potentially help improve this line item.

Special Events have decreased their revenue goals by 32% in comparison to last year's fiscal budget. This is primarily due to conservative estimates for SleepOut and Ending Homelessness Breakfast. There is no event for the Repelling to End Homelessness in the budget.

Under the previous fiscal year budget, Social Enterprises was expected to grow and produce a profit. Due to the uncertainties and impacts of the COVID-19, these expectations have been revised. The current budget reflects an increase in expectations by \$759,079 compared to the previous year actual. Catering services are expected to increase in the budget year slowly as businesses continue to grow post-pandemic. The Thrift Stores are expected to increase revenues as well during the budget year. The current budgeted amount of \$1,629,136 is still an aggressive goal under the current and unforeseen conditions but is deemed to be achievable. The Social Enterprise Team and Finance Committee will be extremely focused on the performance in the first quarter of the fiscal year. Ongoing monthly review of financial performance will be conducted so changes can be made quickly.

In-Kind Revenues directly offset In-Kind Expenses, therefore, these line items make no impact to the profit and loss bottom line; however, they are great indications of the community's support of an Agency. The Lord's Place excels in this line item.

Other income is budgeted to be \$10,000, net of investment costs. This is a conservative estimate regarding earnings in the budget year.

In the event we need the Board to approve the investment of up to \$440,000 of Unrestricted Funds, the majority of these funds would be used as follows: \$109,000 to add key personnel in both Advancement and Finance needed to build capacity; \$105,000 to support Social Enterprises (this represents less than 10% of the Social Enterprises budget); and \$65,000 to increase staff salaries to \$15/hour. Again, Diana and her Executive Leadership Team have set a goal to fund these investments in other ways.

## **EXPENSES**

Overall expenses contain (10) summarized areas. The Lord's Place expenses have increased approximately 16% in comparison to last year's fiscal budget. Below we will review the details of each summarized area.

Salaries & Related Costs continues to be the largest expense for The Lord's Place. On the 2021-2022 fiscal year budget this line item accounts for \$7,903,615 of the total agency expenses or approximately 57%. The current budget includes a 3% salary increase, approximately \$64,000 for hourly wage increases to a living wage, and does not include a bonus. However, if The Lord's Place receives a windfall donation or other increased revenues in excess of the budgeted revenues, paying a bonus maybe be considered. Additionally, there is a projected 5% increase in healthcare. No salary lapse factor was included in the budget.

In regard to staff counts, The Lord's Place has increased staffing because of new CARES Act ESG contracts to approximately 16 positions and 2.7 FTEs in advancement and finance. The additional ESG positions are 100% funded by grants.

Decreases in Occupancy are primarily due to eliminating security services and building repairs for the Australian campus while construction is taking place. The internet contract for the agency was also replaced resulting in overall savings for the agency. Minor increases occurred in rent and utilities for inflation.

Transportation expenses are expected to increase by 17% as the staff return to the workplace and meet with clients and additional bus passes are provided to the clients.

The increase in client costs is mainly due to the CARES Act ESG contract, including rental and utility assistance and emergency shelter. Other areas increased are food for catering, contract services-purchased services for the SCA contract, stipends for clients and HUD rent. Areas that offset the increase in this line item are furnishing decreases due to budgeting based on funded versus actual expenses, transitional housing, emergency lodging and assistance with moving included in the client's rents line item.

Advancement costs have increased primarily due to an increase in Facility Rentals. Special events in the previous year were virtual. Next year, the events are planned to be in person.

Professional fees overall are decreasing 18.5% due to two issues: 1. Legal fees incurred for a case that is not expected to be repeated and 2. Consulting fees incurred for COVID-19 guidance that will no longer be needed. There is a slight increase in the cost of the financial audit.

Loan and Mortgage decreases are related to progress on loan payments, applying more of the amount to principal rather than interest.

The Depreciation Expense has increased due to the Capital inventory of properties and equipment increasing.

Although similar to the Depreciation Expenses in the impact on cash flows, in-Kind expenses do give funders an indication of the community's commitment to The Lord's Place. This line item is conservatively budgeted at a decrease of 47% over last fiscal year's actual; however, we expect to exceed even these expectations based on current community involvement.

Other Operating Costs has decreased approximately 20% from the previous fiscal year. This line captures many Social Enterprise expenses, as well as, Advertising, Dues & Subscriptions, Out-of-Area Travel, Office Supplies, Postage, Computer Expenditures, etc. Significant decreases were made to Bad Debt-Pledges. As we collect the pledges made to the organization, the number would be adjusted. Computer Expenditures were reduced by approximately \$17,000 due to new computers and accessories being purchased in the 2020-2021 fiscal year, reducing the burden on the 2021-2022 Fiscal Year Budget.

This concludes the review of the Fiscal Year 2021-2022 Budget.

Again, if you have any questions or would like to discuss the budget in further detail before the scheduled Board meeting, please feel free to contact me, Diana Stanley, or Debbie Breen.

I look forward to seeing you at the May 12<sup>th</sup> meeting. Please stay safe and well.

**The Lord's Place, Inc.**  
**OPERATING BUDGET**  
**July 1, 2021 through June 30, 2022**

**REVENUE & EXPENSE SUMMARY**

	<b>2020 - 2021 BUDGET</b>
Revenue	
Grant & Contract Income	5,995,736
Restricted Grants/Contributions	2,468,923
Contributions	2,310,800
Program Income	225,139
Special Events	775,000
Social-Enterprises Revenues	1,629,136
In-kind Services and Products	204,849
Other Income	10,000
<b>TOTAL REVENUE</b>	<b>\$ 13,619,583</b>
Expenses	
Salaries & Related Costs	7,903,615
Occupancy Costs	1,281,516
Transportation	179,037
Client Services	3,117,422
Advancement Costs	195,525
Professional Fees	38,000
Loan/Mortgage Interest	13,500
Depreciation Expenses	419,507
In-kind Services and Products	204,849
Other Operating Cost	445,100
<b>TOTAL EXPENSES</b>	<b>\$ 13,798,071</b>
<b>Excess (Deficiency) of Revenue Over Expenses</b>	<b>\$ (178,488)</b>
<b>Non Operating Items</b>	
Depreciation Expenses	419,507
Capital Expenses	(121,614)
Mortgage and Auto payments	(119,405)
<b>Revised Excess (Deficiency) of Revenue Over Expenses</b>	<b>\$0</b>

REVENUE & EXPENSE SUMMARY COMPARISON TO PRIOR 12 MONTHS

	2021 - 2022 BUDGET	12 mo ACTUAL*		Variance last 12 mos to Budget	Notes
		Mar 2020 - Feb 2021			
<b>Revenue</b>					
Grant & Contract Income	5,995,736	3,663,556		2,332,180	Increase in SCA, new ESG grants
Restricted Grants/Contributions	2,468,923	5,677,725		(3,208,802)	Significant pledges in prior year for capital campaign
Contributions	2,310,800	1,950,779		360,021	Increase for capital purchases and ongoing operational costs
Program Income	225,139	222,254		2,885	No significant changes in rent income
Special Events	775,000	1,025,786		(250,786)	Reduction in amount expected for SleepOut
Social-Enterprises Revenues	1,629,136	870,057		759,079	Estimates made due to rebuilding of Thrift Stores and Catering post Covid
In-kind Services and Products	204,849	302,681		(97,832)	
Other Income	10,000	111,108		(101,108)	Do not budget for market fluctuations
<b>TOTAL REVENUE</b>	<b>\$ 13,619,583</b>	<b>\$ 13,823,946</b>		<b>\$ (204,363)</b>	
<b>Expenses</b>					
Salaries & Related Costs	7,903,615	6,856,464		1,047,151	New positions due to various new contracts
Occupancy Costs	1,261,516	1,348,965		(67,449)	Reduction for security at the Austalian location
Transportation	179,037	148,847		30,090	Expect some increases in mileage reimbursement and gas post Covid
Client Services	3,117,422	1,740,786		1,376,636	Increased expenses for prevention from new ESG grants
Advancement Costs	195,525	128,104		67,421	Reentry Summit / Rappelling to End Homelessness
Professional Fees	38,000	46,670		(8,670)	No significant changes
Loan/Mortgage Interest	13,500	19,269		(5,769)	No significant changes
Depreciation Expenses	419,507	403,422		16,085	Increase to property & equipment
In-kind Services and Products	204,849	302,681		(97,832)	Offset by Inkind Revenue
Other Operating Cost	445,100	534,580		(89,480)	Reduction based upon no budget for uncollectible pledges, several computers purchased in PY plus add't expense for opening new Thrift Stores
<b>TOTAL EXPENSES</b>	<b>\$ 13,798,071</b>	<b>\$ 11,529,888</b>		<b>\$ 2,268,183</b>	
<b>Excess (Deficiency) of Revenue Over Expenses</b>	<b>\$ (178,488)</b>	<b>\$ 2,294,058</b>		<b>\$ (2,472,546)</b>	
<b>Non Operating Items</b>					
Depreciation Expenses	419,507	403,422			
Capital Expenses	(121,614)				
Mortgage and Auto payments	(119,405)				
<b>Revised Excess (Deficiency) of Revenue Over Expenses</b>	<b>\$ 0</b>	<b>\$ 2,697,480 *</b>			

\* Please note: This budget does not represent the full 2020/2021 fiscal year in the ACTUAL column. Actuals reflect 8 months from this current fiscal year 2020/2021 and 4 months from Mar-June 2019/2020 fiscal year to give 12 full months of actual expenditures for comparison purposes.

**The Lord's Place  
Operating Budget  
July 1, 2021 through June 30, 2022**

**REVENUE SOURCES**

REVENUE SOURCES	TOTAL	STATUS/COMMENTS	PENDING	
			GRANTS	CONTR
HUD contracts	1,284,849	confirmed		
Admiral's Cove	25,000	pending	25,000	
Adopt A Family	10,056	confirmed		
Allegheny Franciscan Ministries	0	temporarily restricted		
Anna Mann	35,814	confirmed		
Bank of America	15,000	pending	15,000	
Honorable Ann & Don Brown	100,000	temporarily restricted		
Honorable Ann & Don Brown	100,000	temporarily restricted		
Honorable Ann Brown	100,000	temporarily restricted		
Ballen Isles	25,000	temporarily restricted		
Batchelor Foundation	27,500	temporarily restricted		
BCC-Joshua House	95,381	pending	95,381	
Bingham Estate	0	temporarily restricted		
Board of Directors funding	438,594			
Board of County Commissioners - HRC	204,506	pending		
Burckle 3 funding	4,174	confirmed		
Capital funds for operations	100,000	confirmed		
CareerSource WFA	200,000	confirmed	200,000	
Cathleen Cox McFarlane Foundation	50,000	temporarily restricted	50,000	
City of West Palm Beach	0	confirmed		
Community Foundation	55,000	temporarily restricted	55,000	
Covid funds	150,000	temporarily restricted		
DeLuca Foundation	300,000	temporarily restricted		
BCC-CJC/REST RENT	393,896	pending		
Downtown Development Authority-Clean Team	0	confirmed		
Emergency Food Shelter Jan-Dec	60,000	pending	60,000	
Ending Homelessness Breakfast	250,000	fundraising event		
ESG Prevention	220,000	pending		
ESG Street Engagement and Rapid Rehousing	2,000,000	pending		
FAA Café Joshua	50,000	confirmed		
FAA Supportive Housing	307,438	pending	307,438	
Famis Foundation	25,000	temporarily restricted		
GEO Group	0	confirmed		
Health Care District	52,000	confirmed through 12/31/21	26,000	
Hearst Foundation	0	temporarily restricted		
Homeless Coalition of PBC-Creating Choices	30,000	pending		30,000
Indirect - Fundraising	2,310,800	fundraising		
Indirect - Capital Campaign	0	temporarily restricted		
Indirect - Program Revenue	225,136	estimated rent collections		
Indirect - Interest & Dividends	10,000	annual distribution/earnings		
In Kind Contributions	204,849	estimate		
Jewish Women's Foundation	10,000	temporarily restricted		
Jim Moran Foundation	100,000	temporarily restricted	100,000	
Kenan Charitable Trust	0	temporarily restricted		
Over the Edge	0	fundraising event		
PalmFUSE	172,433	ends Sept 2020		
Palm Beach County Sheriff's Office	150,000	confirmed		
PATH	219,667	pending		
Quantum	250,000	temporarily restricted		
Palm Beach Event	200,000	fundraising event		
Second Chance Act	334,412	confirmed		
Southeast Behavioral Health Network	211,100	confirmed, add'l \$25,000 TVP		
Social Enterprise Revenue	1,629,136	thrift store and catering		
Sleep Out	325,000	fundraising event		
Summit	0	fundraising event		
Sylvester Foundation	0	temporarily restricted		
Tomorrow Fund	100,000	temporarily restricted		
Town Palm Beach/UW-Apr-Mar	170,000	pending		170,000
United Way Mental Health	115,675	confirmed		
United Way Operation Home Ready	143,000	confirmed		
United Way Prevention	29,166	ends Jan 2022		
Unidentified grants	0	pending	0	0
<b>Total Revenue</b>	<b>13,619,583</b>		<b>933,819</b>	<b>200,000</b>



**The Lord's Place, Inc.**  
**Report Period: ACTUAL 3/1/2020 - 2/29/2021 vs. BUDGET 7/1/2021 - 6/30/2022**  
**REVENUE & EXPENSE COMPARISON**  
**Budget Comparison to Prior 12 Months**

**EXPENSES ONLY**

		BUDGET July 2021 thru June 2022	ACTUAL Mar 2020 thru Feb 2021	Variance	Notes
<b>Expenses</b>					
<b>Salaries &amp; Related Costs</b>					
500	Salaries	6,177,437	5,401,156	776,281	Additional salaries for ESG contracts, additional FTE for finance, additional 1.73 FTEs for advancement
501	Employee Bonuses/Discretionary Fund	0	35,576	(35,576)	
502	Auto Allowance	22,650	27,112	(4,462)	
503	Gift Cards	10,806	10,306	500	
505	FICA/Medicare	465,660	391,233	74,427	
506	SUTA Expense	25,480	19,072	6,408	
507	Workers Compensation	111,787	138,442	(26,655)	
508	Health Insurance	773,713	577,447	196,266	
510	Dental Insurance Expense	62,639	48,760	13,879	
511	ST Disability	63,109	52,935	10,174	
512	Background Checks	7,000	7,380	(380)	
514	Employee Assistance	1,400	1,940	(540)	
515	401k Plan Expense	125,236	110,512	14,724	
520	Payroll Processing Fees	43,500	29,579	13,921	
813	Tuition Reimbursement	13,200	5,014	8,186	
<b>Salaries &amp; Related Costs</b>		<b>7,903,615</b>	<b>6,856,464</b>	<b>1,047,153</b>	
<b>Occupancy Expenses</b>					
630.3	Contract SVS- Security Services	90,474	140,092	(49,618)	No security budget for the Australian site
700	Rent	341,045	326,333	14,712	
705	Utilities	173,424	170,685	2,739	
706	Gas	29,937	19,576	10,361	
707	Water & Sewer	102,926	104,886	(1,960)	
708	Waste	32,781	31,875	906	
720	Telephone	42,551	14,776	27,775	Offset by acct 720.3
720.1	Cable TV	2,217	1,153	1,064	
720.2	Internet Services	48,916	77,065	(28,149)	Windstream terminated, ATT replacement much less expensive
720.3	Telephone Lease	0	23,371	(23,371)	Offset by account 720
720.4	Cell Phone	35,220	30,794	4,426	
721	Cell Phone Reimbursement	32,155	25,029	7,126	
730	Repairs & Maintenance-Building	77,822	118,547	(40,725)	Reduction for Australian site
735	Repairs & Maintenance-Equip	2,069	8,153	(4,084)	
735.1	Cafe Chemical/Cleaning Supplies	23,845	17,114	6,731	Increase for catering
736	Insurance-Property	97,249	92,953	4,296	
736.1	Other Insurance	0	435	(435)	
738	Non Ad Valorem Taxes	36,466	35,179	1,287	
739	Property Taxes	573	727	(154)	
740	Insurance-Flood	14,787	14,124	663	
741	Insurance-Wind	69,453	69,680	(227)	
742	Insurance-Umbrella	19,901	20,629	(728)	
743	Insurance-D&O	7,705	7,789	(84)	
<b>Occupancy Expenses</b>		<b>1,281,516</b>	<b>1,348,965</b>	<b>(67,449)</b>	
<b>Transportation</b>					
629	Bus Passes	9,300	2,340	6,960	Increase need expected for the new year
650	Auto Insurance	75,078	75,787	(709)	
655	Gas, Oil, Tags	36,970	23,233	13,737	
656	Repairs-Vehicles	22,902	18,629	4,273	
657	Mileage Reimbursement	17,961	8,508	9,453	
658	Vehicle Lease	18,826	20,241	(3,415)	Down payment on new lease in PR
659	Tolls, Parking, Fines	0	209	(209)	
<b>Transportation</b>		<b>179,037</b>	<b>148,947</b>	<b>30,090</b>	
<b>Client Services</b>					
<b>Food Costs</b>					
601	Food	270,382	212,287	58,095	Anticipate increase in catering
602	Kitchen Equipment (non-disposable)	2,938	(902)	3,840	
<b>Food Costs</b>		<b>273,320</b>	<b>211,385</b>	<b>61,935</b>	

**The Lord's Place, Inc.**  
**Report Period: ACTUAL 3/1/2020 - 2/29/2021 vs. BUDGET 7/1/2021 - 6/30/2022**

**REVENUE & EXPENSE COMPARISON**  
**Budget Comparison to Prior 12 Months**

**EXPENSES ONLY**

	BUDGET July 2021 thru June 2022	ACTUAL Mar 2020 thru Feb 2021	Variance	Notes
<b>Program Supplies</b>				
613 Drug Screening	281	2,489	(2,188)	
615 Household Supplies	5,800	15,042	(9,242)	
616 Program Supplies	53,533	70,424	(16,891)	
<b>Program Supplies</b>	<b>59,614</b>	<b>87,935</b>	<b>(28,321)</b>	
<b>Other Client Costs</b>				
605 Casual Labor	17,388	3,090	14,298	
606 Emergency Lodging	0	22,199	(22,199)	Included in account 638
607 Childcare	8,000	10,124	(2,124)	
609 IDs/Birth Certificates	0	38	(38)	
611 Furnishings	55,039	89,033	(33,994)	
612 Resident/Client Incidentals	1,000	3,948	(2,948)	
614 Other Client Costs	181,137	146,631	14,506	
617 Training & Development	35,850	26,414	9,436	
618 Rent-HUD Pass Thru	660,176	633,854	26,322	
619 Pro Social Activities	15,650	18,585	(2,935)	
620 Educational Services	22,000	9,738	12,262	
621 Assistance with Moving Costs	0	57,608	(57,608)	Included in account 638
622 Employment Services	0	944	(944)	
624 Client Medications	4,625	7,614	(2,989)	
630.1 Cont Svcs - Program- Mental Health	40,585	50,867	(10,282)	
630.4 Contr Svcs-Purchased Services	250,317	35,314	215,003	
630.5 Contr Svcs-Psychiatric Nurse	0	0	0	
635 Stipends	90,000	49,644	40,356	Expect increase in apprentice program
637 Camp Fees	40,000	35,317	4,683	
638 Prevention Client rents	1,285,611	98,573	1,187,038	ESG contract
639 Prevention Client utilities	0	15,914	(15,914)	Included in account 638
670 Software	72,110	51,316	20,794	
701 Transitional Housing	25,000	74,701	(49,701)	
<b>Other Client Costs</b>	<b>2,784,488</b>	<b>1,441,466</b>	<b>1,343,022</b>	
<b>Client Services</b>	<b>3,117,422</b>	<b>1,740,786</b>	<b>1,376,636</b>	
<b>Professional Fees</b>				
660 Audit & Accounting	35,000	31,483	3,517	
667 Legal Fees	2,500	6,693	(4,193)	
669 Consulting	500	8,494	(7,994)	
<b>Professional Fees</b>	<b>38,000</b>	<b>46,670</b>	<b>(8,670)</b>	
<b>Advancement Costs</b>				
900 Printing	16,550	15,194	1,356	
904 Photography	19,600	2,970	16,630	
905 Event Security Costs	1,300	0	1,300	
906 Facility Rental	71,000	41,074	29,926	
907 Special Events Supplies	8,500	773	7,727	
908 Volunteer Expense	6,000	0	6,000	
910 Contracted Entertainment	3,000	0	3,000	
913 Mail Preparation	6,750	3,199	3,551	
914 Advancement Prospecting	7,500	150	7,350	
915 Donor Cultivation	0	134	(134)	
920 Equipment Rental-Fundraising	0	0	0	
916 Catering	8,425	20,519	(14,094)	
925 Graphic Artist	11,400	6,806	4,594	
935 Consultant	35,000	33,487	1,513	
950 Website costs	2,500	3,798	(1,298)	
<b>Advancement Costs</b>	<b>195,525</b>	<b>128,104</b>	<b>67,421</b>	
<b>Other Operating Costs</b>				
603 Alcoholic beverages	5,236	1,108	4,128	
685 Operating Supplies-Thrift	11,738	6,859	4,879	
685.1 Store Book Sale Expenses	30,000	489	29,531	
688 Kitchen Operating Supplies-Disposables	43,125	45,784	(2,639)	
687 Operating Supplies-M&B	7,628	8,909	(1,281)	
737 Equipment Rental	38,488	51,495	(13,007)	
737.1 Equipment Rentals Catering	0	24	(24)	

**The Lord's Place, Inc.**  
**Report Period: ACTUAL 3/1/2020 - 2/29/2021 vs. BUDGET 7/1/2021 - 6/30/2022**

**REVENUE & EXPENSE COMPARISON**  
**Budget Comparison to Prior 12 Months**

**EXPENSES ONLY**

	BUDGET July 2021 thru June 2022	ACTUAL Mar 2020 thru Feb 2021	Variance	Notes
737.2 Equipment Rentals Kitchen	0	1,051	(1,051)	
800 Advertising	18,270	14,353	3,917	
802 Bad Debts	0	4,509	(4,509)	
802.2 Bad Debts-Pledges	0	95,297	(95,297)	Will not budget for this since we did not budget for new pledges
803 Bank Services Fees	38,285	45,936	(9,651)	
804 Capital Expenditures	0	0	0	
805 Loan Interest	1,738	2,865	(1,127)	
805.01 Mortgage Interest	11,762	16,404	(4,642)	
805.2 Lease interest	0	0	0	
806 Computer Expenses	7,500	25,182	(17,682)	Many additional computers added in PY due to pandemic
807 Dues and Subscriptions	15,692	27,734	(12,042)	
808 Loan Refinancing Costs	772	772	0	
810 Meetings, Seminars, Training	19,750	6,283	13,467	
811 Out of Town Travel	5,000	7,513	(2,513)	
815 Office Expense & Supplies	40,152	33,446	6,706	
816 Permits & Licenses	2,366	5,643	(3,277)	
820 Postage	10,865	14,277	(3,412)	
820.1 Postage - Books	0	136	(136)	
825 Printing & Stationery	2,461	2,150	311	
830 Miscellaneous Exp	0	(2,417)	2,417	
903 Computer Maintenance Expense	149,772	138,107	11,665	
<b>Other Operating Costs</b>	<b>458,600</b>	<b>553,849</b>	<b>(95,249)</b>	
<b>In-Kind Expenses</b>				
709 In-Kind Services	204,849	205,630	(781)	
710 In-Kind Products	0	97,051	(97,051)	
<b>In-Kind Expenses</b>	<b>204,849</b>	<b>302,681</b>	<b>(97,832)</b>	
<b>Non-Cash Expenses</b>				
850 Depreciation Expense	419,507	403,422	16,085	
<b>Non-Cash Expenses</b>	<b>419,507</b>	<b>403,422</b>	<b>16,085</b>	
<b>Expenses</b>	<b>13,798,071</b>	<b>11,529,868</b>	<b>2,268,183</b>	

**The Lord's Place, Inc.**  
**Operating Budget July 1, 2021 - June 30, 2022**  
**CAPITAL EXPENDITURES**

	<u>Estimated Cost</u>	
AEDs	16,000	Mann Place, Family Campus, 2715 N Australian and Buckle Place
Burckle Place painting	8,400	
Mann Place renovations	45,014	
Family Campus renovations	<u>52,200</u>	
<b>Subtotal</b>	<b>121,614</b>	
<b>Grand Total</b>	<b><u>121,614</u></b>	