

The Lord's Place  
 Budget Comparison Report  
 Current Period: 7/1/2021 - 06/30/2022  
 Budget Period: 7/1/2021 - 06/30/2022  
 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
<b>Revenue</b>				
Grant & Contract Income	5,797,902	5,995,736	(197,834)	Decreased in revenue due to delay in billing for the SCA Programs (112K), FUSE (44K), HUD (32K) SOHP (170k) Offset by EFSP \$24K, SEFBHN \$73, Misc \$ 54K
Restricted Grants/Contributions	5,699,289	4,779,723	919,567	Over budget due to restricted revenues released in current year but recorded in prior year (\$2371k) offset by new restricted donations for \$ (3364K) and unrestricted donations \$6654K
Program Income	308,662	225,139	83,523	Increased due to more rents received from residents than expected.
Special Events	1,004,815	775,000	229,815	Increased due to \$ 106K more for PBE, \$ 22 more for EHB and \$98k more for SLPO 2022
Social-Enterprises Revenues	819,135	1,629,136	(810,001)	Under budget in thrift store (\$471K) and catering (\$339K)
Other Income, Interest, Gain /Loss	1,631,949	20,000	1,611,949	Dividend and interest income higher than anticipated \$ 190k, Philadelphia Insurance Proceed \$ 61K, for fire claim - loss of income, Gain on Sale of Building/Land \$1,362M
Unrealized Gain/(Loss) invest	(694,046)	(10,000)	(684,046)	Investment activity and market fluctuations
In-Kind Contributions	175,832	204,849	(29,017)	Volunteer hours less than expected
<b>Revenue</b>	<b>14,743,538</b>	<b>13,619,583</b>	<b>1,123,955</b>	
<b>Expenses</b>				
Salaries & Related Costs	7,830,077	7,903,615	73,538	Vacancies and positions not filled yet for the ESG Program.
Occupancy Costs	1,730,578	1,281,516	(449,062)	Over budget due to insurance premium increased \$104K, security services increased \$84K, increase in repairs for Family Campus and Mann Place \$126K, telephone lease \$ 46k, Rent \$ 45K
Transportation	224,203	179,037	(45,166)	Over budget due to more mileage used by the outreach programs- reimbursed by the ESG Contract.
Client Services	3,089,589	3,117,422	27,833	Under budget in prevention clients rents \$ 750K, food \$121k, and over budget in emergency lodging (\$620K), furnishings (\$55), Other Client Cost \$166
Advancement Costs	278,928	195,525	(83,403)	Over the budget in catering to outreach program \$151K offset by reduction in photography (\$7K), facility rental (\$58K) and various other event costs (\$3k).
Professional Fees	131,827	38,000	(93,827)	Over budget mainly for higher legal fees for \$37K, audit fees \$42K and temporary staffing \$ 17K, Consulting Fees 4k
Loan/Mortgage Interest	13,501	13,501	0	Immaterial
Other Operating Cost	545,975	445,100	(100,875)	Over budget in computer expenses \$35k, moving and relocation expenses \$57K, Advertising \$20K, Misc Expenses \$15K offset by e-commerce(\$ 29K)and
Depreciation Expense	365,078	419,507	54,429	Under budget due to lower allowances for vehicles.
In-Kind Expenses	175,832	204,849	29,017	Volunteer hours less than expected
<b>Expenses</b>	<b>14,385,587</b>	<b>13,798,071</b>	<b>(587,517)</b>	
<b>Over Expenses</b>	<b>357,951</b>	<b>(178,488)</b>	<b>536,438</b>	

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Balance Sheet Highlights

	June 2022	June 2021	Variance	Notes
<b>Operating Cash</b>	\$ 2,584,589	\$ 2,244,851	\$ 339,738	Increase due to Operations Activity
<b>Money Market &amp; CDs</b>	\$ 126,315	\$ 2,325,977	\$ (2,199,662)	Increase in Money Market & CD's is due to the following transfers: <b>Net Interest Into the MMKT:</b> \$ 590 Operations <b>Net Transfers From the MMKT to Operating Acct:</b> (\$2,200,000) Operations
<b>UBS Investment Accounts</b>	\$ 11,753,540	\$ 12,198,260	\$ (444,720)	Increase in Investment Accounts comparing 2022 to 2021 is due to the following: <b>Transfers Into UBS:</b> 912k from MM, Transfer to Operations (\$960K), stock donation \$143K, Operation 140k <b>Unrealized Value of Investment Activity:</b> \$ (681)K decrease.
<b>Increase(Decrease) in Investment Value for the period</b>	\$ (255,582)	\$ 27,010	n/a	Net Investment activity for the month
<b>Long-term Liabilities (Mortgages)</b>	\$ 9,791	\$ 208,850	\$ (199,059)	Decrease due to the following: decrease in monthly amortization of mortgage for Burckle Place West for (\$82k /Payoff -\$ 77K), monthly mortgage amortization for Thrift Store of (\$ 42k) and vehicle amortization (\$18K), Moved ( \$135k) to Current Liability due to the sale of Building/Land.