

The Lord's Place
Budget Comparison Report
Current Period: 7/1/2021 -05/31/2022
Budget Period: 7/1/2021 - 05/31/2022
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
Revenue				
Grant & Contract Income	5,093,524	5,510,461	(416,937)	Decreased in revenue due to delay in billing for the SCA Programs (148K), FUSE (44K) MSC (12K), HUD (75K) SOHP (198k) Offset by EFSP \$ 51K
Restricted Grants/Contributions	5,781,804	4,555,411	1,226,395	Over budget due to restricted revenues released in current year but recorded in prior year (\$4488k) offset by new restricted donations for \$ 3433k and unrestricted donations 2281k
Program Income	279,069	206,377	72,692	Increased due to more rents received from residents than expected.
Special Events	935,693	769,000	166,693	Increased due to \$ 84K more for PBE, 3k more for EHB and 78k more for SLPO 2022
Social-Enterprises Revenues	781,166	1,486,964	(705,798)	Under budget in thrift store (\$415K) and catering (\$289K)
Other Income	231,284	18,370	212,914	Dividend and interest income higher than anticipated \$ 150k, Philadelphia Insurance Proceeds \$ 61K, for fire claim - loss of income.
Unrealized (Gain)/Loss invest	(433,396)	(9,167)	(424,229)	Investment activity and market fluctuations
In-Kind Contributions	162,176	187,778	(25,602)	Volunteer hours less than expected
Revenue	12,831,321	12,725,194	106,126	
Expenses				
Salaries & Related Costs	7,157,006	7,286,552	129,547	Vacancies and positions not filled yet for the ESG Program.
Occupancy Costs	1,474,762	1,175,044	(299,718)	Over budget due to insurance premium increased \$87K, security services increased \$70K, increase in repairs for Family Campus and Mann Place \$104K, telephone lease \$ 38k
Transportation	185,893	164,117	(21,776)	Over budget due to more mileage used by the outreach programs- reimbursed by the ESG Contract.
Client Services	2,665,056	2,855,568	190,512	Under budget in prevention clients rents \$669K, food \$121k, and over budget in emergency lodging (\$500K), furnishings (42k), Other Client Cost 58
Advancement Costs	266,803	179,231	(87,572)	Over the budget in catering to outreach program \$151K offset by reduction in photography (\$6K), facility rental (\$52K) and various other event costs (\$9k).
Professional Fees	120,489	34,875	(85,614)	Over budget mainly for higher legal fees for \$28K, audit fees \$37K and temporary staffing \$ 20K
Loan/Mortgage Interest	13,710	12,376	(1,334)	Immaterial
Other Operating Cost	470,397	407,531	(62,865)	over budget in computer expenses \$35k, moving and relocation expenses \$56K, offset by e-commerce(\$ 27K)and
Depreciation Expense	375,543	384,548	9,006	Under budget due to lower allowances for vehicles.
In-Kind Expenses	162,176	187,778	25,602	Volunteer hours less than expected
Expenses	12,891,833	12,687,621	(204,212)	
Over Expenses	(60,512)	37,574	(98,086)	

The Lord's Place
Balance Sheet Highlights

	May 2022	May 2021	Variance	Notes
Operating Cash	\$ 3,200,661	\$ 2,110,271	\$ 1,090,390	Increase due to Operations Activity
Money Market & CDs	\$ 126,322	\$ 2,825,910	\$ (2,699,588)	Increase in Money Market & CD's is due to the following transfers: Net Interest Into the MMKT: \$ 490 Operations Net Transfers From the MMKT to Operating Acct: (\$2,700,000) Operations
UBS Investment Accounts	\$ 12,485,069	\$ 12,157,154	\$ 327,915	Increase in Investment Accounts comparing 2022 to 2021 is due to the following: Transfers Into UBS: 413k from MM, Operations \$139K, stock donation \$143K, Unrealized Value of Investment Activity: \$ (368)K decrease.
Increase(Decrease) in Investment Value for the period	\$ (13,706)	\$ 27,010	n/a	Net Investment activity for the month
Long-term Liabilities (Mortgages)	\$ 60,366	\$ 254,951	\$ (194,585)	Decrease due to the following: decrease in monthly amortization of mortgage for Burckle Place West for (\$127K /Payoff 49K), monthly mortgage amortization for Thrift Store of (\$ 46k) and vehicle amortization (\$21K)